

C&I Working Group Meeting  
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# Mass Save C&I Custom Incentives

By: Stephanie Terach, Brandy Chambers, John Kibbee & Lisa Zagura

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**Together, we make good  
happen for Massachusetts.**

Your local electric and natural gas utilities and energy efficiency service provider are taking strides in energy efficiency: Berkshire Gas, Cape Light Compact, Eversource, Liberty Utilities, National Grid and Unitil.

As one, we form Mass Save<sup>®</sup>, with the common goal of helping residents and businesses across Massachusetts save money and energy, leading our state to a clean and energy efficient future.



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# Custom Project-Definition

- **Project savings not assigned by Technical Reference Manual (TRM)**
- **Energy savings calculations required**
  - More common projects may have Custom Express Tool
  - May or may not involve Technical Assistance (TA) study



# Energy Savings Factors

- **Energy Savings Determination**

- Requires technical review by Program Administrator(s)
- Vendor neutral savings approach
- With electrification, there is an MMBTU penalty

- **Must be Cost Effective  
(pass Benefit Cost Ratio Test)**

- Vendor neutral project cost proposals
- Energy efficiency measure life is a factor
- Non-energy impacts (NEIs) influence ratio



# Factors Impacting Incentive

## Incremental vs Total Project Cost

- Incremental Cost = Total project cost- baseline cost
- Total Cost = Full project cost

## Comprehensiveness

- More measures and engagement
- Lifetime versus immediacy of savings for included measures

## Risk

- Project savings itself- occupancy, capacity realized, etc.
- Technology- 3-year plan inclusion, commercial viability, etc.
- Budget- state, Program Administrator, across the measures

# Conclusion

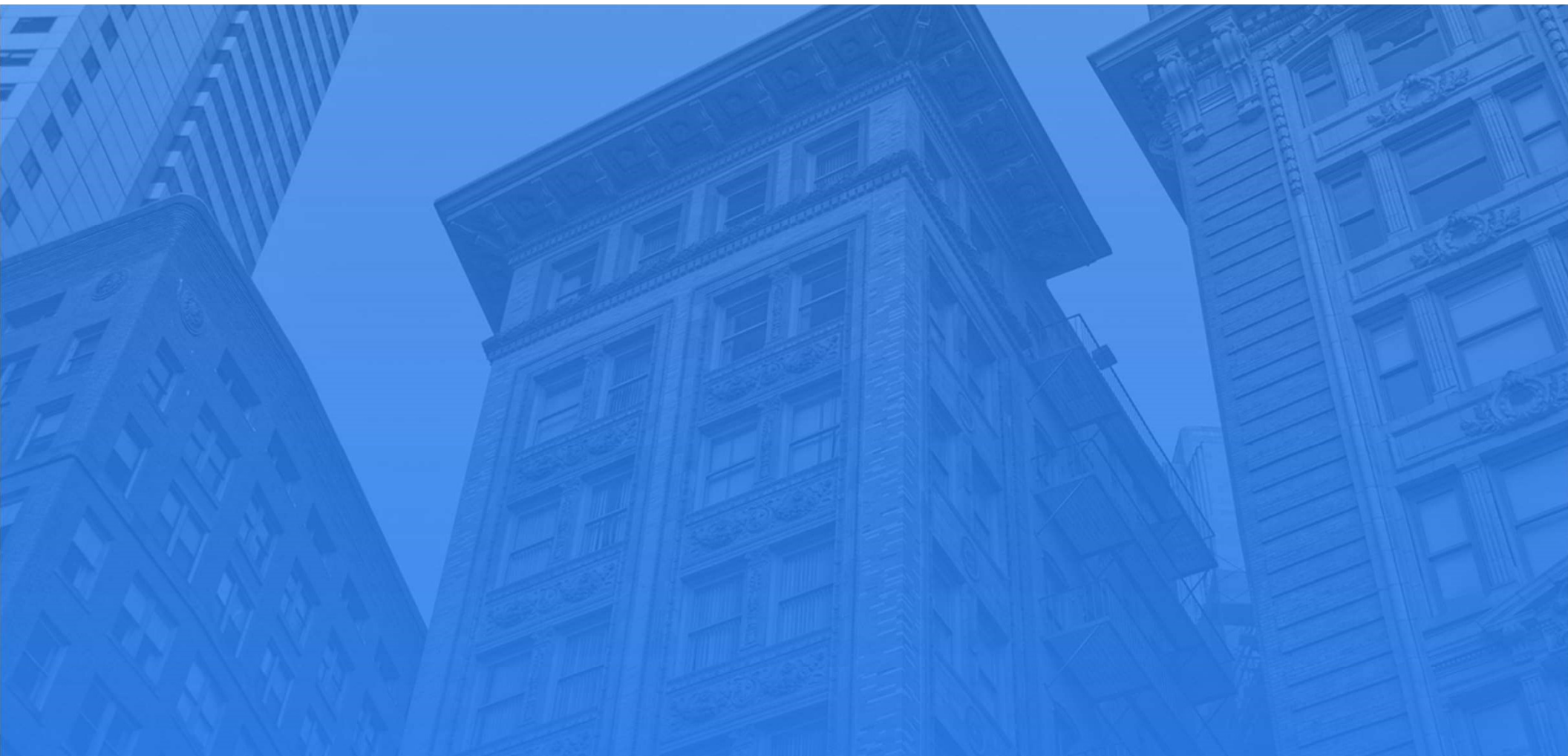
## Consistency across Program Administrators

- Approach to savings reviews
- Factors impacting incentives

## Approximate values to use for annual energy savings estimates:

- \$0.20/kWh
- \$2.00 /Therm
- Not to exceed 75% of project cost





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# Thanks for listening.

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