

**NOVEMBER 19, 2021**

# Save on Energy Panel Discussion: Driving Operational Savings in Mid-Tier Commercial Buildings

**Presented by the IESO**

# Today's Presenters

Rob Edwards: Business Advisor, IESO

Jess Burgess: Consultant, Canadian Institute for Energy Training/Econoler

Panelists: Lee Hodgkinson, Dream Unlimited  
Linda Leistner, Berkeley Castle  
Justin Taylor, Greenrock Real Estate Advisors

# Agenda

1. Introduction
2. Mid-Tier CRE Energy Study Recap
3. Panel Discussion: Saving Energy and Improving Operations
4. Resources for Mid-Tier Buildings
  - Walk-through video and measure guides
  - Save on Energy programs
  - Retrofit Support
5. What's Next?

# About the IESO



Reliably operate Ontario's Province-wide system 24/7



Plan for Ontario's future energy needs



Enable competition and create efficient electricity markets



Enable province-wide energy efficiency



Purposefully engage to enable informed decisions



Support innovation



Cybersecurity leadership



Smart Metering Entity

# 2021-2024 CDM Framework

- \$692M, four-year CDM Framework launched in January 2021
- Centrally delivered by the IESO under the Save on Energy brand
- Programs target commercial, institutional and industrial customers with opportunities for residential electricity consumers
- Renewed programming for income-eligible electricity consumers and on-reserve First Nation communities



# Save on Energy Programs

- Ontario businesses, large and small, have access to incentives for retrofits and other energy-efficiency projects to lower energy costs
  - Retrofit Program
  - Energy Performance Program
  - Training and Support
  - Energy Manager Program
  - Small Business Program
  - Existing Building Commissioning Program (targeting spring 2022)





# Mid-Tier CRE Energy Study Recap



# Market Characterization

- Class B and C commercial real estate facilities
- Primarily office (mixed use)
- 10,000-250,000 ft<sup>2</sup>
- More than 10,000 buildings in Ontario





# Why is energy efficiency important in Mid-Tier CRE?

- Achievable Potential Study identified this sector as having high potential
- Small and large offices: account for 33 percent of commercial electricity consumption in Ontario and an estimated 3,000 GWh or 23 percent of commercial electric energy-efficiency potential
- Mid-tier facilities comprise 60 percent of the total office square footage
- Limited participation in Save on Energy programs; primarily lighting
- Strong industry interest: BOMA, CaGBC, TAF, NRCan

# Mid-Tier CRE Study Context and Objectives

- What were the goals of the study?
  - How does the sector view energy efficiency/energy management?
  - Do the sector track energy spend/usage?
  - What are the sector's drivers/barriers to energy efficiency?
  - What are the applicable decision-making processes?
  - Does the sector have access to capital?
  - How to reach/engage the sector?

# Study Design and Methodology

- Conducted detailed, three-part survey
  - 76 building owners and property managers
  - 351 buildings in Ontario
    - Represent 10.4 percent of Class B, C rentable building area in Ontario
    - Buildings range from 10,000-250,000 ft<sup>2</sup>
- Site visits at eight mid-tier facilities, including building walk-throughs and interviews with on-site staff

# Mid-Tier Energy Study “Top 5” Findings



Mid-Tier Commercial Real Estate Energy Study available at:  
<https://saveonenergy.ca/For-Business-and-Industry/Publications>



# Panel discussion: Saving Energy and Improving Operations

# Today's Panel



**Lee Hodgkinson**, Director of Environment, Health & Safety, Dream Unlimited



**Linda Leistner**, Manager & Building Operator, Berkeley Castle



**Justin Taylor**, Chief Operating Officer, Greenrock Real Estate Advisors

**Greenrock**  
Commercial Services

**Earth AWARDS**  
BOMA Canada

**Postmedia Place - 365 Bloor Street East**  
Owned by: 505896 Ontario Limited Operating as Postmedia Place  
Managed By: Greenrock Commercial Services

**BOMA 2021**  
NATIONAL AWARDS GALA / GALA DES PRIX NATIONAUX

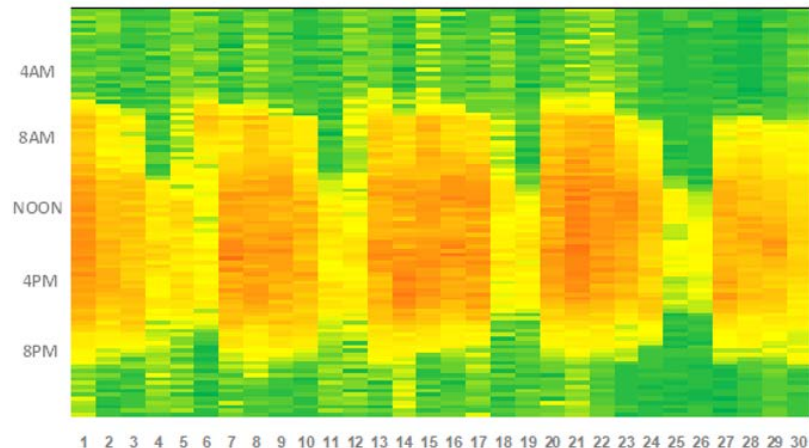


# Your Energy Data – A Powerful Tool



Monthly Energy Use			
	August 2020	August 2021	Change vs Last Year
Electricity	72,342	68,054 kWh	-6%
Natural Gas	1,155	77 m <sup>3</sup>	-93%
Water	655	561 m <sup>3</sup>	-14%
Water Use Intensity	11.7	10.0 L/ft <sup>2</sup>	
<b>Total Monthly Energy Intensity</b>	<b>1.51</b>	<b>1.23 ekWh/ft<sup>2</sup></b>	<b>-18%</b>
Heating Load <sup>1</sup>	0	0 HDD	0%
Cooling Load <sup>1</sup>	127	179 CDD	41%

<sup>1</sup> Monthly heating/cooling loads represented as heating degree days (HDD) or cooling degree days (CDD)



# Berkeley Castle



Former knitting factory built in the 1850s near Lake Ontario in what was Toronto's east end. Restored and converted in 1980, it now houses about 60 businesses in six interconnected buildings and offers 135,000 sq. ft. of office and retail space.

2 Berkeley Street  
Toronto, Ontario,  
[BerkeleyCastle.ca](http://BerkeleyCastle.ca)



# Participant Q&A

Please submit your questions using the Chat



# Resources for Mid-Tier Buildings

# Video Guide: How to Conduct an Energy-Efficiency Walk-through

Concise how-to video for building operators, supervisors, property managers



# Energy-Efficiency Measure Guides for Mid-Tier CRE

- Common technologies common in mid-tier CRE buildings
- Typically offer high return
- Retrofit incentives available
- Guides for:
  - Lighting controls
  - Variable frequency drives
  - Electronically commutated motors
  - Chillers



# Retrofit Program

- Enhanced list of prescriptive measures, improved application process and reduced administrative burden for applicants
- Previous custom track replaced by three streams of measures to include those most commonly applied for in the program's former custom measure track
  - Includes Lighting, HVAC, and Manufacturing and other Equipment
- Opportunity to keep pace with changing marketplace needs over the four-year framework



# Ready to Start your Project?

## OPTION ONE

Call us at

**1-844-303-5542**

for application support or  
general questions.

Email:

[retrofit@ieso.ca](mailto:retrofit@ieso.ca)

## OPTION TWO

Provide us with information  
about your project and we'll  
call you back to provide  
tailored advice.

Get a call:

<https://saveonenergy.ca/en/Start-your-retrofit-project>

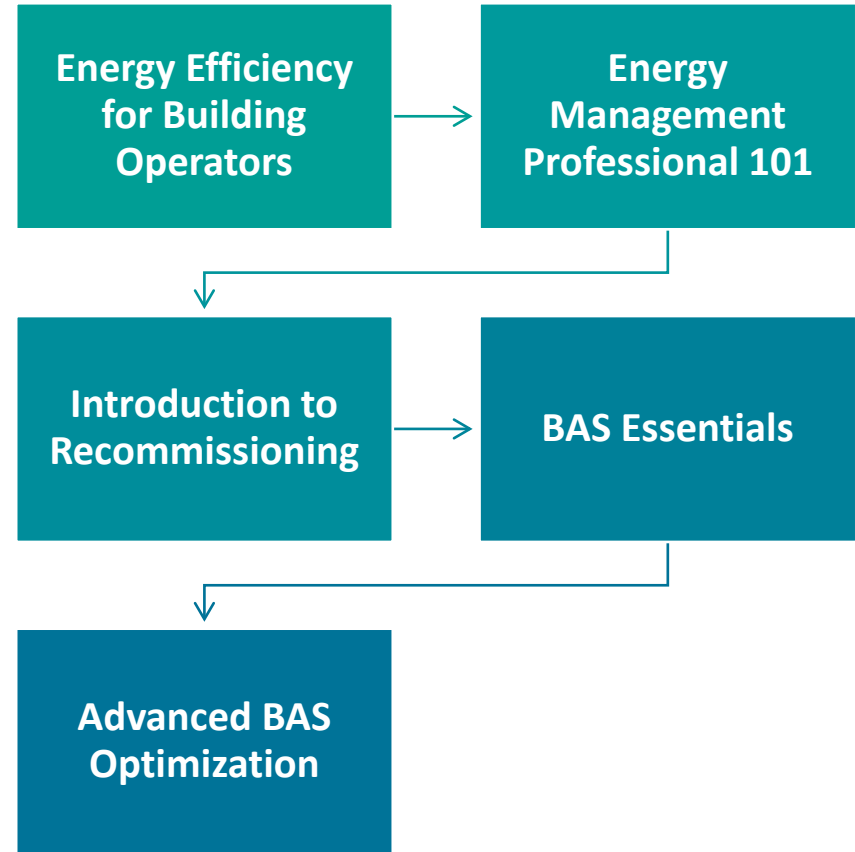
# Energy Performance Program

- Holistic approach to energy savings: operational + behaviour + capital
- Savings determined by comparing annual metered consumption to the baseline energy model
- Incentive of \$0.04/kWh paid each year for three years + \$50/kW adder for summer peak demand savings (weekdays June to August)
- Facilities need to save at least five percent energy savings (check in after year 2)



# Training and Support

- Professional certification, specialized and foundational training programs
- Save on Energy offers incentives of up to 50 percent on select training programs that can help build your organization's energy expertise
- Courses offer a range of professional development pathways
  - Energy management fundamentals
  - Operational energy efficiency
  - Technical courses: Recommissioning, Building Automation Systems (BAS)
  - Making the business case





## What's Next?

## What's Next?

- Continued programming and support for Mid-Tier CRE operators and trade allies, such as new workshops and program information sessions.
- Two virtual workshops:
  1. *Improving cost, comfort, and carbon footprint in condo buildings*  
Monday, November 22, 1-2:30 p.m. EST [Registration web link](#)
  2. *How to get the most value from your building energy data*  
Thursday, December 9, 1-2:30 p.m. EST [Registration web link](#)

# Existing Building Commissioning Program Update

In 2022, the IESO will launch a program to help building owners hire a commissioning agent to tune up their buildings

- A building tune-up can find savings and improve occupant comfort by reprogramming and repairing energy-using systems
- All buildings "drift" away from how they should work, and some were not set up properly in the first place, so a building tune-up can help
- Minor replacement of some equipment would be allowed, but incentives for most capital projects would be accessed through other Save on Energy programs ineligible in this program

## Resources for Mid-Tier Buildings

Energy efficiency guides for mid-tier buildings, Mid-Tier CRE Energy Study and Study Backgrounder: <https://saveonenergy.ca/en/For-Business-and-Industry/Resources/mid-tier-commercial-real-estate-and-EE>

Training and Support: <https://saveonenergy.ca/For-Business-and-Industry/Training-and-support>



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# Thank you

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