

MAY 25, 2023

Save on Energy Retrofit Program 2023 Spring Updates

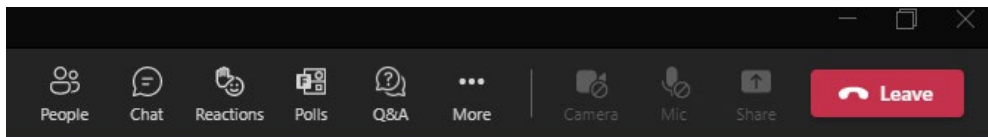
Learn about the enhancements introduced to the Retrofit program this spring

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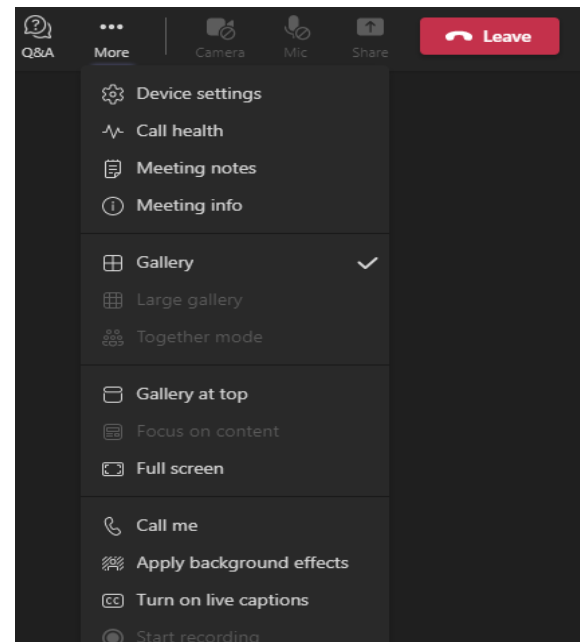
Microsoft Teams functionality



- Participants will be muted for the webinar
- To ask a question, use the Q&A function - questions will be answered at the end
- You can also enable live captions under the “More” tab, if required

Note: This webinar will be recorded and made available on the Save on Energy website

Desktop Control Panel



The Retrofit program – background

The Retrofit program is Save on Energy's primary capital incentive program for businesses and industries

- Retrofit supports equipment upgrades that **save electricity**
- Participants can include commercial buildings, multi-residential condominiums, agricultural facilities, industrial facilities, hospitals, universities, schools, municipal facilities, etc.
- Start the journey here: <https://gateway.ieso.ca>





Retrofit program news

Changes to the Retrofit program in May 2023 are part of a series of planned, semi-annual updates that will be made to the program throughout the 2021-2024 period.

A 30-day market notice period is provided for each semi-annual program update. Details on the 2023 spring changes are posted on the Save on Energy website [here](#).



Spring changes highlights

- The introduction of the new custom stream
- The removal of the incentive cap
- The updated incentive calculation for networked lighting controls
- The introduction of a new measure for greenhouses
- Updates to the Retrofit portal



Introducing the custom project application stream

Retrofit custom is here!

The custom stream has been introduced to the Retrofit program.

An incentive rate of **\$1,200/kW** or **\$0.13/kWh** will be available.

The threshold for required M&V will be an incentive **greater than \$80,000**.

Incentives will continue to be **capped at 50%** of eligible project costs.

Applications must have a minimum Participant Incentive of **\$1,500**, and have Demand Savings of **1 kW** and/or annual Energy Savings of at least **2,000 kWh**



Why is custom being introduced?

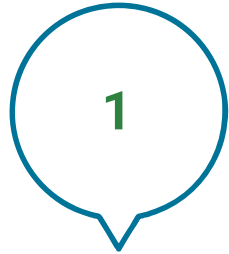
The IESO is introducing the custom stream to the Retrofit program for a variety of reasons, including:

- To support a broader range of different projects that are not currently covered by the prescriptive stream
- Responding to market feedback
- The ability to further contribute to emerging grid needs

Lighting – limited time offer

- Custom and prescriptive incentives for lighting projects will only be available for a limited time. Most incentives for lighting will move to a midstream model beginning in Q4 2023.
 - When the midstream program is launched, incentives will be provided to lighting distributors (the "midstream") through a point-of-sale discount, rather than to end-use customers.
 - By offering incentives at the midstream level, the IESO aims to reduce barriers to adoption of EE lighting and reduce the administrative burden for program participation.

Documents and tools available



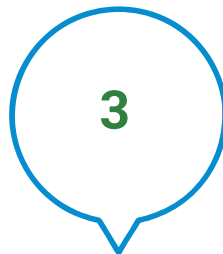
Custom project worksheet

Must be filled with a description of the project base case, energy-efficient case and the Project Energy and Demand Savings table.



Engineered worksheet

Worksheets describing the energy and demand savings calculations and methodologies based on industry accepted and sound engineering principles and practices.*



Technical user guide for engineered worksheet

User guide to assist in completion of the engineered worksheets.



M&V procedures

The document that outlines Existing Case and Energy Efficient Case measurement requirements for Projects with Custom Measures

*Combined Lighting, Horticultural Lighting, Compressed Air, Lighting Controls, Unitary AC, VSD Compressed Air, VSD Fan, VSD Pump

Measurement and Verification Thresholds

Incentive Threshold	Submission Requirement	Additional Requirements
$\leq \$10,000$	Custom Worksheet	
$> \$10,000$ - $\leq \$80,000$	Custom Worksheet + Engineering Calculation	
$> \$80,000$	Custom Worksheet + M&V Plan	Prepare a M&V Savings Report to proceed with the Post-Project Approval Submission

Submission Requirements – Incentives \leq \$10,000

For projects resulting in incentives equal to or less than \$10,000, applicants must submit:

1. A Custom Worksheet with a simplified calculation that is supplied on the Custom Worksheet form.
2. As an option, applicants may provide additional calculation support using the following methods:
 - A. Use an engineering worksheet
 - B. Use your own calculation

Submission Requirements – Incentives $> \$10,000$ to $\leq \$80,000$

For projects resulting in incentives greater than \$10,000, and less than or equal to \$80,000, applicants must submit:

1. A Custom Worksheet with the summary of the savings transposed from an engineering calculation.
2. An engineering calculation using one of the below methods:
 - A. Use an engineering worksheet from the Retrofit website
 - B. Use your own calculation

Submission Requirements – Incentives greater than \$80,000

For projects resulting in incentives greater than \$80,000, applicants must submit:

1. A Custom Worksheet showing the summary of estimated savings
2. An M&V Plan with measurement, following the below procedure:
 - A. Prepare a M&V Plan using the template from the M&V Procedure document provided on the Retrofit website
 - B. Estimate demand and energy savings from baseline
 - C. Proceed with installation once the application is pre-approved
 - D. Execute M&V activities as per M&V Plan
 - E. Prepare a M&V Savings Report to proceed with the Post-Approval Submission

Custom stream at-a-glance

Program Topic	Program Details
Incentive rates	Incentive rate of \$1,200/kW or \$0.13/kWh , applicable to both Lighting and Non-Lighting
Minimum application values	<ul style="list-style-type: none">• Result in a minimum participant incentive of \$1,500; and• Have demand savings of 1 kW and/or annual energy savings of at least 2,000 kWh
M&V threshold	Projects above \$80,000 in incentive require metering and verification.
Definition of demand savings	The demand savings incentive will be calculated using the average summer peak demand savings.
QA/QC requirements	Applications may be subject to mandatory or random QA/QC photo requests during the pre-approval or post-approval review. QA/QC is mandatory for applications where the total participant incentive is greater than \$20,000.
Available engineering worksheets	Combined Lighting, Horticultural Lighting, Compressed Air, Lighting Controls, Unitary AC, VSD Compressed Air, VSD Fan, VSD Pump



Removal of the incentive cap

Removal of the incentive cap

The incentive cap of \$1 million is being removed from the program to enable large projects that deliver significant savings to be incented through the Retrofit program.

Incentives will continue to be capped at 50% of project costs.

You can find information on eligible costs in the Program Requirements at SaveOnEnergy.ca/Retrofit






Updated incentive calculation for networked lighting controls



Incentive calculation for networked lighting controls

- The incentive for networked lighting controls has been updated which will result in an increase in the incentive for most projects.
- The new incentive rate will be offered at a rate of \$0.35/kWh of the estimated kWh savings, updated from \$0.15/square feet.



Retrofit for Greenhouses – a new program stream and a new prescriptive measure

Retrofit for Greenhouses

A new program stream, Retrofit for Greenhouses, is being introduced. In this stream, participants will find common measures used by this sector.

These include:

- Current suite of horticultural lighting measures available in Retrofit
- New **advanced lighting control incentive** for greenhouses – incentive rate is \$0.35/kWh





Updates in the Retrofit program portal



Updates now live on the Retrofit Portal

- The Retrofit program portal has been updated to reflect the recent program changes. These updates include the addition of the custom stream and new prescriptive measures, adjusted incentive calculations, and increased incentive cap.
- The overall functionality of the portal has not changed, and assistance is available any time.
- For more information or support, speak to your Save on Energy representative. You can also call Retrofit Support Services at **1-844-303-5542** or email retrofit@ieso.ca.



Please use the webinar Q&A function for questions



Frequently Asked Questions

Where can I find the custom worksheets?

Custom worksheets are available alongside the other worksheets on the Retrofit webpage under the [Key Documents](#) section.



Frequently Asked Questions

Will custom only be available if there is no prescriptive incentive for a particular project?

For new applications submitted on May 17, 2023 or later, applicants can choose their preferred stream for their project.

While the custom stream may result in a higher incentive, the prescriptive stream offers a streamlined application, faster turnaround, no measurement and verification requirements and still-attractive incentive levels.



Frequently Asked Questions

Can the custom track be used with emergency replacement?

Emergency replacement of recently failed existing equipment is available for certain prescriptive measures only and will not be available under the custom track. Speak to your Save on Energy representative for further details.



Frequently Asked Questions

Will lighting applications that are submitted under the custom track need to be completed prior to the introduction of the midstream program to receive an incentive?

Lighting projects do not need to be completed, however, they must be submitted for pre-approval prior to the introduction of the midstream program



Frequently Asked Questions

Are exterior lights going to be included?

Some exterior lighting is eligible. Please speak to your Save on Energy representative to see if your project is eligible.

Frequently Asked Questions

Is new construction eligible for the custom stream?

Certain measures may be eligible for new construction projects – contact your Save on Energy representative to discuss your project.

Some measures will not be eligible for new construction:

- Lighting (except for horticultural and networked lighting controls)
- Variable frequency drive
- Parking garage demand-controlled ventilation
- Variable speed domestic cold water booster pump system



Frequently Asked Questions

If I have already submitted a Retrofit application but I want to cancel my application and reapply under custom, is that possible?

If an application has already been submitted but is not yet pre-approved, applicants are able to cancel their prescriptive application and resubmit it under the custom stream. If an application has already been pre-approved, applicants cannot cancel it to reapply in the custom stream.

Frequently Asked Questions

What are the main differences between Retrofit prescriptive stream, the custom stream and the Energy Performance Program measures and requirements?



The following table provides a comparison of many key measures and program requirements under the Save on Energy Retrofit program, Energy Performance program and Existing Building Commissioning program as of May 2023. This comparison is provided for informational purposes only; applicants must always refer to the program requirements and participant agreements available on the Save on Energy website when deciding whether or not to enroll in a program. If you'd like to learn more about the programs, please call Save on Energy at 1-844-303-5542, or send an email to retrofit@saveonenergy.com, energyperformance@saveonenergy.com or ebc@saveonenergy.com.

PROGRAM MEASURES

Energy Efficiency Measure	Retrofit Custom	Retrofit Prescriptive Program	Energy Performance Program	Existing Building Commissioning Program
Interior and horticultural lighting	✓	✓	✓	Requires baseline assessment
Interior lighting	✓ <small>Requires self-cleaning lamp technology</small>	✓ <small>Requires self-cleaning lamp technology</small>	✓	Requires baseline assessment
Exterior lighting	✓ <small>Requires light sensor and motion-activated controls. (See program website for program details.)</small>	✓	✓	Requires baseline assessment
Advanced rooftop unit (RTU) controls	✓	✓	✓	Requires baseline assessment
HVAC and process chillers	✓	✓	✓ <small>Includes energy flow submetering option</small>	Requires baseline assessment
Delivery air conditioning and heat pumps	✓	✓	✓	Requires baseline assessment
Electronically commutated motors (ECM)	✓	✓	✓	Requires baseline assessment
Retail occupancy controls	✓	✓	✓	Requires baseline assessment

Please visit the [Save on Energy website](https://www.saveonenergy.com) to see the newly-updated program comparison guide which outlines the differences between the key measures and program requirements.

NEED HELP? CONTACT US!
Call 1-844-303-5542 | Email Retrofit@saveonenergy.com | Visit [SaveOnEnergy.com/Business](https://www.SaveOnEnergy.com/Business)





Frequently Asked Questions

Are regional adders available for custom projects?

Regional adders are only eligible for non-lighting prescriptive measures. For additional details on regional adders visit the [Save on Energy website](#).



Questions?

Need Retrofit assistance?

Contact Retrofit Support Services



Support Line 1-844-303-5542

8:30 am – 5:00 pm Monday - Friday



Email retrofit@ieso.ca

Thank You

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