

COMMERCIAL & INDUSTRIAL STANDARD OFFER PROGRAM

Yolanda Slade Program Manager

6 December 2018



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WELCOME & INTRODUCTION

Dan Dippon

Director, Energy Efficiency

Cheryl Bowman

Manager, Program Implementation

Loretta Battles

Administration, Commercial Standard Offer

Tim Griffin

Quality Control

Yolanda Slade

Program Manager, Commercial Standard Offer

INTRODUCTIONS



- Nexant Team
 - David Ashley
 - Ding Li
 - Kai Qiu
 - Brad McGary
- Database Team eTrack

AGENDA



- Safety Share
- CenterPoint Commercial Energy Efficiency Programs
- 2018 Program Summary
- 2019 Program Outline
- 2019 Program Highlights
- eTrack Database
- Supplier Diversity
- Q&A

SAFETY SHARE



Natural Gas Safety

Natural gas is one of the safest and most reliable fuels available. Rarely does a mechanical failure or storm interrupt its dependable delivery. CenterPoint Energy continuously monitors our pipeline system to ensure safe and efficient delivery of natural gas to homes and businesses. For your protection, we add an odorant to natural gas, so you can detect even the slightest amount in the air.

Physical properties of natural gas are as follows:

- Natural gas is colorless and odorless.
- Natural gas is primarily methane, with small amounts of other hydrocarbons.
- Natural gas is non-toxic.
- Natural gas is lighter than air; if it escapes, it will rise and dissipate.
- Natural gas is clean-burning; when burned with the proper amount of air, it produces heat, carbon dioxide and water vapor.

CenterPoint Energy's highest priority is safe and reliable delivery of natural gas. To learn more about gas safety, visit https://www.centerpointenergy.com/en-us/business/safety/natural-gas-safety







COMMERCIAL ENERGY EFFICIENCY

Centerpoint.anbetrack.com

Texas Score/City Smart Program

- Andrew Scatizzi; <u>Andrew.Scatizzi@centerpointenergy.com</u>
 - 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; <u>Calvin.Burnham@centerpointenergy.com</u>
 - Promotes the tune-up of existing commercial and industrial buildings by evaluating facility systems and implementing low-cost/no-cost measures.



COMMERCIAL ENERGY EFFICIENCY

Energy Share Load Management Program

- Calvin Burnham; <u>Calvin.Burnham@centerpointenergy.com</u>
 - Demand Response Program for non transmission commercial customers. The objective is to reduce summer peak demand and achieve annual demand savings.

Healthcare Market Transformation Program (HEEP)

- David Dzierski; <u>David.Dzierski@centerpointenergy.com</u>
 - Targets small to mid size healthcare facilities. Services include: Savings Calculations, assistance with measurement and verification, energy assessments, recommendations for operational improvements.



COMMERCIAL ENERGY EFFICIENCY

Data Center Energy Efficiency Program (DCEEP)

- Yolanda Slade; <u>Yolanda.Slade@centerpointenergy.com</u>
 - Assists data center owners and operators with reduction in energy costs through practical technical assistance and cash incentives, while recognizing the importance of sustaining reliability and maximizing uptime. The DCEEP team will help you identify and implement energy saving projects that reduce your energy costs without sacrificing reliability. By investing in IT, cooling and power projects, you can optimize your data center's energy use and reduce your electricity costs. These projects may also help increase IT capacity while minimizing facility expansion costs.

Implementer – Willdan Energy Solutions
Contact Jessy Shao – <u>jshao@willdan.com</u>



2018 COMMERCIAL AND INDUSTRIAL PROGRAM SUMMARY



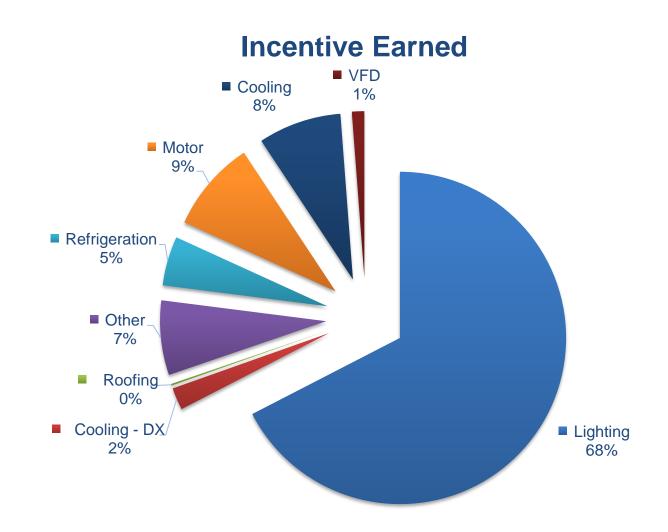


2018 PROGRAM SUMMARY

- \$6.5M Original Budget
 - 15 MW Goal
- EOY Totals (estimate)
 - \$4.5M Incentives Reserved
 - 8.2 MW reduction
 - 277 projects submitted
 - 133 projects complete and closed YTD
 - 95 projects in progress
 - 49 cancelled projects



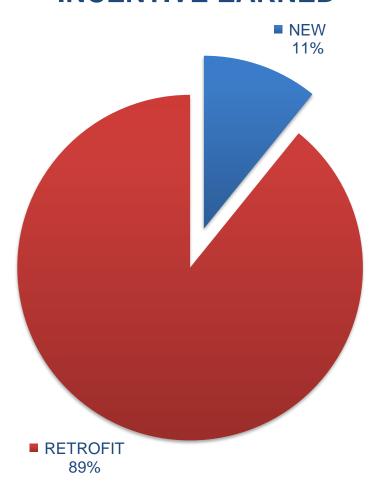
2018 MEASURE DISTRIBUTION





2018 CONSTRUCTION TYPE

INCENTIVE EARNED





2019 COMMERCIAL AND INDUSTRIAL PROGRAM OUTLINE





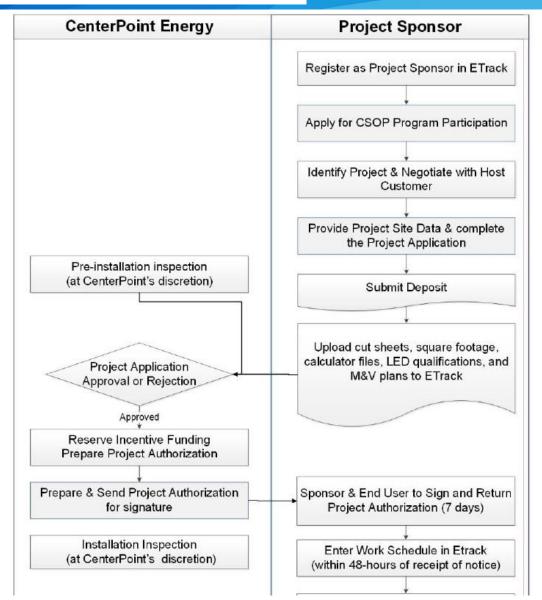
STANDARD OFFER PROGRAM

Open to all eligible providers within the CNP Territory

- Transmission class (>69kv) are excluded
- First come, first serve
- Payments tied to verified savings
- Standardized terms for all participants
- Retrofit and new construction measures
- Follows the current Technical Resource Manual (TRM)
 - http://www.texasefficiency.com/index.php/emv

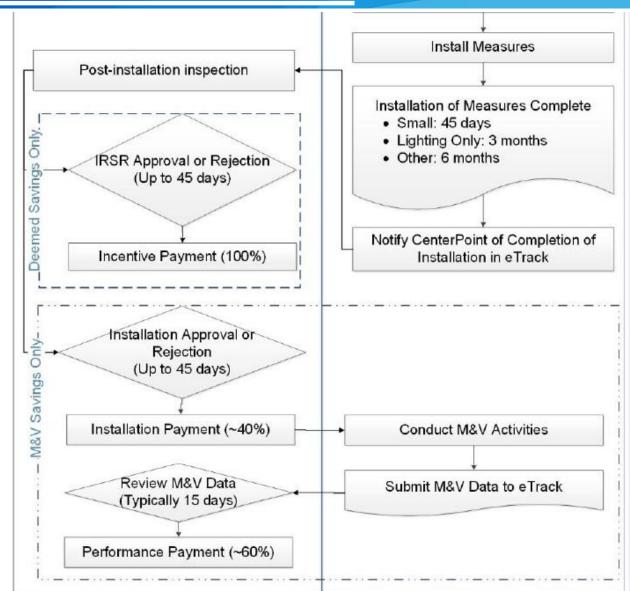


PROGRAM FLOWCHART





PROGRAM FLOWCHART



PROJECT SPONSOR



Project Sponsor may be:

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

PROJECT SPONSOR REQUIREMENTS CenterPoint Energy

Project Sponsor must have:

- All appropriate licenses/certifications
- Evidence of technical and managerial capability
- Evidence of financial capability
- Adequate insurance
- Relevant references
- Collect incentives and distribute according to contract with end use customer



END USE 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 inspection at customer site
- Signs Project Authorization Form
- Listed as site contact in eTrack



PROJECT ELIGIBILITY

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



PROJECT ELIGIBILITY

	kW Savings Minimum	kWh Savings Minimum	Peak Load Requirement	Deposit Required	Multiple ESI
Large Commercial	15	100,000	100	5% of requested incentive	Yes*
Multi-Family Strip Center	15	100,000	No minimum	5% of requested incentive	Yes
New Construction	1	100	No Minimum	No Deposit Required	No
Small Commercial	1	100	No Minimum	\$250 per site/project	No

^{*}projects with multiple ESIs must achieved a minimum 30kW and/or 200,000kWh savings, with 250kw minimum peak load



LARGE COMMERCIAL

- Requires deposit equal to 5% of the total incentive request
 - Retrofit Only
- Deemed savings, Simplified M&V and Full M&V projects
- Lighting only projects should complete within 90 days or by program deadline of December 2, 2019, when applicable
- Request for follow up documentation must be returned within 10 business days to avoid project cancellation
- Any exceptions should be approved by Program Manager



AGGREGATING PROJECTS

Eligible in Large Commercial Only

- Recommend maximum of 5 sites per project
 - 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
- Each site must be entered separately in the required work schedule



SMALL COMMERCIAL

- Requires \$250 deposit per site
- One site per project
- Deemed savings measures only
- Project should complete within 45 days of project approval or by program deadline of December 2, 2019
- Request for follow up documentation must be returned within 10 business days to avoid project cancellation



MULTI-FAMILY/STRIP CENTER

- Requires deposit equal to 5% of the total incentive request
 - Retrofit only
- Deemed savings, Simplified M&V and Full M&V projects
- Lighting only projects should complete within 90 days or by program deadline of December 2, 2019, when applicable
- Request for follow up documentation must be returned within 10 business days to avoid project cancellation
- Any exception must be approved by Program Manager

NEW CONSTRUCTION



- Requires \$0 deposit
 - Email Program Manager notifying pending project
- Application should be entered when the temporary meter is installed
- Once permanent meter is installed, project must be updated
 - Email Program Manager with permanent ESI
- Project is eligible for incentive in the year permanent meter is set
 - Where applicable, building must be 75% occupied
- Include all applicable measures
 - Any measure which qualify for incentives should be included
- Deemed savings, Simplified M&V and Full M&V projects

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MEASURE ELIGIBILITY

- Produces measurable peak demand and/or energy savings
- Follows guidelines set in current 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

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INELIGIBLE MEASURES

- Tube Style LED Lighting (Types A & B)
- Fuel switching
- Measures that require no capital investment
- Measures that receive incentives in other CNP programs
- Redundant equipment (i.e. backup chillers)
- Removable measures (i.e. plug load, vending machines)
- O&M measures (i.e. air filters)
- Measures installed without proper work schedule
 - 48 minimum notification required



APPLICATION SUBMITTALS

Documents must be provided as part of the application process:

	CUT SHEET OF NEW LIGHTING FIXTURE, LAMP TYPE, LAMP WATTAGE, BALLAST TYPE AND BALLAST FACTOR
LIGHTING	LIGHTING LAYOUT INDICATING SQUARE FOOTAGE OF THE FACILITY
	CERTIFICATE OF THE LED FIXTURE INDICATING IT IS A CERTIFIED APPROVED FIXTURE
	WHEN REBRANDING FIXTURES, THE LABEL OF CERTIFICATION MUST MATCH THE LABEL ON THE FIXTURE
COOLING	MANUFACTURER'S EQUIPMENT SPECIFICATION SHEET OF THE NEW COOLING EQUIPMENT PERFORMANCE AT ARI STANDARD CONDITIONS
COOLING	CUT SHEET OF THE NEW ROOFING OR WINDOWS MATERIAL INDICATING THE INSULATION EFFICIENCY
ROOFING AND WINDOWS	BUILDING LAYOUT, SQUARE FOOTAGE INFORMATION



WAITLIST

- Activated in order of when the deposit is received
- Installation may not begin until the project is activated and approved



2019 COMMERCIAL AND INDUSTRIAL PROGRAM HIGHLIGHTS





PROGRAM GOALS/BUDGET

2019 SAVINGS GOAL	2019 INCENTIVE BUDGET
13 MW	\$6 MILLION

One Project Sponsor may reserve <u>up to 20%</u> of the total Program Budget (\$1.2M)



2019 INCENTIVE RATES

MEASURE TYPE	\$/KW	\$/KWH
LIGHTING – FLOURESCENT, HID, CFL	110	.03
LIGHTING – LED with FIXTURE	180	.05
COOLING - DX UNITS	275	.08
COOLING - CHILLER	325	.08
MOTOR	180	.07
VFD	200	.06
WINDOW FILM	180	.06
REFRIGERATION	220	.06
ROOFING	240	.09
OTHER MEASURES	175	.06



APPLICATION DEPOSIT

- Application deposit
 - 5% of requested incentive for Large & Multi-Family/Strip
 - \$250 per site in Small Commercial
- Deposit must be submitted <u>before</u> any review of the project can begin
- Modification of PA within 14 calendar days from deposit receipt will not affect deposit
- Deposit refund criteria:

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

DEPOSIT SUBMITTAL



OPTIONS

- Electronic
 - Payments sent to CNP by ACH or Wire
 - Complete Electronic Deposit Document available on web portal
 - Scan/Save and send copy of bank transaction and deposit document confirmation to: csopdeposit@centerpointenergy.com
 - Senders bank account information is not required, only official verification of the amount being transferred
 - Multiple projects may be submitted under single deposit, noted with proper project IDs
 - All transaction fees associated with electronic deposits are assumed by Project Sponsor and should not be deducted from deposit amount
- Hard copy check via mail system
 - CNP does not accept Sponsor hand deliveries
 - Mailing Address 1111 Louisiana, 9th Floor

Houston, TX 77002

Attention: Loretta Battles

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NEW FOR 2019

- Project Sponsors may opt to pay required deposit electronically
- New construction requires no deposit
- In addition to DLC/Energy Star®, LED may opt to use an independent lab test
 - i.e. LM-79, LM-80, TM-21, ISTMT
 - Cut sheets will not qualify as independent test
 - Rated life for LED should be greater or equal to 50,000 hours
- In addition to photocell, timers and wireless controls are acceptable for exterior lighting
 - When using timers
 - Operating hours will be reflected as programmed
 - Deemed hours are set at 1,998 hours/year
 - Max hours may not exceed those achieved by photocell



CONTINUES IN 2019

- All utility programs will follow the current Technical Resource Manual (TRM)
- Project Sponsors will be evaluated based on project performance
 - Favorable reviews could result in fewer on site inspections
 - Poor reviews could result in removal from the 2019 program
- Lighting retrofits which occurred in previous years are eligible, provided the savings meet minimum requirements
- Refrigeration measures have specific kW/kWh incentive rates



CONTINUES FOR 2019

- Failed inspection fee remains \$1000 per instance for large commercial, \$250 for small commercial
- Audits shall remain the sole responsibility of the project sponsor
- Project Sponsors must give a minimum 48 hour notification via eTrack for all project installs
- Mailed deposits must be submitted via established postal service and should be addressed to: CenterPoint Energy, 1111 Louisiana, Houston TX 77002; Attention Loretta Battles
- Request copy of final material and labor invoice with every project
- Chiller projects must submit proof of purchase



2018 PROGRAM CONCERNS

- Provide Project ID number with all correspondence, especially deposit submittals
- Failure to enter project into required work schedule via eTrack
 - If for any reason, cannot enter in eTrack, email Program Manager
 - Post inspections should not be entered via eTrack
- Not ready for installation on date of work schedule, ie no equipment on site, no material on site, no crew on site
- Failure to note non-operational fixtures on lighting survey
 - Non-operational fixtures greater than 10% of total fixture count will result in lower savings/incentives



2018 PROGRAM CONCERNS

- Notification of project completions
 - Sponsor should move the workflow via eTrack to complete
- Notification to CNP team of electronic deposit submittals
 - Absence of notification can cause delay in processing and review
- Including Required Site Contact and Sub Contractor contact in eTrack project application
 - Upload Sub Contractor current general liability insurance binder under Documents
 - New Construction may list General Contractor as sub
- 'Submitted' Projects in eTrack are not ready for review until deposit requirements are met
- If there is a question ASK!



2019 COMPLIANCE

PROJECT CONCERN	CENTERPOINT ACTION
On site inspection differs from submitted calculations/documents	Update savings based on inspection results
Inspection results in more than 10% difference	\$1000 fee for large commercial \$250 fee for small commercial
Installation begins before work schedule or no work schedule entered	Remove any installed fixture from project scope, project cancels if minimums are not met
Additional inspection required due to Project Sponsor error	\$1000 fee for large commercial \$250 fee for small commercial
Equipment does not meet minimum efficiency standards	Remove equipment from project scope
Inspection not complete due to lack of materials or required equipment	Applicable additional inspection fee deducted from deposit



2019 COMPLIANCE

If a Project Sponsor continues to repeat the same infractions across multiple projects, (more than 3 infractions), that sponsor will be advised to review the program requirements and communicate those requirements within the company, including sub contractors and self installed projects. During the review, that Sponsor will not be allowed to participate in the 2019 program. The review period could span the balance of the program year.



PROGRAM TIMELINE

- December 14, 2018 2018 project documentation should be submitted
 - All payments must be requested no later than 12/19 for 2018 payment
- January 7, 2019 eTrack Database opens
 - Tutorials and entering 2019 applications
 - Electronic deposit payments or hard copy checks should be submitted once project application is entered
- December 2, 2019 2019 Installations must be complete



PROGRAM RESOURCES

centerpoint.anbetrack.com:

- Program Announcements
- Program Manual
- Applicable Estimation Workbooks
- Workshop Presentation
- Service Area Map
- Active Project Sponsor Listing
- Available Funding
- Program Contacts and Links
- FAQ





ETRACK DATABASE

ETRACK LOGIN

CenterPoint Energy



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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.

All Energy Conservation Measures must be installed within CenterPoint Energy's

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

CenterPoint Energy New Homes Program

Multifamily Water and Space Heating

Residential Smart Pool Program

Multifamily Direct Install Program

Residential Demand Response, BYOD Program

Commercial Sponsors

Commercial & Industrial Standard Offer

Commercial Load Management

Healthcare Energy Efficiency

Retro-Commissioning

Sustainable Schools

Texas Score / CitySmart

Data Center Energy Efficiency

Commercial Smart Pool Program

Current Sponsors Login

User Name

Yolanda

C Q Search

Password

Forgot Password? Submit

New Sponsor?

News & Events

"The 2017 Commercial Load Management Program will open for application pre-entry on Monday, December 12th. The 'Go Live' submitting applications is Wednesday, January 18th @ 10:00am CDT. Applications will be accepted and reviewed on a 'First Come/First Serve' basis. There are no changes in the program for 2017, so there will be no kickoff meeting. If you have any questions, please contact Calvin Burnham

calvin.burnham@centerpointenergy.com" *Attention* The standard offer program

will not be having a kickoff meeting for











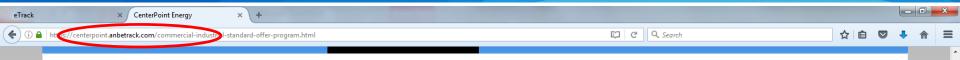






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PROGRAM SELECTION



Commercial & Industrial Standard Offer Program

Large Commercial & Industrial Energy Efficiency Program (Standard Offer Program)



A qualifying facility will be one with a peak demand of at least 100 kW at a single site or a combined peak demand of at least 250 kW at multiple sites. Each project must achieve a minimum summer peak demand reduction of 20 kW or 120,000kWh.

For more information, please email our program contact at cisop@CenterPointEnergy.com.

Important Program Information

Effective 1/4/2016, the program will accept new project applications. Any Project Sponsor that participated in the 2015 program is not required to register, but must update the existing profile with 2016 information and select the option to participate in the 2016 program. Under eTrack Database below, there is a demonstration with the steps to update the profile, 'Existing Sponsor Participation Guide'. New participants should follow the 'Registration & Application Training Guide'. As always, projects will be reviewed on a first come, first serve basis, with complete eTrack application and 5% deposit. As a reminder, all deposits should be mailed to: 1111 Louisiana, 9th Floor, Houston, TX 77002, Attn: Loretta Battles. Thanks for continued support and effort in the success of this program.

Sponsor Participation Process

- Register to participate as a project sponsor using eTrack.
- Use eTrack to develop and submit a Project Application and request funding for your project
- Enter into a Standard Agreement with CenterPoint Energy and submit an application deposit
- · Install proposed measures

Residential Sponsors

A/C Distributor Program

Agencies in Action

Advanced Lighting Program

Retail Electric Provider Program (CoolSaver)

Hard-To-Reach Standard Offer

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Commercial Sponsors

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Healthcare Energy Efficiency

Retro-Commissioning

Sustainable Schools

Texas Score / CitySmart

Data Center Energy Efficiency

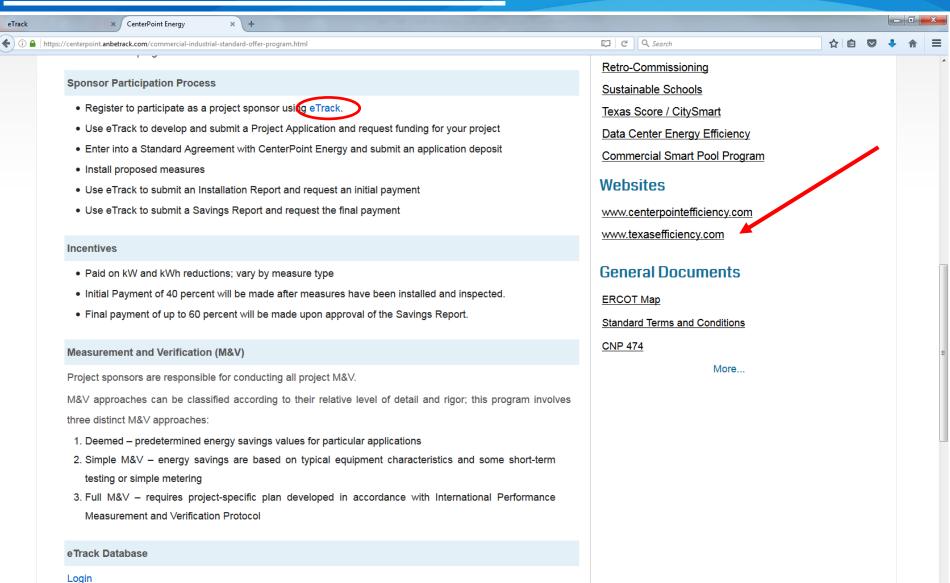
Commercial Smart Pool Program

Wehsites

CenterPoint. Energy

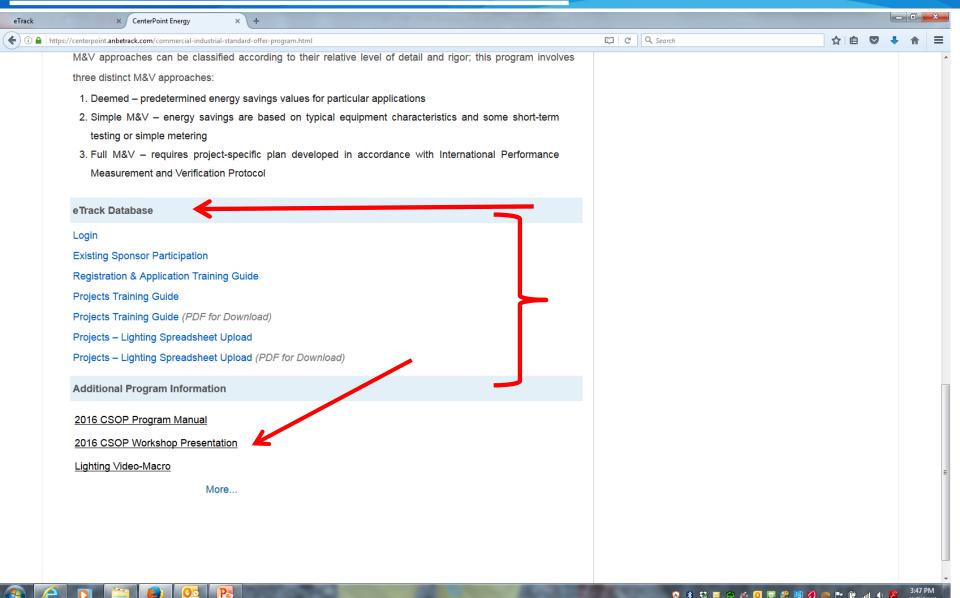
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IMPORTANT WEB LINKS



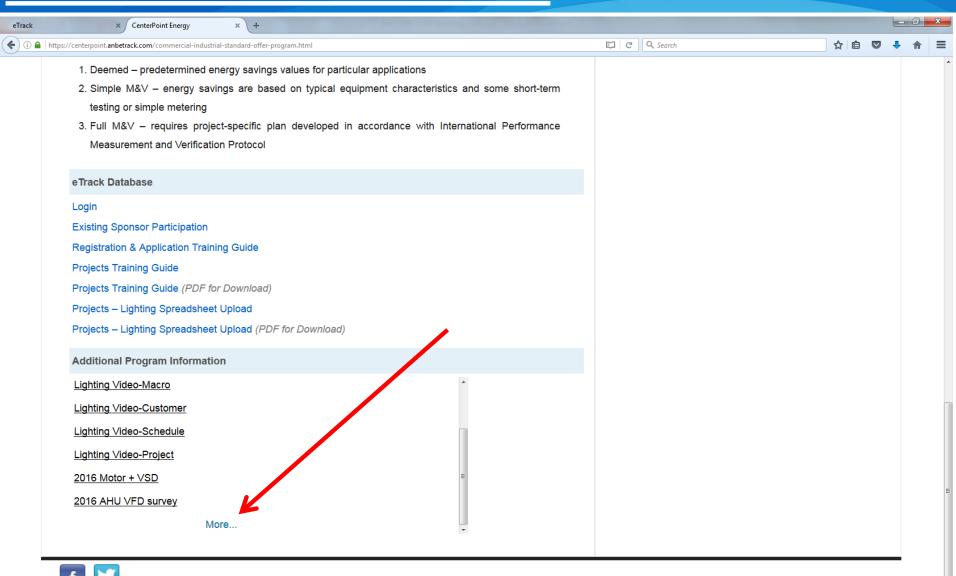


2019 CSOP INSTRUCTIONS



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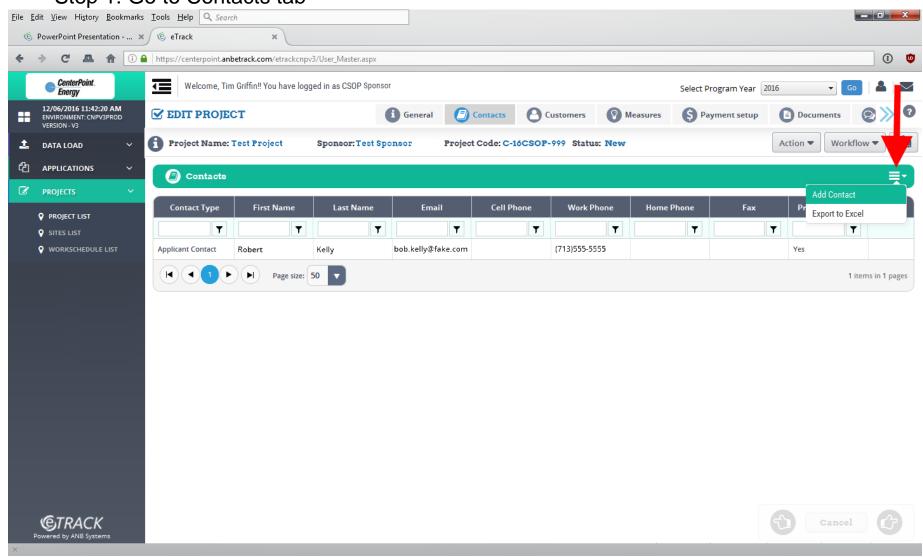
2019 CSOP WORKSHEETS





ADDING CONTACTS

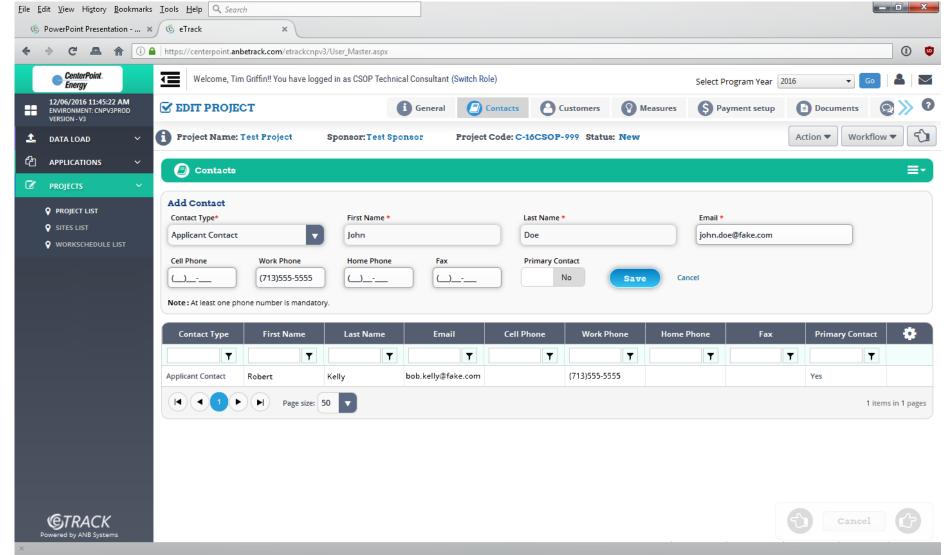
Step 1: Go to Contacts tab





ADDING CONTACTS

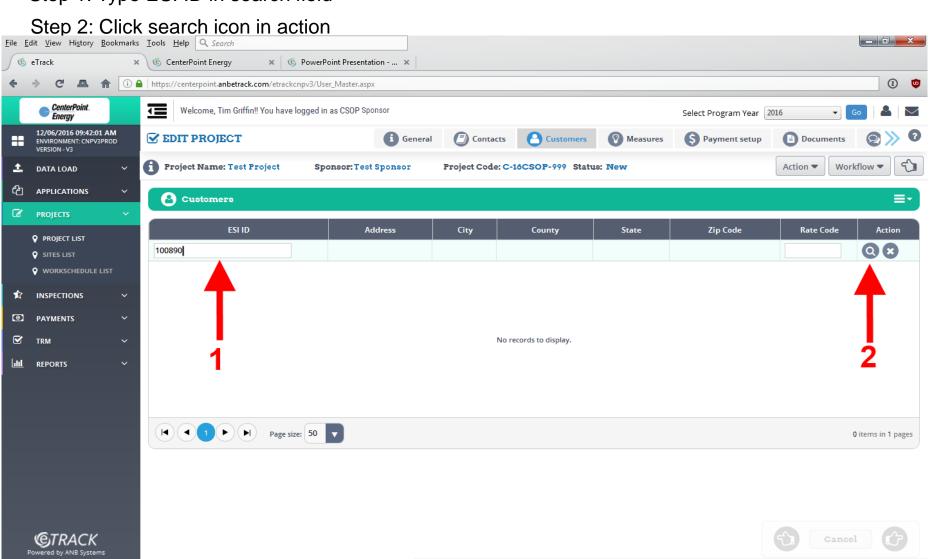
Step 2: Enter Contact Information and Save





ADDING PROJECT SITES

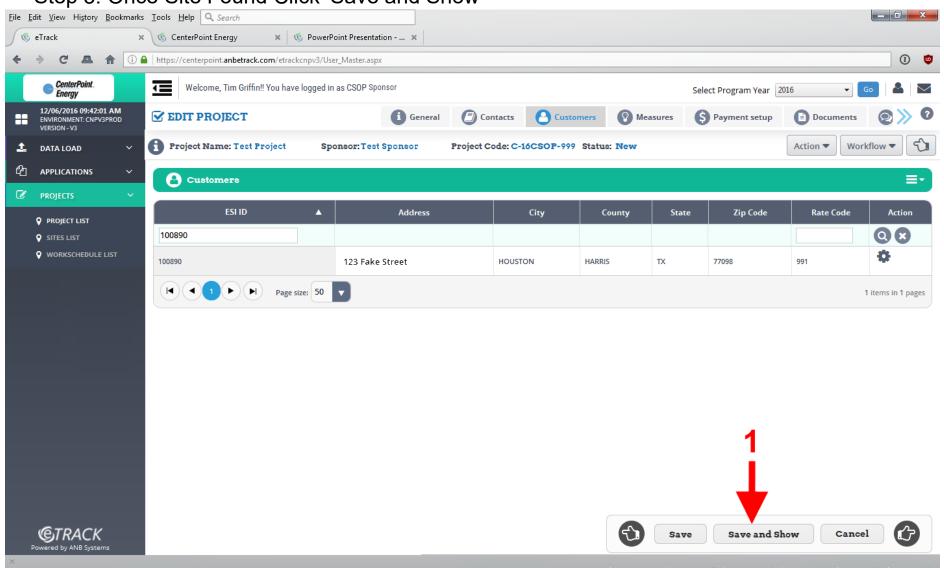
Step 1: Type ESI ID in search field





ADDING PROJECT SITES

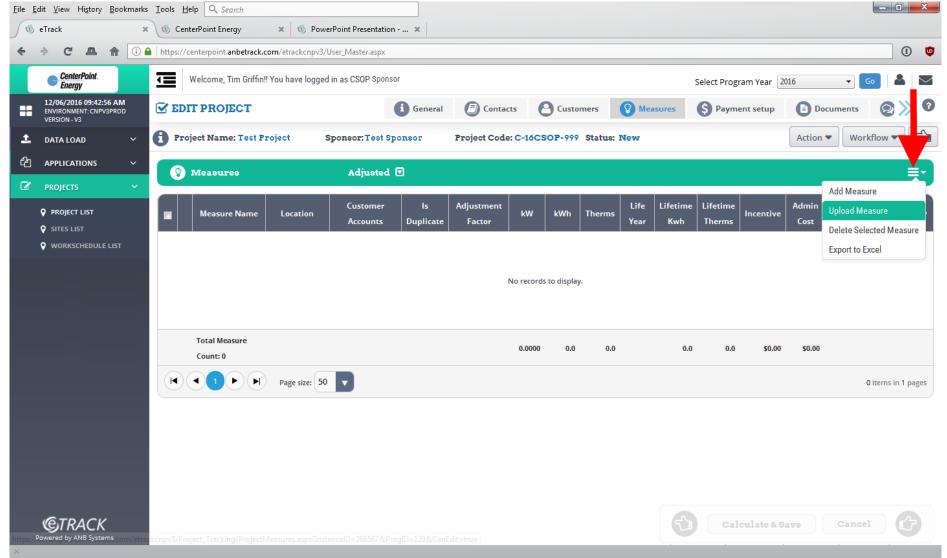
Step 3: Once Site Found Click 'Save and Show'



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UPLOADING PROJECT MEASURES

Step 1: Go to 'Upload Measure'



CenterPoint Energy

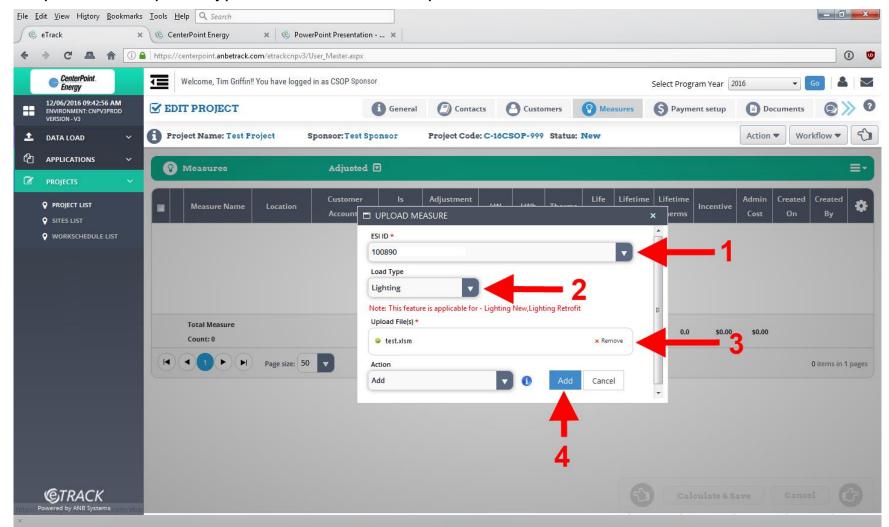
UPLOADING PROJECT MEASURES

Step 1: Select ESI ID

Step 3: Browse to calculator file

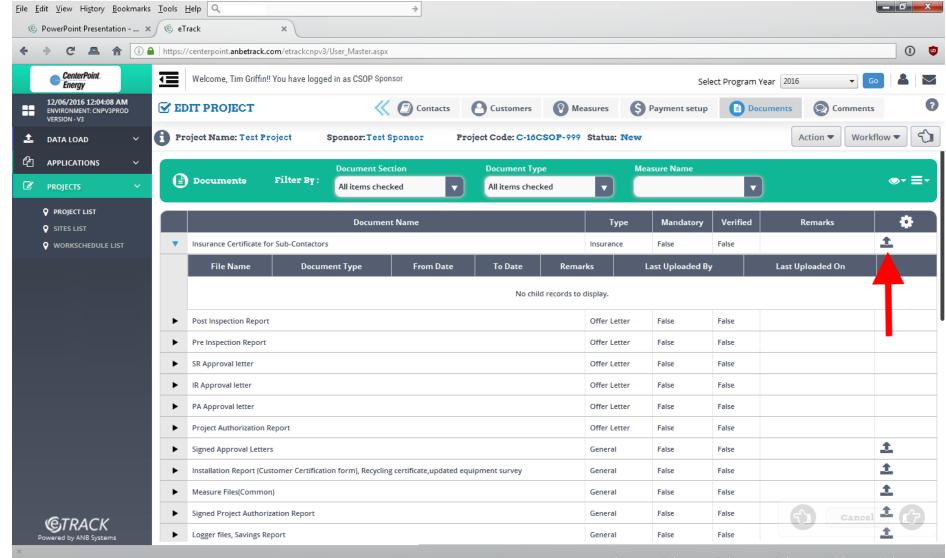
Step 2: Select upload type

Step 4: Click add



UPLOADING PROJECT DOCUMENTS

Step 1: Click on upload button for proper document category



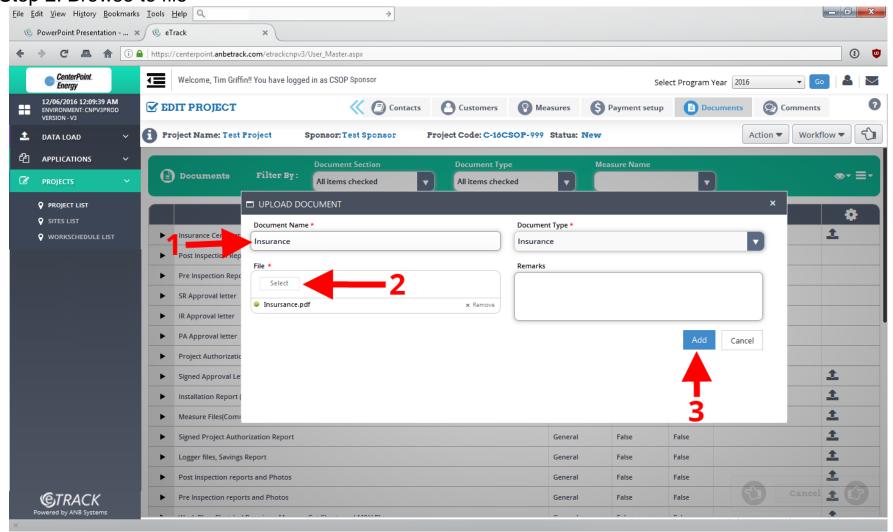
CenterPoint.

UPLOADING PROJECT DOCUMENTS Energy

Step 1: Name document

Step 3: Click 'Add' button

Step 2: Browse to file





REQUIRED DOCUMENTS

- Cutsheets
- Insurance documents for sub-contractors
- LED only—proof of DLC, EnergyStar®, Independent lab test
- Proof of Purchase Chiller
- Calculator files
- M&V only—M&V plan





SUPPLIER DIVERSITY



SUPPLIER DIVERSITY

- CENTERPOINT ENERGY, INC. RECOGNIZES THE IMPORTANCE OF MINORITY AND WOMEN-OWNED BUSINESS ENTERPRISES (MWBE), AS WELL AS SMALL AND VETERAN-OWNED BUSINESSES, 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; <u>JEWEL.SMITH@CENTERPOINTENERGY.COM</u>
- **STEVE DUKES**, SUPPLIER DIVERSITY COORDINATOR (713)207- 3388; <u>STEVE.DUKES@CENTERPOINTENERGY.COM</u>
- **LUCY SOTO**, SUPPLIER DIVERSITY ADMINISTRATION (713)207-7791; <u>LUCY.SOTO@CENTERPOINTENERGY.COM</u>

HOUSTON MINORITY SUPPLIER DEVELOPMENT COUNCIL

- CONSTANCE JONES (713)271–7805; <u>WWW.HMSDC.ORG</u>
- INGRID ROBINSON; INGRID.ROBINSON@HMSDC.ORG

WOMEN'S BUSINESS ENTERPRISE ALLIANCE

APRIL DAY (713)681–9232; <u>ADAY@WBEA-TEXAS.ORG</u>



PROGRAM AMENDMENTS

- CenterPoint Energy, at its discretion, may make changes to this program anytime during the program year. Program changes, while not anticipated, could occur due to, among other things, recommendations from the Public Utility Commission of Texas or overall program improvement.
- The most current program information will be posted to the Commercial and Industrial Program Web Portal: https://centerpoint.anbetrack.com.
- For questions or clarification, you may contact the Program Manager.





QUESTIONS?



CONTACT INFORMATION

- Yolanda Slade
 - phone: 713-207-7762
 - email <u>YOLANDA.SLADE@</u>
 CENTERPOINTENERGY.COM
- Loretta Battles
 - phone: 713-207-3543
 - email <u>LORETTA.BATTLES@</u>
 CENTERPOINTENERGY.COM
- Website:
 - www.centerpoint.anbetrack.com