

JANUARY 29, 2021

Save on Energy Retrofit program 2021

Save on Energy

Agenda

- Introduction
 - New 2021-2024 Conservation and Demand Management Framework
 - COVID-19 response
- Retrofit program overview
- What's changed in the Retrofit program
 - Retrofit Portal tips and tools
 - Measure updates
- Common questions received by the Save on Energy team so far in 2021
- Audience Q&A



Introduction



2021–2024 Conservation and Demand Management Framework

The Framework will:

- Offer new programs, which will continue to target those who need them most and will include opportunities for commercial, industrial, institutional, on-reserve First Nations and income-eligible consumers
- Focus on cost-effectively meeting the needs of Ontario's electricity system

COVID-19 response

Save on Energy (SOE) recognizes the challenges that COVID-19 is bringing to Ontarians. SOE representatives will continue to:

- Be available for electricity customers in managing their electricity consumption
- Be responsive to the Ontario government's public health measures
- Ensure health and safety protocols are in place before undertaking any in-person activities, where and when they are permitted

For questions related to COVID-19 and SOE activities, please read our [FAQs](#), or reach out to a SOE representative by visiting our [Contact us page](#)



Retrofit program overview

What is the Retrofit program?

- The Save on Energy Retrofit prescriptive program is designed to help Ontario businesses save energy, reduce costs and increase productivity
- Commercial, industrial, institutional, multi-residential and agricultural businesses can participate
- This province-wide initiative offers financial incentives for equipment upgrades that reduce facility electricity consumption

Key benefits

Energy-saving upgrades provide a number of benefits to your business:

- Reduced electricity bills
- Immediate operational and maintenance savings
- Up-to-date, efficient equipment and technology
- Greater employee comfort and productivity

Retrofit program in 2021

Retrofit program participants can expect:

- Three streams: lighting, HVAC, and manufacturing and other equipment
- More predefined energy-efficiency measures to choose from
- A simpler application process with faster pre-approvals
- Quicker incentive payment

How does the program work?

- Incentive levels are predefined and based on the amount of energy or demand savings of the new equipment
- [Apply online](#), where you will find out the incentive amount you are eligible for
- Please refer to your participant agreement and program requirements
- For application support, visit [Saveonenergy.ca](https://saveonenergy.ca) or contact a Save on Energy representative

Login to your account

[Go to login](#) >

[Forgot password?](#)

or [Sign up](#) for an account

[Retrofit Application Portal](#)

[Terms of Use](#)



What's changed in the Retrofit program



Retrofit Portal – Tips and Tools

Retrofit Portal – What's New?

- No changes to the overall process for prescriptive applications
- Addition of more resources in the Portal (tips, guidelines, checklists, etc.)
- Updated Portal User Guide

Retrofit Portal – What's New?

Welcome Geerthan,

Keep in mind:

- Prior to commencing your project, your program provider needs to pre-approve the application and your participant agreement.
- After completing your project, you must submit evidence of project completion to receive the financial incentive.

You can always log back in to check the status of your application(s), edit your account details or submit new applications for more funding.

Application Resources

Use our Top Tips document to ensure your Retrofit application has a smooth ride through its technical review.

**TOP TIPS FOR A SMOOTH
APPLICATION** 
pdf

Have a question about QA/QC? We have you covered. Download our guide to learn more about QA/QC process.

QA/QC GUIDELINES 
pdf

Read our best practices on taking and submitting photos for your Retrofit application.

PHOTO REQUIREMENTS 
pdf

Keep on top of your project with checklists for every step

Successfully complete each stage of your project. Review our [Pre-Project Application Checklist \(pdf\)](#) and our [Post-Project Submission Checklist \(pdf\)](#)

Understanding the Retrofit Process

Unsure of where to start with the Retrofit program? Check out this clear and simple, step-by-step graphic that outlines the Retrofit process from start to finish.

[Download the infographic now >](#)



My Information

 My Profile

Help and Resources

 User Guide for Retrofit Portal

 Save on Energy Retrofit Website

 Program Rules (Interim Framework)

 Program Rules

 Retrofit FAQs

Additional Options

 Update Applicant/App Rep

Retrofit Portal – What's New?

- Custom measures are no longer available for the new Retrofit program

▼ Manage Prescriptive Measures

Measure Category	Measure Name	Measure Description	Estimated Quantity	Estimated Calculated Incentive Amount	Status		
No items available							

ADD NEW PRESCRIPTIVE MEASURE

▼ Upload Documents for Facility

Upload Files

Creation User

Creation Date

UPLOAD  Drop files here



Prescriptive Non-Lighting Measures

New prescriptive non-lighting measures added

Compressed Air System

- Regenerative Dryer with Dewpoint Control
- Non-cycling Refrigerated Dryer to cycling or thermal mass refrigerated dryer
- Air Receiver
- Low Pressure Drop Filters

New prescriptive non-lighting measures added

- Demand Controlled Ventilation (DCV) - Conditioned Interior Spaces
- DCV - Enclosed Parking Garages
- Advanced Roof Top Unit (RTU) Controls
- Room Air Conditioners
- Packaged Terminal Air Conditioners & Heat Pumps (PTAC & PTHP)



New prescriptive non-lighting measures added

- Unitary Air Source Heat Pump
- HVAC Chillers (C&I)
- Process Chillers (Industrial)

Prescriptive non-lighting measures removed

- Commercial Energy Star Ice Machines*
- Commercial Energy Star Refrigerators*
- Commercial Energy Star Freezers*
- Notched Cogged V-Belts

*These measures are available through the Foodservice Discount Program. See saveonenergy.ca/foodservice to learn how to receive instant discounts on purchases of eligible energy-efficient commercial food service equipment.

New prescriptive non-lighting worksheets



Prescriptive worksheets are no longer required to submit Retrofit incentive applications in the 2021-2024 Conservation and Demand Management Framework. This is an optional worksheet, made available to assist Retrofit applicants with calculating incentives

Version 1.0 - 2021 - 2024 New Framework Retrofit Program - Services & Hospitality Eligible Measures
Worksheet - January 4, 2021

All technologies must meet applicable Code, standard and regulatory requirements including, but not limited to, CSA/cUL. It is the Applicant's responsibility to ensure that the technology is suitable (properly sized, etc.) to its intended application. All products must be legal for sale in Canada.

New prescriptive non-lighting worksheets

ECM MOTORS FOR HVAC APPLICATION (FAN-POWERED VAV BOX)		Assumed Base Case	Manufacturer Name/Model #	Quantity	Unit Participant Incentive	Total Participant Incentive
New fan-powered Variable Air Volume (VAV) units equipped with brushless DC fan motors or electronically commutated motors (ECMs) for replacement within an existing building	VAV Units < 1000 CFM (per CFM)	VAV Box with PSC motors			\$50	\$0
	VAV Units > 1000 CFM (per CFM)	VAV Box with PSC motors			\$100	\$0

ECM MOTORS FOR HVAC APPLICATION (FAN MOTOR REPLACEMENT)		Assumed Base Case	Manufacturer Name/Model #	Quantity	Unit Participant Incentive	Total Participant Incentive
Replacement of fan motor in an existing fan-powered Variable Air Volume (VAV) unit with brushless DC fan motors or electronically commutated motors (ECMs).	Motor < 1 HP (per HP)	VAV Box with PSC motors			\$50	\$0

PACKAGED TERMINAL AIR CONDITIONERS (PTAC)	Minimum Efficiency Level**	Assumed Base case*	Manufacturer Name/Model #	Quantity	Unit Participant Incentive	Total Participant Incentive
New installation or replacement of existing equipment with new high efficiency PTACs exceeding minimum the efficiency levels	Cooling Capacity <7,000 Btu/h EER ≥ 13.1	Cooling Capacity <7,000 Btu/h EER = 11.9			\$50	\$0
	Cooling Capacity ≥7,000 Btu/h & ≤15,000 Btu/h EER ≥ [14.0-(0.3 × Cap)] x 1.1	Cooling Capacity ≥7,000 Btu/h & ≤15,000 Btu/h EER = 14.0-(0.3 × Cap)			\$100	\$0
	Cooling Capacity >15,000 Btu/h EER ≥ 10.5	Cooling Capacity >15,000 Btu/h EER = 9.5			\$180	\$0

PACKAGED TERMINAL HEAT PUMPS (PTHP)	Minimum Efficiency Level**	Assumed Base case*	Manufacturer Name/Model #	Quantity	Unit Participant Incentive	Total Participant Incentive
	Cooling Capacity <7,000 Btu/h EER ≥ 13.1 COP ≥ 3.6	Cooling Capacity <7,000 Btu/h EER = 11.9 COP = 3.3			\$75.00	\$0.00



Prescriptive Lighting Measures

New prescriptive lighting measures added

Prescriptive lighting measure worksheet:

8' LED LINEAR AMBIENT FIXTURES		Manufacturer Name/Model #	DLC Product ID #	Quantity	Proposed Participant Incentive	Total Participant Incentive
The product must be categorized by the Design Lights Consortium List (DLC) as an "Indoor Luminaires - Linear Ambient" and the product must be approved and listed on the DLC Qualified Products List ¹ .	8' LED Linear Ambient fixture ≥ 2000 < 9000 Lumens				\$30 per fixture	\$0.00
	8' LED Linear Ambient fixture ≥9000 Lumens				\$30 per fixture	\$0.00
¹ Design Lights Consortium		http://www.designlights.org/gpl				

LED LOW BAY FIXTURE		Manufacturer Name/Model #	DLC Product ID #	Quantity	Participant Incentive	Total Participant Incentive
The Fixture must be listed and approved by the Design Light Consortium (DLC) and categorized as a Low-bay Luminaires. Retrofit kits are not eligible.	≤ 10,000 Lumens & ≤100W				\$14 per fixture	\$0.00
¹ Design Lights Consortium		http://www.designlights.org/gpl				

New prescriptive lighting measures added

Prescriptive Horticultural lighting measure worksheet:

Horticultural LED Grow Lights - Top Lighting	Assumed Base Case (for reference only)	Manufacturer Name/Model #	DLC Product ID #	Quantity	Unit Participant Incentive	Total Participant Incentive
LED top lighting fixture installed in a vegetables/fruits/flowers greenhouse	1000W HIDs				\$200 per LED fixture	\$0.00
LED top lighting fixture installed in a cannabis greenhouse					\$125 per LED fixture	\$0.00
LED top lighting fixture installed in a cannabis warehouse					\$200 per LED fixture	\$0.00

Products must be approved by Design Lights Consortium¹ (DLC) and listed on its Horticultural Lighting Qualified Products List (QPL).

¹ Design Lights Consortium <https://www.designlights.org/horticultural-lighting/search/>

Horticultural LED Grow Lights - Inter-Lighting	Assumed Base Case (for reference only)	Manufacturer Name/Model #	DLC Product ID #	Quantity	Unit Participant Incentive	Total Participant Incentive
LED inter-lighting fixture installed within the canopy of the crop	Fluorescents				\$100 per LED fixture	\$0.00

Products must be approved by Design Lights Consortium¹ (DLC) and listed on its Horticultural Lighting Qualified Products List (QPL).

¹ Design Lights Consortium <https://www.designlights.org/horticultural-lighting/search/>

Prescriptive lighting measures removed

- Exit signs
- LED Omni-directional A-lamps
- Decorative lamps
- All exterior lighting

Note: There were some minor incentive adjustments for existing lighting measures



Measures review – What's changing in 2021?

Measures review – What’s changing in 2021?

- The 2021 program delivery plan includes a regular review of measure and incentives based on marketplace feedback
- If interested in proposing new measures, there’s a form available on the website
 - <https://saveonenergy.ca/en/For-Business-and-Industry/Programs-and-incentives/Retrofit-Program/Retrofit-Program-Update> (bottom of the page)
- Also keep an eye on the Program News page: there will be deadlines for submitting new measures before each planned update (details posted soon!)

New Prescriptive Measure Submission Form

Download and complete the form below to submit a recommendation for a new measure to be added to the Save on Energy Retrofit program. Please complete the form with the best available information. This information is required to determine the energy-savings opportunity should this measure be added to the program, and to help to determine an appropriate prescriptive incentive amount. Once you have filled out the form, please submit it to retrofit@ieso.ca.

APPLICATION FORM

Submit this form to recommend a new measure for the Retrofit program.





Common questions received about the new program

Prescriptive worksheets

Q: What is the purpose of the Excel prescriptive worksheets?

A: The Excel prescriptive worksheets are optional resources provided as part of the new prescriptive program and are not required for the application.

Incentive amounts

Q: What is the maximum incentive amount my project can receive?

A: The prescriptive incentive is up to 50% of Eligible Project Costs, to a maximum of \$1,000,000 per application. Please see the program requirements.

Eligible project costs

Q: What are Eligible Project Costs?

A: Eligible Project Costs are limited to:

- The cost of the equipment purchased
- The cost of labour for equipment installed by a third party
- The costs to dispose of or decommission the replaced equipment

For more information, including examples of costs that are not Eligible Project Costs, see the program requirements.

Base case and energy efficiency case

Q: Is avoided consumption allowed, i.e., a hypothetical base case?

A: Yes, under the new prescriptive program, avoided consumption is allowed where the hypothetical base case would have been less efficient.

Q: Does my base case need to match the assumed base case exactly for the energy efficiency measure that I am applying for?

A: No, the base case does not need to match exactly in the new prescriptive program. If you have more questions, please contact your SOE representative.

QA/QC

Q: What information should be verified and collected as part of QA/QC?

A: QA/QC may be required to verify project details in respect of the existing equipment prior to its removal and/or the replacement measure(s) following installation. Please consult the “QA/QC Guidelines” ([pdf](#)) and “Best Practices for Photo Requirements” ([pdf](#)) documents.

Fast track pilots

Q: Are fast track pilots still available?

A: Fast track pilots, which feature quicker pre-approvals for applications that meet certain conditions, continue to operate across the province. Please contact your SOE representative for more details about the offering.

Disposal/Decommissioning

Q: What has changed in terms of disposal/decommissioning?

A: Relative to the previous Retrofit program, the obligations to properly dispose of and/or decommission the equipment have not changed.

A disposal confirmation form is now available to collect information in a consistent matter, which will reduce information requests. The form can be found [here](#).

Measurement and verification

Q: Are Measurement & Verification (M&V) Plans required?

A: M&V Plans and Reports are not required as a custom stream is no longer offered.

Save on Energy online resources and more FAQs

- Application checklists, how-to videos and more are available at [Save on Energy Resources and Support](#)



Application resources

- [Top tips for a smooth application \(pdf\)](#)
- [QA/QC guidelines \(pdf\)](#)
- [Best practices for photo requirements \(pdf\)](#)
- **Checklists for every step**
 - [Pre-project application checklist \(pdf\)](#)
 - [Post-project submission checklist \(pdf\)](#)
- **Submitting an invoice**
 - [Invoice guide \(pdf\)](#)
 - [Sample invoice template \(pdf\)](#)
- [Understanding the Retrofit process infographic \(pdf\)](#)

- [Retrofit Frequently Asked Questions](#) are updated regularly



Get in Touch

Retrofit Support

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Questions?

Thank You

[SaveOnEnergy.ca](https://www.saveonenergy.ca)

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