



# Energy Savings for Every Business:

Helping You Leverage Available PSE&G Programs

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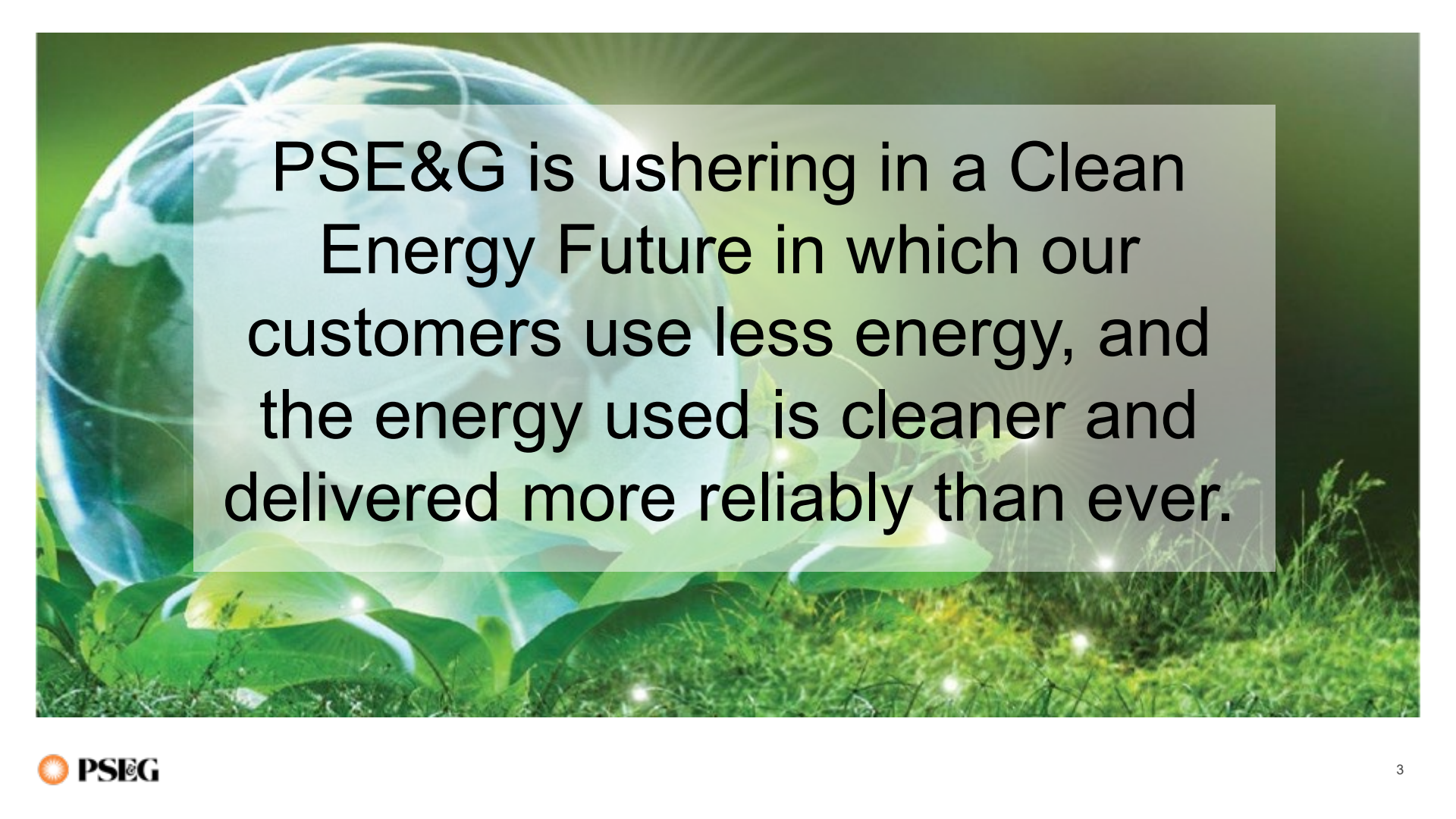
April 29, 2022



## Agenda

- Identifying the right energy-saving program for your business
- Learning how to tap into the financial incentives
- Navigating the program website and application process
- Finding the right Trade Ally





PSE&G is ushering in a Clean  
Energy Future in which our  
customers use less energy, and  
the energy used is cleaner and  
delivered more reliably than ever.

# Tap into Energy and Cost Savings



# Key Features and Functions



A wide array of incentives for customers who upgrade their facilities with energy-efficient equipment or measures



No money down and 0% interest on project-cost repayments over five years



Prequalified PSE&G Trade Allies are ready to help get your projects started



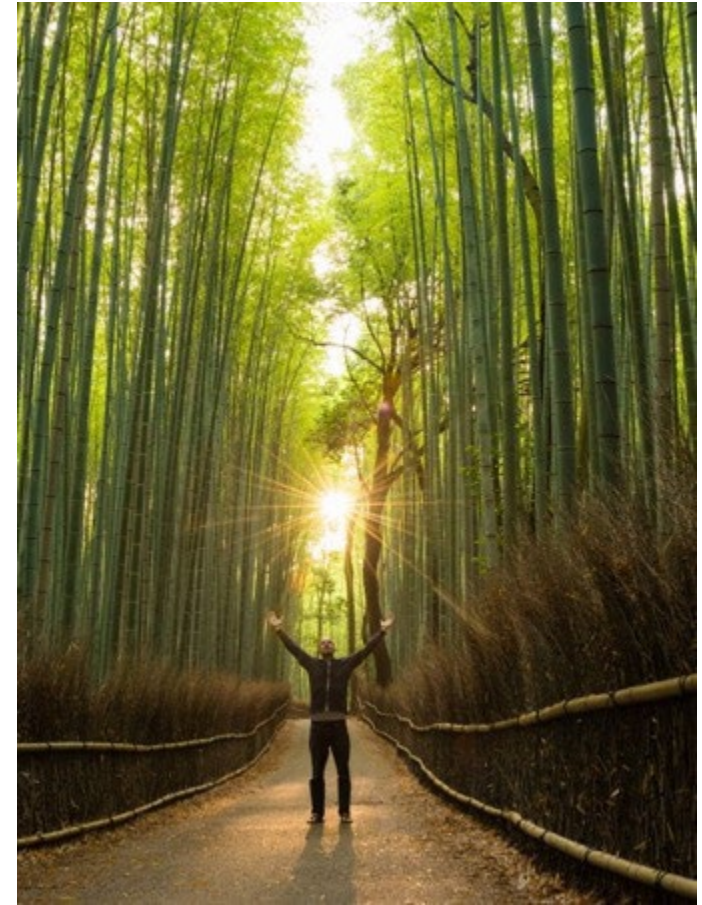
Customer support representatives are ready to assist you with the process

# Incentives and Eligibility



# How and When to Use Incentives

- Designed to cover the cost of upgrading from standard to high-efficiency equipment
- Best used proactively for a planned equipment upgrade
  - Easy to plan
  - Availability of equipment, current shortages
  - Eliminates emergency replacement situation (HVAC breakdown)
  - More options available relative to Trade Allies and equipment
  - More convenient to schedule





# Project Eligibility for Incentives

Equipment must meet the program efficiency requirements

You must be a PSE&G electric and/or gas customer

Results in permanent reduction in your PSE&G energy use

Equipment must remain in place for five years or the life of the product



# You Can Afford to Start Your Upgrades Now

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No money down

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Zero% interest

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Up to five-year repayment term

## For example:

- Total project cost: **\$10,000**
- Program incentive: **\$2,000**
- Customer share: **\$8,000**

On-bill Repayment (OBR) will be \$8,000/five-years or \$133/month

# OBR Eligibility



Must qualify and apply for program incentives for OBR



All project costs are eligible for OBR, including equipment and labor



There is no maximum limit for OBR; however, there are additional requirements for projects over \$1M



Repayment term is five years (60 months)

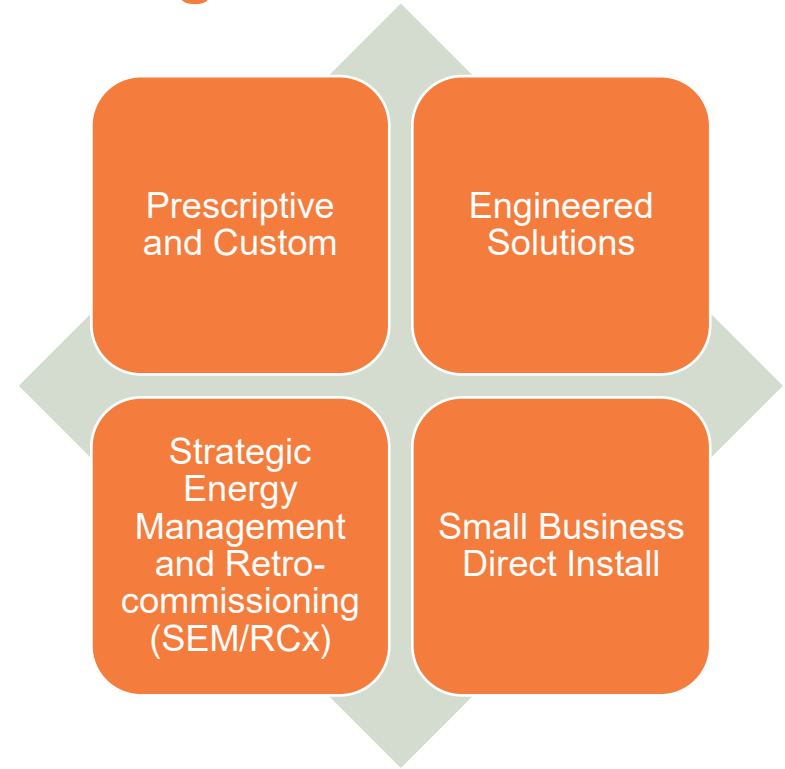


OBR eligibility assessed using Experian Financial Stability Score (FSR)



# Business Energy Saver Programs

# PSE&G's Business Energy Saver Programs



# Pre-qualified Energy-Efficient Equipment



- **Incentives on Energy-Efficient Equipment**

- Newer equipment is cheaper to operate, uses less energy, and reduces unplanned maintenance
- Standard incentive amounts based on equipment type and efficiency levels



- **How to Participate:**

- Purchase equipment directly and submit your rebate application online or by mail, or:
- Receive instant rebates when purchasing through participating distributors
- Have your project completed by one of our prequalified Trade Allies, who can apply on your behalf as part of your application

- **Common Prescriptive Measures**

- LED fixtures, sensors, and controls
- HVAC systems and equipment
- Water heating equipment
- Food service equipment
- Appliances
- And more

# Prescriptive Project Already Started or Completed?



Prescriptive projects already completed up to 180 days prior to the project submittal date are eligible to receive program incentives from PSE&G if the project has not received an incentive from any other program



For example, a project submitted on April 29, 2022 would be eligible if the project's completion date was after October 29, 2021



# C&I Custom Program

- Custom incentives
  - Gas: \$3.50 per Therm saved
  - Electric: \$0.16 per kWh saved
- Incentives capped at 50% project cost
- Custom applications subject to general requirements:
  - Provision of sufficient technical information or documentation
  - Associated equipment performance data
  - Underlying assumptions regarding operations, as well as measurements and calculations to support energy savings
  - Baseline established by state code and savings are calculated by exceeding those standards





## Small Business Direct Install

- Comprehensive, cost-effective, energy-efficient measures—cut energy costs by as much as 30%
- Eligible business customers must have 12-month individual facility electricity average peak demand usage less than 200 kW
- Incentives can be paid directly to the Trade Allies
- Customers repay as little as 20% of the total project cost—interest free—over 60 months on their PSE&G bill (or in one lump-sum payment, if preferred)



## Direct Install for Non-Profit, Local Government, and Urban Enterprise Zones

- Comprehensive, cost-effective, energy-efficient measures—cut energy costs by as much as 30%
- Eligible commercial facilities must have 12-month individual facility electricity average peak demand usage less than 200 kW
- PSE&G pays for 100% of the up-front costs, and the work is done by a PSE&G authorized contractor
- When the work is complete, customers repay as little as 20% of the total—interest-free—over 60 months on their PSE&G bill (or in one lump-sum payment)

# Energy Management



## Strategic Energy Management for Industrial Facilities

Strategic Energy Management (SEM) is a holistic approach to managing energy usage focused on management of existing systems and processes (including behavior), as well as tracking and benchmarking performance to identify and evaluate energy optimization efforts

SEM is a long-term effort typically led by an external instructor focused on developing and executing an energy management strategy via workshops, webinars, and group/individual training sessions with cohorts of facility managers. SEM applies continuous improvement principles to energy management to encourage and enable a culture of energy efficiency within an organization to develop measurable long-term savings

### How to Participate:

- Request an energy consultation

# Energy Management



## Retro-commissioning

Retro-commissioning (RCx) focuses on identifying operations and maintenance improvements in existing commercial buildings to ensure optimal performance of building systems and system interactions

Commercial buildings frequently undergo operational and occupancy changes that challenge the mechanical, electrical, and control systems and result in less-than-optimal energy performance. RCx helps to ensure that building equipment and systems are properly integrated so they can perform together effectively and efficiently and meet the building owner's operating requirements and expectations

## How to Participate:

- Request an energy consultation

## Next Steps





## Partner with PSE&G

**Engage any of these PSE&G resources:**

Visit our **website** at [bizsave.pseg.com](https://bizsave.pseg.com) to learn more about our energy-saving solutions and on-bill repayment

**OR**

Contact your BCS Customer Advisor or speak to a PSE&G Energy Saver Outreach Professional by calling us at **1-844-300-PSEG (7734)**

You can also email [psegenergysaver@dnv.com](mailto:psegenergysaver@dnv.com)



# Thank You