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Trade Ally Opportunities with the ACE C&I Portfolio of Programs

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Agenda

1. Welcome
2. Energy Solutions for Businesses Portfolio of Programs
3. Prescriptive and Custom Program
4. Small Business Direct Install Program
5. Energy Management Program
6. Benefits of being a Trade Ally
7. Q&A
8. Contact Information

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Energy Solutions for Business

Energy Solutions for Business Programs



Prescriptive &
Custom



Small Business
Direct Install
(SBDI)



Energy
Management



Engineered
Solutions

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Prescriptive and Custom Program

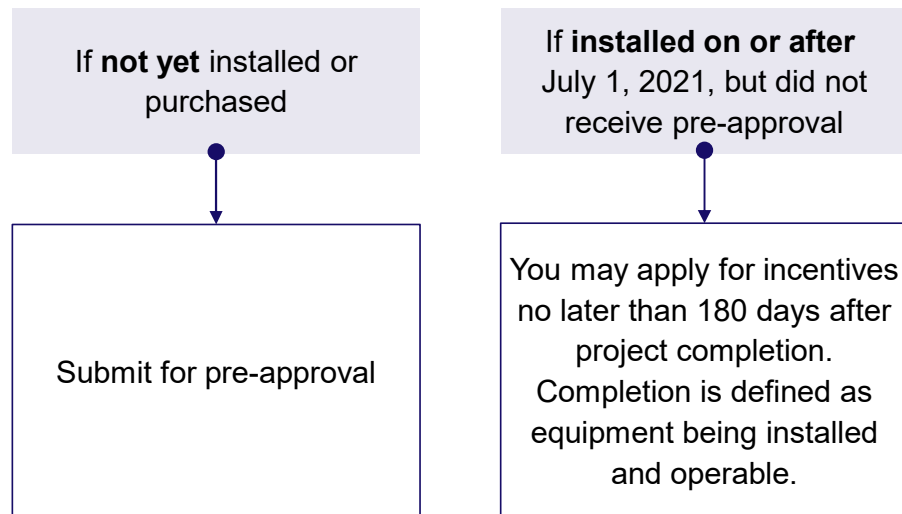
Overview

- This program provides the applicant with an incentive to purchase and install electric energy-efficient equipment.
- The program will also consider incentives for energy-efficient measures that provide both electric and natural gas energy (dual-fuel) savings.

Eligibility

- Check the utility bill to ensure that the customer is on a commercial rate class.
- When was the equipment purchased?

Prescriptive

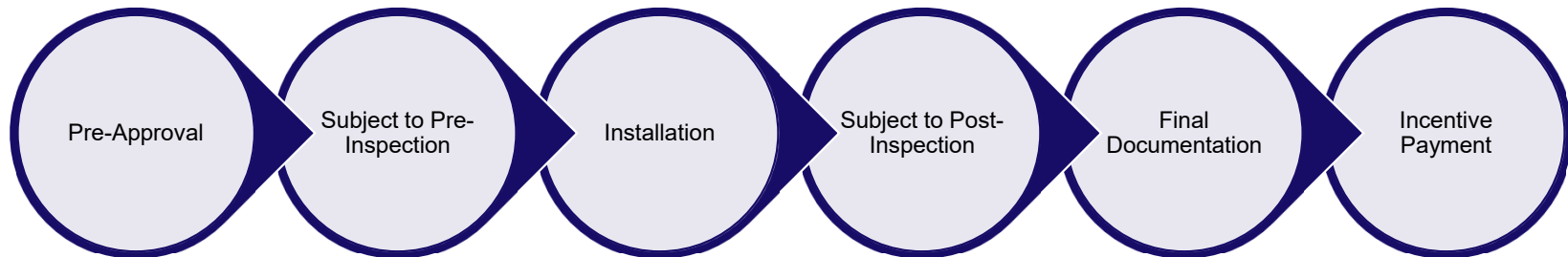


Custom

- Projects must be submitted for pre-approval and equipment purchased only after pre-approval.

Process

- Pre-approval is required for all projects unless they are eligible for Prescriptive Program 180-day look back.
- Applications are subject to potential pre-inspections prior to approval.
- Installation may begin once approval has been issued. Approval documents will include the list of documentation required for project verification and payment.
- Project must be completed within 120 calendar days of the project approval date.
- If a project is not completed within 120 calendar days, the customer will be contacted.
- Certain projects will undergo post-inspection prior to payment.
- Once you complete your project you can submit final documentation for payment. The customer can assign either the full incentive or part of the incentive to another entity.



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Small Business Direct Install Program

Who is Eligible?

Targeted to existing, small to medium size C&I customers in ACE territory with an average annual demand of 0-200kW



Small Business



Non-Profits



Schools



Municipalities



Faith-based Organizations

Offerings and Incentives

- No cost, no obligation energy assessment
- Incentives up to 80% of installed cost of eligible equipment
 - Eligible equipment upgrades include:
 - Lighting retrofits, including sensors and controls
 - Heating, ventilation, and air conditioning (HVAC) systems
 - Commercial refrigeration equipment
 - Motors & VFDs
- Installation of comprehensive, cost-effective, and quickly implemented energy efficiency improvements
- Vetted, approved Trade Allies provide customers a seamless process for implementation of energy efficiency projects
- Approved Trade Allies will conduct comprehensive energy assessments which provide the basis for the implementation of energy efficiency projects

Customer Eligibility Verification

Install high-efficiency eligible electric & gas equipment across a variety of technologies, including:

- ACE SBDI Program targets small businesses, non-profits, municipalities, schools, and faith-based organizations up to 200kW average demand.
- Collect most recent 12 months of ACE utility bills to verify customer’s qualification as tier 1 or tier 2.
- Enhanced incentives are available if located in an Urban Enterprise Zone or Opportunity Zone, owned or operated by a local government (municipalities and counties) or K-12 public schools.
- Comprehensive Energy Assessment and SOW development
 - Customer Accepts SOW
 - Energy Assessment Tool will generate project SOW and proposal
 - Line by line
 - Project financials and savings data
- Total project value, incentive, customer copay
- Trade ally will present the comprehensive proposal to the customer for program enrollment
- Customer signs and accepts project SOW

	Average Demand	Incentive
Tier 1	Up to 100kW	Up to 80%
Tier 2	101-200kW	Up to 70%

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Energy Management Program

Offerings Overview



HVAC Tune-Up connects customers with qualified providers to re-tune various types of electric HVAC equipment



Full Building Tune-up is a retro-commissioning (RCx) program designed to re-tune existing mechanical, electrical, and thermal systems



- **Monitoring-Based Commissioning (MBCx)** uses monitoring software paired with the building's energy management system to optimize energy performance and efficiency

Who's Eligible?

HVAC Tune-Up, Full Building Tune-Up and Monitoring-Based Commissioning target large commercial customers including:

- Large Supermarkets
- Casino/Hospitality
- College/University
- Large Retail
- And more



Do I need to use an approved Trade Ally?

Q: Do customers need an approved Trade Ally to implement an Energy Management project?

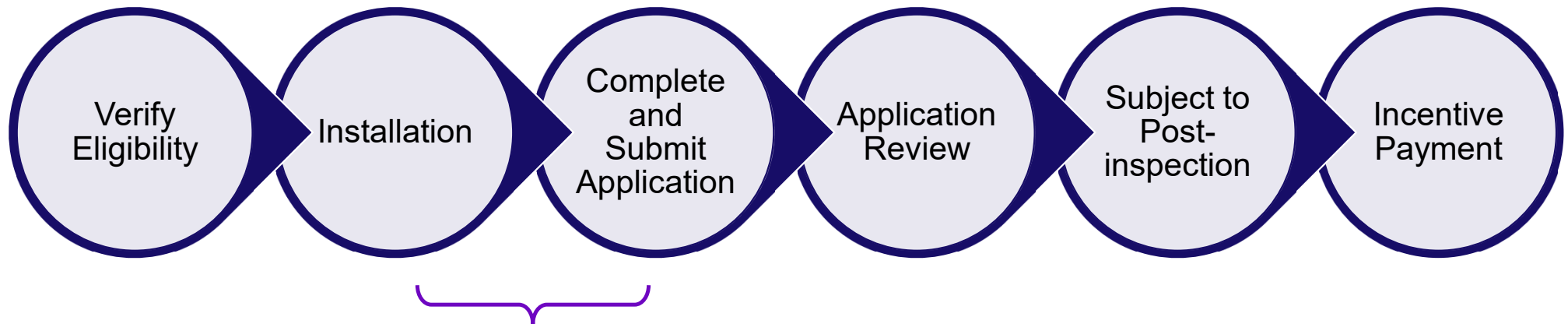
A: Depending on pathway.

- HVAC Tune-Up participants may use any preferred contractors.
- Full Building Tune-up and Monitoring-Based Commissioning Program require participants select a contractor from a list of approved Trade Allies.

HVAC Tune-up

HVAC Tune-up Overview & Process

- Connects customers with qualified providers to re-tune various types of electric HVAC equipment
- Customers are allowed to work with contractors and approved trade allies



Submit application within 30 Days of tune-up service

Eligibility: Equipment

- **Eligibility:**

- The HVAC unit must be between 3 and 20 tons
- Eligible units must not be included under a standing maintenance contract and must not have had a tune-up in the last three years
- Eligible Types:
 - Central HVAC Systems (air-cooled packaged, split systems, or air-source heat pumps)
 - Mini-Splits
 - Packaged Terminal Units
- All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure
- Expected services include general checks (e.g., change air filter, repair insulation), coil cleaning and refrigerant charge

Measure Incentives

- **Incentives levels:**

Unit Type	Incentive Rate
Single Compressor Units	\$175/unit
Multiple Compressor Units	\$250/unit
PTAC, PTHP or Mini-Split	\$75/unit

- Incentives are capped at 100% of the tune-up cost, applied at the unit level

Full Building Tune-up (a.k.a. Retro-commissioning “RCx”)

RCx Overview

The retro-commissioning (RCx) program is designed to re-tune existing mechanical, electrical, and thermal systems

- **Eligibility:**

- Atlantic City Electric commercial customers with 200 kW or higher average peak demand in the last 12 months
- Recommended minimum facility size of 50,000 square feet
- Facility has not been commissioned in the last 3 years and is not a new construction
- Functioning existing control system is highly recommended
- Building has potential for energy savings, with agreement the customer will implement all upgrades that have an 18-month payback or less
- Customers are only allowed to work with approved trade allies
 - Approved trade allies will be required to join an onboarding session to go through additional details

RCx Project Phases and Incentives

Project Phases:



Incentives:

- Trade Ally incentive covers up to 100% of RCx study fees (subject to program screening) paid in 15%, 35%, and 50% increments at completion of the investigation phase, implementation phase, and M&V phase, respectively
- Customer incentive covers up to 70% of installed measure cost, not to exceed \$0.16/kWh of first-year savings, paid at completion of the M&V phase

Monitoring-Based Commissioning (MBCx)

MBCx Overview

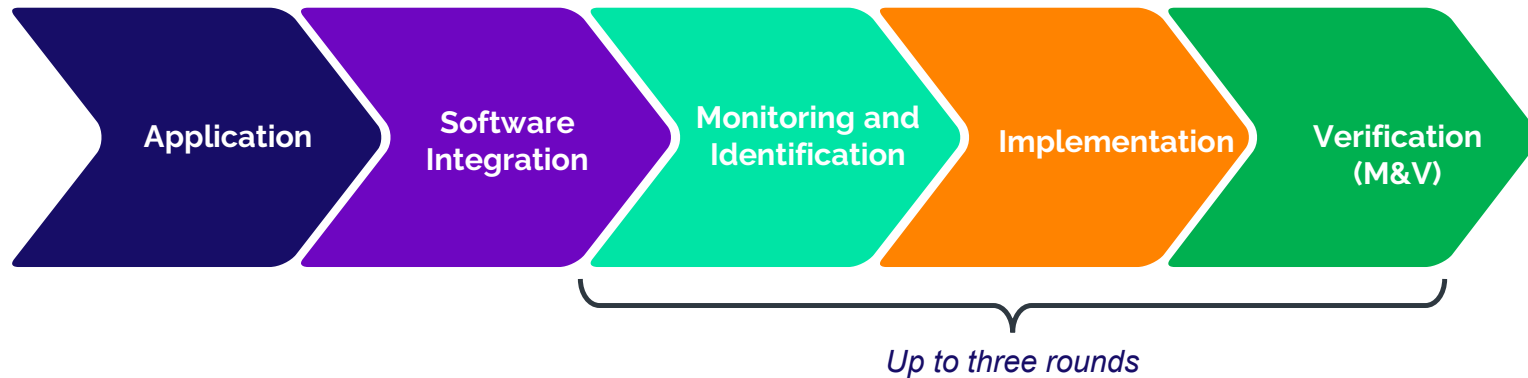
Monitoring-Based Commissioning (MBCx) uses monitoring software, with fault detection & diagnostics “FDD” capabilities, paired with the building’s energy management system to optimize energy performance and efficiency

- **Eligibility:**

- Atlantic City Electric commercial customers with 200 kW or higher average peak demand in the last 12 months
- Recommended minimum facility size of 50,000 square feet
- Facility has not been commissioned in the last 3 years and is not a new construction
- Functioning existing control system is required
- Customer must agree to install eligible MBCx software with Fault Detection and Diagnostics (FDD) with a monitoring service contract of at least 18 months
- Building has potential for energy savings, with agreement the customer will implement all upgrades that have an 18-month payback or less
- Customers are only allowed to work with approved trade allies
 - Approved trade allies will be required to join an onboarding session to go through additional details

MBCx Project Phases and Incentives

Project Phases:



Incentives:

- Trade Ally incentive covers up to 100% of RCx study fees (subject to program screening) and paid out in different phases
- Customer incentive covers up to 70% of installed measure cost, not to exceed \$0.16/kWh of first-year savings, paid at completion of the M&V phase

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Engineering Solutions

Overview

- The program provides comprehensive energy efficiency solutions to public service C&I customers
- Qualifying public service customers receive:
 - Investment grade energy audit
 - Incentives to offset measure cost
 - Equipment design services for selected upgrades
 - Bid and construction administration
 - Commissioning and M&V of installed equipment

Who's Eligible?

All existing public service facilities in ACE territory:

- Hospitals and medical facilities
- Municipalities
- Schools, colleges and universities
- Nonprofits
- Multifamily



Benefits

- Turnkey program
- Does not require up-front funding
- Energy audit is complimentary for projects that complete program
- Financing opportunities will be offered
- Participants may select their preferred installation vendors

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Benefits of Being a Trade Ally

Trade Ally Benefits

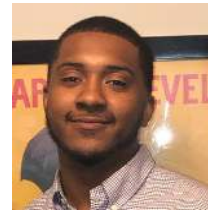
- Receive program training, assistance, and support.
- Your name will be on the ACE program website which will provide the opportunity for customers to find your business.
- Submit projects on a customer's behalf and track application progress via the web portal.
- Receive program updates to stay up to date on any announcements or changes to the program.

** Contractors must sign-up to become a Trade Ally separately for each program*

Trade Ally Network Management

**Trainings – Trade Ally Sign-Up – Find a Trade Ally –
Submit and Track your applications!**

- atlanticcityelectric.com/WaysToSave/ForYourBusiness
- Program contact information:
 - ace.energysavings@trccompanies.com
 - 833.ACE.PAYS (223.7297)



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