

# Nicor Gas Energy Efficiency Program

## Business Customer Offerings



Energy Efficiency Program

USING ENERGY WISELY FOR A BETTER FUTURE<sup>SM</sup>

# Agenda

- General Program Overview
- Prescriptive Program
- Custom Program
- June 1 and Beyond

# Program Effective Dates

- Pilot launched May 1, 2010
- Runs through May 31, 2011
  - (Applications must be submitted within 60 days of purchase/installation date or by June 30, 2011, which ever comes first)
- New Program, mandated by law, anticipated to start June 1, 2011 and will run for three years



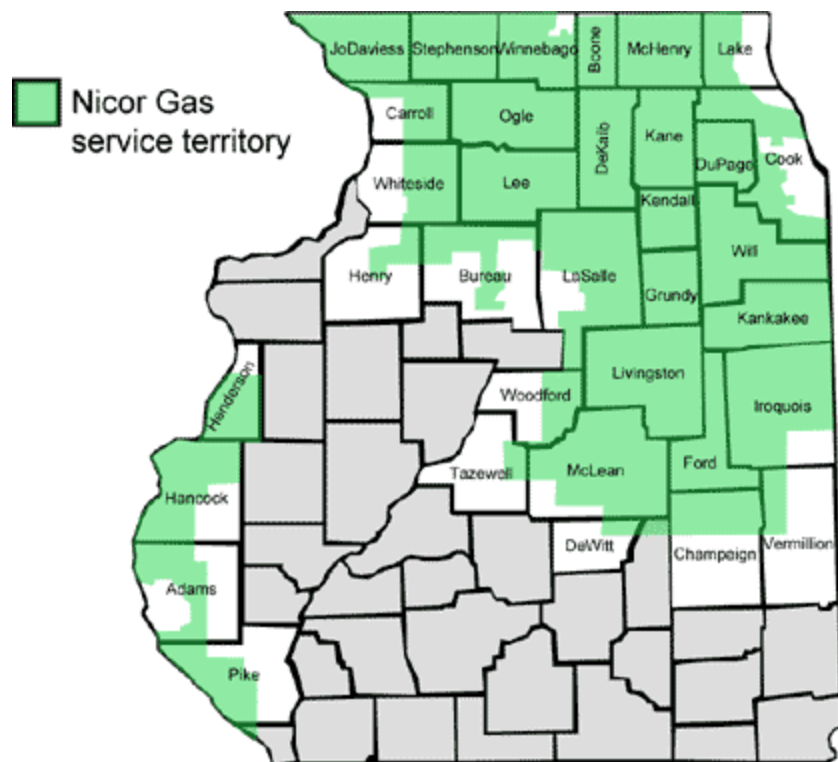
# Program Benefits

- Help educate and motivate consumers to be more energy efficient
  - Provides rebates for energy efficient equipment and services
- Influence market towards energy efficiency
  - Manufacturers, distributors, contractors
- Opportunity for contractor business expansion
  - All contractors and trade allies can participate
  - Program Sales & Marketing Tools

# Pilot Program Impacts

- Over 1,700 contractors participated
- Helped customers save nearly \$5 million in rebates
- Helped save over 1.6 million therms by helping customers choose high efficiency equipment

# Nicor Service Area



- Nicor Gas serves the northern third of Illinois, excluding Chicago
- Over 2 million customers in 643 communities

# Business Customer Program



## Qualification Requirements:

- Current Nicor Gas business customers on Rates 4 or 74
- Purchase and install eligible equipment to replace existing equipment
- Submit *complete* applications and necessary documentation within the program's effective dates

## Sample Business Customer Segments

Restaurants

Offices

Hotel/Hospitality

Grocery

Retail

School/University

Assembly

Industrial

Hospital/ Institutional

# Prescriptive Program



# Business Customer Program – Domestic Hot Water

Equipment	Rebate Amount	Measure-Specific Requirements
Small Water Heater Energy Factor $\geq 0.67$	\$100	<ul style="list-style-type: none"> <li>New equipment must meet ENERGY STAR standards with an Energy Factor <math>\geq 0.67</math></li> <li>For residential-sized hot water heater with storage installed in non-residential space, tankless not eligible.</li> </ul>
Large Water Heater Thermal Efficiency $\geq 88\%$	\$150	<ul style="list-style-type: none"> <li>Commercial sized hot water heater with storage installed in non-residential space.</li> <li>New equipment must have a Thermal Efficiency <math>\geq 88\%</math> with an Input Capacity <math>\geq 75</math> MBTUH</li> </ul>

- End use must be domestic hot water only, space heating and process end uses are not eligible

# Business Customer Program – Space Heating

Equipment	Rebate Amount	Measure-Specific Requirements
Furnace AFUE $\geq$ 92%	\$200	<ul style="list-style-type: none"> <li>For residential-sized furnaces installed in small non-residential space for space heating use.</li> <li>New equipment must be ENERGY STAR rated with an Annual Fuel Utilization Efficiency <math>\geq</math> 92% or <math>\geq</math> 95% and an Input Capacity between 60 - 140 MBTUH.</li> <li>Rebate level based on AFUE rating and paid per unit installed.</li> </ul>
Furnace AFUE $\geq$ 95%	\$250	
Boiler Thermal Efficiency $\geq$ 85%	\$2/MBTUH	<ul style="list-style-type: none"> <li>For commercial-sized hot water boiler (no storage) installed in non-residential space for space heating use.</li> <li>New equipment must have a Thermal Efficiency <math>\geq</math> 85% or and <math>\geq</math> 90% and an Input Capacity <math>\geq</math> 300 MBTUH.</li> <li>Rebate level based on Thermal Efficiency rating and paid on Input Capacity in MBTUH.</li> </ul>
Boiler Thermal Efficiency $\geq$ 90%	\$4/MBTUH	

- End use must be space heating only, domestic hot water and process end uses are not eligible

# Business Customer Program – Food Service

Equipment	Rebate Amount	Measure-Specific Requirements
Low Flow Pre-Rinse Sprayer	\$25	<ul style="list-style-type: none"><li>• New sprayer must have a flow rate <math>\leq 1.25</math> gpm at 60 psi</li><li>• Only single valve sprayers are eligible.</li></ul>

- Rebate only available for replacement of existing equipment in a commercial-use kitchen

Note: Manufacturer product specification sheet is required for this measure

# Business Customer Program – Boiler Controls

Equipment	Rebate Amount	Measure-Specific Requirements
Auto-Reset Control	\$250	<ul style="list-style-type: none"><li>• Control must result in an Output Temperature Range <math>\geq 10^{\circ}\text{F}</math>.</li><li>• Must automatically control boiler output water temperature setpoint based on outdoor air temperature, manual controls are not eligible.</li><li>• Eligible boiler limited to Input Capacity <math>\geq 100</math> MBTUH</li><li>• Rebate paid on a per unit basis.</li></ul>
Steam Traps	\$50	<ul style="list-style-type: none"><li>• New steam traps or repair kits must replace existing steam traps, one for one and installed at the site address reported on the application.</li><li>• Rebate paid on a per steam trap basis.</li></ul>

# Business Customer Program - Boiler Tune Up

- Boiler Input Capacity  $\geq$  300 MBTUH
- Boiler must be at least 2 years old
- Must include a copy of the Combustion Test Analyzer documentation
- Tune up service must be completed by a Professional Contractor
- Can only be claimed once per boiler, per program cycle.

Boiler Tune Up	Rebate Amount - \$350/boiler
<b>Required Tune Up Checklist</b>	
Measure combustion efficiency using an electronic flue gas analyzer.	
Adjust airflow and reduce excessive stack temperatures.	
Adjust burner and gas input, manual or motorized draft control.	
Clean burners, combustion chamber and fire-side exchange surface.	
Inspect and clean burner nozzles.	
Check for proper venting.	
Complete visual inspection of system piping and insulation.	
Check safety controls.	

# Qualified Products List

- Available on Program web site
- Lists of qualified water heaters, furnaces and boilers
- Choose products from these lists to ensure equipment is eligible for an incentive

# Instant Discount



- Contractors offer customers an instant discount in the amount of the rebate and we make the rebate payable to the contractor.
- The benefits of an instant discount...
  - Customers reduce their up front out-of-pocket costs, while the price charged by the contractor remains the same
  - Contractors can close sales on high efficiency products faster
  - There is minimal paperwork/hassle for contractors
  - *14 day turn-around time for rebate payment means contractors receive prompt payments*

# How to Apply

- **Hardcopy Application**

- Download and print from the program website
- Mail application with supporting documentation within 60 days of installation

- Review Required Documentation section of each application
- Copy of invoice signed by Customer

- Complete all blanks and review Required Documentation section on page 2

The image shows a screenshot of the Nicor Gas Energy Efficiency Program Commercial Business Energy Efficiency Rebate Application form. The form is titled "Commercial Business Energy Efficiency Rebate Application — Domestic Hot Water" and includes a "What you will need:" section with a list of requirements. It also features a "Certification Statement" section where the applicant certifies that they are not receiving a rebate for the same product or equipment from another program. The form includes various fields for contact information, address, and tax details, as well as a "Building Type" dropdown menu. The Nicor Gas logo and "Energy Efficiency Program" branding are visible at the top and bottom of the form.

**What you will need:**

- Signed and dated original rebate application
- Copy of sales receipt and/or contractor invoice
- Your utility account number
- Send completed application and documentation to:

Nicor Gas Energy Efficiency Program  
3800 Watt Avenue, Suite 505  
Sacramento, CA 95821-2072

• View a list of qualifying products or apply online:  
[www.nicorgasrebates.com](http://www.nicorgasrebates.com)

**Certification Statement:**

I certify that I have not/will not receive a rebate for the same product or equipment from more than one third-party energy efficiency program offering rebates or financing funded with ratepayer funds. I certify that I paid for the energy efficient product or service as reflected on the receipt and described in this rebate application. I understand and agree to the terms and requirements for which I am submitting this rebate application, as outlined in the Qualifications section of the rebate form.

08/20/10/CHWCOApplication

**Commercial Business Energy Efficiency Rebate Application — Domestic Hot Water**

Thank you for your interest in the Nicor Gas Energy Efficiency Program! Please follow the steps outlined below to ensure that your application is eligible for submission. Also, be sure to make a copy of your completed application to retain for your records.

**Step 1: Verify Eligibility**

Read the complete list of requirements on this application to ensure that your installation is eligible for program rebates. If you meet the requirements, please complete Steps 2 and 3 below, and then mail all required documentation to the address listed in green on the left:

**Step 2: Enter Your Information and Sign Below**

Nicor Gas Account #	Business/Account Holder Name	Tax ID Number		
Mail Address	Mail City	Mail State	Mail Zip	
Make Check Payable To*	Mail Phone	Mail Fax	Applicant Email	
___ Customer ___ Contractor ___ Landlord				
If Landlord, Indicate Landlord Name	Tax Status**			
	___ Corporation ___ Partnership ___ Individual/Sole Proprietor			
	___ Exempt (Tax exempt, non-profit)			
Install Address	Install City	Install State	Install Zip	Install Phone
Contractor Name	Contractor Phone	Contractor Fax	Contractor Email	
Contractor Address	Contractor City	Contractor State	Contractor Zip	
Applicant Signature	Print Applicant Name	Date		

**Building Type\***

<input type="checkbox"/>	Office < \$2,000 sq ft
<input type="checkbox"/>	Office > \$2,000 sq ft
<input type="checkbox"/>	Restaurant
<input type="checkbox"/>	Retail
<input type="checkbox"/>	Hotel/Hospitality
<input type="checkbox"/>	Hospital/Healthcare
<input type="checkbox"/>	School/University
<input type="checkbox"/>	Grocery
<input type="checkbox"/>	Assembly
<input type="checkbox"/>	Industrial
<input type="checkbox"/>	Storage
<input type="checkbox"/>	Multi-Family
<input type="checkbox"/>	Other (please list)

**Building Age**

**Date of Last Remodel**

**Is This A New Construction Project?**  
Yes \_\_\_ No \_\_\_

\*Payee: The Program allows the check to be made out to any one of the following: Customer, Contractor or Landlord. If you are the Customer or Landlord and wish the rebate check to be made out to you, please complete all of the required fields in the rebate application, provide the required supporting documentation listed on Page 4 of this rebate application, and sign on Page 1 as the "Applicant". Alternatively, a Customer/Landlord may opt to allow the Contractor to be the payee on the rebate check. In this case, the Customer/Landlord will follow the same guidelines as previously stated, including signing on Page 1 as the "Applicant". The Customer/Landlord will also sign the Contractor's invoice and the Contractor will submit the rebate application, customer-signed invoice and all other required documentation listed on Page 3 to the Program.

\*\*Tax Liability: Rebates are taxable if greater than \$500 for business customers, and will be reported to the IRS unless you are exempt. The Program will report your rebate as income to you on the IRS Form 1099 unless you have checked "Corporation" or "Exempt" tax status above. You are urged to consult your tax advisor concerning the taxability of rebates. The Program is not responsible for any taxes that may be imposed on your business as a result of receipt of this rebate.

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# How to Apply

Applicant Information

Account Number:  \*

Business/Account Holder Name:  \*

Tax ID:  \*

TaxStatus:  \*

Check Payable To:  \*

Email:  \*

Fax Number:

Previous Next  
\* Denotes Required Field

- Online Application
  - Visit [www.nicorgasrebates.com](http://www.nicorgasrebates.com)
  - Click on “Business Customer or Contractor”
  - Click on “Apply Now”
  - Complete the online application, print confirmation page and mail with required documentation

# General Requirements

Rebated equipment for prescriptive program should be:

- Purchased new and at retail price
- Replacing existing equipment
- Installed according to manufacturer specifications and applicable codes
  - ✓ Professional contractor installation recommended
- Installed and operational prior to requesting a rebate

# Custom Program



Energy Efficiency Program

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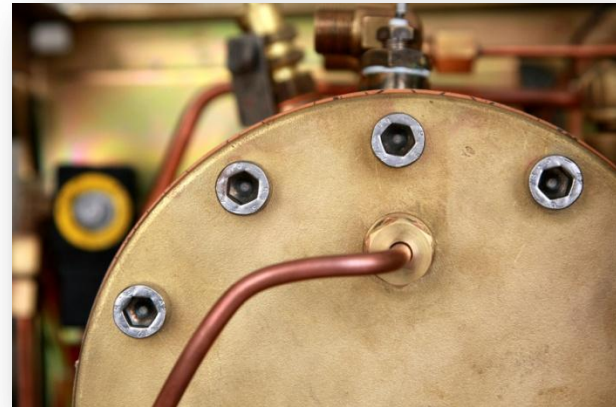
# Custom Incentive Rebate Program

For gas-saving projects not addressed by the Business Customer Rebate program:

- Commercial business customers only
- Requires program evaluation and pre-approval before a rebate can be offered to a customer
- Customer-developed gas-savings calculations per project
  - May require a third-party provider to assist the customer
  - Project pre- and post- installation inspection and measurements
- Rebates based on \$0.75 or \$1/therm saved, up to \$100,000 or 30% of the incremental project cost

# Sample Custom Projects

- Boiler burner replacements
- Boiler efficiency controls
- Heat recovery
  - Stack economizer
  - Custom designed heat recovery
- Air handling units
- Space heaters
- Boiler replacements (not qualified for prescriptive program)



# June 1 and Beyond

# Upcoming Program

- Details still being finalized:
  - Targeted start: June 1, 2011
  - 3 year program with tiered goals
  - **No rate class restrictions**
  - C&I focused, rather than residential
  - Expected to be similar with additional measures
  - Broader boiler measures
  - Additional commercial equipment measures

# Additional Prescriptive Measures

Per filing (subject to change):

- Condensing unit heaters - \$200
- Boilers < 300 MBTUH; All boilers - \$400-7,500
- Controls
  - Programmable thermostat - \$25
- Kitchen equipment:
  - Steamers, ovens, griddles, broilers, etc. - \$25-1,400



# Changes to Custom Program

Per filing (subject to change):

- Increased incentives in years 2 & 3:
  - \$1.25 per therm
  - Up to \$150,000 per site per year
- Program will co-fund the cost of an energy assessment
- Potential changes evaluated in PY1

# All Business Programs

## Business Customer Programs

- **Business Incentive**
- **Custom Business Incentive**
- Economic Redevelopment
- Retro-Commissioning (Joint with ComEd)
- Small Business Direct Install (Joint with ComEd)
- Commercial New Construction
- Building Performance with ENERGY STAR
- Multi-family Retrofit Program (Joint with ComEd)



# Residential Program

## **Current Rebate Measures:**

- Water heaters: \$100
- Furnaces: \$200/\$250
- Boilers: \$350/\$400

## **Rider 30 Residential Programs:**

- Heating & Appliance Incentive
- Home Energy Savings
- Multi-Family Home Energy Savings
- Residential New Construction
- Elementary Energy Education
- Behavioral Energy Savings

# Program Website

## Home Page

The screenshot shows the website's header with the Nicor Gas logo and the text "Energy Efficiency Program" and "USING ENERGY WISELY FOR A BETTER FUTURE™". A search bar is located in the top right. Below the header is a navigation menu with tabs for "Residential Customer", "Business Customer", "Residential Contractor", "Business Contractor", and "Nicor Gas". The main content area features a welcome message: "Welcome to the Nicor Gas Energy Efficiency Program!" followed by a paragraph explaining the program's purpose. Below this is a prompt: "Please enter the site via one of the options below to learn more about the Program." Four image-based buttons are arranged in a 2x2 grid, each with a right-pointing arrow and a label: "RESIDENTIAL CUSTOMER" (with a photo of a family), "BUSINESS CUSTOMER" (with a photo of office workers), "RESIDENTIAL CONTRACTOR" (with a photo of a man looking at a clipboard), and "COMMERCIAL CONTRACTOR" (with a photo of a modern building).

**nicor**  
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Energy Efficiency Program

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Residential Customer Business Customer Residential Contractor Business Contractor Nicor Gas

Welcome to the **Nicor Gas Energy Efficiency Program!**

The Nicor Gas Energy Efficiency Program offers ideas and tools to help Illinois residents and businesses in Nicor's territory save energy and money. We can help provide the education, resources, and financial rebates you need to make energy use in your home or business more efficient and affordable.

Please enter the site via one of the options below to learn more about the Program.

▶ RESIDENTIAL CUSTOMER

▶ BUSINESS CUSTOMER

▶ RESIDENTIAL CONTRACTOR

▶ COMMERCIAL CONTRACTOR

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### Program Tools:

- Instant Discount
- Online Applications
- Program Materials
- Contests
- EE Rationale
- Training Events
- FAQ's
- What's New?

[www.nicorgasrebates.com](http://www.nicorgasrebates.com)

# Program Contact Information

[www.nicorgasrebates.com](http://www.nicorgasrebates.com)

[customerservice@nicorgasrebates.com](mailto:customerservice@nicorgasrebates.com)

Commercial Business Program:

[commercial@nicorgasrebates.com](mailto:commercial@nicorgasrebates.com)

John Mansfield

[jmansfield@rsgroup.com](mailto:jmansfield@rsgroup.com)

312-755-9020 x3012

*Thank You for Your Interest in the Program!*

# Q&A



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