

# PECO Smart Ideas for Your Business

# Agenda

PA Act 129 Phase III Overview

PECO Smart Ideas for Your Business

- Commercial & Industrial Solutions

PECO Smart Ideas Trade Allies

# PA Act 129, Phase III

# PA Act 129

- Solutions designed to achieve energy efficiency
- Help customers adopt energy efficient solutions
- Embed energy efficiency into mindset of industry
- Decrease customers' overhead costs
- Divided into three phases
  - Phase I: June 1, 2009 - May 31, 2013
  - Phase II June 1, 2013 - May 31, 2016
  - *Phase III: June 1, 2016 - May 31, 2021*

 PECO®  
An Exelon Company

## Solutions and Incentives for Data Centers

As the information technology needs of your customers continue to grow, your cost of doing business does, too. PECO can help you meet the increasing demand for data storage while reducing energy costs.

**Reduce Overhead and Operating Costs**

Data centers are one of the most energy-intensive building types, consuming 10 to 50 times the energy per floor space of a typical commercial office building. They require redundancies in power and storage, as well as infrastructure to cool the equipment and manage the resulting waste heat. So they present an important opportunity for making energy efficiency improvements. At PECO, we have the technical expertise and financial incentives to help your data center become substantially more energy efficient – and help you save money.

**Incentives for Energy-Saving Measures**

Whether you're constructing a new facility, planning a major renovation or looking to reduce the operating costs in an existing data center, we offer incentives for dozens of proven energy efficiency measures to make your upgrade projects hassle-free and affordable. From upgrading old equipment to installing new high-efficiency systems and custom measures, we can help you find smart solutions to control your energy costs and improve your bottom line. See the chart on the back for typical energy efficiency solutions for data centers.



PECO. The future is on.
[peco.com/DataCenters](http://peco.com/DataCenters)

## Benefits of Energy Efficiency

- Reduce facility's operating costs
- Eliminate energy waste
  - Almost 30% of energy consumed by buildings is used inefficiently or unnecessarily
- Create a comfortable and safe environment for employees, customers, and guests
- Demonstrate environmental stewardship by reducing energy use and greenhouse gas emissions

# PECO Smart Ideas for Your Business



## PECO Smart Ideas Overview

- A suite of nine residential and seven business programs offering solutions for energy efficiency
- Customer-centric portfolio of energy solutions
  - Solutions cross every sector from commercial and industrial from nonprofits and government to retail and real estate
  - Includes whole building systems and new construction
  - Incentives designed to influence customer decisions
  - Offset the incremental capital cost of selecting more energy efficient solutions
- Motivate customers to chose higher efficiency products, equipment and processes

# PECO Smart Ideas Accomplishments

Since June 2009, more than:

- \$500 million saved by customers through PECO Smart Ideas
- 2.2 billion kilowatt hours of electricity saved through energy efficiency actions
- 8,000 incentives earned by non-residential (business) customers
- 58,000 rebates provided to customers for recycling older, working appliances

Environmental benefits savings equal to:

- Reducing vehicle emissions produced by more than 267,000 passenger vehicles
- Planting more than 2.3 million trees
- Eliminating 2.4 billion miles driven

PECO named ENERGY STAR<sup>®</sup> Partner of the Year four times



# PECO Smart Ideas for Your Business Solutions

PECO Smart Ideas offers incentives whether you're looking to reduce operating costs, construct a new facility or planning a major renovation.

- Commercial and Industrial Solutions
  - Data centers, small and large commercial and industrial businesses, municipalities, schools, assisted living facilities, and more!
- Multifamily Solutions
  - Condo and apartment buildings with three or more units
  - Master metered and residential metered properties
- Small Business Solutions
  - Restaurants, bars, convenience and grocery stores, drug and liquor stores, etc.



## Commercial and Industrial Solutions

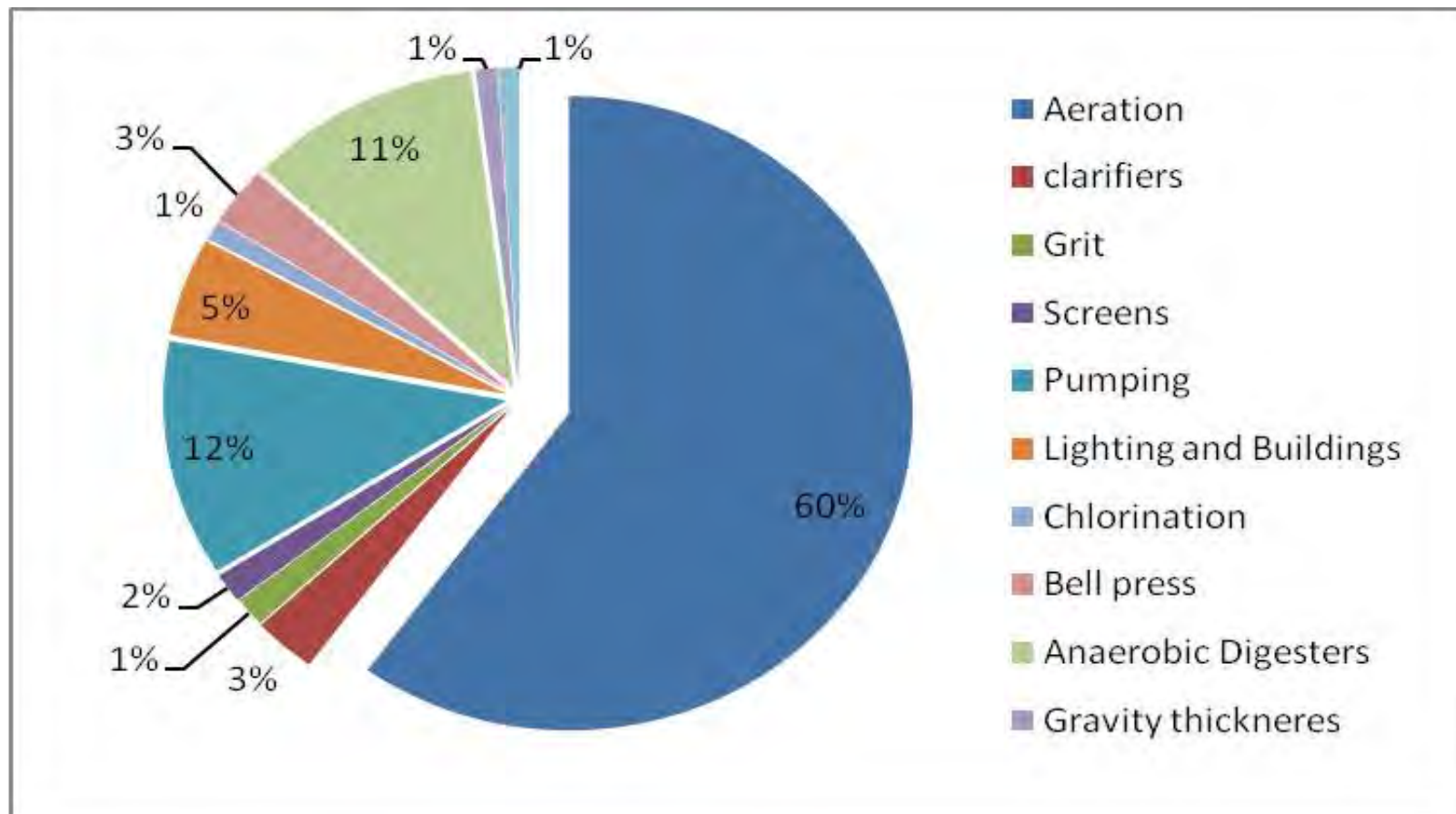


## Commercial and Industrial Solutions Overview

- Incentives for energy efficient heating and cooling systems, refrigeration equipment, lighting, variable frequency drives, and custom measures
- All non-residential customers are eligible for all incentives
- Project must provide a reduction in annual kWh usage



## Energy Distribution in Wastewater Treatment



# Prescriptive Measures

## Fixed incentive per unit

- HVAC equipment/sensors and controls
- Unitary chillers
- ENERGY STAR refrigeration and cooking equipment
- Food service
- Motors and VFD drives
- Heat pump water heaters
- Compressed air storage tanks
- Data center CRAC & CRAH units
- Lighting and controls
  - Interior/exterior and traffic signals
  - Per lamp/fixture or sign
- New construction interior lighting
- Whole building systems



# Prescriptive Motors and VSDs

Early Replacement Motors (<15 year) w/Premium Efficiency Motors

VFD/VSD on:

HVAC Fans

Chilled and Heating Hot Water Pumps

Kitchen Exhaust Hoods

Process Motors <50 hp

Dust Collection System Motor



## Custom Measures

Non-prescriptive measures that require demonstration of energy savings, such as:

- Non-unitary chillers
- Free cooling
- PC power management, smart plugs, plug load management
- Building envelope - white/green roof, windows, air sealing, weather-stripping
- Process cooling - mushroom farming, manufacturing
- Process upgrades - HEPA filtration, aeration, new equipment
- Compressed Air supply measures
- ENERGY STAR office equipment



Incentives paid per annual kWh saved in the first year of operation

- Eligibility determined on a case-by-case basis
- Provide the methods used to determine estimate
- Pre and post metering may be required
- Submit a savings estimate and program staff will evaluate to determine final kWh savings



## Custom Measures – Water Treatment

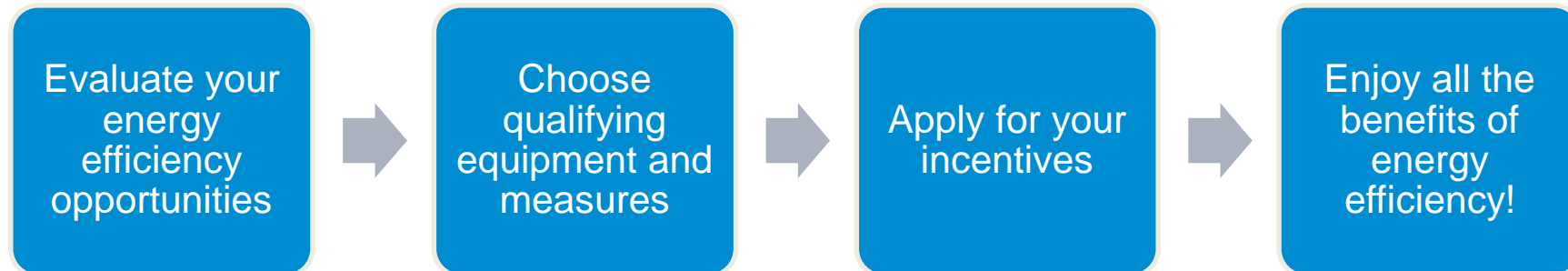
- Variable Speed Drives; Pumping, Aeration
- Premium High Efficiency Pumps/Blower Motors
- Process Modifications and Control Systems
- Fine Bubble Diffusers
- Air Compressor with VFDs
- High Efficiency HVAC and Controls
- High Efficiency Lighting and Controls



## Start Saving Today

Call the PECO Smart Ideas team at 1-844-4BIZ-SAVE (1-844-424-9728) or, email [pecosmartideas@dnvgl.com](mailto:pecosmartideas@dnvgl.com).

We'll help you:



## PECO Smart Ideas Trade Allies



# Trade Ally Program Overview

- Leverage PECO Smart Ideas to grow business
- Exclusive access to training and education
- Listing on the PECO website and through the Call Center
- Access to marketing materials, special promotions and offers
- Newsletters and alerts
- Trade Ally networking and events
- Assigned outreach personnel



**Trade Alert**  
Special Update for PECO Trade Allies

Dear Kelly,

PECO is pleased to announce that Phase III of the PECO Smart Ideas program is now underway.

To help you make the most of the program, we will be hosting two training opportunities for Trade Allies. There is still time to register!

**Trade Ally Webinar**  
Wednesday, August 24 from 8:30 AM EDT – 9:30 AM EDT.\*

This webinar, only for PECO's Trade Allies, will provide an overview of what's new in Phase III:

- New prescriptive measures and incentive structures
- Application submission requirements
- New worksheets
- Online resources
- Optional PECO Lighting Worksheet demonstration \*


\*At the conclusion of the main presentation, the team will review the PECO Lighting Worksheet. Those interested in lighting measures should remain on the line until 10:30 AM EDT.

# Trade Allies

## Industry Service Providers:

- HVAC
- **Motors/Pumps/Drives**
- Refrigeration and Food Services
- Building Automation
- **Compressed Air**
- **Lighting/Lighting Controls**
- Certified New Construction
- Building Shell/Envelope
- **Process Automation**
- Data Center
- Rebate Processing
- **Water Treatment**
- Water Heating
- Energy Audits
- **ESCOs (Energy Service Companies)**
- Financing
- Commissioning/Retro-Commissioning

# Contractor Learning Center

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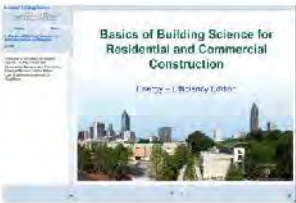
Category  
**All Categories** ▾

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**About**

Browse & Search the course catalog. Feel free to enroll in courses you are interested in.


Course Name (A-Z) ▾ Q



**Basics of Building Science**

This course provides an Introduction to the principal concepts of building science including: basic building practices; heat, air and moisture movement through buildings; and common practices for inc... [Read More](#)

Rating ★★★★☆	Released 20 Apr 2015	Content 2	Difficulty Basic	<a href="#" style="background-color: #0070C0; color: white; padding: 5px 10px; text-decoration: none;">Enroll</a>
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**Commercial Plan Review**

Overview of Commercial Plan Review for ASHRAE 90.1, generally applicable to commercial provisions of the IECC [Read More](#)


Released 05 Sep 2015	Content 14	Difficulty Basic	<a href="#" style="background-color: #0070C0; color: white; padding: 5px 10px; text-decoration: none;">Enroll</a>
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**Introduction to Commercial Building HVAC Systems and Energy Code Requirements**

**Intro to Commercial Building HVAC Systems and Energy Code Requirements**

This course provides an overview of common commercial building Heating, Ventilating, and Air-conditioning (HVAC) systems as they relate to energy code requirements. Learn about the most common HVAC s... [Read More](#)

# Find a Trade Ally



**PECO**  
An Exelon Company

**Welcome to the PECO Smart Ideas for Your Business Contractor Database**

Find a contractor by entering your city or zip code or by entering a contractor's name.

Philadelphia, PA 19108, USA  in 25 mi

Services Provided

OR

Contractor Name

Search for Contractors

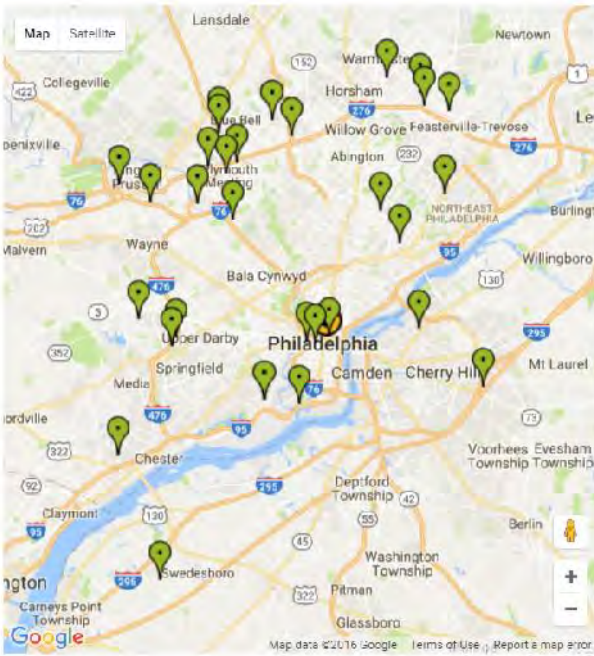
[Clear Search](#)

**Sample Company 1 (0.5 mi)**  
111 Sample A Street, Philadelphia, PA 19000

**Sample Company 2 (1.00 mi)**  
222 Sample B Street, Philadelphia, PA 19000

**Sample Company 3 (5.00 mi)**  
333 Sample C Street, Philadelphia, PA 19000

**Sample Company 4 (10.00 mi)**  
444 Sample D Street, Philadelphia, PA 19000



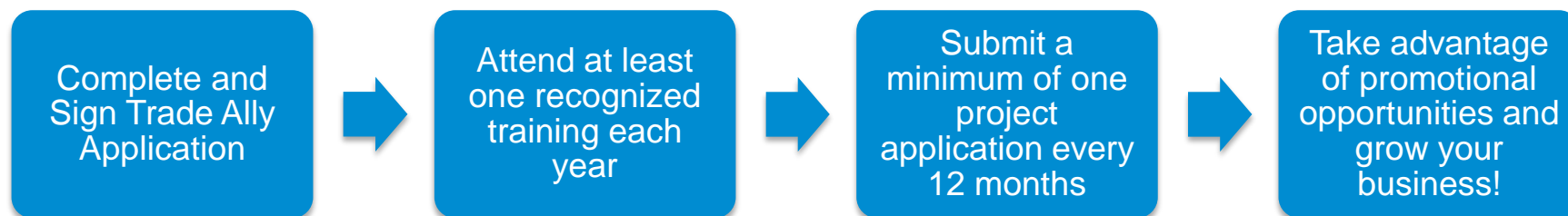
Map Satellite

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## Become a Trade Ally

Call the PECO Smart Ideas team at 1-844-4BIZ-SAVE (1-844-424-9728) or email [pecosmartideas@dnvgl.com](mailto:pecosmartideas@dnvgl.com).

We'll help you:



Thank You!