

# 2020 Foodservice Incentive Program Update

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Chris Chetley, Advisor DSM Programs, Enbridge Gas Inc.

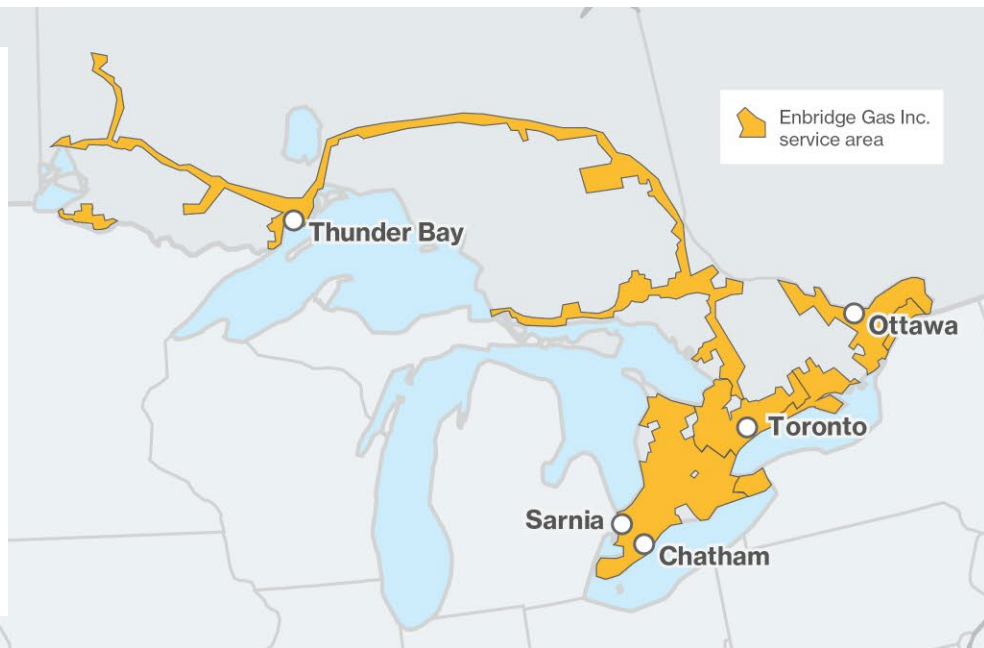
# Enbridge Gas Inc.



North America's largest natural gas storage, transmission and distribution company

**We deliver the energy that enhances peoples quality of life.**

- **Values**  
Safety, Integrity, Respect.
- **Experience**  
170+ years of experience in safe and reliable service.
- **Distribution Business**  
3.7M customers, heating >75% of Ontario homes.
- **Dawn Storage Hub**  
Canada's largest and one of the top-5 natural gas trading hubs in North America.
- **DSM Programs**  
Saved customers ~19 billion cubic metres of natural gas.



# 2020 Foodservice Energy Efficiency Incentives



## Program Updates

- **NEW** Distributor Discount Program – Delivered in market by CLEAResult
  - Condensing Water Heaters (Tankless & Storage)
  - Condensing Unit Heaters
  - ENERGY STAR® Fryers
  - ENERGY STAR® Steam Cookers
  - High Efficient Under-fired Broilers
- Customer Incentive Program - Foodservice
  - Demand Control Kitchen Ventilation
  - Discontinued in 2020
    - Condensing Commercial Furnaces
    - ENERGY STAR® Dishwashers

# Demand Control Kitchen Ventilation



## Customer Incentives

- Retrofit installations:
  - ≤ 5,000 CFM 55% to a max. of \$4,000
  - 5,001-10,000 CFM 55% to a max. of \$7,000
  - 10,001-15,000 CFM 55% to a max. of \$11,000
- New construction installations:
  - ≤ 5,000 CFM \$1,200
  - 5,001-10,000 CFM \$3,000
  - 10,001-15,000 CFM \$4,400

## Program Eligibility

- Customers must have a valid Enbridge Gas account number
- For retrofit applications, must replace existing constant volume kitchen exhaust hood
- Incentive amount cannot exceed 55% of the total cost to a maximum of the incentive amount per size

## Service Provider Spiffs

- Installers: \$100/unit
- Distributors: \$50/unit

## Contact Information

- Website: [enbridgesmartsavings.com/experts](https://enbridgesmartsavings.com/experts)
- Email: [energyservices@enbridge.com](mailto:energyservices@enbridge.com)

# Distributor Discount Program

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Ted Baker, Conservation Account Manager, CLEAResult

# A new way to save for the food service & restaurant industry



The Distributor Discount Program offers rebates through distributors & retailers of high-efficiency equipment

The program is delivered by CLEAResult, on behalf of Enbridge Gas Inc.

It's never been easier to save energy and cut costs in your kitchen!

## FOR RESTAURANT OWNERS & OPERATORS

- Save up to 30% on energy costs
- Receive discounts on high efficiency products to upgrade your kitchen
- No application process for rebates – just bring the installation address at the point of sale
- Contact [midstreamprogram@clearesult.com](mailto:midstreamprogram@clearesult.com) for more information on how to participate

## FOR DISTRIBUTORS & RETAILERS

- Offer rebates and discounts to your customers on premium products
- Flexibility on incentives offered at point of sale
- Access customized training and marketing to help you promote your products
- One-stop-shop for rebate processing and reporting – we pay you within 10 days!
- Contact [midstreamprogram@clearesult.com](mailto:midstreamprogram@clearesult.com) to enroll or access program materials

# Rebates available for high efficiency commercial kitchen & HVAC equipment

## COOKING EQUIPMENT



ENERGY STAR® Steam Cookers



ENERGY STAR® Fryers



High-efficient Broilers

## HVAC EQUIPMENT



Condensing Unit Heater



Condensing Storage Water Heater



Condensing Tankless Water Heater

## What's new?

- All major brands are eligible – visit us at Booth 638 for more information
- No paperwork, no wait – receive discounts on eligible products when you purchase from a participating distributor
- Eligible products must be:
  - ENERGY STAR® or AHRI certified
  - Installed at a commercial Enbridge gas address

# What's eligible for a rebate?

All major brands are eligible for a rebate. Products must be natural gas and meet efficiency criteria.

ENERGY STAR® Commercial Fryers	
<b>Why buy?</b> Easier to clean and significant cooking oil savings per use.	
Electrolux	Pitco
Frymaster	Ultrafryer
Henny Penny	Vulcan

ENERGY STAR® Commercial Steam Cookers	
<b>Why buy?</b> Save 613,000 litres of water annually.	
Accutemp	Market Forge
Cleveland Range	

High-efficiency Underfired Broilers
<b>Why buy?</b> More even heat distribution can make food quality more consistent.
Vulcan-Hart

Condensing Tankless Water Heaters	
(minimum 94.5% thermal efficiency)	
<b>Why buy?</b> Free up floor space and produce hot water on demand.	
A.O. Smith	Noritz
Bosch	Rheem
Navien	Rinnai

Condensing Storage Water Heaters	
(minimum 92.9% thermal efficiency)	
<b>Why buy?</b> Enjoy improved efficiency from better insulation.	
A.O. Smith	Lochinvar
Aerco	Navien
American	Noritz
Bradford White	RBI
HTP	Rheem
Keystone	State

Condensing Unit Heaters	
(minimum 90% thermal efficiency)	
<b>Why buy?</b> Up to 20% more efficient than non-condensing models.	
Modine	Sterling Nexus
Reznor	

Don't see your preferred brand here? Contact [midstreamprogram@cleareresult.com](mailto:midstreamprogram@cleareresult.com) for more information



# Where can I participate?

The Distributor Discount Program is offered at all major distributors & retailers across the province. Bring the installation address with you at point of sale to qualify for a rebate.

## FOR COOKING EQUIPMENT



## FOR HVAC EQUIPMENT



Don't see your location here? Contact [midstreamprogram@clearResult.com](mailto:midstreamprogram@clearResult.com) today to enroll or for more information

# Questions

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Contact [midstreamprogram@clearResult.com](mailto:midstreamprogram@clearResult.com)

Visit us at Booth 638 for more information

