

The Consolidated Edison Commercial and Industrial Energy Efficiency Program Manual 2019

V 1.0

January 1st, 2019

The new rates and conditions found in this revised program manual are effective for completed application packages submitted for the first time as of January 1st, 2019. These new rates and conditions will remain in effect until a new version is published. Submitted applications will be eligible for the rates and conditions in effect on the date of application to the program.

The Con Edison Commercial & Industrial (C&I) Energy Efficiency Program offers incentives for installing energy-efficient electric and gas equipment and technologies. Energy efficiency can help improve the bottom line by reducing energy use and maintenance costs while increasing operating efficiencies. These upgrades can also help protect the environment.

There are two pathways for both gas and electric customers in 2019: the prescriptive path and the custom path. To get started, determine your project's eligibility and path, complete a short application, and speak with one of our dedicated Energy Advisors with any questions about your energy-efficiency project. Once the project is approved and completed, the incentive is mailed to the customer, or directly to the Participating Contractor, with customer approval.

Program Process

1. CHECK PROJECT AND EQUIPMENT ELIGIBILITY

- All installed equipment must meet or exceed specifications described in this Program Manual.

2. SUBMIT AN APPLICATION PACKAGE

- An application package is required for all custom and prescriptive projects and includes the following items:
 - Completed program application. Applicant name must match name of Con Edison account holder.
 - Customer Proposal/Statement Of Work
 - Con Edison Excel Tool (if measure is listed)
 - Cut sheets. Specific model(s) of the measure being used in the project must be highlighted on the cut sheets before submission.
 - Any other measure specific documentation listed in this program manual or in guidance documents specific to the technology (custom projects) or requested to confirm savings calculations.
 - W-9 of the incentive recipient. W-9 must be latest version available on IRS website.
- Submit application via email to your Energy Advisor or to Commercial@coned.com with a subject line of **New C&I Application – [Applicant Name]**.

3. SIGN PRELIMINARY INCENTIVE OFFER LETTER (IOL)

- You will receive a Preliminary IOL once your project has been reviewed. Please clearly identify a contact person who may be present during the pre-inspection site visit and sign the document. This offer expires in 30 days if not returned to Con Edison.

4. PRE INSPECTION

- Con Edison will pre-inspect the existing condition of your site. In order to be eligible for incentives work may not begin until this pre-inspection has been completed and/or a Notice to Proceed has been sent by Con Edison.

5. NOTICE TO PROCEED

- After the pre-inspection a review of the project will occur and you will receive a Notice to Proceed which includes an updated incentive offer, indicating project work may begin.

6. INSTALL EQUIPMENT

- The Notice to Proceed allows 90 days to complete your project and submit your completion paperwork. Contact the program team if you think your project will require more than 90 days. The program must be notified in writing in order to approve the extension of this deadline.

7. SUBMIT COMPLETION PAPERWORK

- Submit your completion paperwork as soon as your project is completed. Completion paperwork should only be submitted after 100% of incentive measures are installed. The completion paperwork includes:
 - Customer and Participating Contractor signed Completion Certificate. Only costs directly related to incentivized measures should be included on the completion form.
 - For prescriptive projects final invoices must be made available upon request.
 - For custom projects all itemized final invoices and receipts must be submitted and broken out by product.

8. POST INSPECTION

- Con Edison will inspect the new condition of the site to determine eligible incentives.

9. RECEIVE INCENTIVE PAYMENT

- Once your energy savings and incentives are finalized by the Program team, an incentive check will be mailed to you or your Participating Contractor.

Incentive Payments

Prescriptive and custom incentives cannot exceed 50% of the customer's project cost for eligible measure(s) or 100% of each measure cost. Internal labor costs will not be included with total project cost when calculating incentive caps. Total incentives may be limited to \$1,000,000 for custom electric and \$250,000 for custom gas per account per year at the program's discretion. Material and Labor costs submitted are subject to Con Edison review and may be capped for incentive calculations at our sole discretion. The W9 must match the name of the payee as indicated on the program application. Participating Contractors on probation may not be allowed to accept incentive payments on behalf of the customer. Participating contractors who are in good standing with the program will be allowed to accept incentive payments on behalf of the customer with prior written approval by the customer.

Tax Liability

Incentives may be taxable for most taxpayers. If the incentive is more than \$600, it will be reported to the IRS and the customer will be provided with an IRS form 1099, unless the customer has submitted documentation that they are a tax-exempt entity as defined by the IRS. Con Edison is not responsible for any tax liability that may be imposed on any customer as a result of the payment of program incentives. All customers must supply their Federal Tax Identification number to Con Edison in order to receive a Program Incentive. Please consult with your tax professional for information on the tax treatment of the incentives.

Customer Eligibility

- Commercial customers, over 100 kW average peak demand on a rolling 12 month basis, who pay into the EE Tracker are eligible for C&I incentives, excluding Multifamily buildings. Commercial customers between 100-300 kW may also choose to participate with Con Edison through the Commercial Direct Install (CDI) Program.
- If requesting incentives for lamps, customers under 300 kW must participate through CDI
- Customer must not have applied for or received an incentive from the New York State Energy Research and Development Authority (NYSERDA), Con Edison or another utility for the same project.
- Project must be in an existing facility (new construction is not eligible for this program).
- Equipment must be installed after customer signs and submits a signed preliminary IOL from Con Edison, allows for a pre-installation inspection, and receives a Notice to Proceed from Con Edison.
- The Con Edison customer of record listed on the application is a directly metered commercial or industrial customer who pays the EE Tracker.

Participating Contractor Eligibility

All Contractors who participate in the Con Edison Commercial and Industrial Program must be approved Participating Contractors and meet the following requirements:

- Complete a Participating Contractor application
- Meet insurance coverage minimums as defined on the participating contractor application
- Attend C&I program training
- Complete at least 1 project in the program annually
- Adhere to the participating contractor participation requirements
- Maintain an approved participating contractor status

Only Participating Contractors (PC) in good standing, consistent with the PC participation requirements, will be allowed to accept incentive payments on behalf of the customer.

Participating Contractor Participation Requirements

The goal of this policy is to verify that projects in the Program meet all Program requirements and customers are left satisfied with their participating contractor's performance.

Probation and Expulsion Procedure

Based on the findings of Con Edison quality assurance and quality control activities, the Program will document and inform Participating Contractors of any deficiencies and any corrective actions that need to be taken. Participating Contractors who deliver inconsistent results will be considered for Probation or Expulsion. The following is the Program's disciplinary policy:

1. A warning, probationary or suspension period may be used for participating contractors as an initial step towards expulsion. The participating contractor will be notified in writing that they are now subject to a warning or probationary period. The notification will outline the deficiencies that have been found, the period of warning or probation (time), and any corrective actions that the participating contractor must take in order to be re-instated to full participation status. Warning period is defined as a temporary notice in which the Participating Contractor must take corrective actions while they continue to participate in the program. Probationary period is defined as a **temporary removal** of a participating contractor from participation in the program.

2. If a participating contractor does not meet the corrective actions outlined in their notification of probation then they will be subject to program expulsion. If a participating contractor receives a second Probationary period in any twelve month period, or if they are found to engage in misconduct, they will be subject to immediate program expulsion. The participating contractor will be notified in writing of their expulsion. The notification shall state the deficiencies found in their performance, the reason for expulsion, and potential steps (if any) the participating contractor could take in order to be reinstated. Reinstatement is never guaranteed and is left to the discretion of the Program.
3. If the participating contractor is placed under a disciplinary status within another Con Edison program then they may automatically be placed on probation/suspension in the Commercial and Industrial Program until the issue in the other program is resolved. The Program will make the determination based on the reason for probation. Participating Contractors must inform Commercial & Industrial Program staff via commercial@coned.com of probation or expulsion from other Con Edison programs.
4. Program expulsion is defined as the permanent removal of the Contractor from the Program. All of the privileges of Program participation will be revoked including but not limited to the use of all marketing materials associated with the Program.

Eligible Measures and Incentives

All measures and incentives listed below are subject to change at the discretion of Con Edison without prior written notification.

Lighting Measures

Prescriptive Incentives for Solid State Lighting Luminaires (aka Fixtures), Retrofit Kits, Lamps, and Control Equipment Measures

Any lighting measure not listed below is not presently eligible for incentives under the Con Edison C&I Program. The following are the prescriptive incentives currently offered for LED lighting measures:

- Requirements: Fixtures, lamps and retrofit kits must be solid state lighting certified and listed on the Design Lights Consortium (DLC) Qualified Product List (QPL) version 4.0 or later at the time of application in order to be eligible for the program. All documentation of compliance with program requirements must be submitted to Con Edison at the time of application submission. DLC screenshots **must** be submitted to Con Edison with the project application. When submitting equipment specifications, please highlight all information relevant to your project, for example, equipment model numbers, power, etc. Doing so will help ensure a more efficient review process.
 - Downlight Fixture Replacements and Retrofit Kits: Energy Star certification is accepted for downlight fixture replacements and retrofit kits.
 - Exit signs are not DLC/Energy Star listed but must meet all code requirements.
- Incentives are based on the DLC category of the product installed.
- Prescriptive lighting is for one to one replacements from both a quantity and type perspective and must match the categories below, projects that do not meet requirements may be eligible for Lighting Power Density method incentives.
- If your project triggers code it is not eligible for prescriptive lighting incentives but it may be eligible for gut renovation LPD incentives.

LED Interior Lighting:

Measure Type	Replacement Type	Existing Condition	Incentive	Unit
LED Downlights with Screw- In or Pin-Based Lamps	Retrofit Kit or Fixture	Incandescent < 60 watts Halogen < 60 watts CFL 1 lamp < 32 watts	\$15	Kit or Fixture
		Incandescent ≥ 60 watts Halogen ≥ 60 watts CFL 2 lamp ≥ 32 watts	\$35	
Track or Mono-point Luminaires	Fixture	Incandescent, Halogen or CFL	\$25	Fixture
LED Linear Ambient Luminaires	Retrofit Kit or Fixture	Fluorescent Light Fixture (1-Lamp)	\$15	Kit or Fixture
		Fluorescent Light Fixture (2-Lamp)	\$25	Kit or Fixture
LED Interior 1x4 Luminaires (Troffer)	Retrofit Kit or Fixture	Fluorescent 1-lamp	\$15	Kit or Fixture
		Fluorescent 2-lamp	\$25	
LED Interior 2x2 Luminaires (Troffer)	Retrofit Kit or Fixture	Fluorescent 2-lamp	\$15	Kit or Fixture
LED Interior 2x4 Luminaires (Troffer)	Retrofit Kit or Fixture	Fluorescent 2-lamp	\$25	Kit or Fixture
		Fluorescent 3-lamp	\$30	
		Fluorescent 4-lamp	\$50	
LED Interior High/Low Bay Luminaires	Fixture	T5 HO 2-lamp	\$40	Fixture
		T5 HO 3-lamp	\$80	
		T5 HO 4-lamp	\$120	
		T8 4-lamp	\$55	
		T8 6-lamp	\$80	
		T8 8-lamp	\$120	
		HID < 250W	\$50	
		HID 250W-399W	\$100	
	Lamp or Retrofit Kit	HID 400W-999W	\$150	Lamp or Kit
		HID ≥1000W	\$175	
HID < 250W		\$30		
HID 250W-399W		\$65		
		HID 400W-999W	\$95	
		HID ≥1000W	\$130	

LED Exterior Lighting:

Measure	Replacement Type	Existing Condition	Incentive	Unit
LED Surface/Recessed/ Ground Mounted Luminaires	Fixture Replacement	≤ 100 Watts	\$25	Fixture
		101 - 249 Watts	\$70	
		≥ 250 Watts	\$100	
	Lamp or Retrofit Kit	≤ 100 Watts	\$15	Lamp or Kit
		101 - 249 Watts	\$50	
		≥ 250 Watts	\$75	
LED Parking Garage Luminaires	Fixture Replacement	≤ 100 Watts	\$75	Fixture
		101 - 249 Watts	\$100	
		≥ 250 Watts	\$160	
	Lamp or Retrofit Kit	≤ 100 Watts	\$50	Lamp or Kit
		101 - 249 Watts	\$75	
		≥ 250 Watts	\$125	
LED Pole/Arm- Mounted Area & Roadway Luminaires	Fixture Replacement	≤ 100 Watts	\$20	Fixture
		101 - 249 Watts	\$60	
		250-399 Watts	\$80	
		400-999 Watts	\$100	
		≥ 1000 Watts	\$120	
	Lamp or Retrofit Kit	≤ 100 Watts	\$15	Lamp or Kit
		101 - 249 Watts	\$40	
		250-399 Watts	\$60	
		400-999 Watts	\$80	
		≥ 1000 Watts	\$100	
LED Wall-Mounted Area Luminaires	Fixture Replacement	≤ 100 Watts	\$50	Fixture
		101 - 399 Watts	\$90	
		≥ 400 Watts	\$135	
	Lamp or Retrofit Kit	≤ 100 Watts	\$40	Lamp or Kit
		101 - 399 Watts	\$80	
		≥ 400 Watts	\$125	

Refrigerated Display Case Lighting: Lighting applications include refrigerated low and medium temperature open or closed display cases.

Measure	Luminaire Length	Incentive	Unit
Refrigerated Display Case LED Fixture (Low/Med. Temperature)	4 Feet	\$30	Per Fixture
	5 Feet	\$40	Per Fixture

Exit Signs: Only new Light Emitting Diode (LED) exit signs are eligible, replacing Incandescent or CFL exit sign fixtures.

Measure	Incentive	Unit
Light Emitting Diode Exit Sign	\$10	Per Fixture

Interior and Exterior Lighting Controls:

- All network lighting control systems and components must be listed with the latest DLC Network Lighting Control QPL.
- Fixture based sensors are incentivized at a rate of one sensor per fixture.

Measure	Application	Eligibility Criteria	Incentive	Unit
Daylight Dimming, Daylight Stepped, Occupancy, or Programmable Controls	Interior Spaces	Existing Switched Control Only	\$25	Sensor
Networked Controls ¹	All	Existing Switched Control Only	\$50	Per controlled fixture

Bi-Level Lighting Controls

- Qualifying fixtures must be DLC QPL listed LED fixtures.
- The fixture cannot exceed 50% of full wattage during unoccupied periods.
- Must be code compliant with fail safe features for proper lighting requirements.
- This incentive cannot be combined with other lighting incentives.
- Only fixtures installed in the applications listed below qualify.

Measure	Existing Condition	Incentive	Unit
Bi-Level Lighting Controls in Stairwells	Any Wattage	\$85	Per Fixture
Bi-Level Lighting Controls in Corridors	Any Wattage	\$50	
Bi-Level Lighting Controls in Parking Garages	≤ 100 Watts	\$90	
	101 - 249 Watts	\$120	
	≥ 250 Watts	\$192	
Bi-Level Lighting Controls in Parking Lots	≤ 100 Watts	\$25	
	101 - 249 Watts	\$75	
	250-399 Watts	\$100	
	400-999 Watts	\$125	
	≥ 1000 Watts	\$150	

¹Networked Controls are a custom measure. Please provide an engineering analysis as described in the custom guidelines at www.coned.com/largecommercial.

Gut Renovation Incentives for LEDs

The Con Edison C&I Program offers performance-based incentives for applications where the total interior **Lighting Power Density (LPD)** allowance is less than the maximum power allowance as determined by the prevailing NYC energy conservation code (NYCECC) and/or NYS code requirements, as applicable. Incentives for such applications are based on annual kWh savings at a rate of **\$0.25/kWh** up to 50% of the customer's project cost for eligible measure(s). Internal Labor costs will not be included with total project cost when calculating incentive caps. Both Material and Labor costs must be submitted to Con Edison for review and may be capped for incentive calculations at our sole discretion. The LPD incentive is for new fixtures only, lamp replacement is not eligible. To qualify for an LPD incentive, the following supporting documentation must be provided:

- NYC Department of Building filed permit application
- Reflected Ceiling Plans as submitted to NYC DOB (must show total renovated space square footage)
- Lighting Schedule as submitted to NYC DOB
- Cut sheets including technical data and testing laboratory information
- COMcheck analysis (must show watts per square foot)
- Approved NYC DOB permit (submitted prior to post inspection)
- Note that a pre-inspection for this measure may occur at any time prior to installation of the new lighting equipment, including during or after demolition of the existing equipment has taken place.

Incentives for HVAC Measures

The Con Edison C&I Program offers the following incentives for equipment upgrades related to HVAC. Measure categories are based on equipment descriptions listed on the submitted specification sheets.

Electric HVAC and Domestic Hot Water

Measure	Type	Size	Eligibility Criteria (Based on AHRI conditions)	Incentive	Unit
Air to Air Heat Pump (Heating - Electric Resistance or None)	≥ 5.4 to < 11.25 tons	≥ 65 to < 135 MBH	EER > 11.0 AND IEER > 12.0		
	≥ 11.25 to < 20 tons	≥ 135 to < 240 MBH	EER > 10.6 AND IEER > 11.6		
	≥ 20 to < 63 tons	≥ 240 to < 760 MBH	EER > 9.5 AND IEER > 10.6		
Air to Air Heat Pump (Heating - All Other)	Split System < 5.4 tons	< 65 MBH	SEER > 14.0 AND HSPF > 8.2	\$200	Ton
	Single Package < 5.4 tons		SEER > 14.0 AND HSPF > 8.0		
Air to Air Heat Pump (Heating – All Other)	≥ 5.4 to < 11.25 tons	≥ 65 to < 135 MBH	EER > 10.8 AND IEER > 11.8 AND COP ₄₇ > 3.3		
	≥ 11.25 to < 20 tons	≥ 135 to < 240 MBH	EER > 10.4 AND IEER > 11.4 AND COP ₄₇ > 3.2		
	≥ 20 to < 63 tons	≥ 240 to < 760 MBH	EER > 9.3 AND IEER > 9.4 AND COP ₄₇ > 3.2		
Unitary HVAC and Split Air systems (Heating: Electric Resistance or None)	≥ 5.4 to < 11.25 tons	≥ 65 to < 135 MBH	EER > 11.2 AND IEER > 12.8		
	≥ 11.25 to < 20 tons	≥ 135 to < 240 MBH	EER > 11 AND IEER > 12.4		
	≥ 20 to < 63 tons	≥ 240 to < 760 MBH	EER > 10 AND IEER > 11.6		
	> 63 tons	> 760 MBH	EER > 9.7 AND IEER > 11.2		
Unitary HVAC and Split Air systems (Heating: All Other)	Split System < 5.4 tons	< 65 MBH	SEER > 13.0	\$75	Ton
	Single Package < 5.4 tons		SEER > 14.0		
Unitary HVAC and Split Air systems (Heating: All Other)	≥ 5.4 to < 11.25 tons	≥ 65 to < 135 MBH	EER > 11.0 AND IEER > 12.6		
	≥ 11.25 to < 20 tons	≥ 135 to < 240 MBH	EER > 10.8 AND IEER > 12.2		
	≥ 20 to < 63 tons	≥ 240 to < 760 MBH	EER > 9.8 AND IEER > 11.4		
	> 63 tons	> 760 MBH	EER > 9.5 AND IEER > 11		

Commercial and Industrial Energy Efficiency Program

Measure	Type	Size	Eligibility Criteria (Based on AHRI conditions)	Incentive	Unit
Packaged Terminal AC (PTAC)	Standard Size	All Capacities	$EER > 14.0 - (0.300 \times (\text{Cooling Capacity in BTUh}/1000))$		
	Nonstandard Size		$EER > 10.9 - (0.213 \times (\text{Cooling Capacity in BTUh}/1000))$		
Packaged Terminal Heat Pump (PTHP)	Standard Size	All Capacities	$EER > 14.0 - (0.300 \times (\text{Cooling Capacity in BTUh}/1000))$ AND $COP > 3.7 - (0.052 \times (\text{Heating Capacity in BTUh}/1000))$	\$150	Ton
	Nonstandard Size		$EER > 10.9 - (0.213 \times (\text{Cooling Capacity in BTUh}/1000))$ AND $COP > 2.9 - (0.026 \times (\text{Heating Capacity in BTUh}/1000))$		
Water Source Heat Pump (Water Loop) ²	< 1.4 tons	< 17 MBH	$EER > 12.2$ AND $COP_H > 4.3$	\$160	ton
	≥ 1.4 tons < 5.4 tons	≥ 17 MBH < 65 MBH	$EER > 13.0$ AND $COP_H > 4.3$		
	≥ 5.4 tons < 11.25 tons	≥ 65 MBH < 135 MBH	$EER > 13.0$ AND $COP_H > 4.3$		

Measure	Type	Size	Eligibility Criteria (Based on AHRI conditions)	Incentive	Unit
Single-Package Vertical Air Conditioner (SPVAC) ³	Standard Size	All Capacities	$EER > 10.0$	\$0.30 per kWh saved Plus \$1200 per kW saved	
Single-Package Vertical Heat Pump (SPVHP) ³	Standard Size	All Capacities	$EER > 10.0$ AND $COP > 3.0$		

² Water Source Heat Pump measures use a prescriptive calculation for energy savings based on the NYS TRM. Please provide an engineering analysis based on the TRM measure available at the DPS site:

<http://documents.dps.ny.gov/public/Common/ViewDoc.aspx?DocRefId={D0ECBE31-CC7B-4CCA-A52F-FF067A9D158A}>

³ SPVAC and SPVHP are custom measures. Please provide an engineering analysis as described in the custom guidelines at www.coned.com/largecommercial.

Measure	Type	Size	Eligibility Criteria (Based on AHRI conditions)		Incentive	Unit
Variable Refrigerant Flow-Air Conditioner ⁴	Multisplit System < 5.4 tons	< 65 MBH	SEER > 13.0			
	≥ 5.4 to < 11.25 tons	≥ 65 to < 135 MBH	EER > 11.2 AND IEER > 15.5			
	≥ 11.25 to < 20 tons	≥ 135 to < 240 MBH	EER > 11.0 AND IEER > 14.9			
	≥ 20 tons	≥ 240 MBH	EER > 10 AND IEER > 13.9			
Variable Refrigerant Flow Air to Air & Applied Heat Pump ⁴ Multisplit System	< 5.4 tons	< 65 MBH	VRF Multisplit System	SEER >13.0 HSPF >7.7	\$0.30 per kWh saved Plus \$1200 per kW saved	
	≥ 5.4 to < 11.25 tons	≥ 65 to < 135 MBH	47°F db/ 43°F wb outdoor air	EER > 11 IEER > 14.6 COP > 3.3		
			17°F db/ 15°F wb outdoor air	EER > 11 IEER > 14.6 COP > 2.25		
			With heat recovery 47°F db/ 43°F wb outdoor air	EER > 10.8 IEER > 14.4 COP > 3.3		
			With heat recovery 17°F db/ 15°F wb outdoor air	EER > 10.8 IEER > 14.4 COP > 2.25		
	≥ 11.25 to < 20 tons	≥ 135 to < 240 MBH	47°F db/ 43°F wb outdoor air	EER > 10.6 IEER > 13.9 COP > 3.2		
			17°F db/ 15°F wb outdoor air	EER > 10.6 IEER > 13.7 COP > 2.05		
			With heat recovery 47°F db/ 43°F wb outdoor air	EER > 10.4 IEER > 13.7 COP > 3.2		
			With heat recovery 17°F db/ 15°F wb outdoor air	EER > 10.4 IEER > 13.7 COP > 2.05		
	≥ 20 tons	≥ 240 MBH	47°F db/ 43°F wb outdoor air	EER > 9.5 IEER > 12.7 COP > 3.2		
			17°F db/ 15°F wb outdoor air	EER > 9.5 IEER > 12.7 COP > 2.05		
			With heat recovery 47°F db/ 43°F wb outdoor air	EER > 9.3 IEER > 12.5 COP > 3.2		
			With heat recovery 17°F db/ 15°F wb outdoor air	EER > 9.3 IEER > 12.5 COP > 2.05		

⁴ VRF Air Conditioner, Air to Air & Applied Heat Pumps use a prescriptive calculation for energy savings based on the NYS TRM. Please provide an engineering analysis based on the TRM measure available at the DPS site: <http://documents.dps.ny.gov/public/Common/ViewDoc.aspx?DocRefId={D0ECBE31-CC7B-4CCA-A52F-FF067A9D158A}>

Commercial and Industrial Energy Efficiency Program

Custom Measure	Type	Size	Eligibility Criteria (Based on AHRI conditions)		Incentive	Unit
Variable Refrigerant Flow Water Source Heat Pumps ⁵ Multisplit Systems 86°F Entering Water Temperature (Cooling) and 68°F Entering Water Temperature (Heating)	< 5.4 tons	< 65 MBH	No Heat Recovery	EER > 12 COP > 4.2	\$0.30 per kWh saved Plus \$1200 per kW saved	
			With Heat Recovery	EER > 11.8 COP > 4.2		
	≥ 5.4 to < 11.25 tons	≥ 65 to < 135 MBH	No Heat Recovery	EER > 12 COP > 4.2		
			With Heat Recovery	EER > 11.8 COP > 4.2		
	≥ 11.25 tons	≥ 135 MBH	No Heat Recovery	EER > 10 COP > 3.9		
			With Heat Recovery	EER > 9.8 COP > 3.9		

⁵ VRF Water Source Heat Pumps use a prescriptive calculation for energy savings based on the NYS TRM. Please provide an engineering analysis based on the TRM measure available at the DPS site:

<http://documents.dps.ny.gov/public/Common/ViewDoc.aspx?DocRefId={D0ECBE31-CC7B-4CCA-A52F-FF067A9D158A}>

Gas HVAC and Domestic Hot Water

Measure	Type	Size	Eligibility Criteria	Incentive	Unit
High Efficiency Natural Gas Furnace	All	< 225 MBH	AFUE ≥ 92%	\$750	Furnace
		≥ 225 < 500 MBH	Minimum Thermal Efficiency of 90%	\$1,500	
		≥ 500 < 1,000 MBH		\$2,500	
		≥ 1,000 MBH		\$5,000	
High Efficiency Natural Gas Hot Water Boiler	Non Condensing	< 300 MBH	AFUE ≥ 85%	\$750	Boiler
		≥ 300 < 500 MBH	Minimum Thermal Efficiency of 85%	\$1,000	
		≥ 500 < 1,000 MBH		\$2,000	
		≥ 1,000 ≤ 2500 MBH		\$4,500	
	> 2500 MBH	Minimum Combustion Efficiency of 88%	\$10,000		
	Condensing	< 300 MBH	AFUE ≥ 90%	\$1,000	
		≥ 300 < 500 MBH	Minimum Thermal Efficiency of 90%	\$2,500	
		≥ 500 < 1,000 MBH		\$3,500	
		≥ 1,000 ≤ 2500 MBH		\$7,500	
		> 2500 MBH	Minimum Combustion Efficiency of 93%	\$15,000	
High Efficiency Natural Gas Hot Steam Boiler	Natural Draft	< 300 MBH	AFUE ≥ 82%	\$750	Boiler
		≥ 300 ≤ 2500 MBH	Minimal Thermal Efficiency of 82%	\$1,000	
		> 2500 MBH	Minimum Combustion Efficiency of 82%	\$7,500	
	All Others	< 300 MBH	AFUE ≥ 82%	\$750	
		≥ 300 ≤ 2500 MBH	Minimal Thermal Efficiency of 82%	\$2500	
		> 2500 MBH	Minimum Combustion Efficiency of 82%	\$10,000	
Heating/Hot Water Controls	Setback Thermostat	n/a	n/a	\$30	Thermostat
Infrared Unit Heater ⁶	n/a	n/a	Limited to replacing existing natural gas burning non-infrared heating systems. Must be new, low-intensity, infrared gas-fired unit heater.	\$2	Therm

⁶ Infrared Unit Heaters use a prescriptive calculation for energy savings based on the NYS TRM. Please provide an engineering analysis based on the TRM measure available at the DPS site:

<http://documents.dps.ny.gov/public/Common/ViewDoc.aspx?DocRefId={D0ECBE31-CC7B-4CCA-A52F-FF067A9D158A}>

Chillers

Chiller equipment must be minimally code compliant as outlined below. You may choose Path A (Constant Speed Chillers) or Path B (Variable Speed Chillers), depending on your project’s chiller plant design. To qualify for custom early replacement or extended life offerings the guidelines listed at www.coned.com/largecommercial and in the relevant sections in this manual must be followed.

Equipment Type	Size Category	Units	Path A		Path B		Incentive
			Full load	IPLV	Full load	IPLV	
Air cooled, with condenser, electrically operated	<150 tons	EER	>10.100	>13.700	>9.700	>15.800	\$0.45/kWh saved
	≥150 tons		>10.100	>14.000	>9.700	>16.100	
Water cooled, elec. operated, positive displacement, rotary	<75 tons	kW/ton	<0.750	<0.600	<0.780	<0.500	
	75 to <150 tons		<0.720	<0.560	<0.750	<0.490	
	150 to <300 tons		<0.660	<0.540	<0.680	<0.440	
	300 to <600 tons		<0.610	<0.520	<0.625	<0.410	
	≥600 tons		<0.560	<0.500	<0.585	<0.380	
Water cooled, elec. operated, centrifugal	<150 tons	kW/ton	<0.610	<0.550	<0.695	<0.440	
	150 to <300 tons		<0.610	<0.550	<0.635	<0.400	
	300 to <400 tons		<0.560	<0.520	<0.595	<0.390	
	400 to <600 tons		<0.560	<0.500	<0.585	<0.380	
	≥600 tons		<0.560	<0.500	<0.585	<0.380	

Air Compressors

Measure	Type	Eligibility Criteria	Incentive	Unit
Air Compressor	VSD	15 – 24 Horsepower	\$300	Per HP
		25 – 75 Horsepower		
	Variable Displacement	50 – 75 Horsepower		

Building Envelope

Measure	Type	Eligibility Criteria	Incentive	Unit
Window Film	n/a	Buildings with electric AC and gas heat only.	\$1	Square Foot

Commercial Kitchen Equipment Measures

Measure	Type	Flow Rate	Eligibility Criteria	Incentive	Unit
Pre-Rinse Spray Valve	Low-flow	1.12 GPM	Retrofit only	\$15	Spray valve
Faucet Aerator	Low-flow	1.5 GPM	Retrofit only	\$2	Aerator

Steam Trap Replacement

Replacement of failed steam traps is eligible for incentives at the rate of \$2 per therm saved for applications meeting the below eligibility criteria. Steam traps must be post inspected when the traps are in use for confirmation of proper function.

Measure	Type	Eligibility Criteria	Incentive	Unit
Steam Trap Replacement	Space Heating	Low Pressure systems less than 15 (psig) Gage Pressure	\$2	Per Therm Saved
	Non Space Heating Systems	Up to 3,000 (psig) Gage Pressure		

Variable Frequency Drives

VFDs provide opportunities for energy savings in many motor-driven systems. VFDs coupled with NEMA premium-efficiency motors offer greatly enhanced system control and efficiency. New VFD's replacing existing VFD's are not eligible for the program. All VFD applications are available at a rate of \$0.19 per kWh saved regardless if they are detailed in the TRM or are a custom measure. Eligible applications include:

- Building Exhaust Fans
- Make-up Air Fans
- HVAC Supply and Return Air Fans
- Heating Water Pumps
- Chilled/Condenser Water Pumps
- Water Source Heat Pump Circulating Loop Pumps
- Boiler Feed Water Pumps
- Process Fans and Pumps*
- Variable Speed Domestic Water Booster Pump System*
- Process Machinery*
- Other Processes where system efficiencies are improved by coupling VFDs with motor-driven systems*

Measure	Type	Eligibility Criteria	Incentive	Unit
VFD	All VFD types	New VFDs	\$0.19	kWh

*Customers or Participating Contractors proposing to install non-HVAC, process-related VFD units not detailed in the 2019 New York Technical Resource Manual⁷ ("TRM") must provide additional backup documentation listed in the Custom Measure Guidelines reference document.

⁷ The New York State TRM is available on the Department of Public Service website at <http://www3.dps.ny.gov/W/PSCWeb.nsf/All/72C23DECF52920A85257F1100671BDD?OpenDocument>.

Refrigeration Measures

All refrigeration measures not shown below are incentivized at a rate of \$0.16 / kWh saved, except for refrigeration compressor rack system upgrades which are eligible for the custom incentive rate.

Door Gaskets: Door Gasket replacement for reach-in coolers and walk-in freezers.

- Replacing existing, damaged door gaskets in applications including refrigerated low (cooler) or medium (freezer) temperature reach-in cases or walk-in freezers.
- The ratio of damaged length of gasket to total length of gasket must meet or exceed the minimum values listed.

Measure	Min. % of damaged length	Incentive	Unit
Reach-in Cooler	37.3%	\$0.16	Per kWh
Reach-in /Walk-in Freezer	4.9%		

Refrigerated Case Night Covers: Installation of night covers on open, multi-deck cases. Must not replace an existing night cover.

Measure	Temperature	Incentive	Unit
Night Cover	Low (-35° to -5° F)	\$0.16	Per kWh
	Medium (0° to 30° F)		
	High (35° to 55° F)		

Strip Curtains: Replacing damaged or missing strip curtains in walk-in coolers or freezers. Available for applications with no existing strip curtain or in cases where more than 15% of the door area is not covered by existing strip curtain.

Measure	Min. % of missing/damaged door area	Incentive	Unit
Walk-in Cooler	15%	\$0.16	Per kWh
Walk-in Freezer			

Electronically Commutated (EC) Motors: Replacing existing motors with EC motors for reach-in coolers and walk-in coolers or freezers. Existing motor must be shaded pole or split capacitor type.

Measure	Replacing	Incentive	Unit
Reach-in Cooler	Shaded Pole or Split Capacitor Motor	\$0.16	Per kWh
Walk-in Cooler/Freezer			

Anti-Condensation Heater Controls: Installation of controls that turn off door heaters in reach-in coolers or freezers when there is low risk of condensation. New heater control must not replace existing heater control. Please input each controller as a separate line item in the electric tool.

Measure	Incentive	Unit
Anti-Sweat Heater Control - Reach-in Cooler or Freezer	\$25	Per door

Evaporator Fan Controls: Installation of controls that turn off evaporator fans in walk-in cooler and freezer applications when the cooler or freezer has reached the desired temperature. New evaporator fan control must not replace existing fan control.

Measure	Incentive	Unit
Evaporator Fan Control - Walk-in Cooler or Freezer	\$0.16	Per kWh

Custom Measures

Performance-Based Incentives

Other energy efficiency upgrades not listed in this document or the NYS TRM⁸ may be eligible for performance-based Custom incentives at the rate of \$0.30 per kWh plus a \$1200 bonus per kW or \$2 per therm. Final custom measure eligibility, savings and incentives are determined at the sole discretion of Con Edison. All custom projects must submit the following information:

- List of all proposed measures with related technical specifications and estimated savings
- An unlocked spreadsheet (PDFs not accepted) with all equations, parameters and assumption values used to calculate savings
 - All calculations must be clear and transparent utilizing standard engineering methodologies
 - Must list source of values
- Complex energy modeling, including where trade-offs among disciplines are calculated, should use the following software including updates: DOE2.1E, eQuest, EnergyPlus, Trane TRACE, Carrier HAP, IES or OpenStudio.
- All other applicable data and supporting documentation used to calculate savings and/or assumptions

The full list of guidelines for custom measure submission can be found in the Custom Measure Guidelines reference documents at www.coned.com/largecommercial.

Measure	Incentive	Unit
Custom kW savings	\$1200	Per kW
Custom kWh savings	\$0.30	Per kWh
Custom Therm savings	\$2	Per Therm

⁸ The New York State TRM is available on the Department of Public Service website at <http://www3.dps.ny.gov/W/PSCWeb.nsf/All/72C23DECF52920A85257F1100671BDD?OpenDocument> .

Early Replacement-Custom

Energy efficiency upgrades for equipment that has not yet reached its Effective Useful Life (EUL) are able to apply for the Early Replacement incentive. **In this category, the measure is eligible for maximum energy savings and incentives. Energy savings are based on the existing equipment efficiency and operating conditions.** Early Replacement energy efficiency upgrades may be eligible for performance-based Custom incentives at the rate of \$0.30 per kWh plus a \$1200 bonus per kW or \$2 per therm. Final custom measure eligibility, savings and incentives are determined at the sole discretion of Con Edison.

In addition to required program documentation, all Early Replacement projects must submit the following information:

- List of all proposed measures with related technical specifications
 - Please provide a brief write-up of the existing equipment and its operation parameters
- Documented proof of equipment installation date
- At the time of application the existing equipment cannot exceed its Effective Useful Life (EUL) and should have at least 1 year of its EUL remaining
- The existing equipment must be fully functioning
- Calculated energy savings and cost of upgrading existing equipment to energy efficient equipment
- Calculated energy savings and cost of upgrading NYC code compliant equipment to energy efficient equipment
 - All calculations must be in unlocked spreadsheet (PDFs not accepted) with all equations, parameters and assumption values used to calculate savings
 - All calculations must be clear and transparent utilizing standard engineering methodologies
 - Must list source of values
- All other applicable data and supporting documentation used to calculate savings and/or assumptions
- Any other documentation requested by Con Edison for calculation of savings

Detailed guidelines for early replacement measure submission can be found in the custom measure guidelines reference documents at www.coned.com/largecommercial.

Extended Life-Custom

Energy efficiency upgrades for equipment that has surpassed its Effective Useful Life (EUL) are able to apply for the Extended Life incentive. **In this category, the measure is eligible for maximum energy savings and incentives. Energy savings are based on the existing equipment efficiency and operating conditions.** Extended Life energy efficiency upgrades may be eligible for performance-based Custom incentives at the rate of \$0.30 per kWh plus a \$1200 bonus per kW or \$2 per therm. Final custom measure eligibility, savings and incentives are determined at the sole discretion of Con Edison.

In addition to required program documentation, all extended life projects must submit the following information:

- Documented proof of existing equipment installation date. Existing equipment must exceed its EUL by at least 25%.

OR

- Existing equipment energy consumption must exceed that of the new high efficiency model by at least 35% for chillers, and 20% for all other measures to do the same amount of work.
- The existing equipment must be fully functioning.
- Documentation provided by customer showing significant repairs and/or component replacement to keep equipment in operation instead of replacing entire unit.
 - It is required to provide at least 3 years of all repairs
- List of all proposed measures with related technical specifications
 - Please provide a brief write-up of the existing equipment and its operation parameters
- Calculated energy savings and cost of upgrading existing equipment to energy efficient equipment
- Calculated energy savings and cost of upgrading NYC code compliant equipment to energy efficient equipment
 - All calculations must be in unlocked spreadsheet (PDFs not accepted) with all equations, parameters and assumption values used to calculate savings
 - All calculations must be clear and transparent utilizing standard engineering methodologies
 - Must list source of values
- All other applicable data and supporting documentation used to calculate savings and/or assumptions
- Any other documentation requested by Con Edison for calculation savings

Detailed guidelines for extended life measure submission can be found in the Custom Measure Guidelines reference documents at www.coned.com/largecommercial.

New Technology

Submission of projects deemed as new technology must provide a full custom analysis and additionally provide the following:

- Manufacturer claimed savings as a percentage range
- Information on adoption by other utility energy efficiency programs (provide links or resources to verify)
- Reliable 3rd party studies on energy savings potential
- Product literature such as diagrams or videos showing how the product works
- Summer baseline metered or trended data
- Any additional information requested by Con Edison

Projects are accepted based on a Con Edison review of the technology and may be approved, rejected, or requested to participate in additional measurement and verification before being offered incentives. The approval of savings and incentives for new technologies is at the discretion of Con Edison and may be changed at any time.

Terms and Conditions

ELIGIBILITY: Consolidated Edison Company of New York, Inc.'s (Con Edison's) Commercial and Industrial Efficiency Program offers incentives to directly metered electric and gas nonresidential customers in good standing who contribute to the EE Tracker. EE Tracker is a New York State-mandated fund for initiatives focused on environmental and other public policy programs such as energy efficiency. Incentives are available to property owner/lease holder (tenant)/property manager for the purchase and installation of energy-efficiency measures at the location where the qualifying project is to be installed. Con Edison will not offer financial incentives for the same eligible measure to those customers who have received financial incentives or rebates from the New York State Energy Research and Development Authority (NYSERDA) and/or another electric or gas utility company. Accordingly, customer represents and warrants to, and covenants and agrees with, Con Edison that it has not received and will not receive any financial incentive or rebate from any other person or entity with respect to the measure(s) identified in this Application and in any Preliminary Incentive Offer or Notice to Proceed issued by Con Edison in connection herewith. Customers and or Participating Contractors must respond to all communications within 30 days or risk the cancellation of the project.

QUALIFYING PROJECTS: Qualifying projects are projects eligible for program incentives that include electric or gas energy-efficiency measures identified as eligible and site-specific custom energy-efficiency measures approved by Con Edison. Qualifying projects do not include any electric or gas energy-efficiency measures or energy-efficiency equipment or services purchased, contracted for, or installed prior to the date of Con Edison's Preliminary Incentive Offer, the date of any required pre-installation inspection or the date of customer's receipt of a Notice to Proceed.

FINANCIAL INCENTIVES: The basis for determining the amount of the financial incentive for which qualifying projects are eligible are set forth in the New York Standard Approach for Estimating Energy Savings from Energy Efficiency Measures in Commercial and Industrial Programs, as in effect from time to time. Con Edison's determination of incentive amounts is final.

APPLICATION AND WORKSHEETS: Eligible customers must submit completed applications and other required documentation as described elsewhere in this application for all proposed qualifying projects. Electronic signatures will have the same force and effect as original signatures.

APPLICATION REVIEW AND INSPECTION: Con Edison will review all applications and accompanying documentation for eligibility, completeness, and accuracy. As part of this review, Con Edison may conduct an on-site inspection of a facility's existing equipment and systems. After completing review of the application and determination of eligibility, Con Edison will send a Preliminary Incentive Offer to each qualifying customer accepted for the program, specifying the estimated incentive amount. The customer must sign and return the Preliminary Incentive Offer that includes an estimated project end date. If any proposed project does not meet program requirements, Con Edison will notify the customer that its Preliminary Incentive Offer has been rejected. To be eligible for an incentive, a customer must receive and counter-sign a Notice to Proceed from Con Edison, and any required pre-installation inspection must be completed, before customer orders, purchases, or installs qualifying equipment. Con Edison reserves the right to reject any estimates. Customer understands that the estimated incentive amount identified in any Notice to Proceed is an estimate only and may not reflect the actual amount payable to customer upon completion of a qualifying project.

INSTALLATION TIME LIMITS: Installation time limits will be stated in the Notice to Proceed. Any changes to specified time limits must be requested in writing and agreed to by Con Edison in writing. Failure to meet approved deadlines may result in denial of incentive payments. Con Edison may elect to conduct pre- and/or post-installation inspections.

FINAL INSPECTION AND INCENTIVE PAYMENT: When installation is completed, customers must notify Con Edison in writing and submit invoices specifying the quantity and cost of all materials purchased and installed, the date ordered, the date purchased, the date delivered, installation costs, and applicable taxes. Con Edison, in its sole discretion, may schedule and conduct a post-installation inspection. The actual incentive amount will be determined based upon the inspection and may vary from original estimates. Incentive checks will be sent approximately six weeks after receipt of all proper invoices and verification of all installations. Checks will be payable directly to the Con Edison account holder unless otherwise indicated in the Payee Authorization section of this application. Customer agrees that Con Edison may provide customer information including customer name, account number, electric and/or gas consumption data, and electric and/or gas energy savings to its third party evaluation contractor for program evaluation purposes. The evaluation contractor will keep customer

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information confidential. Customer information may also be provided to the New York State Public Service Commission. Any customer information provided to the New York State Public Service Commission will be aggregated with information about other customers and not personally identifiable.

TAX LIABILITY and CREDITS: Con Edison is not responsible for any taxes which may be imposed on the customer or business as a result of projects installed under this program. The incentive check recipient may want to consult a tax advisor about any tax consequences of this offer. The incentive check recipient must provide a valid federal tax ID number and a W-9 form.

REMOVAL of EQUIPMENT: The applicant agrees, as a condition of participation in the program, to remove and dispose at its sole cost and expense any and all equipment or materials that are replaced or removed in accordance with all applicable laws, rules, and regulations.

DISPUTES: Con Edison will have sole discretion to decide on the final resolution of any issues including but not limited to energy savings, projects, eligibility, or incentives.

PROGRAM CHANGES: Con Edison reserves the right to change, modify, or terminate this program at any time without any liability except as expressly stated herein. Con Edison will honor all written commitments made in the Notice to Proceed sent to customers prior to the date of any change, modification or termination of this program, provided that project installations are fully completed within the time specified in the Preliminary Incentive Offer and Notice to Proceed.

PROGRAM EXPIRATION: This program will expire **December 31, 2019**, when funds are depleted, or when the program is terminated, whichever occurs first or as determined by program management.

DISCLAIMER: Customer acknowledges and agrees that Con Edison shall not be liable to customer or any other person or entity in connection with any qualifying project undertaken by customer, including in connection with Con Edison's review or approval of this application and/or worksheets. Con Edison makes no representation or warranty, and undertakes no responsibility whatsoever concerning the adequacy of any project design or plan, any construction or installation work, the completion of any project or the performance of any energy efficiency measures or equipment. To the fullest extent permitted by law, customer, on behalf of itself and any other person or entity claiming by and through customer, hereby irrevocably and unconditionally releases and forever discharges, and agrees to defend, indemnify, and hold harmless Con Edison, its affiliates, and their respective past, present and future officers, directors, trustees, stockholders, employees, agents, representatives, successors and assigns, from any and all claims, charges, complaints, causes of action, damages, losses, agreements and liabilities of any kind or nature arising from the design, installation or performance of any energy efficiency measure or equipment purchased or installed in connection with the program (including without limitation, claims for personal injury, death or property damage) or related to energy costs incurred by customer, including, without limitation, attorneys' fees, court costs and costs of experts. Accordingly, Con Edison, its representatives recommend that all customers consider engaging qualified engineers or other qualified consultants to evaluate the risks and benefits, if any, of such implementation and use on energy consumption, cost savings, or operation of customers' facilities.

INSTALLATION REQUIREMENTS: Customer assumes sole responsibility for installation work. Customer acknowledges that all work must be in full compliance with the requirements of applicable laws, rules, and regulations of authorities having governmental and regulatory jurisdiction.