

COMMERCIAL & INDUSTRIAL STANDARD OFFER PROGRAM

2015 WORKSHOP



WELCOME & INTRODUCTION

- **Jarrett Simon**
 - Director, Energy Efficiency
- **Cheryl Bowman**
 - Manager, Program Implementation
- **Loretta Battles**
 - Administration, Commercial Standard Offer
- **Yolanda Slade**
 - Program Manager, Commercial Standard Offer



INTRODUCTIONS (CONT.)

- **Nexant Team**
 - David Ashley
 - Tim Griffin
 - Ding Li
 - Kai Qui

- **Database Team - ETrack**
 - S. Balakrishnan (Bala)

AGENDA

- **CenterPoint Commercial Energy Efficiency Programs**
- **2014 Program Summary**
- **2015 Program Outline**
- **Supplier Diversity**
- **ETrack Database**
- **Q&A**

CENTERPOINT ENERGY 2015 COMMERCIAL PROGRAMS



COMMERCIAL ENERGY EFFICIENCY PROGRAMS

- **Energy Share Load Management Program**
 - Kevin Sarvis – Kevin.Sarvis@centerpointenergy.com
 - Demand Response Program for non – transmission commercial customers. The objective is to reduce summer peak demand and achieve annual demand savings.
- **Energy Wise**
 - Zach Patterson – Zachary.Patterson@centerpointenergy.com
 - Offered to public and private middle school 6th graders to provide a take-home Resource Action kit containing efficiency devices with classroom and in-home education techniques.
- **Sustainable Schools Program**
 - Kristi Hardy – Kristi.Hardy@centerpointenergy.com
 - Provides public and private schools with educational materials and activities that promote environmentally conscious behavior in the staff and students resulting in energy savings both at school and in homes.

COMMERCIAL ENERGY EFFICIENCY PROGRAMS (CONT.)

- **Texas Score/City Smart Program**

- Kristi Hardy – Kristi.Hardy@centerpointenergy.com
 - Offered to school districts K-12, Higher Education, city and county facilities. Services include: planning, financial analysis and technical support.

- **Retro-Commissioning Program**

- Calvin Burnham – Calvin.Burnham@centerpointenergy.com
 - Promotes the tune-up of existing commercial and industrial buildings by evaluating facility systems and implementing low-cost/no-cost measures.

- **Smart Pools Program**

- Calvin Burnham – Calvin.Burnham@centerpointenergy.com
 - Details available at centerpointefficiency.com; January 2015



COMMERCIAL ENERGY EFFICIENCY PROGRAMS (CONT.)

- **Healthcare Market Transformation Program (HEEP)**
 - David Dzierski – David.Dzierski@centerpointenergy.com
 - Targets small to mid size healthcare facilities. Services include: Savings Calculations, assistance with measurement and verification, energy assessments, recommendations for operational improvements.
- **Data Center Energy Efficiency Program (DCEEP)**
 - Yolanda Slade – Yolanda.Slade@centerpointenergy.com
 - Targets new construction and retrofit sites; facilities and IT Load. Incentives are performance based; greater savings = greater rewards

DATA CENTER PROGRAM OFFERINGS

- **New construction and retrofits are eligible:**
 - Facilities
 - IT Load
- **Colocation, enterprise, server room/server closet eligible**
- **Incentives are performance-based**
 - Greater energy savings = Greater rewards
- **Available program benefits:**
 - Cash Incentives
 - Application Assistance
 - Technical support
 - Training opportunities



ELIGIBLE MEASURES - DCEEP

Cooling

- Cooling Equipment Upgrade
- Cooling Control Systems
- Variable Speed Equipment
- Airflow Optimization
- Hot/Cold Aisle Containment

IT

- Premium Efficiency IT Equipment
- Server Virtualization
- Server Refresh/Consolidation
- Storage Optimization

Electrical

- Uninterruptible Power Supply
- Power Distribution Unit
- Premium Efficiency Motors
- Lighting Retrofits
- Lighting Controls

PARTICIPATION PROCESS - DCEEP

1

- Facility Survey and Initial Application

2

- Project Installation

3

- Post-Installation Savings Verification and Final Application

4

- Incentive Payment

NEXT STEPS - DCEEP

www.CenterPointEfficiency.com

Contacts:

Yolanda Slade
CenterPoint Energy
Program Manager
713.207.7762

yolanda.slade@centerpointenergy.com

Jessy Shao
Willdan Energy Solutions
Senior Project Manager
713.465.1813 x 1132
jshao@willdan.com



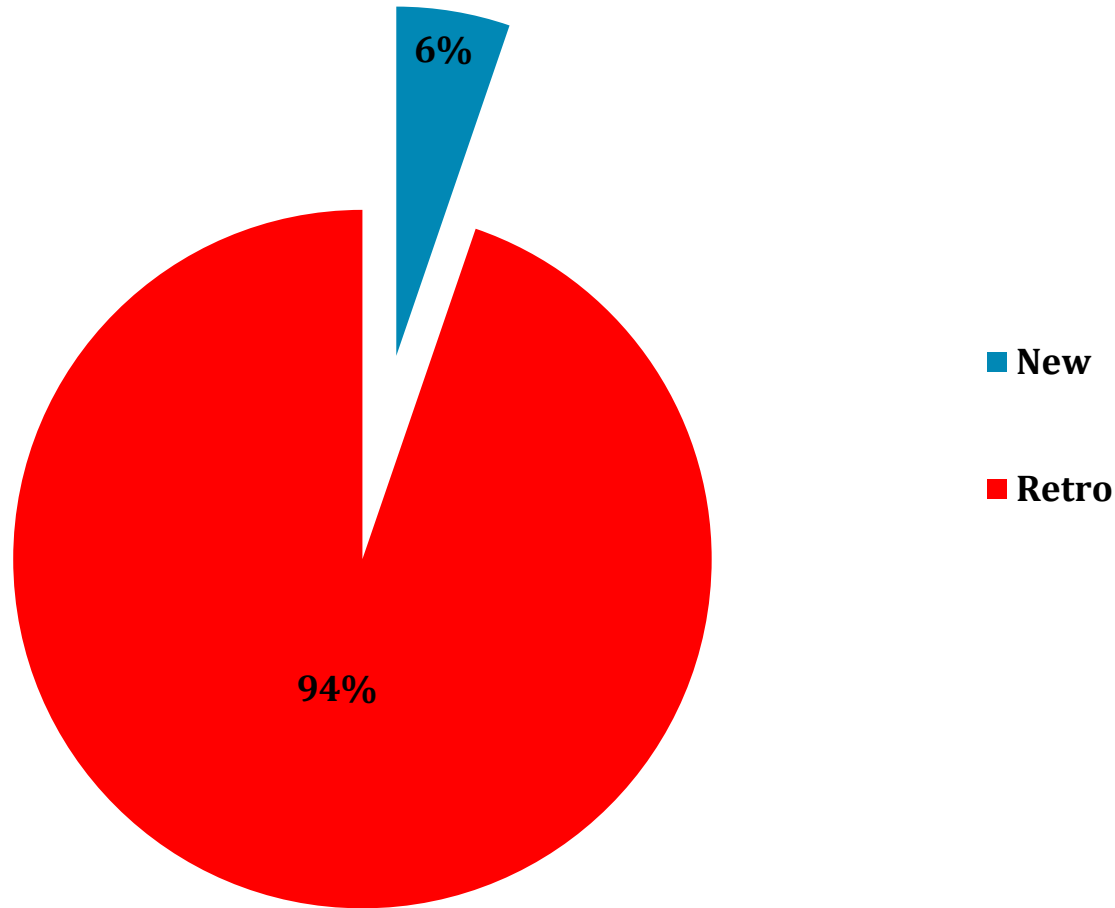
2014 PROGRAM SUMMARY

2014 PROGRAM SUMMARY

- **\$7M Original Budget**
 - Originally Sold Out June 2014
 - Additional funding added August 2014
 - 13MW Goal
- **EOY Totals**
 - \$8.45M Incentives Requested
 - \$7.2M Incentives Paid (estimate)
 - 12.5MW reduction
 - 211 projects submitted
 - 180 active projects (74 paid)
 - 31 cancelled projects (\$1.25M)

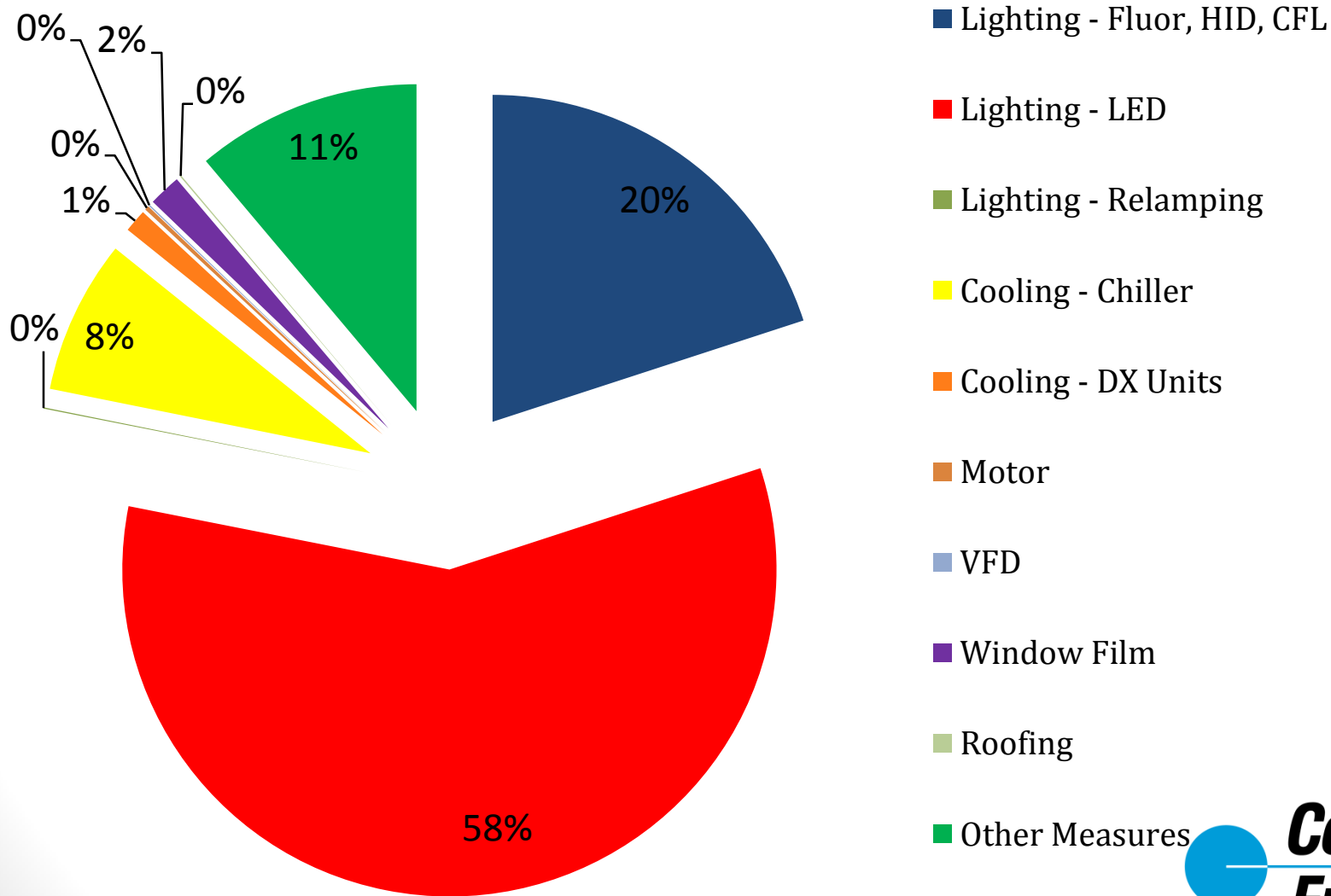
CONSTRUCTION TYPE

2014 C&I SOP Program Incentive Distribution by Construction Type



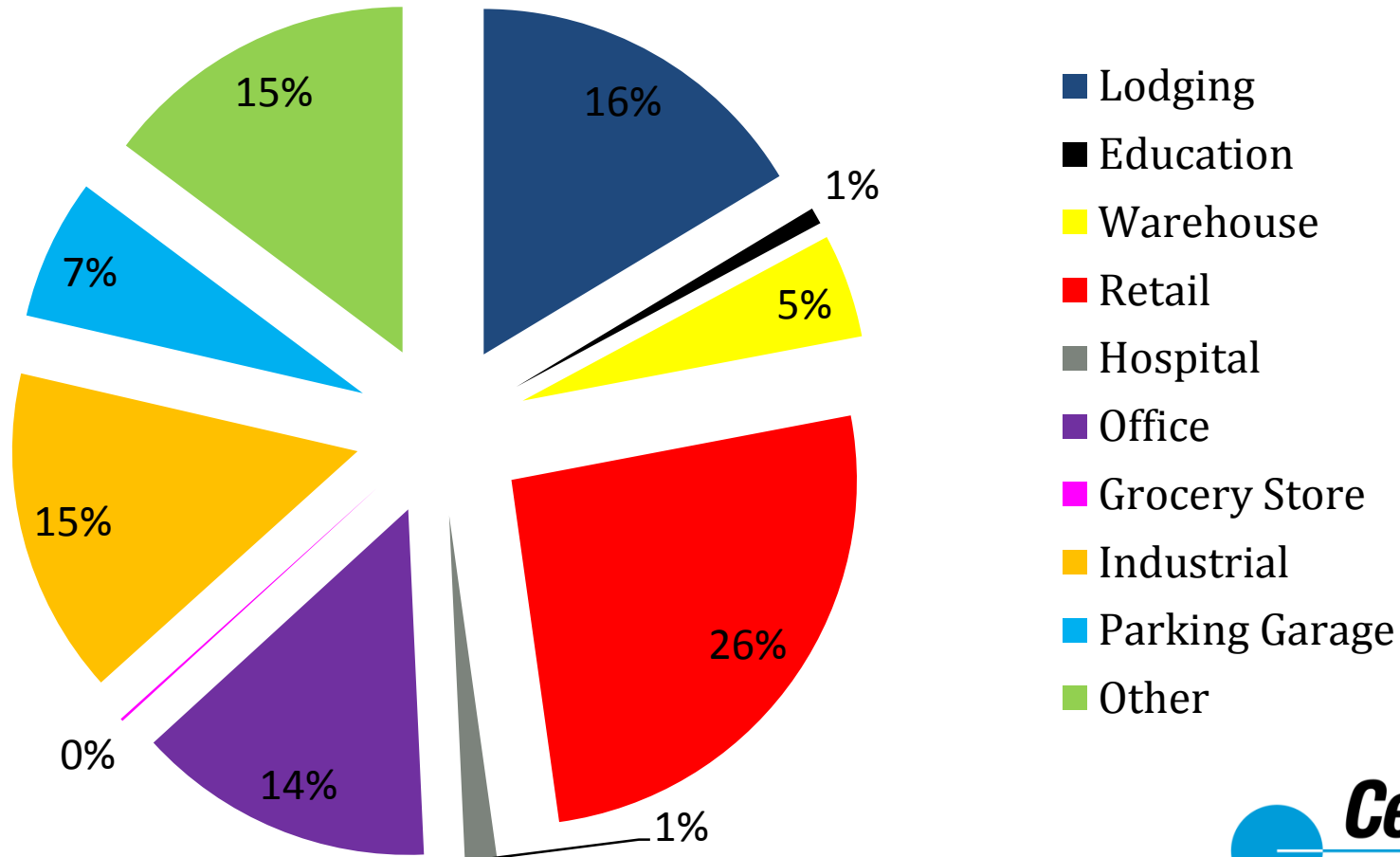
MEASURE DISTRIBUTION

2014 C&I SOP Program Incentive by Measure Type



CUSTOMER TYPE

2014 C&I SOP Program Incentive Distribution by Facility Type



2014 HURDLES

- **New Database**

- eTrack

<http://centerpoint.anbetrack.com/cnpportal/>

- **New Chiller/HVAC calculation tool**

- ACE

- Reduced incentives up to 50%
- Savings reductions causes traditional installations to not qualify

- **EM&V Statewide Audit**

- Must follow current Texas TRM
 - Technical Reference

<http://www.texasefficiency.com/index.php/emv>



2014 PROGRAM CONCERNS

- Provide Project ID number with all correspondence
- Timely return of completed Project Authorization Form
- Requesting payment information
 - Refer to IRSR Letter sent prior to payment receipt
- Updating contact information in the database as personnel changes or contacts change
- Accurate audit practices, capturing 'as is' conditions
- Notification of changes in timely fashion
- Use of ineligible equipment
- Requesting site as Small Commercial due to low savings



2015 PROGRAM OVERVIEW

STANDARD OFFER PROGRAM

- **Open to all eligible providers within the CNP Territory**
 - Transmission class (>69kv) are excluded
 - First come, first serve
 - One year payout
 - Payments tied to verified savings
 - Standardized terms for all participants
 - Retrofit and new construction measures

PROGRAM PARTICIPANTS ROLES

PROGRAM ROLE	RESPONSIBILITIES
PROGRAM ADMINISTRATOR	<ul style="list-style-type: none">✓ OVERSEE THAT PROGRAMS FOLLOW PUCT RULES✓ ADJUST PROGRAM BUDGET AS NEEDED✓ ENTER STANDARD AGREEMENTS WITH THE PROJECT SPONSOR✓ REVIEW, APPROVE OR REJECT PROGRAM APPLICATIONS✓ VERIFY AND INSPECT THAT MEASURES MEET INTENDED PURPOSE✓ ADMINISTER INCENTIVE DOLLARS
PROJECT SPONSOR	<ul style="list-style-type: none">✓ IDENTIFY PROJECT OPPORTUNITIES<ul style="list-style-type: none">• <u>ACCURATELY</u> IDENTIFIES ENERGY EFFICIENCY MEASURES TO BE INSTALLED• MARKETING✓ VERIFY CUSTOMER ELIGIBILITY<ul style="list-style-type: none">• CUSTOMER IN CNP ELECTRIC SERVICE TERRITORY• CUSTOMER DOES NOT RECEIVE TRANSMISSION CLASS SERVICE (CLASSIFIED AS INDUSTRIAL)✓ INSTALL AND DOCUMENT ENERGY SAVINGS
CUSTOMER	<ul style="list-style-type: none">✓ CONTRACT WITH PROJECT SPONSOR✓ ALLOW CNP TO CONDUCT ON-SITE INSPECTIONS✓ INSTALL AND DOCUMENT ENERGY SAVINGS

PROJECT SPONSOR REQUIREMENTS

- **Project Sponsor must have:**
 - All appropriate licenses/certifications
 - Technical and Managerial capability
 - Financial capability
 - Adequate Insurance
 - Relevant References

PROJECT SPONSOR

- **May be:**

- National or local energy service companies (ESCOs)
- National or local companies that provide energy-related services or products
- Local contractors
- Commercial property developers
- Design/build firms
- Architectural and engineering firms
- Individual commercial customers

CUSTOMER

- **May be:**
 - Any non-residential customer taking service at a metered point of delivery at a distribution voltage (<69KV)
 - Non-profit
 - Government entity
 - Educational institution
- **Must allow on site inspections**
 - Pre, Installation and Post

PROJECT ELIGIBILITY

- **Within CenterPoint Energy electric service territory**
 - PROVIDE ESI NUMBER, BEGINNING 100890
- **Complete Sponsor application and 5% deposit required to submit application**
- **Savings calculations must be complete within the sponsor application**

PROJECT ELIGIBILITY (cont.)

- **LARGE COMMERCIAL**

- Minimum reduction of 20kw and/or 120,000kwh for single site project
- Minimum reduction of 50kw and/or 300,000kwh for aggregated sites project
- Cust must have minimum load of 100kw at peak, aggregate cust must reach 250kw

- **SMALL COMMERCIAL**

- **Not defined by savings calculation**
- May not have more than **100kw peak demand** at a single site
- May not have more than 250kw aggregate peak demand
- Allows up to 20kw and/or 120,000kwh reduction at non-residential site

SMALL COMMERCIAL

- Requires no deposit
- Email pending project information to Program Manager for approval
- Request for follow up documentation must be returned within 15 days to avoid project cancellation

AGGREGATING PROJECTS

- **Similar projects should:**
 - Have Same Project Sponsor
 - Incorporate Same Measures
 - Have like Occupancy Schedules
 - Have same Functional Use
 - Have same Energy Consumption Patterns
 - Common Measurement & Verification Plan

MEASURE ELIGIBILITY

- Produces measurable peak demand and/or energy savings
- Approved persistence (as defined by Texas TRM)
- Peak demand is defined as:
 - Summer - June 1 through September 30, M – F, 1pm – 7pm
 - Winter – December 1 through February 28, M – F, 6AM – 10AM & 6PM – 10PM
 - Excluding weekends and Federal Holidays
- Permanently installed (no plug load)
- Exceeds minimum efficiency standards



INELIGIBLE MEASURES

- Fuel Switching
- Measures that require no capital investment
- Measures that receive incentives in other CNP programs within estimated useful life (EUL) of equipment
- Redundant Equipment (i.e. Backup Chillers)
- Removable Measures (i.e. Plug Load, Vending Machines)
- O&M Measures (i.e. Air Filters)

PROGRAM PROCESS

- Secure an applicable project
- Register as a project sponsor
- Complete contract documentation, if new sponsor
- Submit applicable deposit
- Submit project application; including cut sheets and applicable certifications
- Conduct pre inspection
- Sign project authorization form
- Email 48 hour notification of installation to Program Manager
- Install project
- Submit installation report
- Conduct measurement & verification (post inspection)
- Submit savings report



APPLICATION DEPOSIT

- Application deposit is 5% of requested incentive
- Deposit must be submitted before Project Application can be submitted
- Modification of PA within 14 calendar days from submittal will not affect deposit
- Deposit is fully refundable upon meeting set criteria

PERCENT OF ESTIMATED INCENTIVE PAYMENT RECEIVED	PERCENT OF DEPOSIT REFUNDED
75%+	100%
50%-74.9%	50%
0%-49.9%	0%

APPLICATION SUBMITTALS

- Documents must be provided as part of the application process:

LIGHTING	CUT SHEET OF NEW LIGHTING FIXTURE, LAMP TYPE, LAMP WATTAGE, BALLAST TYPE AND BALLAST FACTOR
	DISPOSAL RECORDS OF THE REMOVED EXISTING LIGHTING FIXTURES FOR FLORESCENT LAMPS
	LIGHTING LAYOUT INDICATING SQUARE FOOTAGE OF THE FACILITY
	CERTIFICATE OF THE LED FIXTURE INDICATING IT IS ENERGY STAR OR NEEP APPROVED PRODUCT
COOLING	MANUFACTURER'S EQUIPMENT SPECIFICATION SHEET OF THE NEW COOLING EQUIPMENT PERFORMANCE AT ARI STANDARD CONDITIONS
	CUT SHEET OF THE NEW ROOFING OR WINDOWS MATERIAL INDICATING THE INSULATION EFFICIENCY

INVOICING AND PAYMENT

- **Performance Payment**

- Based on verified savings and approved Savings Report
- Deemed method
 - 100% payment after installation report
- M&V Method
 - 40% after Installation Report
 - 60% after Savings Report
 - Deposit returned with the Savings Report

M&V APPROACHES

DEEMED SAVINGS	SIMPLIFIED M&V	FULL M&V
BASED ON DATA FROM PAST DSM PROGRAMS AND INDUSTRY DATA	BASED ON ENGINEERING CALCULATIONS USING TYPICAL EQUIPMENT CHARACTERISTICS FOR PARTICULAR APPLICATIONS	REQUIRED FOR ALL MEASURES NOT MEETING CRITERIA FOR DEEMED OR SIMPLIFIED M&V
NO METERING REQUIRED	REDUCE NEED FOR CERTAIN TYPES OF FIELD MONITORING BY USING STIPULATED VALUES FOR OPERATING HOURS, EQUIPMENT EFFICIENCIES, ETC.	USE MORE RIGOROUS APPLICATION OF END-USE METERING, REGRESSION ANALYSIS, OR COMPUTER SIMULATIONS
	MAY INVOLVE SPOT OR SHORT-TERM METERING AND SOMETIMES SIMPLE, LONG-TERM MONITORING	GENERAL GUIDELINES AVAILABLE, BUT NEED TO BE ADAPTED TO SPECIFIC MEASURE

RETROFIT APPLICATIONS BASELINE

EQUIPMENT TYPE	APPLICABLE BASELINE STANDARD
LIGHTING	TABLE OF STANDARD FIXTURE WATTAGES (BASED ON EISA 2007, EPACK 2005 AND PUCT RULE)
COOLING EQUIPMENT	ASHRAE 90.1 EFFICIENCY STANDARD OF THE YEAR WHEN REPLACED SYSTEM IS MANUFACTURED
MOTORS	ASHRAE 90.1M – 1995
BUILDING ENVELOPE	IECC 2003

NEW CONSTRUCTION BASELINE

EQUIPMENT TYPE	APPLICABLE BASELINE STANDARD
LIGHTING	EISA 2004, ENERGY STAR® OR DLC
COOLING EQUIPMENT	
MOTORS	FEDERAL STANDARD OR CURRENT CITY OF HOUSTON COMMERCIAL ENERGY CONSERVATION CODE
BUILDING ENVELOPE	

WAITLIST

- Activated in order of complete application and deposit submittal
- Installation may not begin until the project is activated and approved
- 48 hour installation notification will apply

PROGRAM RESOURCES

- <http://www.centerpoint.anbetrack.com>:
 - Program Announcements
 - Program Manual
 - Vendor Form
 - Applicable Estimation Workbooks
 - Workshop Presentation
 - Service Area Map
 - Available Funding
 - Program contacts and links

PROGRAM GOALS/BUDGET

2015 SAVINGS GOAL	2015 INCENTIVE BUDGET
13 MW	\$7 MILLION

- One Project Sponsor may reserve up to 20% of the total Program Budget

PROGRAM TIMELINE

- **December 1, 2014 - 2014 projects installations SHOULD be complete**
 - Complete database applications, post inspections to follow
- **December 22, 2014 - close out 2014 program**
 - All pending projects should be in payment process
- **December 17, 2014 – ETrack Database opens**
 - Tutorials and entering applications
- **January 5, 2015 – Program Launch; Database opens for application submittals**
 - Deposit checks after application is submitted
- **December 1, 2015 – 2015 Installations MUST be complete**

2015 INCENTIVE RATES

MEASURE TYPE	\$/KW	\$/KWH
LIGHTING – FLOURESCENT, HID, CFL, LED (screw in)	105	.03
LIGHTING – LED (non screw in)	180	.07
RELAMPING	32	.02
COOLING – DX UNITS	265	.10
COOLING – CHILLER	285	.11
MOTOR	235	.09
VFD	180	.07
WINDOW FILM	175	.06
WINDOW REPLACEMENT	210	.08
ROOFING	240	.09
OTHER MEASURES	175	.06

NEW FOR 2015

- All deposit checks should be addressed to Loretta Battles, 1111 Louisiana, Houston, TX 77002
 - Only mail in deposits accepted, checks may not be hand delivered
- 48 Installation Notification required
 - Email to Michael Espinola and Yolanda Slade
 - Failure to comply, can result in project forfeiture
- Multiple sponsor requested inspections (of any kind) will require charge
 - \$250 for first additional; \$200 each additional
 - Deducted from application deposit at time of return
 - If there is a CNP/designee error, charge will be waived
- CNP/Nexant will no longer offer audit corrections
 - Any incorrect entry during audit, ie count/type will remain as is and counted as failure up to 10% of total project; more than 10% results in project failure

SUPPLIER DIVERSITY



SUPPLIER DIVERSITY POLICY STATEMENT

- CENTERPOINT ENERGY, INC. RECOGNIZES THE IMPORTANCE OF MINORITY AND WOMEN-OWNED BUSINESS ENTERPRISES (MWBE) TO THE ECONOMIES OF THE NATION, THE STATE, AND THE COMMUNITIES IT SERVES, AS WELL AS THE CORPORATION ITSELF.
- THEREFORE, WE ARE COMMITTED TO PURSUING BUSINESS RELATIONSHIPS WITH SUCH ENTERPRISES AND USING INNOVATIVE APPROACHES DESIGNED TO CONTINUALLY IMPROVE BUSINESS OPPORTUNITIES.



SUPPLIER DIVERSITY

CENTERPOINT ENERGY

- **JEWEL SMITH**, MANAGER OF SUPPLIER DIVERSITY
(713)207- 6951; JEWEL.SMITH@CENTERPOINTENERGY.COM
- **STEVE DUKES**, SENIOR SUPPLIER DIVERSITY COORDINATOR
(713)207- 3388; STEVE.DUKES@CENTERPOINTENERGY.COM

HOUSTON MINORITY SUPPLIER DEVELOPMENT COUNCIL

WWW.HMSDC.ORG

WOMEN'S BUSINESS ENTERPRISE ALLIANCE

APRIL DAY (713)681-9232; ADAY@WBEA-TEXAS.ORG



ETRACK DATABASE



ETRACK DATABASE

- Works best in the following browsers:
 - Chrome
 - Mozilla (Firefox)
 - Internet Explorer (v9 and above)
- Added opportunity for returning users
 - Option to be added to 'Project Sponsor List' which will appear on the www.centerpointefficiency.com website
- Remember to make use of the 'Workflow' button in the upper right hand corner while working in the database
- Specific database questions should be addressed in eTrack, upper right hand corner:
 - Support
 - Email Support

ETTRACK DATABASE

- <http://centerpoint.anbetrack.com/cnpportal/>

CenterPoint Energy Energy Efficiency Sponsor Portal

Home Residential Sponsors Commercial Sponsors Contact

CenterPoint Energy's Energy Efficiency Mission Statement

To effectively and productively create and implement energy efficiency programs for all customer classes that will achieve demand and energy savings, while enabling the market to take advantage of new technologies.

General Participation Information

CenterPoint Energy's energy efficiency programs are designed to comply with state legislation requiring each investor-owned utility to implement energy efficiency incentives programs in a market-neutral, nondiscriminatory manner, that will reduce electric energy peak demand through either standard offer or market transformation programs.

Residential Sponsors

- [A/C Distributor Program](#)
- [Agencies in Action](#)
- [Advanced Lighting Program](#)
- [Retail Electric Provider Program \(Cool Saver\)](#)
- [Hard-To-Reach Standard Offer](#)
- [Residential Standard Offer Program](#)
- [ENERGY STAR New Home Program](#)
- [Multifamily Water and Space Heating](#)

Commercial Sponsors

- [Commercial & Industrial Standard Offer](#)
- [Commercial Load Management](#)
- [Healthcare Energy Efficiency](#)
- [Retro-Commissioning](#)
- [Sustainable Schools](#)
- [Texas Score / CitySmart](#)

Websites

- www.centerpointefficiency.com
- www.texasefficiency.com

Current Sponsors Login

User Name
Yolanda

Password
••••••

[Forgot Password?](#)

News & Events

Effective 8/29/2014, additional funding has been made available for projects in the Commercial Standard Offer Program. As always, projects will be reviewed on a first come, first serve basis, with complete eTrack application and 5% deposit. All projects must complete installation on or before December 1, 2014 to qualify. Thanks for continued support and effort in this program.

Click the link below to view the press release regarding the 2013 Energy

ETTRACK DATABASE

Incentives

- Paid on kW and kWh reductions; vary by measure type
- Initial Payment of 40 percent will be made after measures have been installed and inspected.
- Final payment of up to 60 percent will be made upon approval of the Savings Report.

Measurement and Verification (M&V)

Project sponsors are responsible for conducting all project M&V.

M&V approaches can be classified according to their relative level of detail and rigor; this program involves three distinct M&V approaches:

1. Deemed – predetermined energy savings values for particular applications
2. Simple M&V – energy savings are based on typical equipment characteristics and some short-term testing or simple metering
3. Full M&V – requires project-specific plan developed in accordance with International Performance Measurement and Verification Protocol

eTrack Database

- [Login](#)
- [Registration & Application Training Guide](#)
- [Projects Training Guide](#)
- [Projects Training Guide \(PDF for Download\)](#)
- [Projects – Lighting Spreadsheet Upload](#)
- [Projects – Lighting Spreadsheet Upload \(PDF for Download\)](#)

Additional Program Information

- [2014 Workshop Presentation](#)
- [2014 C&I Program Manual](#)
- [Lighting Video – Macro](#)
- [Lighting Video – Customer](#)
- [Lighting Video – Schedule](#)
- [Lighting Video – Project](#)
- [AHU VFD Survey 2014](#)

General Documents

[ERCOT Map](#)

[Standard Terms and Conditions](#)

[CNP 474](#)

[More...](#)



ETRACK DATABASE

eTrack eTrack
centerpoint.anbetrack.com/CNPUATV2/User_Master.aspx
V.10.1.2.5
CenterPoint Energy
11/12/2014 3:58:26 PM
Environment: UAT
Switch Role : CSOP Sponsor
Welcome : Slade Yolanda
Support

Applications Projects Data Load

Add Project

<<Back To Project Tracking List

General Customers Measures Costs Documents Comments Workflow

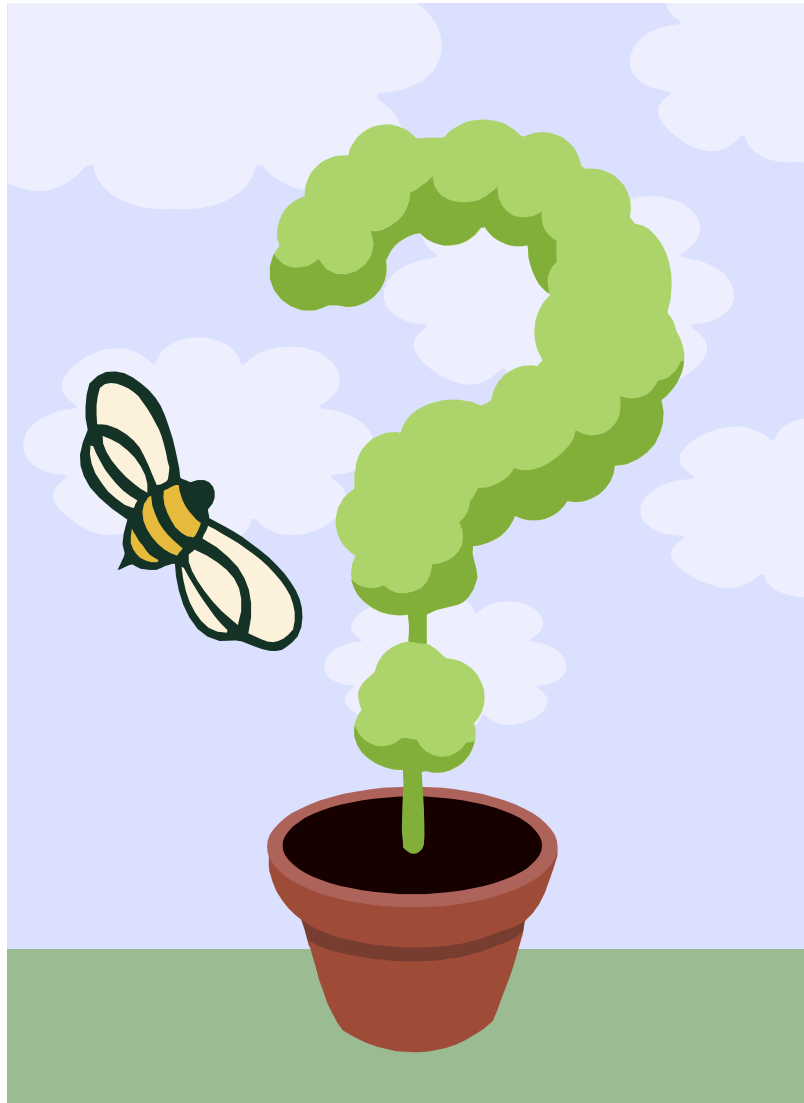
Code	Name	Status	Completion Date
EE Contractor	kW	kWh	Therms
Incentive(\$)	Total Administrative Cost(\$)	Lifetime kWh	Lifetime Therms
Program Start Year			

Program	Application Code *	Project Code	Project Name *	Project Type *
Commercial & Industrial SOP	A-C-CSOP-118	C-CSOP-277		Deemed
Market *	EE Contractor *	Category *	Estimated Start Date	Estimated Completion Date
All items checked	ANB			
Actual Completion Date	Administrative Cost(\$)	Status	Status Date	# of Premises
				0
# of Measures	Measure Incentive(\$)	kW	kWh	Therms
0	0.00	0.0000	0.0	0.0
Applicant Organization				
ANB				

Additional Information

Deposit Check Amount	Deposit Check Date	Deposit Check Number	Project Estimate Schedule
Description	Project Sector		

QUESTIONS?



CONTACT INFORMATION

❖ Yolanda Slade

- phone: 713-207-7762
- email – [YOLANDA.SLADE@
CENTERPOINTENERGY.COM](mailto:YOLANDA.SLADE@CENTERPOINTENERGY.COM)

❖ Loretta Battles

- phone: 713-207-3543
- email – [LORETTA.BATTLES@
CENTERPOINTENERGY.COM](mailto:LORETTA.BATTLES@CENTERPOINTENERGY.COM)

❖ Website:

- www.centerpoint.anbetrack.com

