

Welcome to the 2010
Energy Efficiency
&
Technology Conference

2010 CenterPoint Energy Conservation Improvement Program Overview

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2010 Commercial Rebate Programs and Services

Overview of NEW 2010 programs & services

• Heating system rebates

- Boiler systems (hot water and low- and high-pressure steam)
- Unit heaters
- Infrared heaters
- Forced-air furnaces
- Boiler tune-ups

• Boiler component rebates

- Boiler burner
- Stack damper
- Reset control
- Cut-out control
- Turbulators
- Steam traps

• Water heater rebates

• Foodservice equipment rebates

- Rebates available for 13 different pieces of foodservice equipment

• Custom rebates

• Custom energy analysis

• Engineering assistance

• Program valid January 1 – December 15, 2010.



Boiler system rebates

BOILER AND SYSTEM COMPONENT REBATES		
Equipment	Efficiency requirement**	Rebate amount
High-efficiency hot water boilers Up to 12.5 MMBtu	85% - 87.9%	\$1,700/MMBtuh input + [\$200/MMBtuh input x (New efficiency rating - 85)]
High-efficiency hot water boilers Up to 12.5 MMBtu	≥88%	\$2,700/MMBtuh input + [\$200/MMBtuh input x (New efficiency rating - 88)]
Low-pressure steam boilers <360,000 Btuh input	≥84%	\$400/100,000 Btuh input + [\$100/100,000 Btuh input x (New efficiency rating - 84)]
Low-pressure steam boilers ≥360,000 Btuh input	≥84%	\$1,300/MMBtuh input + [\$200/MMBtuh input x (New efficiency rating - 84)]
High-pressure steam boilers <360,000 Btuh input	≥83%	\$400/100,000 Btuh input + [\$100/100,000 Btuh input x (New efficiency rating - 83)]
High-pressure steam boilers >360,000 Btuh input	≥83%	\$1,000/MMBtuh input + [\$200/MMBtuh input x (New efficiency rating - 83)]

Boiler efficiency rating to represent the designed/installed operating efficiency of the boiler for the application (i.e. based on designed return water temperature, average input level, steam pressure, etc.)

Boiler system efficiency details



UP TO 94.6% THERMAL EFFICIENCY

UP TO 94.6% THERMAL EFFICIENCY

93.9% Thermal Efficiency



Key Features

- 93.9% Thermal Efficiency
- 94% Combustion Efficiency
- CSD-1 Compliant is Standard
- Lightweight and Requires Minimal Clearance
- Fast & Easy Out of the Box Installation
- Low NOx Certified
- PVC Venting for Direct Vent and Direct Exhaust

Two Bryan Triple-Flex™ boiler technology delivers **minimum 90% operating efficiencies**

SAVE MONEY.

Only Bryan Triple-Flex™ boiler technology delivers **minimum 90% operating efficiencies. GUARANTEED.**

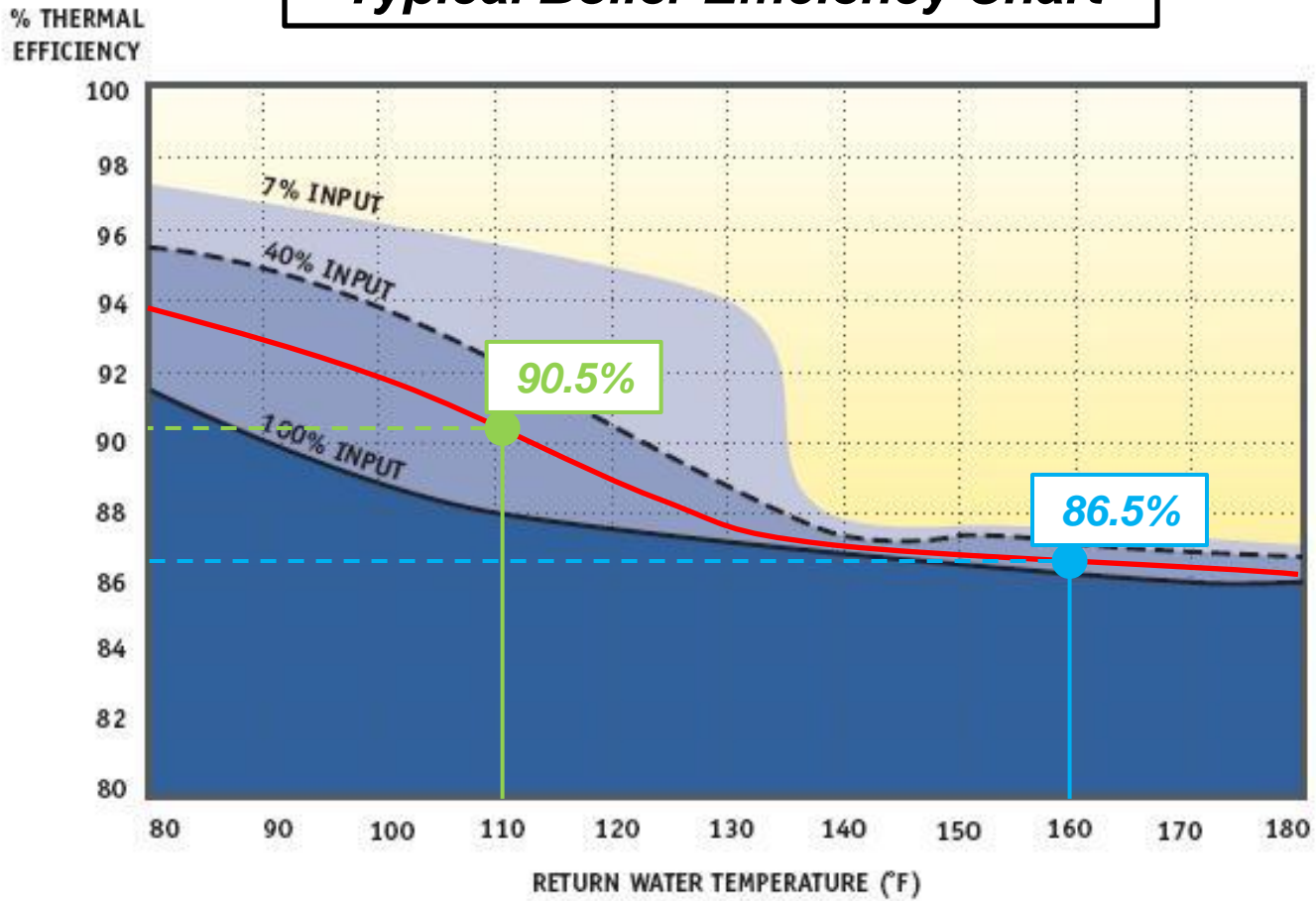
Condensing Hydronic Boilers
2,000,000 - 4,000,000 BTU/HR

Ultra High Efficiencies up to 98%

- Ultra High Efficiencies up to 98%
- Durable and Reliable Construction
- Simplified System Designs

Boiler system efficiency details

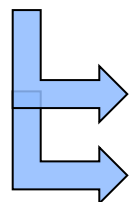
Typical Boiler Efficiency Chart





Boiler system rebate example

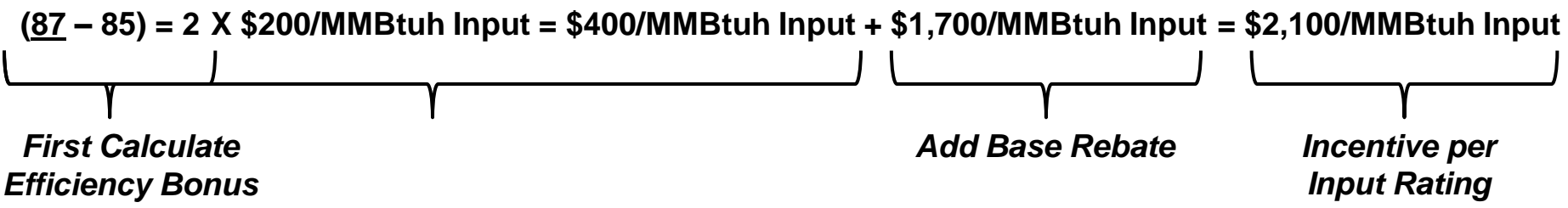
Hot Water Boiler



2,000,000 BTUH Input = 2MMBtuh Input

87% Designed/Installed Efficiency Rating

High-efficiency hot water boilers Up to 12.5 MMBtu	85% - 87.9%	\$1,700/MMBtuh input + [\$200/MMBtuh input x (New efficiency rating - 85)]
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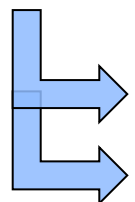


Rebate = 2MMBtuh x \$2,100/MMBtuh Input = **\$4,200**



Boiler system rebate example

Low Pressure Steam Boiler



300,000 BTUH Input

86% Designed/Installed Efficiency Rating

Low-pressure steam boilers <360,000 Btuh input	≥84%	\$400/100,000 Btuh input + [\$100/100,000 Btuh input x (New efficiency rating - 84)]
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$$\underbrace{(86 - 84) = 2 \times \$100/100,000 \text{ Btuh} = \$200/100,000 \text{ Btuh}}_{\text{First Calculate Efficiency Bonus}} + \underbrace{\$400/100,000 \text{ Btuh}}_{\text{Add Base Rebate}} = \underbrace{\$600/100,000 \text{ Btuh}}_{\text{Incentive per Input Rating}}$$

$\text{Rebate} = \underline{300,000 \text{ Btuh Input}} \times \$600/100,000 \text{ Btuh Input} = \mathbf{\$1,800}$



Boiler system component rebates

BOILER AND SYSTEM COMPONENT REBATES		
Equipment	Efficiency requirement	Rebate amount
Boiler turbulators		35% of equipment and installation costs, not to exceed \$750/boiler
Fully modulating boiler burners		\$450/MMBtuh input; up to 25% of equipment cost
Stack dampers		\$250/MMBtuh boiler input; up to 35% of equipment and installation cost
Steam trap repair/replacement*		35% of repaired/replaced equipment cost; \$10,000/building cap
Boiler tune-ups	<2.5 MMBtuh	25% of tune-up cost; up to \$200/boiler; \$1,000/facility cap; eligible every other year
Boiler tune-ups	≥2.5 MMBtuh	25% of tune-up cost; up to \$300/boiler; \$1,500/facility cap; eligible every other year
Boiler reset controls		Up to \$150/control system; not to exceed equipment cost
Boiler cut-out controls		Up to \$150/control system; not to exceed equipment cost

*Only Float & Thermostatic (F&T) or Bucket Type Steam Traps qualify for rebate. Orifice only traps DO NOT qualify for rebate.



Other heating system rebates

OTHER HEATING SYSTEMS REBATES			
Equipment	Unit size in Btuh input	Efficiency requirement	Rebate amount
Forced air furnaces	<225,000 Btuh	92% - 93.9% AFUE	\$150 per furnace
Forced air furnaces	<225,000 Btuh	94% - 95.9% AFUE	\$300 per furnace
Forced air furnaces	<225,000 Btuh	96% or greater AFUE	\$400 per furnace
Unit heaters	All sizes	83% or greater thermal efficiency	\$300 per heater; not to exceed 25% of equipment cost
Infrared heaters	All sizes	Low intensity	\$250 per heater

Water heater rebates

Water heater \geq 88% thermal efficiency

Water heater rebates available

Btu input	Rebate
100,000	\$200
125,000	\$250
150,000	\$300
175,000	\$350
200,000	\$400



All water heater amounts have increased from 2009!



Foodservice equipment rebates

Equipment Type	Rebate Amount
Booster Water Heater	\$500 per unit
Broiler (infrared upright)	\$600 per unit
Charbroiler (infrared)	\$300 per unit
Combi Oven	\$1,000 per unit
Convection Oven	\$500 per unit <i>Increased from 2009!</i>
Conveyor Oven	\$750 per unit
Dishwasher	\$750 per unit
Fryer (high-efficiency or infrared)	\$250 per unit
Pasta Cooker	\$200 per unit
Rotating Rack Oven	\$500 per unit
Rotisserie Oven (infrared)	\$500 per unit
Salamander Broiler (infrared)	\$150 per unit
Steam Equipment*	\$200 per unit

For more information on Foodservice Equipment rebates, contact Ann Lovcik at (612) 321-5470, 800-234-5800, ext. 5470.

*Ask about qualifying units. Some restrictions apply.

Custom rebates

What is the custom rebate program?

The custom rebate program is designed to provide rebate opportunities to natural gas saving technologies not covered in our Prescriptive rebate offerings. **Projects are reviewed and approved on a “case-by-case” basis.**

For a project to be approved for a custom rebate:

- Contact us early on in the idea or proposal stage to review the project.
- Provide project scope, energy savings calculations and project costs (new custom rebate application available soon).
- If the project qualifies for a rebate, use the rebate opportunity as a sales tool in the proposal stage.

Custom rebates

Some custom rebate technologies include:

- High efficiency curing and coating systems
- Energy recovery systems
- Air destratification systems
- High efficiency process steam and hot water systems
- Thermal curtains
- Make-up air/Exhaust control systems
- Pipe insulation
- Regenerative thermal oxidizers



Custom rebates

Commercial Energy Recovery

A customer put an addition on to their commercial facility. The additional square footage required a new air handler to be added to the building. The customer had the option to add an energy recovery wheel to the new air handler.

Heat Recovery Option Cost	\$26,000
Annual Energy Savings	1,100 Dth
CenterPoint Energy Rebate	\$3,300
Annual Cost Savings*	\$8,943
Payback (with rebate)	~2.6 years

*** Annual Cost Savings based on \$8.13/Dth Natural Gas Cost**



Custom rebates

Make-Up Air/Exhaust Control System

A customer operates a commercial kitchen. The customer installed a Make-Up Air/Exhaust Control System to reduce the amount of fresh air pulled through the space during down-time in the kitchen, reducing the heating load on the space during the winter time.

<i>Control System Cost</i>	<i>\$50,000</i>
<i>Annual Energy Savings</i>	<i>790 Dth</i>
<i>CenterPoint Energy Rebate</i>	<i>\$2,370</i>
<i>Annual Cost Savings*</i>	<i>\$6,422</i>
<i>Payback (with rebate)</i>	<i>~7.5 years</i>

**** Annual Cost Savings based on \$8.13/Dth Natural Gas Cost***



Custom rebates

High Efficiency Process Hot Water Heating System

A process customer uses a large amount of hot water in their manufacturing and cleaning processes. They had a standard hot water boiler to provide the hot water. The customer installed a direct contact hot water heating system (~98% efficient) to provide the hot water to the processes.

<i>Project Cost</i>	<i>\$90,000</i>
<i>Annual Energy Savings</i>	<i>1,460 Dth</i>
<i>CenterPoint Energy Rebate</i>	<i>\$4,380</i>
<i>Annual Cost Savings*</i>	<i>\$11,782</i>
<i>Payback (with rebate)</i>	<i>~7.3 years</i>

**** Annual Cost Savings based on \$8.07/Dth Natural Gas Cost***

Custom energy analysis

What is it?

A certified energy auditor (appointed by CenterPoint Energy) will conduct an in-depth assessment of your facility and natural gas use, identify specific needs and issues, thoroughly inspect your facility, and provide a detailed written report with specific energy-saving recommendations.

Who should get a Custom Energy Analysis?

Small-to-mid sized operations such as schools, churches, restaurants, multi-family housing and many commercial facilities.

What's in the report?

- Estimated costs to implement the suggested improvements
- Projected energy savings
- Potential CenterPoint Energy rebates
- Estimated payback period if changes are made

What is the cost?

Valued at more the \$1,400, CenterPoint Energy customers pay just \$200!

Engineering assistance program

What is it?

Financial Support to alleviate Engineering costs associated with Evaluating and Designing Energy Efficient Process Systems as well as Retrofitting Entire Central Heating Plants.

What is the potential amount of assistance available?

- Up to \$5,000 per project assistance available (not to exceed 50% of anticipated fees)
- Payment Breakdown
 - Up to \$2,500 payable upon receipt of engineering study
 - Up to \$2,500 more upon installation of qualifying rebate-able equipment

To qualify:

- CenterPoint Energy must pre-approve the application for Engineering Assistance
- Project report and plans must be prepared by a registered Professional Engineer
- Submit appropriate supporting documentation to CenterPoint Energy

LEED Certification Assistance Program

What is it?

Financial Support to alleviate Engineering costs associated with acquiring LEED Certification for installation of high efficiency natural gas heating systems.

What is the potential amount of assistance available?

- Up to \$5,000 per project assistance available (not to exceed 50% of anticipated fees)
- Payment Breakdown
 - Up to \$2,500 upon completion of design review by engineering firm
 - Up to \$2,500 more upon award of LEED Certification

To qualify:

- CenterPoint Energy must pre-approve the application for LEED Certification Assistance
- Project plans must be prepared by a registered Professional Engineer
- Submit appropriate supporting documentation to CenterPoint Energy

Foodservice Learning Center

What's available for you:

- Equipment testing and demonstrations
- Professional consultation and training
- Energy saving ideas and operating cost comparisons
- Educational materials, workshops, and seminars
 - Can be done at the Foodservice Learning Center or the customer's facility
- Accommodations for groups up to 25



For more information on the Foodservice Learning Center, contact Ann Lovcik at 612-321-5470 or 800-234-5800, ext 5470.



Online Resources

The screenshot shows the CenterPoint Energy website interface. At the top is a navigation menu with links for HOME, ABOUT US, SERVICES, NEWSROOM, COMMUNITY, INVESTORS, CAREERS, and CONTACT US. Below this is a secondary menu for NATURAL GAS, ELECTRICITY, PIPELINES, and FIELD SERVICES. The main content area features a large banner for '2010 HIGH-EFFICIENCY EQUIPMENT REBATES' in Minnesota, with a sub-headline 'A NEW YEAR WITH NEW SAVINGS!'. To the right of the banner is a 'MY ACCOUNT ONLINE' section with fields for User ID and Password, and a LOGIN button. Below the banner is a 'QUICK LINKS' section with links to Rates and Tariffs, Curtailment Forecast, Natural Gas Safety, Electronic Rebate Forms, and NEW Online Calculator. Further down is an 'ACCOUNT SERVICES' section with links to My Account Online, Budget Plan, Online Billing, and Moving?. A large black button with white text says 'CLICK HERE TO LEARN HOW.'. At the bottom of the page are three columns of 'REBATES FOR BUSINESS', 'NATURAL GAS PRICE UPDATE', and 'IMPORTANT INFORMATION'.

Visit CenterPointEnergy.com and find the following:

- 2010 rebate guidelines and online rebate forms
- Current natural gas prices and information
- Online energy cost and emissions calculator
- Environmental benefits of using natural gas
- Natural gas safety information

Email updates

Sign-up for email updates to receive information on:

- **Monthly natural gas prices updates**
- **Seminar invites**
- **Trade ally incentive program details**
- **Rebate programs and services information**
- **Seasonal updates**

Visit CenterPointEnergy.com/emailupdates



2010 Trade Ally Incentive Program



Overview of NEW 2010 Trade Ally Incentive Program

TAKE THE FAST TRACK TO NEW SALES INCENTIVES

CenterPoint Energy's rebate program for high-efficiency natural gas equipment offers big savings for your customers and excellent new sales benefits for you. You'll add up the cash rewards with our new Trade Ally Incentive Program while you help your customers save on the purchase of high-efficiency natural gas equipment.

CenterPoint Energy 2010 Trade Ally Incentive Program Details

CenterPoint Energy rebates are excellent tools that will help customers **lower** their operating costs with efficient, clean-burning natural gas equipment. Best of all, when your customers purchase rebated high-efficiency natural gas equipment, you earn cash incentives for each installation. See table below for qualifying equipment and incentives.

HEATING SYSTEM TRADE ALLY INCENTIVES

Equipment	Efficiency requirement	Incentive amount
Commercial low pressure steam boilers <360,000 Btuh input	≥84%	\$25/per boiler
Commercial low pressure steam boilers ≥360,000 Btuh input	≥84%	\$75/per boiler
Commercial high pressure steam boilers <360,000 Btuh input	≥83%	\$25/per boiler
Commercial high pressure steam boilers ≥360,000 Btuh input	≥83%	\$75/per boiler
High-efficiency hot water boiler (up to 12.5 MMbtu)	85% to 87.5%	\$100
High-efficiency hot water boiler (up to 12.5 MMbtu)	≥89%	\$175
Commercial boiler turbotur		\$25/per boiler
Fully modulating boiler burner		\$25/per boiler
Stack damper commercial boiler		\$15/per boiler
Commercial heating steam trap repair/replacement	Repair/replacement of a failed open steam trap	\$3/per trap
High-efficiency water heaters	≥89%	\$15/per unit
Boiler tune-up		\$5/per tune-up
Boiler reset control		\$10
Boiler cut-out control		\$10
Unit heaters (all sizes)	≥87% thermal efficiency	\$15
Infrared heaters	Low intensity tube type	\$15
High-efficiency forced-air furnace <225,000 Btuh	≥82% AFUE	\$50
High-efficiency forced-air furnace <225,000 Btuh	≥84% AFUE	\$60
High-efficiency forced-air furnace <225,000 Btuh	≥86% AFUE	\$60

Trade Ally Incentives will be issued quarterly.

Continued on back

Set the pace for sales success

For more information on CenterPoint Energy's Rebates and Trade Ally Incentives contact:

Tom Marthaler
Commercial Trade Ally Representative
612-321-4432
(1-800-234-5800, ext. 4432)
Tom.Marthaler@CenterPointEnergy.com
CenterPointEnergy.com/rebates

NEW Commercial trade ally incentive fact sheet

CASH INCENTIVES ARE SOMETHING TO CHEER ABOUT

Put money in your customer's pockets, as well as your own, with CenterPoint Energy's 2010 Foodservice Rebate Incentive Program. Natural gas rebates are sweetest sales tools that will help your customer lower their operating costs, while also reducing the cost of equipment. Best of all, each time your customer installs rebated high-efficiency natural gas foodservice equipment, you earn cash incentives of your own. The following table shows the incentive amount you can earn for each high-efficiency natural gas foodservice equipment unit.

CASH INCENTIVES FOR TRADE ALLIES

Foodservice equipment	Incentive per unit installed
Boilers – infrared, upright	\$80
Charbroilers – infrared	\$45
Comb ovens	\$190
Convection ovens	\$75
Conveyor ovens	\$116
Fryers – high-efficiency and infrared	\$40
Pasta cooker	\$30
Rotating rack oven	\$75
Rotisserie ovens – Infrared	\$75
Salamander Broilers – Infrared	\$25

For Trade Ally Incentive amounts for steam equipment, booster water heaters and dishwashers, contact your Trade Ally representative at 612-321-6478.

Ann Leavitt
Foodservice Trade Ally Representative
612-321-5478
1-800-234-5800, ext. 5478
CenterPointEnergy.com/foodservice

Foodservice trade ally incentive fact sheet

Trade Ally Incentives

CenterPoint Energy's Trade Ally ID number is required to receive incentives.

Steps to register and create a Trade Ally ID number:

- 1) Complete Trade Ally ID Request Form
- 2) Complete W-9 Form per required tax codes
- 3) Complete Automated Payment Option Form to expedite the funds to your account (preferred by CNP)
- 4) Mail all three forms directly to (or scan and email to) CenterPoint Energy Account Payable at Houston

Questions?

Contact information:

Jason Pung

Phone: (612) 321-4342

Email: Jason.Pung@CenterPointEnergy.com