

National Grid's 2014 "Municipal Program"



Quick Hits

- National Grid's 2014 EE Summit on 9/24/2014
www.2014eesummit.com at Gillette Stadium
- www.mass.gov/eea/energy-utilities-clean-tech/green-communities MassSave Website - Forms/apps
- NSTAR/NU has very similar concerns and requirements on the Municipal Front
- You are our future allies!
- Note Taking encouraged

Definitions & Explanations

- What is a PEX? Must I use a PEX?
- PEX vs. TA Vendor vs. Your Contractor
- What is the “Municipal Program”?
- What is a TA Study?
- What is the Custom Lighting Tool?
- How does National Grid fit into Green Community Act?
- What is OBR? (Electric Only)
- What is **MassSave**?

“Municipal Program”

- For incentives, all Municipal Customers must go through our C & I - Commercial & Industrial Program (no more SBS or Direct Install)
- All PEXs can and do participate in Municipal Projects
- PEX's role in coordinating with National Grid Rep
- *Emphasis* on “Comprehensiveness” (what's that?)
- Custom Applications
 - Must pass benefit/cost test; requires analysis
- Incentive Rates
 - \$0.25 per annual kWh savings, typical but negotiable up or down
 - \$1.50 per annual Therm saved; also typical/negotiable

Municipal Program (cont.)

■ TA Assistance

- 100% cost, up to \$7500 if you move on a project
 - Put another way, cost is shared up front but is waived if you implement some or all recommendations (prevents “free audit effect”)
- Lighting Audits Excluded (PEX’s could/would do)
- Once the walk-through is complete, any contractor, PEX or otherwise, can come in to implement the recommendations
- More flexibility with Muni’s

Application Process

- Assumes you have an EE Project lined up!
- All apps on MassSave Site www.masssave.com
- 2 Types of Projects: Electric and Natural Gas
- 2 types of apps: Retrofit & New Construction
- 2 types of each app: Prescriptive & Custom
- Every App must be submitted as a package, including:
 - Front Page: Customer Signature, acct #, Sqft., Tax ID
 - “Cutsheets”
 - W-9 Info (for Fed Tax ID)

Application Process (cont.)

- App entered in work management system > App #
- Tech Analysis performed
- Pre-Inspection possible (vs. referring to code for NC)
- Commitment letter
 - Standard, or
 - “OBR” which must also be signed
- Project Begins!
- Upon Completion and Post-Inspection, Incentive Paid

Common Application Pitfalls

- **If you know them, you can avoid them!**

- These will put the brakes on any processing; incentive payment:

- No Signature

- Or wrong location for signature...

- Contractor must also sign when getting the incentive, and provide their W-9 Info

- No acct # or wrong acct #

- Great short cut here: >: Meter Number

- No Square Footage entered

- No Federal Tax ID / W-9 info

- No pertinent email address (this is a real help)

- Wrong or bad Phone Number (cell numbers are best, right?)

Common Application Pitfalls (cont.)

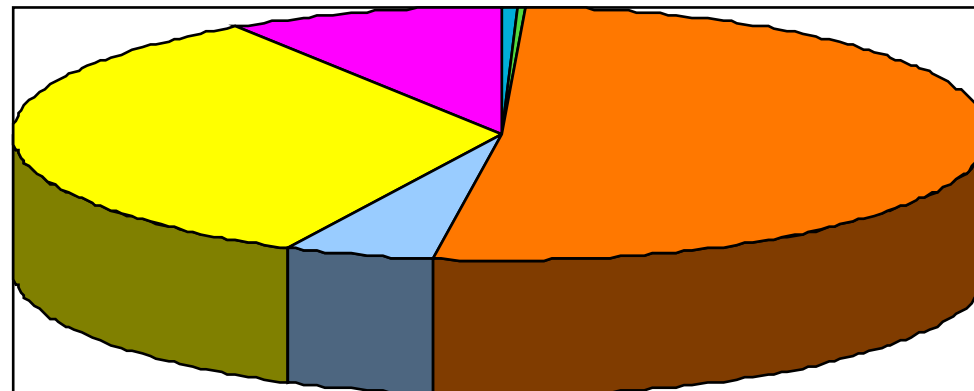
- Cut Sheet Troubles
 - “Info Blasts” or Info not identified
 - Keep support docs pertinent to project
- **Technical Analysis is incomplete** (Custom Apps)
 - > Biggest Hurdle
 - Doesn't show or prove savings
 - Use Custom Lighting Tool for Lighting Projects
- Invoice Troubles
 - Should represent Material & Labor > for project

Designated Municipal Project Support

- Bill Isaksen, National Grid Channel Sales/Municipals Central & Western
- william.isaksen@nationalgrid.com 508-922-2698
- Mike Skinner, National Grid Channel Sales/Municipals Northeast & Southeast
- michael.skinner@nationalgrid.com 781-907-1605
- Territories directly overlap with the four DOER regions
- Further Support:
 - Anthony Carlino – Technical Analysis
 - Nancy Doyon – Sales & Application Support
 - A few exceptions, but this is where to start

Comprehensiveness of PEX Applications

- Compressed Air – 4
- Cool Choice – 3
- Custom – 412
- HVAC – 42
- Lighting – 269
- VSDs - 74



- Compressed Air
- Cool Choice
- Custom
- HVAC
- Lighting
- VSDs

Looking for Opportunities - Schools

Replace High School Gymnasium Lighting:

- Total Project Cost: \$42,500
- NGRID Incentive: \$13,170 (@ \$0.25/kWh)
- Cost to customer \$29,330
- Simple payback 3.9 years
- Estimated annual electric energy savings 52,681 kWh
- Estimated annual cost savings \$7,375 (\$615/month reduction)
- CO₂ Lifetime reduction 387 Tons
- SO₂ Lifetime Reduction 1 Ton



Looking for Opportunities – Water Facilities

Drinking Water Treatment Plant: Pumps and VFD's

■ Total Project Cost:	\$358,813
■ NGRID Incentive:	\$251,169 (70%)
■ Cost to customer	\$107,644
■ Simple payback	9 months
■ Estimated annual electric energy savings	1,445,267 kWh
■ Estimated annual cost savings	\$145,538 (\$12,128/month reduction)
■ CO ₂ Lifetime reduction	953 Tons
■ SO ₂ Lifetime Reduction	2 Tons

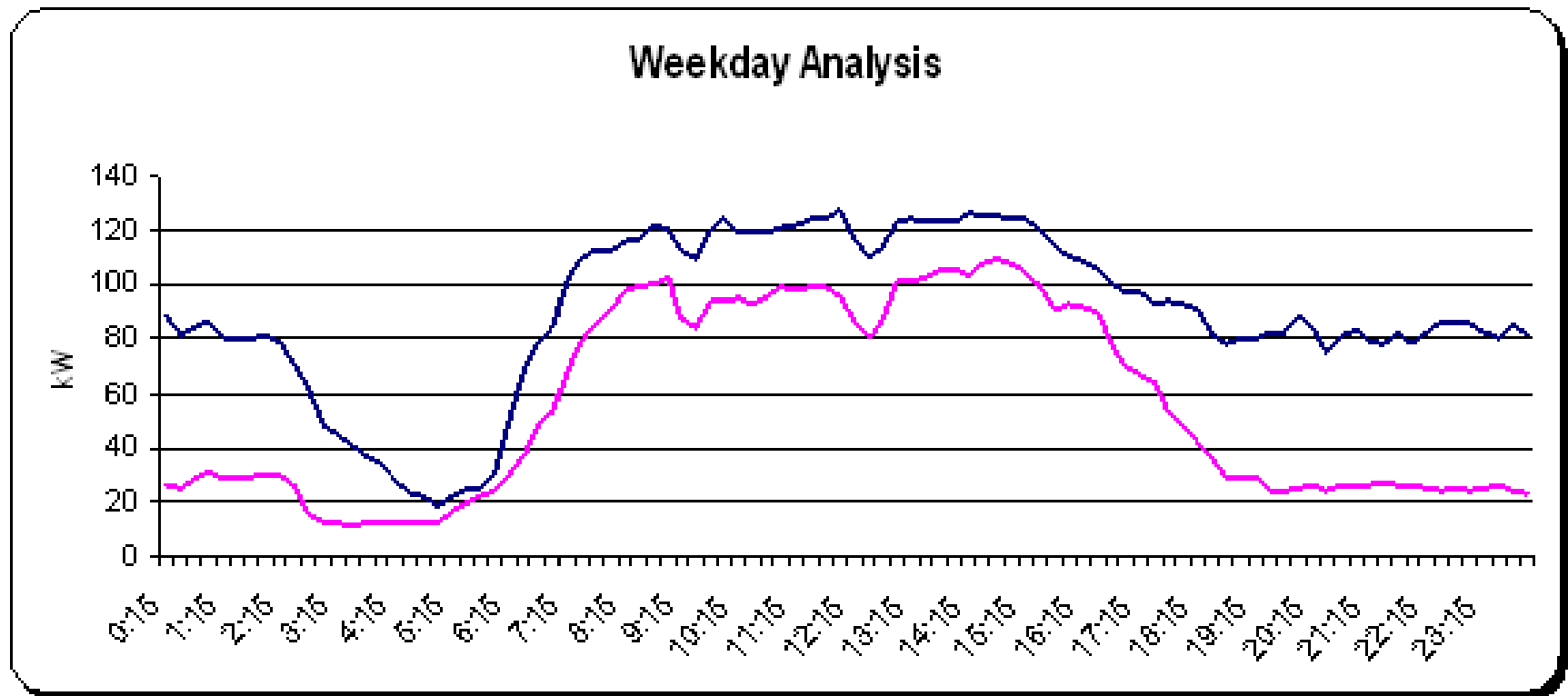


Looking For Opportunities

- Energy efficient gas heating systems
- Energy efficient air conditioning
- Efficient gas water heating
- Upgrades to (HVAC) air handler
- Indoor lighting retrofits
- Energy Management System Upgrades
- Energy Star gas and electric commercial kitchen equipment
- Outdoor lighting upgrades



Lighting Upgrade (includes controls)



Annual Decrease by 35%

Facility Name	Total Cost of Installed Measures	Authorized Incentive (w/sum)	Net Ann KWH Reduction	Simple Payback After Incentive	Sub Program Name	Application Status
Library	\$224,553.00	\$73,585.00	200,730	6.3	Custom	Payment Authorized
Elementary Sch	\$137,470.00	\$68,735.00	166,785	3.4	Custom	Company Commitment
HS Controls	\$98,241.00	\$59,508.00	162,330	2.0	Custom	Under Construction
Police	\$106,129.20	\$54,830.00	203,978	2.1	Custom	Under Construction
HS Ext Lighting	\$97,026.00	\$47,288.00	175,921	2.4	Custom	Under Construction
High School	\$100,000.00	\$43,470.00	739,004	0.6	VFD	Under Construction
Airport	\$72,073.37	\$42,118.50	102,348	2.4	Lighting	Payment Authorized
WPP - pumps	\$80,372.00	\$41,294.00	100,325	3.2	VFD	Company Commitment
High School - Ems (V	\$80,000.00	\$40,320.00	97,321	3.4	HVAC	Under Construction
Middle School BAS	\$98,534.00	\$37,867.00	103,296	4.9	Custom	Under Construction
High School	\$99,711.00	\$37,625.00	49,806	10.4	Lighting	Payment Authorized
Elementary Sch	\$88,395.00	\$34,668.00	94,569	4.7	Custom	Company Commitment
High School	\$116,274.00	\$32,578.00	121,198	5.8	Custom	Payment Authorized
Tech High School	\$81,048.00	\$31,072.00	104,606	4.0	Custom	Under Construction
Muni Led Traffic	\$76,180.80	\$28,781.00	107,069	3.7	Custom	Company Commitment
HS BAS	\$99,752.00	\$27,138.00	74,027	8.2	Custom	Under Construction
Police	\$66,170.00	\$26,618.00	99,024	3.3	Custom	Uncommitted
Water Supply	\$30,000.00	\$25,203.00	72,009	0.6	VFD	Under Construction
Town Hall	\$48,979.00	\$24,722.00	91,970	2.2	Custom	Uncommitted
WPP- supply	\$33,834.00	\$23,684.00	71,905	1.2	VFD	Company Commitment
Elementary School	\$55,835.95	\$21,145.50	75,580	3.8	Lighting	Uncommitted
Elementary Sch	\$72,858.00	\$20,921.00	77,828	5.6	Custom	Payment Authorized
High School	\$61,351.00	\$20,149.00	60,533	5.7	Custom	Closed

2013 Project Expediter List

nationalgrid

(L) = Lead PEX

(A) = Associate PEX

*Post Inspectors

Updated 08/12/13

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*Post Inspectors
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