



Energy Efficiency  
Programs brought  
to you by:



**PPL Electric Utilities**

# Energy Efficiency Incentives:

Using Utility Rebate Programs as a Component of  
your Energy Efficiency Funding Options

PPL Business Energy Efficiency Program

EnergyPath  
July 25, 2019

[pplelectric.com/businessrebates](http://pplelectric.com/businessrebates)

# Agenda

1. Welcome and Introduction
2. PPL Business Energy Efficiency Program
3. Rebates
4. Case Studies
5. Additional Financing Options
6. Application Process
7. Questions



# Welcome



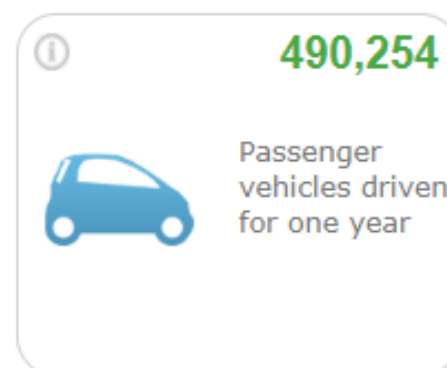
**Joe Walter**

Account Manager

PPL Business Energy Efficiency Program

# Helping Customers Save Energy & Money

3,265,350,000 kWh  
saved per year and counting



# PPL Energy Efficiency Program

# PPL Energy Efficiency Program



## Three Ways to Save!

Commercial and industrial rebates for energy efficiency improvements through:

1. **Distributor Instant Discount** – point of sale instant rebate off invoice
2. **Direct Discount** – through installation by our participating contractor network
3. **Standard Program Rebates**
  - **Efficient Equipment Rebates**  
(Lighting, HVAC, kitchen equipment, EC motors, etc.)
  - **Custom Rebates:** Everything outside the bulb!



# Distributor Instant Discount Program

## Available from Participating Distributors



- Contractors or customers may purchase specific, pre-qualified lighting products from participating distributors at a discounted (rebated) price at the point of sale.
- No rebate application is required. Just provide PPL Account Number and address of building.
- Open to all PPL non-residential customers.
- Intended for smaller maintenance replacement projects.
- **Rebates over \$1,800 per purchase require pre-approval.**

# Energy Efficiency for Small Business



Small business has different factors driving energy efficiency decisions including:

Typically:

- Limited or no internal resources dedicated to energy management.
- Limited capital for energy efficiency investments.
- Limited time to dedicate to research options and pursue rebates.

Small business is defined by PPL Electric as **rate code of GS1 or GS3** on your PPL Bill.



# Direct Discount Program

The **Direct Discount Program** was developed with the small business customer in mind.

- It offers higher rebates to help offset the capital investment for energy efficiency projects.
- It requires that the improvements be installed by one of our participating Program contractors.
- No application for the customer. The contractor handles the paperwork!



# Direct Discount Eligible Measures

## Eligible Measures



### Lighting

- Integrated LED Fixtures (no bulbs or tubes\*)
- Integrated Lighting Controls\*

\*Must be ENERGY STAR or Design Light Consortium (DLC) certified.

### Compressed Air

- Refrigerated cycling dryers
- Air nozzles
- No-loss condensate drains
- Air tanks

### Refrigeration

- Auto closers
- Evaporator fan controllers
- Evaporator coil defrost control
- Strip curtains
- High-efficiency evaporator fan motors for reach-in & walk-in cases
- Anti-sweat heater controls

# Direct Discount Program

## Program Highlights:

- Higher rebate for projects of **GS1 & GS3** rate code commercial customers for projects **installed by participating PPL Direct Discount Contractors.**
- **All projects require pre-approval.**
- Rebates are calculated at **\$0.15/kWh saved** (3X the standard program) – up to 80% of total project cost (includes labor and material).
- **Rebates are paid directly to the contractor.** Customer is responsible for a much lower portion of the project costs due to the rebate.
- Lighting upgrades require integrated fixtures - no bulbs or lamps.
- An integrated fixture is simply an LED fixture that does not use lamps and the LED modules are a permanent component within the fixture.

# Direct Discount Custom Projects

**Beginning June 1, 2019, rebates of \$0.14/kWh saved annually, up to 80% of the project cost available for custom Direct Discount projects.**

- Including but not limited to advanced lighting controls, compressed air, VFDs and more.
- Combined heat and power (CHP) and solar projects are NOT eligible at this time.
- **Pre-approval is required for all custom projects:** Process is the same as the current Direct Discount Program.

# Direct Discount Case Studies

## Sports athletics complex retrofitted lighting

- Large facility with varying lighting needs
- Total project energy savings of **1,594,053 kWh/year** and a rebate incentive of \$239,107

## Large warehouse facility retrofitted lighting interior and exterior

- Facility wide lighting retrofit project
- Total project energy savings of **2,519,501 kWh/year** and a rebate incentive of \$377,925

## Office and multi-use building retrofitted lighting

- Medium size office and retail building with multiple use areas
- Interior and Exterior lighting retrofitted
- Total project energy savings of **256,182 kWh/year** and a rebate incentive of \$38,427

# Standard Program Rebates

**All PPL customers may apply for rebates through the Standard Program.**

**Efficient Equipment – rebate incentive at \$0.05 per kWh saved**

**Custom Projects – rebate incentive at \$0.06 per kWh saved**

**CHP (Co-gen) Projects – rebate incentive at \$0.03 per kWh saved**

- Standard efficient equipment projects require pre-approval to reserve rebates.
- **All custom projects** must receive pre-approval before work starts.
- Covers the full spectrum of project types.
- Submitted through the PPL Rebate Portal.
- May be submitted by you or your contractor.
- Any contractor may be used.

# Think Outside the Bulb



## Rebates are available for:



- Lighting
- HVAC
- Food service equipment
- Refrigeration
- Controls / occupancy sensors
- Office equipment
- VFDs on pumps and motors
- Combined heat and power systems
- Agriculture
- **Custom projects**  
Have an energy need that's not listed here? You may still qualify for rebates. Let us know and we'll assess your facility for eligibility and upgrades.

# Standard Program Rebates

- Performance-based rebates (one time) based on kWh savings calculations
- Maximum rebate up to 50% of project cost or \$500,000
- Comprehensive list of measures
- Savings calculated by 2016 PA TRM
- Efficient Equipment such as Lighting, HVAC, Efficient Motors, VFDs, Office, Food Service
- Custom such as Compressed Air, Chiller Plant, BAS, Retro-Commissioning





# Case Studies

# Case Studies

## Meat Plant Large LED Light Upgrade

MH, T8 fluorescent retrofitted to LED

\$1.4MM project cost

4,600,000 kWh/year energy savings

\$230,000 rebate

Simple payback 4.8 years

## Auto Dealership Exterior & Interior Lighting

400W metal halides and incandescent retrofitted to LEDs

\$84,960 project cost

201,843 kWh/year energy savings

\$10,092 rebate

Simple payback 5.3 years

## PA Resort Demand Control Ventilation

Kitchen exhaust hoods retrofitted with VFD controls and sensors

\$101,758 project cost

134,580 kWh/year energy savings

\$6,729 rebate

Simple payback 10 years

# Case Studies

## 3-shift Manufacturing Company

Changed from 944 high bay fluorescents to **468 LED with advanced lighting controls**

### Energy savings:

Lighting Redesign:	1,141,359 kWh
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Controls:	195,818 kWh
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Intelligent Tuning/control	341,327 kWh
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Total Energy Savings:	1,678,504 kWh
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PPL Custom Rebate (@\$0.06)	<b>\$100,710</b>
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**Standard lighting 1-to-1 retrofit would have saved 945,541 kWh (\$47,277 PPL rebate)**

## Wastewater Treatment Facility

VFDs and controls on wastewater treatment plant aeration blower

Energy Savings:	640,530 kWh/year
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Project Cost:	\$227,069
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Rebate:	\$38,432
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Simple payback:	3.7 yrs.
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# Additional Financing Options

# Additional Financing Options

- **Grants, Loans and Tax Credits**
- Periodically, other rebates and incentives on energy efficiency projects may be offered through non-PPL Electric Utilities programs. This could mean extra savings for you. Below is a list of some of the more popular state and federal outlets that offer an opportunity for extra savings on energy efficiency projects.
- [Federal Income Tax Credits](#)  
ENERGY STAR products eligible for tax credits are independently certified to save energy, save money and protect the environment.
- [ENERGY STAR® rebate locator](#)  
ENERGY STAR is a joint program of the U.S. Environmental Protection Agency and the U.S. Department of Energy helping residential and business consumers save money and protect the environment through energy efficient products and practices. To encourage customers to buy energy efficient products, ENERGY STAR partners occasionally sponsor special offers, such as sales tax exemptions or credits, or rebates on qualified products. This search is provided as a service to consumers to find such special offers or rebates where they exist, based on information that partners submit to ENERGY STAR.
- [Database of State Incentives for Renewables & Efficiency](#)  
DSIRE is a comprehensive source of information on state, local, utility and federal incentives and policies that promote renewable energy and energy efficiency. Established in 1995 and funded by the U.S. Department of Energy, DSIRE is an ongoing project of the N.C. Solar Center and the Interstate Renewable Energy Council.
- [American Recovery and Reinvestment Act 2009 - Pennsylvania](#)  
Recovery Act funds to advance its energy programs for businesses, energy producers and homeowners.
- [Pennsylvania Alternative and Clean Energy Program](#)  
Loans available for commercial, industrial, non-profit, schools, local governments and multifamily projects. Approval required before starting project.

# Additional Financing Options

- [Pennsylvania Department of Community and Economic Development](#)
- [Pennsylvania Department of Environmental Protection](#)
  - [Pollution Prevention & Energy Assistance](#)
  - [Energy Financial Incentives for PA Businesses](#)
- [Pennsylvania Industrial Development Authority](#)

Low-interest loans and lines of credit through certified economic development organizations (CEDOs) for eligible businesses that commit to creating and/or retaining jobs and for the development of industrial parks and multi-tenant facilities.
- [Small Business Advantage Grant Program](#)

Pennsylvania DEP is now accepting applications for small business advantage grants for pollution prevention and energy efficiency projects. Applicants will be considered on a first come, first served basis. Applications will be accepted until fiscal year 14-15 funds are exhausted.
- [The Sustainable Energy Fund](#)

Financing is available to assist energy users in overcoming financial barriers to a sustainable energy future.
- [USDA Rural Energy for America Program](#)

The Rural Energy for America Program (REAP) provides loan guarantees and grants to agricultural producers and rural small businesses (not just farms) to complete a variety of projects.
- [Lehigh Financial Group](#)


Customize leases and loans are available for small business owners.

# Application Process

# Business Webpage


1-866-432-5501 | [Contact Us](#)

[Home](#) [Rebates](#) [Find a Contractor](#) [Contractors & Distributors](#) [Resources & Tools](#) [News & Events](#)



**Set your business apart**  
Earn recognition for being an energy efficient business.  
[Learn More](#)


**Government, Non-profit, and Education segment on waitlist for rebates**  
[Waitlist FAQs](#)




03:20

[vimeo](#)


**Quick Links**



**Distributor Instant Discounts**  
Get instant lighting discounts at participating distributors — with no wait and no paperwork!  
[Start Saving](#)



**Small Business**  
Want to be more energy efficient but fear the upfront cost and time? PPL has you covered with flexible energy efficiency rebate programs.  
[Start Saving](#)



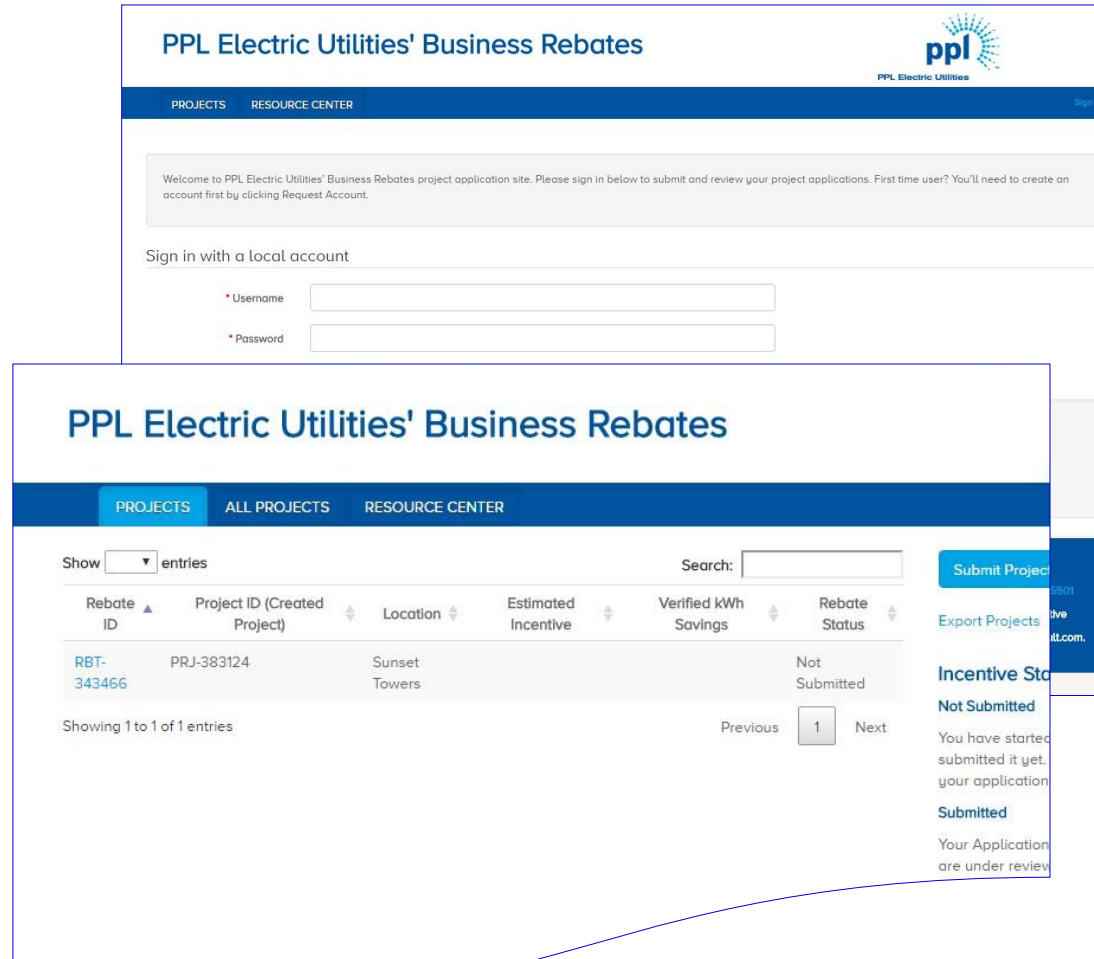
**Calculators & Estimators**

- [PA Lighting Form Calculator](#)
- [Lighting Form Calculator Training](#)
- [Agricultural Estimator](#)
- [HVAC Estimator](#)
- [Motor and Pumps Estimator](#)
- [Compressed Air Estimator](#)
- [Domestic Hot Water Measures Estimator](#)
- [Food Service & Office Equipment Estimator](#)
- [Refrigeration Estimator](#)



# Online Application Portal

- Project **applications** are submitted through secure portal.
- Project **documents** are also uploaded through the portal.
- Project status **updates** will be displayed in the portal.



The screenshot displays the PPL Electric Utilities' Business Rebates portal. The top navigation bar includes 'PROJECTS' and 'RESOURCE CENTER'. A welcome message states: 'Welcome to PPL Electric Utilities' Business Rebates project application site. Please sign in below to submit and review your project applications. First time user? You'll need to create an account first by clicking Request Account.'

Below the welcome message is a sign-in section with the text 'Sign in with a local account'. It contains two input fields: 'Username' and 'Password', both preceded by a red asterisk indicating required fields.

The lower portion of the screenshot shows a table of project applications. The table has columns for 'Rebate ID', 'Project ID (Created Project)', 'Location', 'Estimated Incentive', 'Verified kWh Savings', and 'Rebate Status'. A single entry is visible with the following details:

Rebate ID	Project ID (Created Project)	Location	Estimated Incentive	Verified kWh Savings	Rebate Status
RBT-343466	PRJ-383124	Sunset Towers			Not Submitted

Below the table, it says 'Showing 1 to 1 of 1 entries'. To the right of the table is a pagination control with 'Previous', '1', and 'Next' buttons.

On the right side of the portal, there are buttons for 'Submit Project' and 'Export Projects'. Below these, a section titled 'Incentive Status' shows a 'Not Submitted' status with a message: 'You have started submitted it yet. your application'. Below that, a 'Submitted' status shows a message: 'Your Application are under review'.

# Program Updates: GNE Waitlist

As of January 15, 2018:

All **GNE** (Government, Non-profit and Education) projects are **waitlisted**

- Waitlist projects are not guaranteed funding. However, waitlist projects will be the **first projects considered if/when additional funding becomes available.**
- Waitlisted projects **should complete installation** but funding is not guaranteed until the project status has been changed to “reserved.”
- As some existing reserved projects are canceled or program funding increases, waitlisted projects will be reserved for funding.

# Business Participation Recognition

We want to promote your good work!



**Excellence in Energy Efficiency Program**  
[pplelectric.com/efficiencybadge](http://pplelectric.com/efficiencybadge)

# Business Participation Recognition

## Excellence in Energy Efficiency Program



### Bronze Badge

Complete one energy efficiency project. Common projects include lighting and equipment upgrades, and custom projects



### Silver Badge

Complete 2 different types of energy efficiency projects (e.g., lighting plus refrigeration or lighting plus compressed air, or lighting plus a custom project, etc.)

**OR**

Complete 1 energy efficiency project and sign up for [paperless billing](#).



### Gold Badge

Complete 3 different types of energy efficiency projects (e.g., lighting plus a custom project or other energy efficient project)

# How Your Business Can Benefit



Funding for energy efficiency projects available through rebate incentives



Support sustainability goals



Improve work environment for employees



Lower operating and maintenance costs and increase production outputs

# How We Can Help



Technical assistance and expertise



Identify energy efficiency improvements and rebate opportunities

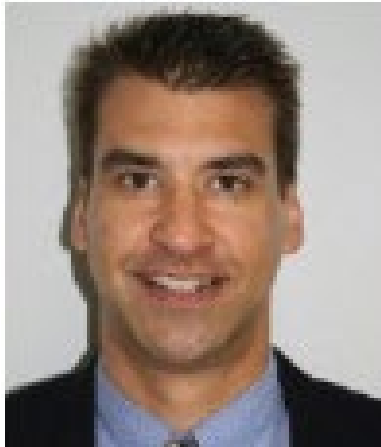


Program navigation



Resource for other financing options

# CONTACT INFORMATION



**Joe Walter**

Account Manager

PPL Business Energy Efficiency Program

Phone: 267-691-1770

[joe.walter@clearesult.com](mailto:joe.walter@clearesult.com)

[ppllectric.com/businessrebates](http://ppllectric.com/businessrebates)

Email: [PPLEUBusinessSavings@pplweb.com](mailto:PPLEUBusinessSavings@pplweb.com)

Call: 1-866-432-5501

# Questions





Thank You!