



ENERGY SOLUTIONS FOR BUSINESS

Energy Efficiency Opportunities for
Educational Facilities

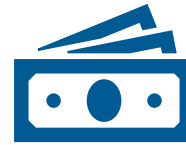
May 17, 2023



**Franklin Energy
Introduction**



**Pennsylvania ACT 129 –
Overview**



**Rebates and Instant
Discounts for Your
Projects**



Q&A

Agenda



MEET OUR TEAM

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Pennsylvania Outreach Territory Map



Mid-Ed • Penelec • Penn Power • West Penn Power



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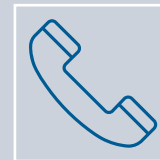
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Contact your Energy Advisor



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PA Act 129 - Implementation

May 2008 - Present

Act 129

- Currently in Phase IV
- Pennsylvania's major electric distribution companies are required to reduce energy use within their service territory (both Demand and Consumption – kW & kWh).
- Customers receive incentive rebates based on energy savings for their projects.

Franklin Energy's roles include:

- Outreach & Education
- Assisting with Applications
- Engaging Program Allies

Programs/Roles

Franklin Energy

- Prescriptive
- Midstream
- Custom

Willdan

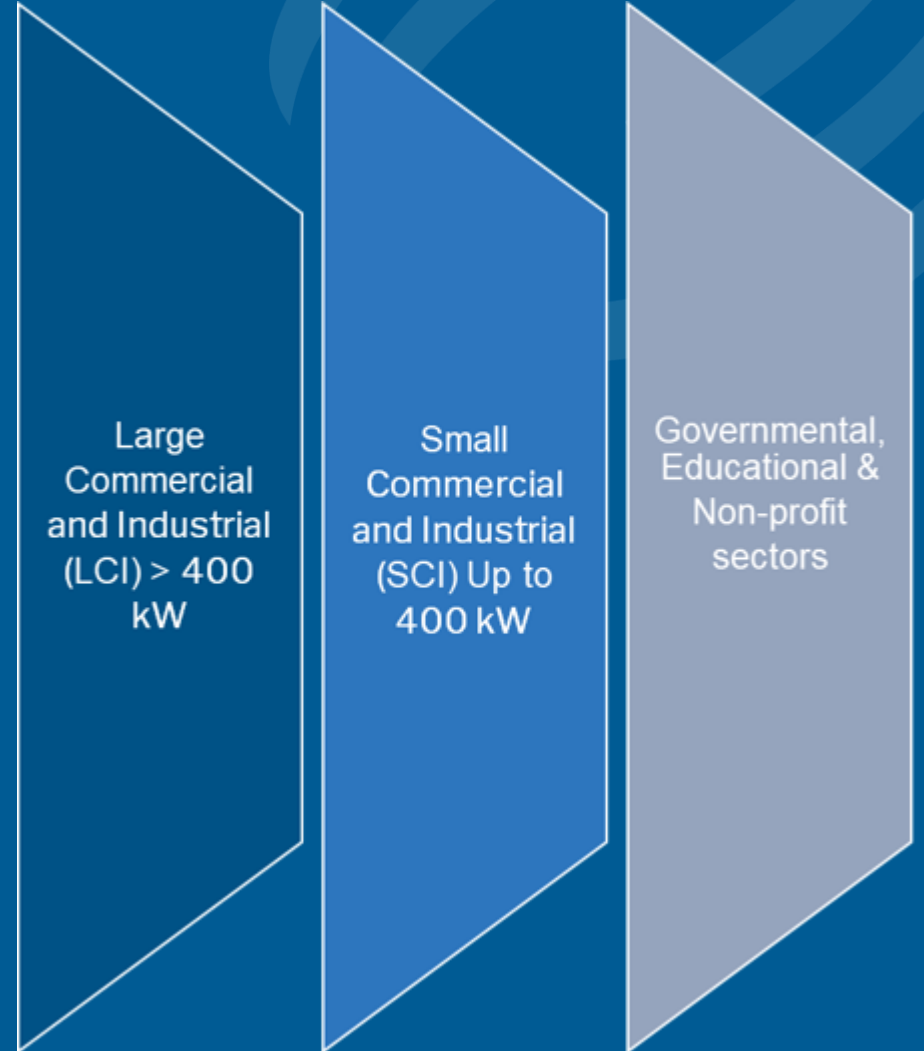
- New Commercial Construction
- Custom Building Improvements
- Energy Management
- Building Tune – Up
- RCx



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Commercial And Industrial Programs

- Prescriptive
- Custom
- Midstream (Instant)



Incentive Opportunities

Available Segments Include:



Agriculture



Appliances &
Electronics



Combined Heat
and Power



Commercial
Lighting



Custom
Equipment



HVAC



Instant
Discounts



Solar



Food Service



Facility Audit
Incentive



Eligibility lasts 180
days after the
project is completed

Common Rebates and Rule

Prescriptive Rebates

\$ per measure or unit

Performance Rebates

cents per kilowatt-hour (kWh) saved

Based on hours of use

General Custom

\$0.05/kWh and up to \$150/kW capped at 50% of total project cost or \$500,000.

- Effective Dates
 - June 1, 2021 – May 31, 2026
 - **180 day look back**
- New Equipment
- Pre-Approval not required but recommended.
- Lighting must be DLC or Energy Star
- CHP and Solar must be preapproved.

Lighting

EQUIPMENT	SPECIFICATIONS		REBATE	UNIT	QTY	TOTAL
Lighting Controls	Dual daylight and occupancy	min watts controlled 150W	\$25	per sensor		
		min watts controlled 20W	\$15			
	Daylight continuous dimming control	min watts controlled 150W	\$20			
		min watts controlled 20W	\$10			
	Vacancy controls	min watts controlled 150W	\$20			
		min watts controlled 20W	\$10			
Occupancy controls	min watts controlled 150W	\$20				
	min watts controlled 20W	\$10				
Linear Fluorescent	Replacement lamps must be high performance T8 replacing existing T8 lamps or higher efficiency than existing.		\$0.05	per kWh		
LED Lamps	Eligible LED lamps must be ENERGY STAR® rated and replace existing incandescent lamps with a medium screw base. <ul style="list-style-type: none"> • Pre-Approval – Required • Pre-Inspection – Required 		\$5	lamp		
LED Linear	Eligible LED linear fixtures must appear on the ENERGY STAR or DLC qualified products list and replace existing equipment to a higher efficiency.		\$0.05	per kWh		
LED Fixture - Exterior	Lighting fixture must be wired for exclusive use with LED lamps or integrated LEDs and installed in an exterior setting. Must meet DLC standards.		\$0.05	per kWh		
LED Exit Signs	Eligible LED exit signs must replace existing fluorescent or incandescent exit signs to be eligible.		\$15	sign		
LED Fixture - Interior	Lighting fixture must be wired for exclusive use with LED lamps or integrated LEDs and installed in an interior setting. Must meet DLC standards.		\$0.05	per kWh		

Project Estimated Summary

Lighting Equipment Incentive Program

Customer Name

Building Name

Building Address

Estimated Annual Energy Savings (kWh)	200,736.25
Demand Reduction (kW _{PJM})	43.79
Annual Operating Hours	2381
Total Calculated Project Incentive (Capped)	\$10,590.74

Equipment Category	kW	kWh	Quantity	Incentive
Lighting Controls	3.05	13,918.70	66	\$1,250.00
Linear Fluorescent T5	-	-	0	\$0.00
Linear Fluorescent T8	-	-	0	\$0.00
LED Linear	40.07	182,593.22	1470	\$9,129.53
LED Channel Signage	-	-	0	\$0.00
Exit Signs	-	-	0	\$0.00
LED Fixture - External	-	-	0	\$0.00
LED Fixture - Internal	0.08	342.23	2	\$17.11
LED Lamps	0.59	3,882.10	25	\$194.10
LED Reach-in Refrigerator/Freezer Lights	-	-	0	\$0.00
Street & Area Lighting	-	-	0	\$0.00
Custom - Process Improvement	-	-	0	\$0.00

School District - Lighting Project

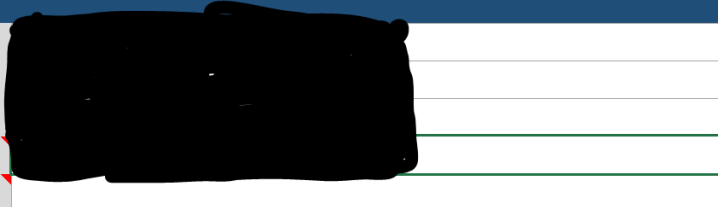
HVAC

MEASURE	MINIMUM EFFICIENCY REQUIREMENTS	REBATE	UNIT	QTY	TOTAL
Split & Packaged HVAC ≤ 5.4 tons	16 SEER	\$50	per ton		
	18 SEER	\$100			
Split & Packaged HVAC > 5.4 and < 11.25 tons	12.7 EER and 12.9 IEER	\$125	per ton		
Split & Packaged HVAC ≥ 11.25 and < 20 tons	13.1 EER and 13.3 IEER	\$125	per ton		
Split & Packaged HVAC ≥ 20 and < 63.3 tons	13.0 EER and 13.2 IEER	\$100	per ton		
Split & Packaged HVAC ≥ 63.3 tons	11.6 EER and 11.7 IEER	\$100	per ton		
MEASURE	MINIMUM EFFICIENCY REQUIREMENTS	REBATE	UNIT	QTY	TOTAL
Ductless Mini Split Heat Pump < 5.4 tons – Single Zone	≥ 12.5 EER, ≥ 20 SEER and ≥ 10.0 HSPF	\$150	per ton		
Ductless Mini Split Heat Pump < 5.4 tons – Multi Zone					
MEASURE	SPECIFICATIONS	REBATE	UNIT	QTY	TOTAL
PTAC	Replacement Unit minimum EER: [10.9 – (0.213 x Cap/1000)] x 1.075*	\$100	per ton		
	New Unit minimum EER: [14 – (0.3*Cap/1000)] x 1.075*				
MEASURE	SPECIFICATIONS	REBATE	UNIT	QTY	TOTAL
ENERGY STAR® Certified Connected Thermostat	Must be ENERGY STAR certified.	\$75	per unit		
ENERGY STAR Certified Window Air Conditioner	Eligible window air conditioners must be ENERGY STAR certified and be used only for comfort cooling applications. New installations and replacement projects are eligible.	\$15	per unit		
Circulating Pump	Purchase and installation of a new ECM or BPM circulator pump, r/p single speed motor for space heating in a commercial application.	\$25	pump		
Furnace Fan	Eligible equipment is a high efficiency brushless permanent magnet fan motor (BPM or ECM) to replace a permanent split capacitor (PSC) motor	\$25	fan		
HVAC Maintenance	Eligible for documented tune-ups of packaged and split systems up to 20 Tons. All HVAC applications other than comfort cooling and heating, such as process cooling, are defined as non-standard applications and are ineligible for this measure. Rebates available every 10 years for the same piece of equipment.	\$125	packaged/ split system tune-up		

Project Estimated Summary

HVAC Incentive Program

Customer Name
Building Name
Building Address
Project ID
External ID



Total Estimated Annual Energy Savings (kWh)	57,077.09
Total Demand Reduction (kW)	7.52
Total Calculated Project Incentive	\$47,838.75

Equipment Type <small>Click on titles below to jump to the associated calculator</small>	Quantity	Demand Savings (kW)	Energy Savings (kWh)	Incentive
Split & Packaged Units	0	0.00	0.00	\$0.00
Air Source Heat Pumps	0	0.00	0.00	\$0.00
Water Source Heat Pumps	70	7.52	57,077.09	\$47,838.75
Ductless Mini Splits	0	0.00	0.00	\$0.00
Packaged Terminal Air Conditioners	0	0.00	0.00	\$0.00
Packaged Terminal Heat Pumps	0	0.00	0.00	\$0.00
Window Air Conditioners	0	0.00	0.00	\$0.00
Commercial Smart Thermostats	0	0.00	0.00	\$0.00

School District – HVAC Project

Appliances

MEASURE	SPECIFICATIONS	REBATE	UNIT	QTY	TOTAL
Refrigerators	Eligible refrigerators must be ENERGY STAR® certified, residential units. New refrigerator installations and replacement projects are eligible for incentives under this measure.	ENERGY STAR CEE Tier I	\$25	refrigerator	
		CEE Tier II	\$35		
		CEE Tier III	\$35		
Freezers	Eligible freezers must be ENERGY STAR certified, residential units. New freezer installations and replacement projects are eligible for incentives under this measure.	\$25	freezer		
Commercial Clothes Washers	Commercial ENERGY STAR certified clothes washers in laundromats and multifamily complexes are eligible for incentives. New installations and replacement projects are eligible. Must be connected to an electric water heating system.	ENERGY STAR CEE Tier I	\$50	washer	
		CEE Tier II	\$75		
Non-commercial Clothes Washers	Non Commercial ENERGY STAR certified clothes washers. Replacement projects are eligible. Must be connected to an electric water heating system.	CEE Tier II	\$25	washer	
		CEE Tier III	\$50		
Electric Dryers	Eligible dryers are ENERGY STAR certified and have a higher combined energy factor (CEF) than standard dryers. New dryer installations and replacement projects are eligible. Non-electric clothes dryers are not eligible.	\$50	dryer		

Project Estimated Summary

Food Service Equipment Incentive Program

Customer Name	
Building Name	
Building Address	
Project ID	207125
External ID	
Invoice Date	2/8/2023

Total Estimated Annual Energy Savings (kWh)	8,886.06
Total Demand Reduction (kW)	1.83
Total Calculated Project Incentive	\$750.00

Equipment Type <small>(click on titles below to jump to the associated calculator)</small>	Quantity	Demand Savings (kW)	Energy Savings (kWh)	Incentive
Commercial Reach-in Refrigerators	0	0.00	-	\$0.00
Commercial Reach-in Freezers	0	0.00	-	\$0.00
Ice Machines	0	0.00	-	\$0.00
Refrigerated Case Night Covers	0	0.00	-	\$0.00
Strip Curtains for Walk-in Freezers & Coolers	0	0.00	-	\$0.00
Anti-Sweat Heater Controls	0	0.00	-	\$0.00
Vending Machine Controls	0	0.00	-	\$0.00
Vending Machines	0	0.00	-	\$0.00
Combination Ovens	1	1.83	8,886.06	\$750.00
Convection Ovens	0	0.00	-	\$0.00
Steam Cookers	0	0.00	-	\$0.00
Fryers	0	0.00	-	\$0.00
Griddles	0	0.00	-	\$0.00
Pre-Rinse Sprayers	0	0.00	-	\$0.00
Hot Food Holding Cabinet	0	0.00	-	\$0.00

School District- Combination Oven

Custom


- Custom projects include technologies or customer-specific energy efficiency projects that do not meet the eligibility criteria for other business programs.
 - Custom projects include building shell, electrical and mechanical improvements that reduce energy consumption and demand by improving building energy performance.
 - Custom measures such as compressed air, process improvements and qualify for incentives.
- **Examples of Eligible Project Types**
 - Compressed air system upgrades
 - Air-cooled chillers
 - Upgrading existing motors to energy-efficient motors in lieu of rewinding an existing motor
 - Replacing motor speed controls with variable frequency drives (VFDs) (excluding VFDs included in the Prescriptive service offering)
 - Wastewater improvements

- School C ran both a 15 HP pump and 1 HP booster pump 24/7 for school pool
- Added an ABB VFD to control the pumps
- 48,000 kWh, 5.4 kW saved
- \$3,200 rebate



School District Custom Project - Pool Pump VFD

Submitting an Application



Apply for Energy-Efficiency Incentives

FirstEnergy's Pennsylvania commercial & industrial customers and third parties working on their behalf can apply for rebates, check the status of rebates, view rebate payment history, and update rebate applications.

[Register Now](#)

[Learn more about the application process.](#)

Already have an account? [Log in here.](#)


[Customer Log In](#) [Program Ally Log In](#)

<https://www.energysavepa.bizsolutions.com/applynow?hsCtaTracking=1e9e1c3b-5bf1-43c1-9894-9c1197472905%7C3f508b18-9404-4e1a-a468-11d5af0ea2ab>

Required Documents

- **Invoice** (including qty, model number, and unit cost)
- **Appropriate calculator** with estimated savings
- **Utility bill** associated with site of project (should be dated within 3 months of the project completion date)
- **W9 Form** for all parties receiving payment (within the last two years)
- **Spec Sheets** for all new equipment
- **Dual Incentive Form** (if splitting incentive payment with a third party)
- **DLC/Energy Star/AHRI Certification sheets** for all installed equipment

Incentive Application - online



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Notifications (0) philsbirds@yahoo.com ▾

Dashboard

Projects

- New
- Assigned Work
- Action Required (1)
- In Progress (2)
- Submitted (0)

My Tools

-  Project Status
-  Document Library


Notifications

Recent Activity

Program	Project Name	Customer Name	Status	Total Rebate	Last Modified
FirstEnergy (C&I) - C&I Energy Solutions for Business Program	110369-PINE TOWNSHIP SUPVSR	PINE TOWNSHIP SUPVSR	Submission Failed	\$0	5/5/2023
FirstEnergy (C&I) - C&I Energy Solutions for Business Program	110366-AMANDA DO	AMANDA DO	Not Submitted	\$0	5/4/2023

Incentive Application (.pdf)

Incentive Application



Mid-Ed • PennState • Penn Power • West Penn Power

Apply for Energy-Efficiency Incentives

There are two ways you may apply for incentives.

1. Apply through the online application portal at www.energysavepa-bizsolutions.com/applynow
2. Complete this PDF application and follow these steps:
 - Upload the documents through the online application portal at www.energysavepa-bizsolutions.com/applynow
 - Email the documents to CJFirstEnergyPA@franklinenergy.com

Upon receipt and verification of all required documentation, the incentive check will be processed and mailed to the applicant or to an authorized representative, if one has been requested on the application.

Project type:	<input type="checkbox"/> Retrofit <input type="checkbox"/> Replace on Failure	Have you committed to moving forward with this project? A commitment includes but is not limited to signing a purchase order or contract.	<input type="checkbox"/> Yes <input type="checkbox"/> No
Project Start Date:	ESTIMATED COMPLETION DATE:	OFFICE USE ONLY: Project #	

CUSTOMER INFORMATION

Company Name: (as it appears on your bill) Contact Name:

Contact Phone #: Contact Title: Email:

Address:

City: State: PA ZIP:

Mailing Address:

City: State: ZIP:

Building Type: Agriculture Auto Repair Convenience Store Grocery Data Heavy Industrial Light Industrial
 Education University/College Hospital Hotel/Motel Large Office Small Office Religious
 Public Assembly Big Box Retail Small Retail Restaurant Warehouse Other:

Government No-profit Type: Government (Federal) Government (State, county, or municipal) Government (Multifamily)
 Institutional Low Income Non-Profit N/A


Is natural gas an available fuel source at the site? Yes No Facility Square Footage:

Primary Heating System: VAV with packaged rooftop Boiler Heat Pump Furnace Other:

Primary Heating Fuel: Electric Gas Other:

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Incentive Application



Mid-Ed • PennState • Penn Power • West Penn Power

CONTRACTOR INFORMATION

Name of Contracting Company: Contact Name:

Contact Phone #: Contact Title:

Address:

City: State: PA ZIP:

Mailing Address:

City: State: ZIP:

Technical Contact: Who is the primary contact for technical questions?
 Customer: Contractor:

Payee Information: If an incentive is awarded, who should receive payment?
 Customer: Contractor: Other:

PAYEE INFORMATION

Company Name: Contact Name:

Phone #: Email:

Mailing Address: TIN/SSN:

City: State: PA ZIP:

Please attach spec sheets and cost estimates for all proposed new equipment.

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Instant Discounts

Qualified Measures



Lighting



Food Service



HVAC

Examples

Measure Name	Incentive
LED Tubes	\$2-\$4
LED Exterior Wallpacks	\$50-\$85
LED High/low bay	\$30-\$80
Commercial Dishwasher	\$500
Commercial Ice Machines	\$590-\$1000

<https://www.energysavepa-bizsolutions.com/instant-discounts>



How do I get an **instant discount?**



Utility bill

Grab a recent copy of your utility bill.



Visit

Visit a participating distributor.



Ask

When you're discussing your project, make sure to ask for options that qualify for instant discounts. Your salesperson will know what to do!

THANK YOU.