Commercial Energy Efficiency Program

GASHE
Quarterly Meeting
September 13, 2019
AGENDA

- Program Overview
- Participation & Sample Project
- Resources
- Q&A / Discussion
PROGRAM OVERVIEW
Commercial Rebate Program

• 2019 Goal = 286,126 MWh’s

• Rebate Budget = $16.8 million

• Georgia Power Commercial customers

• How do customers participate?
  • Trade Ally Network
  • Apply online for Preapproval
Commercial Rebate Program

**Prescriptive Program:**

Fixed rebate $$$ per equipment unit; pre-approval required before installation.

**Custom Program:**

Rebate dependent on calculation of avoided energy use, determined on project-by-project basis; pre-approval required before equipment purchase.
Rebate Categories

- Custom Savings
- New Construction Lighting
- Existing Building Lighting
- Food Service and Grocery
- Reflective Roofing
- Heating & Cooling (e.g. VFDs)

All projects require application submission and preapproval before installation of equipment.
*Custom Savings Program requires preapproval prior to purchase of equipment
<table>
<thead>
<tr>
<th><strong>LED screw-in:</strong></th>
<th><strong>LED Specialty Lighting:</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>$2/Lamp</td>
<td>$4/Lamp</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>TLED and Linear Fixtures:</strong></th>
<th><strong>LED Troffer/Integrated Retrofit Kit:</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>$3/Lamp</td>
<td>$25/fixture</td>
</tr>
</tbody>
</table>

*Maximum rebate is $25,000 per building per year.*
Exterior Lighting

LED Exterior Fixtures: $10-$120/Fixture

LED Parking Deck Fixtures: $30-$50/Fixture

LED Fuel Canopy Fixture: $50/Fixture

*Maximum rebate is $25,000 per building per year.
New Construction or Major Renovation Lighting

**Lighting Rebate Qualifiers**

- 20% Better than 90.1-2007
- $0.20 /per watt reduction for lighting wattage per square foot

*Maximum rebate is $25,000 per building per year.*
## Program Caps

<table>
<thead>
<tr>
<th>Project Type</th>
<th>Unique Cap per building per year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Any Combination of Prescriptive Rebates</td>
<td>$25,000</td>
</tr>
<tr>
<td></td>
<td>*Capped at 50% of equipment cost</td>
</tr>
<tr>
<td>New Construction Lighting</td>
<td>$25,000</td>
</tr>
<tr>
<td></td>
<td>*Capped at 50% of project cost</td>
</tr>
<tr>
<td>Outdoor Pole-Mounted Lighting</td>
<td>$10,000</td>
</tr>
<tr>
<td></td>
<td>*Capped at 50% of equipment cost</td>
</tr>
<tr>
<td>Custom Savings</td>
<td>$75,000</td>
</tr>
<tr>
<td></td>
<td>*Capped at 50% of project cost</td>
</tr>
<tr>
<td>Reflective Roofing</td>
<td>$10,000</td>
</tr>
<tr>
<td></td>
<td>*Capped at 50% of project cost</td>
</tr>
</tbody>
</table>
Custom Savings

- Custom Savings Rebate is $0.10 per kWh saved in first year
- Maximum of $75,000 per building per year up to 50% of project costs
- Baseline efficiency is determined by current state and federal codes
- Rebates are based on verifiable energy savings calculations and cannot be based on assumed percent reductions

*Maximum rebate is $75,000 per building per year
*Preapproval required prior to purchase and installation of equipment
### Range of Rebate Dollars Awarded per Measure Applied

<table>
<thead>
<tr>
<th>Measure</th>
<th>Rebate Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chiller Replacement, System Upgrade</td>
<td>$12,000 - $75,000</td>
</tr>
<tr>
<td>Campus Plant Improvements</td>
<td>&gt; $75,000</td>
</tr>
<tr>
<td>EMS Upgrade, Replacements</td>
<td>$14,000 - $51,000</td>
</tr>
<tr>
<td>VRF Installations</td>
<td>$8,000 - $56,000</td>
</tr>
<tr>
<td>Geothermal System Installations</td>
<td>$20,000 - $35,000</td>
</tr>
</tbody>
</table>

*Maximum rebate is $75,000 per building per year*
How do I apply for the Custom Savings Program?

www.georgiapowerrebates.com/commercial

**Prior to Equipment Purchase**
- Apply online for preapproval before equipment purchase
- Upload Documentation:
  - Energy Model, Calculations
  - Custom Preapproval Form
  - Quote, Purchase Order, or Bid
  - Equipment spec sheets
  - Payee Designation, if necessary
  - W9 for the rebate recipient

**After Project Installed**
- Upload final invoice and notify of any changes to the project scope
- Final invoices should be uploaded within **60 days** of project completion.
- Walkthrough with ICF
- Ensure W9, and Payee Designation form have been submitted.
PARTICIPATION & SAMPLE PROJECT
## Hospital Participation

<table>
<thead>
<tr>
<th>Year</th>
<th>Projects</th>
<th>kWh Reduced</th>
<th>Rebate Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>66</td>
<td>11,093,840</td>
<td>$499,517</td>
</tr>
<tr>
<td>2018</td>
<td>52</td>
<td>15,103,322</td>
<td>$617,514</td>
</tr>
<tr>
<td>2019</td>
<td>18</td>
<td>3,053,670</td>
<td>$179,856</td>
</tr>
<tr>
<td>(Pending)</td>
<td>32</td>
<td>8,746,477</td>
<td>$627,499</td>
</tr>
<tr>
<td>TOTAL</td>
<td>168</td>
<td>37,997,310</td>
<td>$1,924,3876</td>
</tr>
</tbody>
</table>
Hospital Sample Project

• Large Atlanta Hospital

• Engaged energy consulting firm

• Took comprehensive approach
  • Interior Lighting
  • HVAC Custom Savings

• Completed late 2018
<table>
<thead>
<tr>
<th>Measure</th>
<th>Quantity</th>
<th>Cost</th>
<th>Rebate</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lighting</td>
<td>1,905 lamps</td>
<td>$46,164</td>
<td>$11,993</td>
<td>$34,171</td>
</tr>
<tr>
<td>Custom</td>
<td></td>
<td>$301,944</td>
<td>$150,000</td>
<td>$151,944</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>$348,108</td>
<td>$161,993</td>
<td>$186,115</td>
</tr>
</tbody>
</table>
# Hospital Sample Project Savings

<table>
<thead>
<tr>
<th>Measure</th>
<th>Energy (est)</th>
<th>Energy Actual</th>
<th>Billed Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lighting</td>
<td>1,104,000</td>
<td>1,000,000</td>
<td>$43,915</td>
</tr>
<tr>
<td>Custom</td>
<td>1,228,543</td>
<td>975,724</td>
<td>$42,850</td>
</tr>
<tr>
<td>Total</td>
<td>2,332,543</td>
<td>1,975,724</td>
<td>$86,765</td>
</tr>
</tbody>
</table>
Summary

- Investment After Rebate
  - $186,115
  - Simple Payback 2.2 years

- Investment Without Rebate
  - $348,108
  - Simple Payback 4.0 years

- $86,765+ Every Year After
RESOURCES
Online Resources

- **Program Website:**
  
  www.georgiapower.com/commercialssavings

- **Rebate Application:**
  
  www.georgiapowerrebates.com/commercial
Online Application
Future Considerations

- Current Cycle Ends 12/6/19
- Changes Effective 1/1/20
- Intent is for Minimal Impact
- 2020 Projects Approved on a Reserved Basis
Contacts

- Your Georgia Power Key Account Manager

- Your ICF Account Manager

- GPC Program Manager:
  
  Stephen Morton: 404.218.8975; ssmorton@southernco.com

- Program Website: www.georgiapowerrebates.com/commercial
  
  Call Center: 1-877-310-5607