



# Connecticut Energy Efficiency Fund Commercial and Industrial Programs:

## *Helping Connecticut Businesses Control and Reduce their Energy Costs*



Connecticut  
Light & Power

A Northeast Utilities Company



The United Illuminating Company



Southern  
Connecticut  
Gas

Service First!



A Northeast Utilities Company

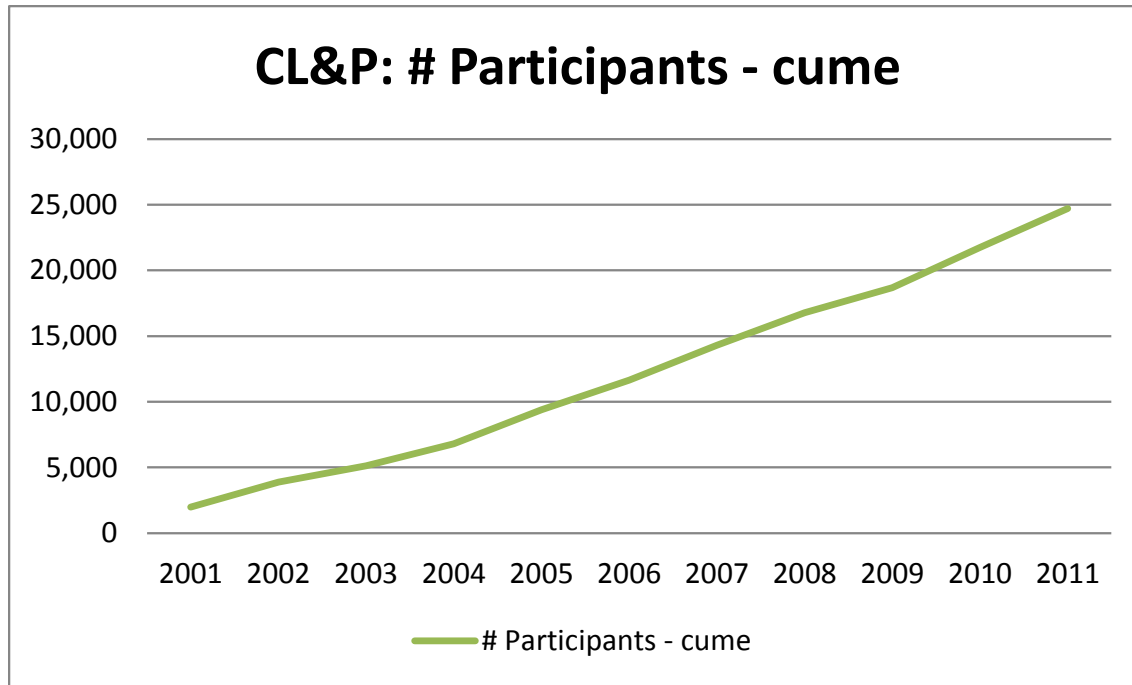
# CT's Efficiency Programs

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- Administered by the State's electric and natural gas utilities:
  - Connecticut Light and Power
  - United Illuminating
  - CT Natural Gas/ Southern CT Gas/ Yankee Gas
- Oversight by stakeholder Energy Efficiency Board and State regulators



# C&I Program Participation History



**EEF has saved  
> \$5.7 billion  
since 2001  
(all sectors)**

**CL&P & UI: over ~10 Yrs**

- **Total C&I Customers = 140,886**
- **Total # Participants = 29,954**
- **% Participation = 21%**

# Keys to Success: Focus on Customer

- Meeting the customer on their terms with the right mix of:
  - Technical assistance
  - Project support and contractor arranging
  - Incentives such as rebates or discounts
  - Financing
- Tailored to *each specific customer*



# Commercial & Industrial Programs

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Comprehensive  
Retrofit  
Projects &  
Small Business  
(ECB & SBEA)



New Construction,  
Major Renovation &  
Equipment  
Replacement  
(ECB)



Strategic  
Energy  
Management  
(BSC, PRIME,  
Etc.)

# Efficiency Programs for All Types of Businesses and All Situations

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- **Small Business Energy Advantage (SBEA)**
- **Energy Opportunities**
- **Business Sustainability Challenge**
- **Energy Conscious Blueprint**
- **PRIME**



# Energy Opportunities

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- Helps customers to replace equipment with more energy-efficient options
- For commercial & industrial customers of any size
- Includes electric and/or natural gas measures
- Incentives include prescriptive, custom and comprehensive measures



# EO Features & Benefits

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- Provides incentives to customers for energy efficient:
  - High performance lighting & controls, including LEDs
  - HVAC equipment & controls
  - Manufacturing process-related equipment
  - Energy management systems
  - Refrigeration & controls
  - Many, many others
- **Offers incentives for comprehensive projects and**
- **Custom projects tailored to your needs**





# Small Business (SBEA) Program

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- Provides cost effective, turnkey energy-saving and retrofit services for small commercial and industrial businesses
- Utilizes pre-approved contractors\* to provide a no cost energy assessment and installation of energy-efficient measures with 0% financing

\* Competitively Bid



# SBEA Features & Benefits

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- Provides incentives to customers who agree to:
  - Energy-efficient lighting and/or controls
  - Refrigeration controls
  - HVAC equipment replacements
  - Compressed air systems
  - VFD
  - Many others
- **Offers 0%, on-bill financing for qualifying customers, up to \$150K, 4 year term**



# Integrating Financing

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- Customers want to implement efficiency projects to help them control their energy costs
- Incentives and financing are only a means to achieve that, *not* the objective itself



# EE Financing Options

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- A variety of financing products are available to meet the needs of individual customers
  - C&I Energy Efficiency Loans: Low-interest loans for commercial and industrial customers
  - Small Business Loans: Interest-free loans for implement eligible energy-savings measures.
  - CPACE: Property tax based, long-term financing
  - PURA & CHA Loans: Targeted financing opportunities for certain conservation and load management measures



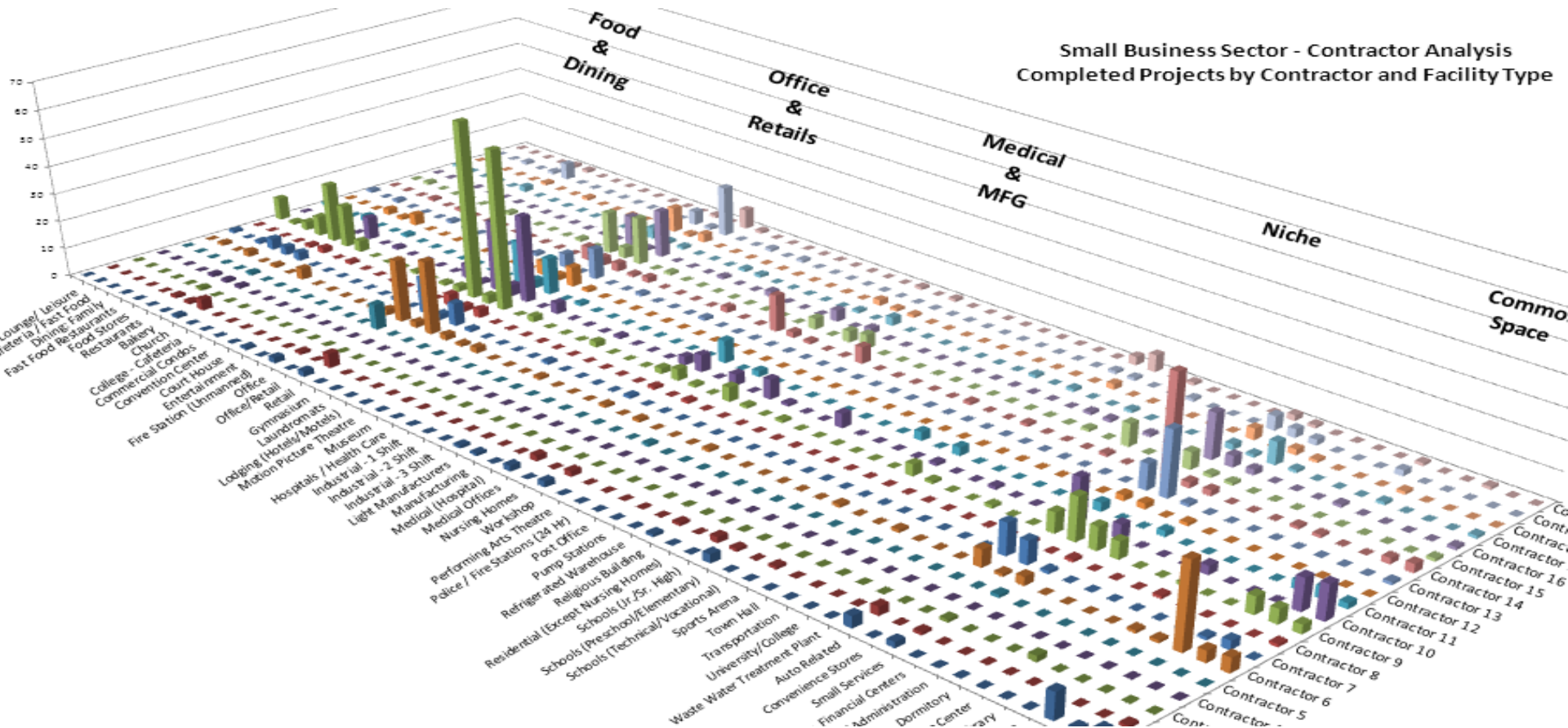
# Putting It All Together

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- Understanding customers
- Meeting customer on their terms with tailored EE
- Continuous relationship with customers



# Understanding Customers–Strategic Groupings



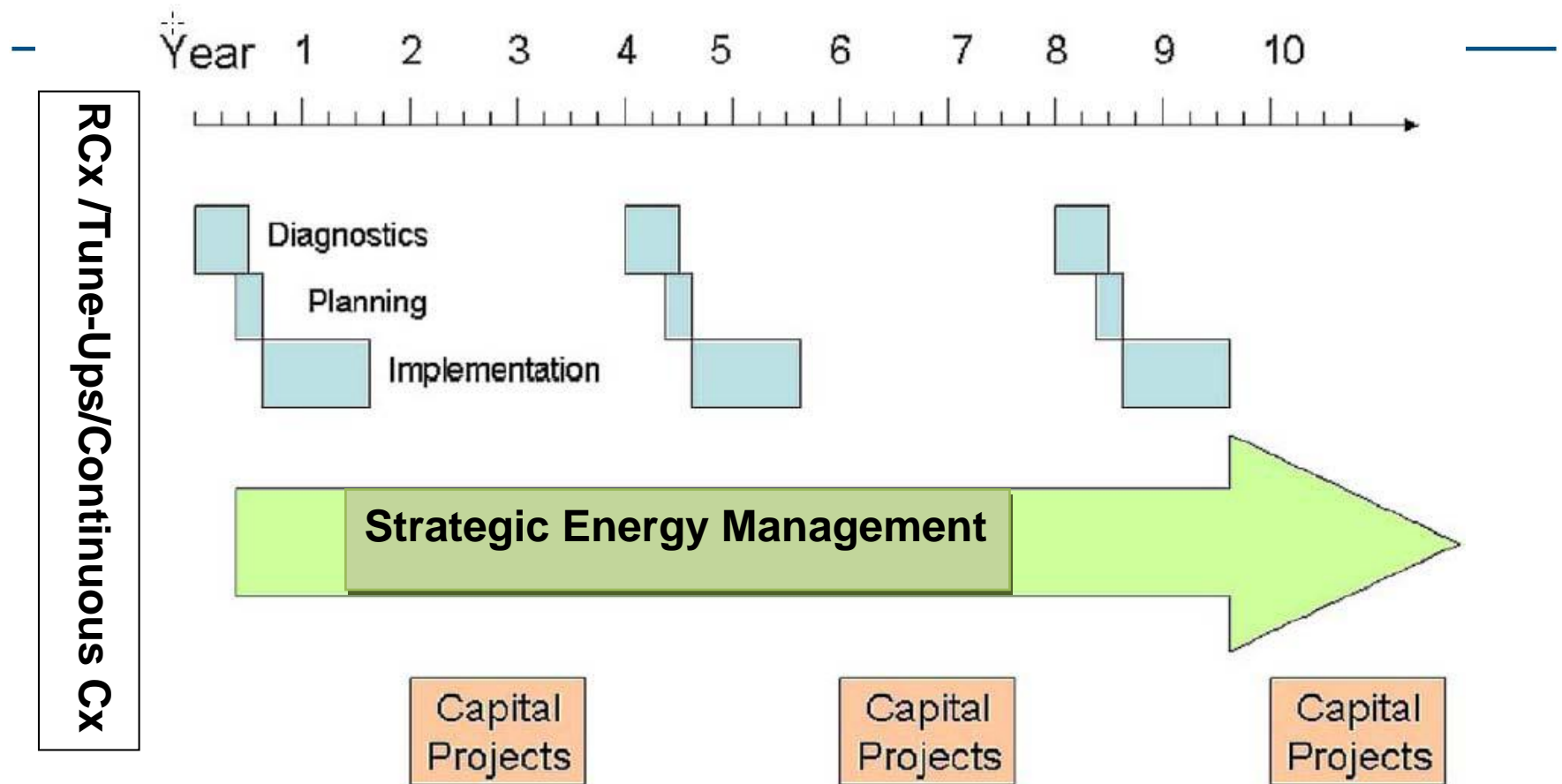
# Strategic Energy Management

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- The next level after major capital improvements
- For building operations and manufacturing processes
- Maximize operational savings with existing capital equipment & people
- Sustainable energy cost savings through management practices and energy dashboard reporting



# Continuous Engagement - SEM



## Capital Projects =

- Renovations/Remodels
- Phased Building Upgrades
- Equipment Replacement
- Tenant Improvements
- On-Site Generation





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For information on the Energy Efficiency Fund  
programs:

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