



C&I ENERGY SOLUTIONS FOR BUSINESS

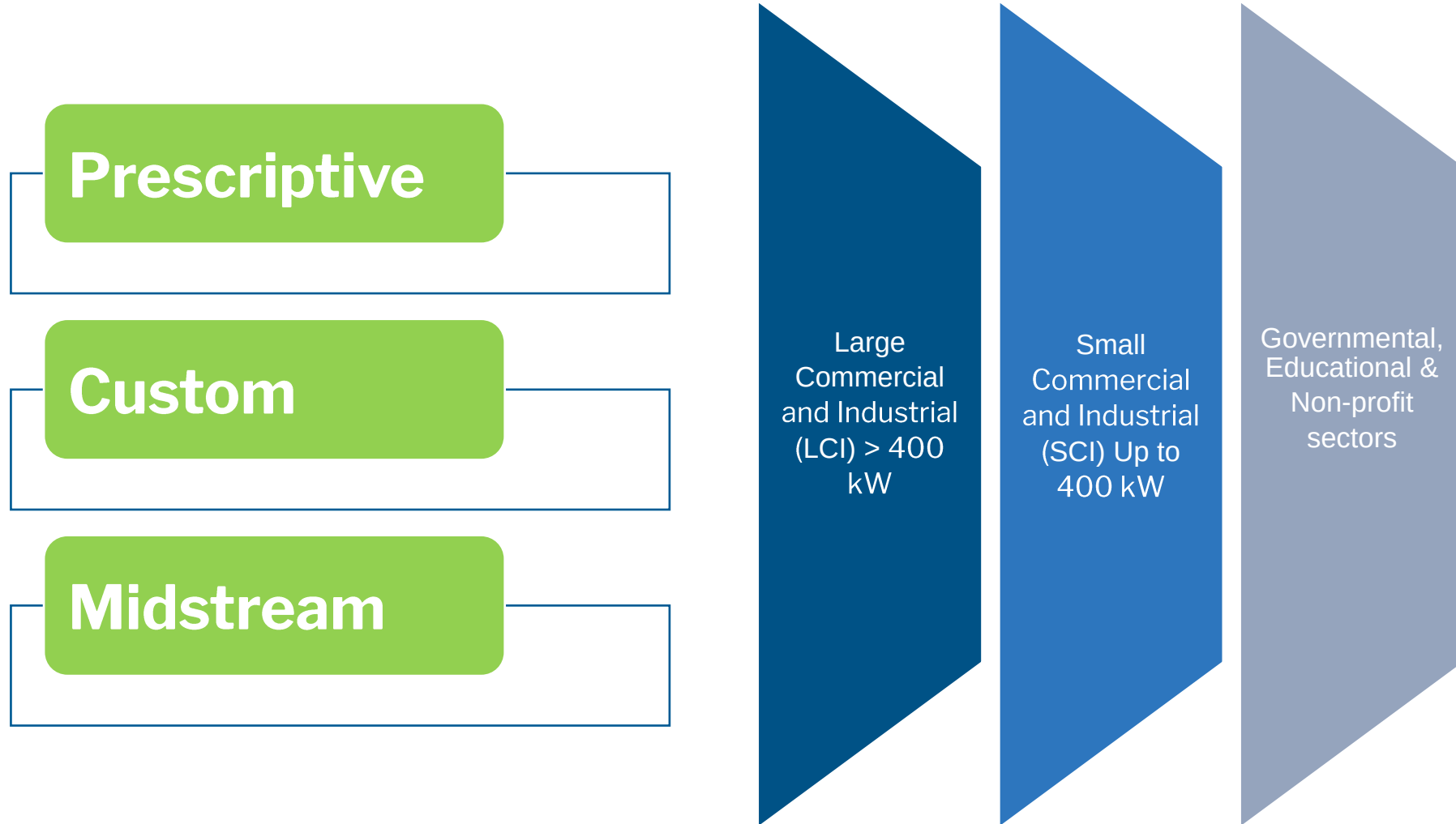
COMMERCIAL REAL ESTATE

February 27, 2023

Agenda

- **Franklin Energy Introduction**
- **Pennsylvania ACT 129 – Overview**
- **Rebates and Instant Discounts for Your Projects**
- **Q&A**

C&I Energy Solutions for Business Program



Pennsylvania Outreach Territory Map

FirstEnergy

Mid-Ed • PennGas • Penn Power • West Penn Power



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Contact your Energy Advisor

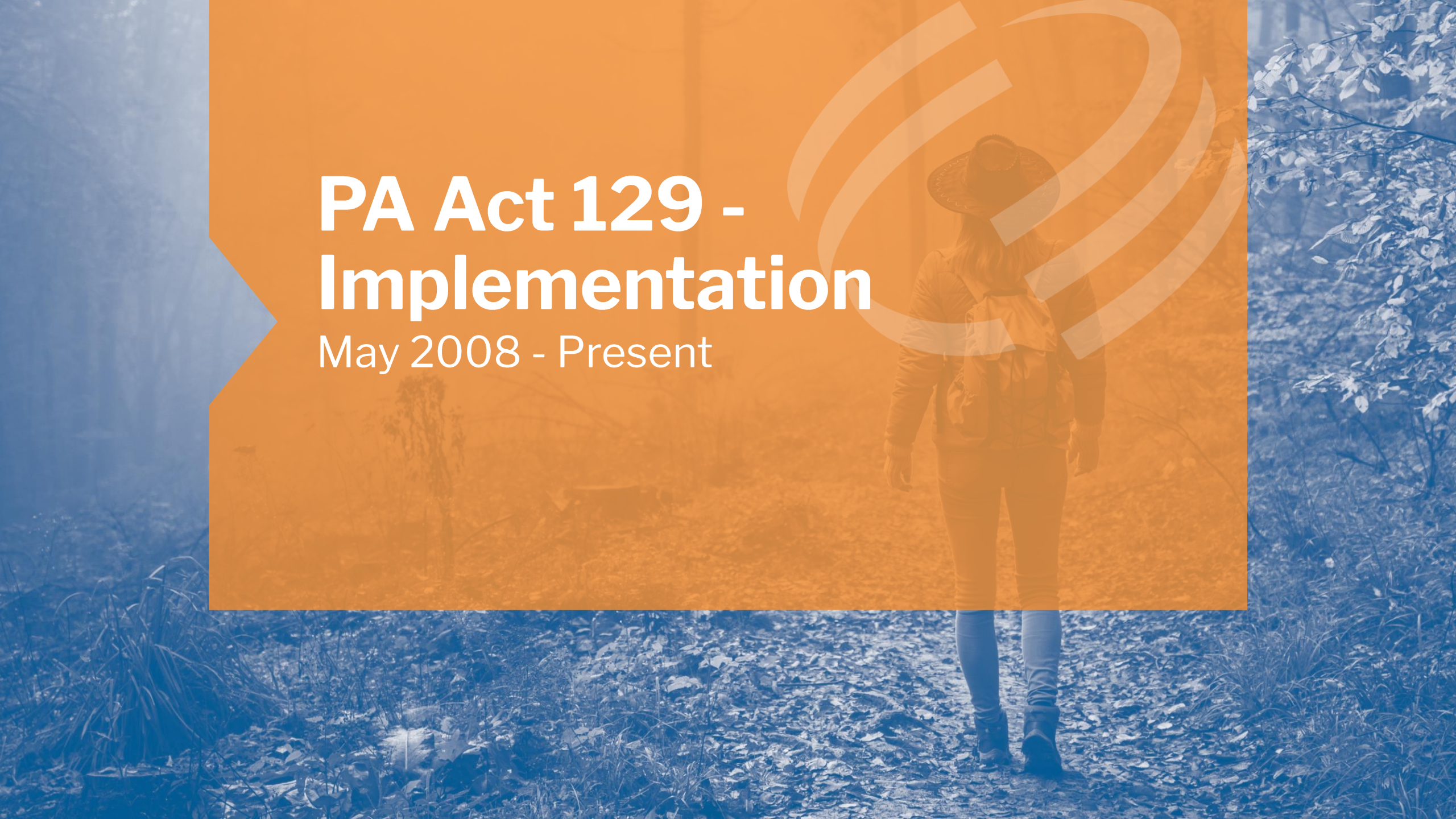


Instant Discounts:

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A person wearing a wide-brimmed hat and a backpack is walking away from the camera on a dirt path in a forest. The path is covered with fallen leaves. The background is filled with trees and foliage. An orange semi-transparent rectangle is overlaid on the left side of the image, containing the text. The text is white and reads: PA Act 129 - Implementation, May 2008 - Present.

PA Act 129 - Implementation

May 2008 - Present

Act 129

- Currently in Phase IV
- Pennsylvania's seven 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

ACT 129



Each FirstEnergy Operating Company Must
Submit Program Plans Requiring PA PUC Approval

- Pennsylvania electric customers pay into an 'Energy Efficiency Fund' on their monthly electricity bills.
- This 'Fund' is to be used to: lower electricity consumption which leads to less fossil fuel use and less green-house gas in our global environment.

Achieving Results In PA

Meaningful Consumption (kWh) & Demand (kW) Savings

Energy Efficiency Technologies – Reducing Electric Bills

Reduction In Green House Gas Emissions

Increase In Customer Awareness & Participation

A Practical –Strategic- Approach To Save Energy

Get Started With Us Today



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

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		

Lighting

Project Estimated Summary

Lighting Equipment Incentive Program

Customer Name				
Building Name				
Building Address				
Estimated Annual Energy Savings (kWh)	3,971,869.58			
Demand Reduction (kW _{PJM})	564.32			
Annual Operating Hours	6620			
Total Calculated Project Incentive (Capped)	\$165,524.52			
Equipment Category	kW	kWh	Quantity	Incentive
Lighting Controls	1.97	11,889.12	978.00	17,055.00
Linear Fluorescent T5	-	-	-	-
Linear Fluorescent T8	-	-	-	-
LED Linear	484.92	3,314,006.04	2,079.00	165,700.31
LED Channel Signage	-	-	-	-
Exit Signs	-	-	-	-
LED Fixture - External	5.40	211,229.59	114.00	10,561.49
LED Fixture - Internal	72.03	434,744.84	264.00	21,737.25
LED Lamps	-	-	-	-
LED Reach-in Refrigerator/Freezer Lights	-	-	-	-
Street & Area Lighting	-	-	-	-
Custom - Process Improvement	-	-	-	-

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. • 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		

Lighting

Project Estimated Summary				
Lighting Equipment Incentive Program				
Customer Name	[REDACTED]			
Building Name	[REDACTED]			
Building Address	[REDACTED]			
Estimated Annual Energy Savings (kWh)	11,688.46			
Demand Reduction (kW _{PJM})	0.30			
Annual Operating Hours	4306			
Total Calculated Project Incentive (Capped)	\$782.50			
Equipment Category	kW	kWh	Quantity	Incentive
Lighting Controls	0.04	1,538.45	-	275.00
Linear Fluorescent T5	-	-	-	-
Linear Fluorescent T8	-	-	-	-
LED Linear	-	-	-	-
LED Channel Signage	-	-	-	-
Exit Signs	-	-	-	-
LED Fixture - External	0.26	10,150.02	14.00	507.50
LED Fixture - Internal	-	-	-	-
LED Lamps	-	-	-	-
LED Reach-in Refrigerator/Freezer Lights	-	-	-	-
Street & Area Lighting	-	-	-	-
Custom - Process Improvement	-	-	-	-
Franklin Energy - 844-323-6399 energysavePA@franklinenergy.com				

Lighting Controls

Project Estimated Summary

Lighting Equipment Incentive Program

Customer Name	
Building Name	
Building Address	

Estimated Annual Energy Savings (kWh)	213,429.41
Demand Reduction (kW _{PJM})	21.89
Annual Operating Hours	6964
Total Calculated Project Incentive (Capped)	\$10,565.19

Equipment Category	kW	kWh	Quantity	Incentive
Lighting Controls	5.33	46,125.72	214.00	2,200.00
Linear Fluorescent T5	-	-	-	-
Linear Fluorescent T8	-	-	-	-
LED Linear	11.75	96,148.78	142.00	4,807.44
LED Channel Signage	-	-	-	-
Exit Signs	-	-	-	-
LED Fixture - External	-	29,408.64	24.00	1,470.43
LED Fixture - Internal	4.81	41,746.27	229.00	2,087.32
LED Lamps	-	-	-	-
LED Reach-in Refrigerator/Freezer Lights	-	-	-	-
Street & Area Lighting	-	-	-	-
Custom - Process Improvement	-	-	-	-

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Post Fixture Cut Sheet Number	Post Watts per Fixture Lookup	Post kW per Space (kW)	Proposed Control Type (drop down menu) if no controls are installed on post equipment leave blank	Number of Sensors Installed	Wattage Controlled per Sensor	Cost per Sensor from Itemized Invoice (\$)	Total Cost per Line of Sensors
			PropCont	EquipmentSizeUnit Quantity	WattCont		ContMeasureCost
3 FXTWP60/50K-BZ-PHO	60	1.44					
4 LED14T8/FR18/840/UNV	56	1.34					
6 LED-FXRTF42/2X4/840	42	0.63					
6 LED-FXRTF42/2X4/840	42	0.38					
4 LED14T8/FR18/840/UNV	14	0.15					
4 LED14T8/FR18/840/UNV	56	0.17					
1 FX11HBR100/90/850/WH/IP66	102	0.91	Occupancy	9	101.56	40	360
6 LED-FXRTF42/2X4/840	42	0.08					
4 LED14T8/FR18/840/UNV	42	0.25					
6 LED-FXRTF42/2X4/840	42	0.59					
6 LED-FXRTF42/2X4/840	42	1.18					
1 FX11HBR100/90/850/WH/IP66	102	16.55	Occupancy	163	101.56	40	6520
4 LED14T8/FR18/840/UNV	56	0.22					
1 FX11HBR100/90/850/WH/IP66	102	3.66	Occupancy	36	101.56	40	1440
5 LED25T5/FR35/850	100	0.10					
2 FX13HBR150/90/850/WH/IP66	151	0.91	Occupancy	6	151.27	40	240
5 LED25T5/FR35/850	100	1.80					
5 LED25T5/FR35/850	100	0.40					
4 LED14T8/FR18/840/UNV	56	0.17					
7 LED-FXVTL40/48FR/840/347	41	0.61					

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

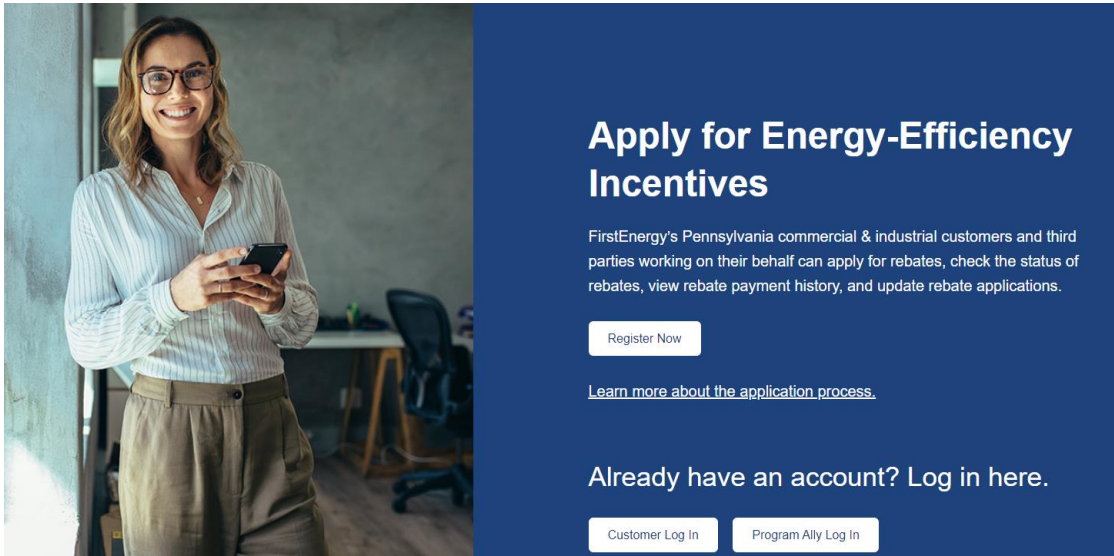
Project ID

External ID

Total Estimated Annual Energy Savings (kWh)	71,830.07
Total Demand Reduction (kW)	9.14
Total Calculated Project Incentive	\$46,026.25

Equipment Type (click on titles below to jump to the associated calculator)	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	65	9.14	71,830.07	\$46,026.25
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

Submitting an Application



<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

Instant Discounts



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!

QUESTIONS
AND ANSWERS
SESSION