

Retrofit Webinar

Retrofit Update, Achievable Potential Study and Q&As

Webinar – November 28, 2019

Agenda

- About the IESO and Save on Energy programs
- Retrofit Program Update
- Achievable Potential Study
- Your Questions
- Webinar Q&A Session

IESO: Who We Are and What We Do



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



Support innovation



Create electricity market efficiencies



Work closely with communities to explore sustainable options



Plan for Ontario's future energy needs



Enable province-wide energy efficiency

2019-2020 Energy Efficiency Interim Framework

- The IESO is delivering a suite of energy-efficiency programs from April 1, 2019, to December 31, 2020, with support of various delivery partners
- Focused on reducing the cost of program delivery, while ensuring the availability of energy efficiency to support consumers and the electricity system



The Retrofit Portal

Retrofit Portal is used to submit Retrofit Applications and is accessible through Save on Energy website.

If you're having trouble accessing, or have questions, call 1-844-303-5542 or email retrofit@ieso.ca



The screenshot shows the IESO Programs dashboard with a blue header bar containing the text "Available Programs". Below the header, a welcome message reads: "Welcome to the IESO Programs dashboard. Please select the program you wish to participate in below to proceed to the appropriate site." There are two program cards. The left card is titled "FIT-microFIT Supplier" and features a photograph of solar panels in a field. Below the photo, it states: "The Feed-In Tariff (FIT) Program was developed to encourage and promote greater use of renewable energy sources. The microFIT Program supports the development of small or 'micro' renewable electricity generation projects (10 kilowatts (kW) or less in size) such as solar panel installations." The right card is titled "Retrofit" and features the "SAVE ON ENERGY" logo with the tagline "POWER WHAT'S NEXT". Below the logo, it says "Submit a Retrofit Application" and "The Retrofit program is designed to provide a variety of options for businesses, so you can find the right fit for your operations, regardless of your industry." A red circle highlights the Retrofit card.

Past IESO Webinars for Retrofit

Our monthly webinar series is available online at SaveOnEnergy.ca. Previous webinars have provided information on a variety of topics.

August: *Retrofit 101* – top tips for a smooth application process

September: Answers to the help desk's most asked questions and invoice requirements

October: Retrofit application process and unique selling features of the program



Resources and support

Take advantage of our Retrofit training and resources to help you successfully complete your project application.

RETROFIT PROGRAM

Retrofit Program

The Retrofit program continues to be a popular option for Ontario businesses, enabling them to upgrade to more energy-efficient equipment.

As we approach the end of the year, now is a prime opportunity to follow up with your customers. This is an opportunity to:

- Follow up on projects you may have quoted on
- See if your customer is ready to start their project
- Help your customer if they've received a request for more information on their application
- Help your customer process their incentives

Retrofit Program – Pre-Approval

In some instances, customers may have open applications that require more information in order to receive pre-approval. This is a great opportunity to help you move projects from concept to completion.

A few notes to consider:

- If your application is submitted with all complete documents, the review time is 2 to 3 weeks
 - For applications that have been submitted but have not received pre-approval, check to see if you or your customer has received an email request from the technical reviewer asking for missing information.
- Note: If you have submitted an application and have started the project, you still need pre-approval to ensure that you have the right documentation for post-approval and to confirm how much your incentive could be.

Keep in mind that inactive or dormant applications may be cancelled in the future, so act now

Retrofit Program – Post-Approval

- For projects where an application has been submitted and pre-approval granted, now is an ideal time to follow up and keep the momentum going with your customer.
- You can follow up by reminding your customer that they are “leaving energy savings on the table” by not finishing their project and submitting a post-project submission and or invoice for their incentive
- For applicant representatives, don’t forget to submit all of your paperwork to ensure your customer receives their incentive payment

2019 ACHIEVABLE POTENTIAL STUDY

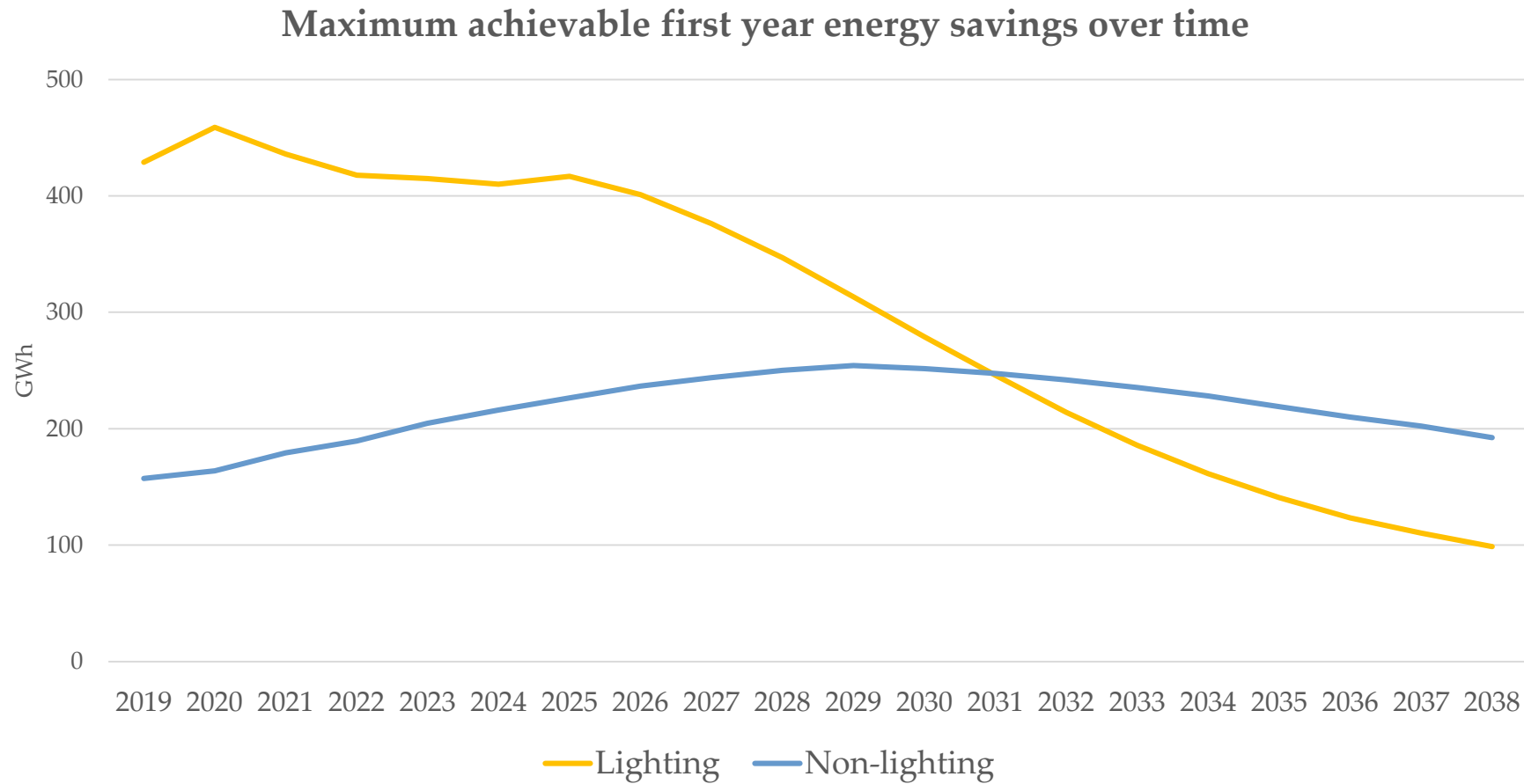
2019 Achievable Potential Study

The IESO released the 2019 achievable potential study, highlighting opportunities for energy efficiency across the province from 2019 – 2038.

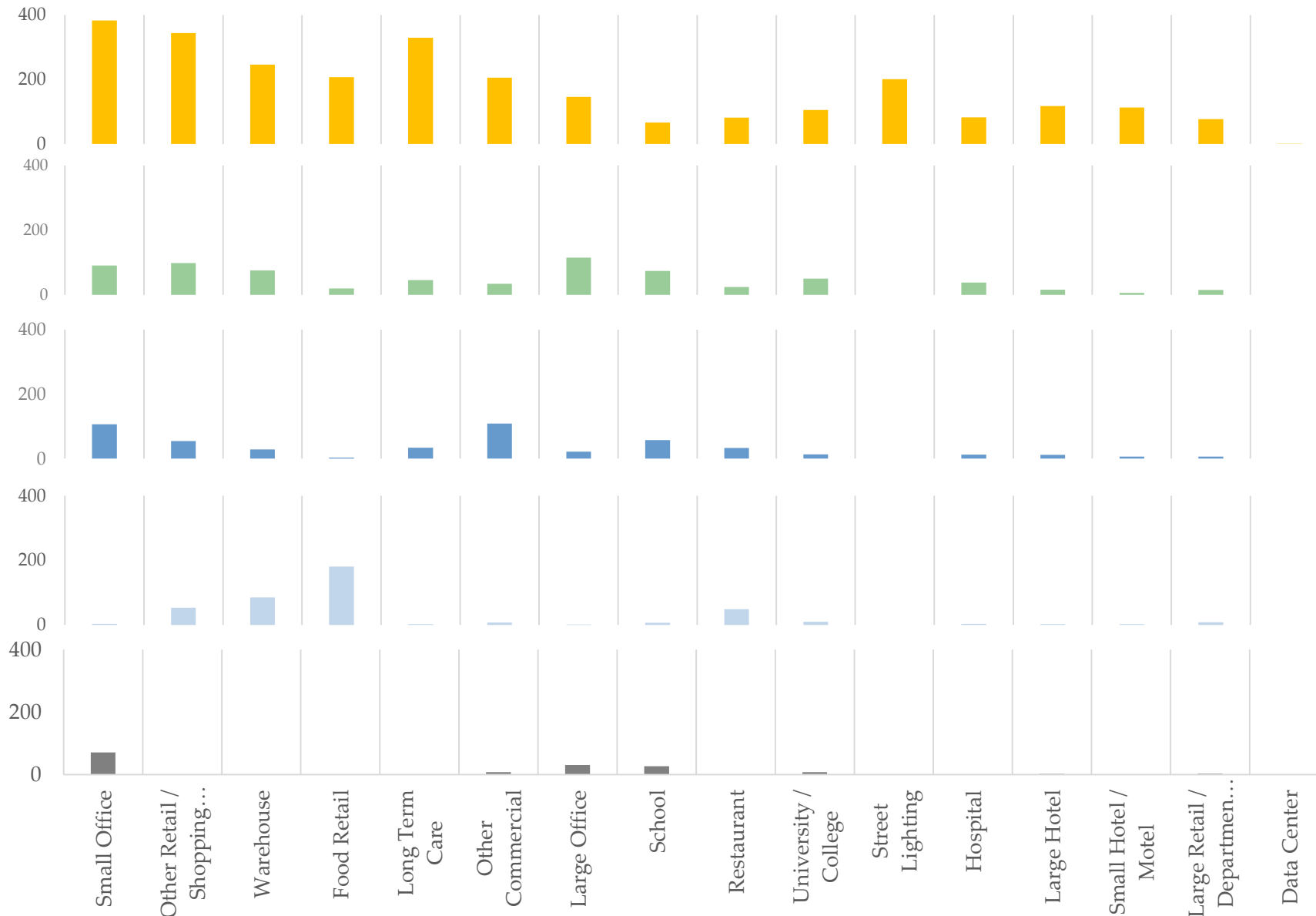
This study shows that energy efficiency will continue to be a cost-effective resource for the province's power system, and also provides valuable insights to channel allies on what types of potential exist.

The full study is available for download at [IESO.ca](https://ieso.ca), and provides insights into both electric and gas saving opportunities.

Commercial Sector Potential (Lighting and Non-Lighting)



Commercial Sector by Segment and End Use



Lighting

Highest end use potential

Whole building & ventilation

Space heating & cooling

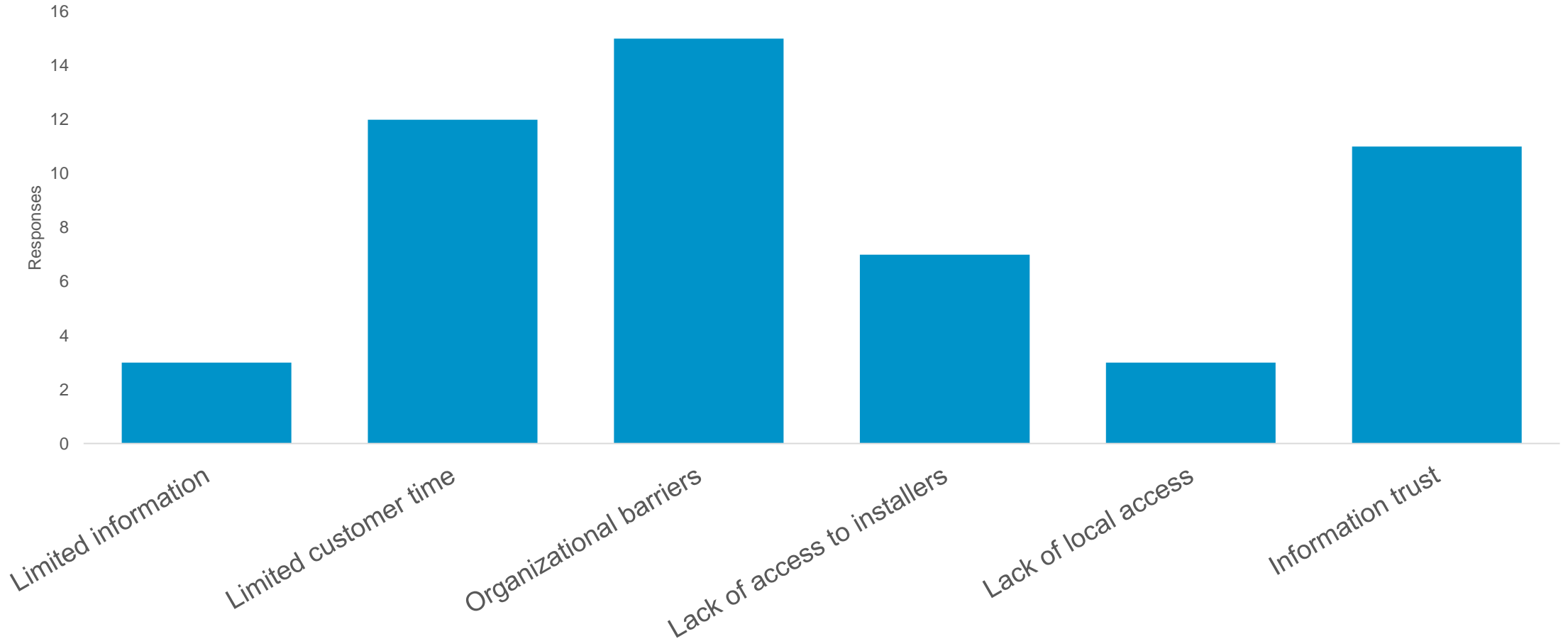
Refrigeration

Highest in retail, warehouses and restaurants

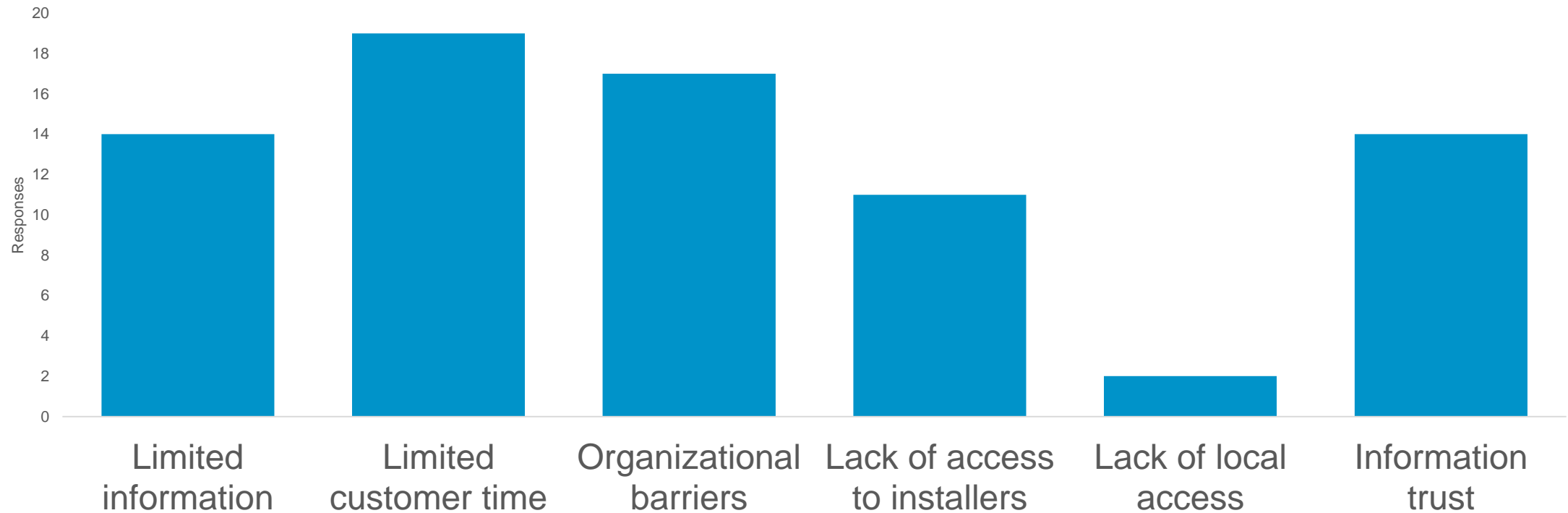
Plug load

Highest in large and small offices and schools

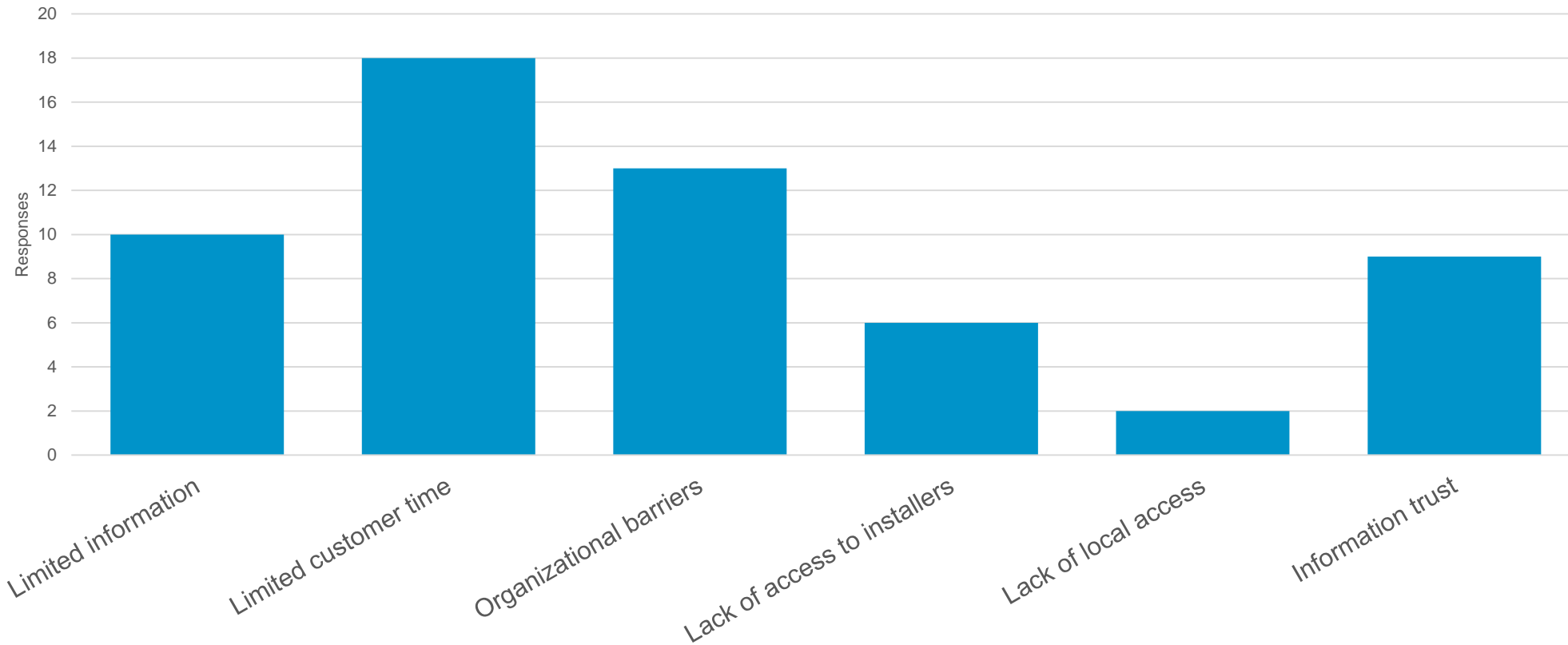
Commercial Sector Market Barriers – LED Adoption



Commercial Sector Market Barriers – Advanced Controls



Commercial Sector Market Barriers – Heating Equipment



YOUR QUESTIONS

Your Questions

What are some HVAC-specific opportunities?

The Retrofit program provides many opportunities for upgrades to HVAC equipment. A few of these upgrades include:

- Incentives for rooftop units (RTU)
- Variable Speed Drives (VSD) / Variable Frequency Drives (VFD)
- Occupancy sensors that can control HVAC systems
- Building automation systems that can help manage overall HVAC systems
- Electronically commutated motors
- Chillers
- And much more through the custom application process

Your Questions

Is there information on what ballast tables are being used as some reviewers are rejecting wattages on the engineered ballast table?

Project work sheets are available on the SaveOnEnergy.ca website. Look for the [engineered lighting worksheet](#), which will provide information on ballast tables.

T8 Lamps - Magnetic Rapid Start Ballast

Lamp Type	Ballast Factor (As Specified)		
	Lamp Qty	Ballast Factor	Input Wattage
4' - T8 32W	1	0.95	35
	2	0.99	74

T8 Lamps - Electronic Instant Start Ballast

Lamp Type	Normal Ballast Factor		
	Lamp Qty	Ballast Factor	Input Wattage
4' - T8 25W	1	0.88	23
	2	0.88	46
	3	0.88	67
4' - T8 28W	1	0.88	26
	2	0.88	52
	3	0.88	76
4' - T8 30W	1	0.88	28
	2	0.88	55
	3	0.88	81
4' - T8 32W	1	0.88	30
	2	0.88	59
	3	0.88	86

Lamp Type	Low Ballast Factor		
	Lamp Qty	Ballast Factor	Input Wattage
4' - T8 25W	1	0.78	22
	2	0.78	40
	3	0.78	59
4' - T8 28W	1	0.78	25
	2	0.78	45
	3	0.78	67
4' - T8 30W	1	0.78	26
	2	0.78	48
	3	0.78	71
4' - T8 32W	1	0.78	28
	2	0.78	51
	3	0.78	75

Lamp Type	High Ballast Factor		
	Lamp Qty	Ballast Factor	Input Wattage
4' - T8 25W	1	1.20	32
	2	1.20	61
	3	1.20	89
4' - T8 28W	1	1.20	36
	2	1.20	69
	3	1.20	100
4' - T8 30W	1	1.20	39
	2	1.20	73
	3	1.20	107
4' - T8 32W	1	1.20	41
	2	1.20	78
	3	1.20	114

T8 Lamps - Electronic Instant Start Ballast (High Efficiency)

Lamp Type	Normal Ballast Factor		
	Lamp Qty	Ballast Factor	Input Wattage
4' - T8 25W	1	0.88	22
	2	0.88	43
	3	0.88	65

Lamp Type	Low Ballast Factor		
	Lamp Qty	Ballast Factor	Input Wattage
4' - T8 25W	1	0.78	20
	2	0.78	37
	3	0.78	55

Lamp Type	High Ballast Factor		
	Lamp Qty	Ballast Factor	Input Wattage
4' - T8 25W	1	1.20	30
	2	1.20	58
	3	1.20	87

Your Questions

How do I apply?

To help understand the application process, we've created an infographic that outlines the steps and timelines for approvals. You can also refer back to our October 31 webinar where we walked through the application process. The infographic is available for download [here](#)



Helpful Resources

Call Centre

- 1-844-303-5542 or retrofit@ieso.ca

Immediate Support

- General Program Info
 - rules, eligibility, framework nuances
- Technical Support
 - retrofit portal navigation, login troubleshooting
- Application support
 - custom calculations, support with M&V plans

Questions?

- Please type any questions you have into the Q&A field

THANK YOU

We will return in the new year with more webinars.