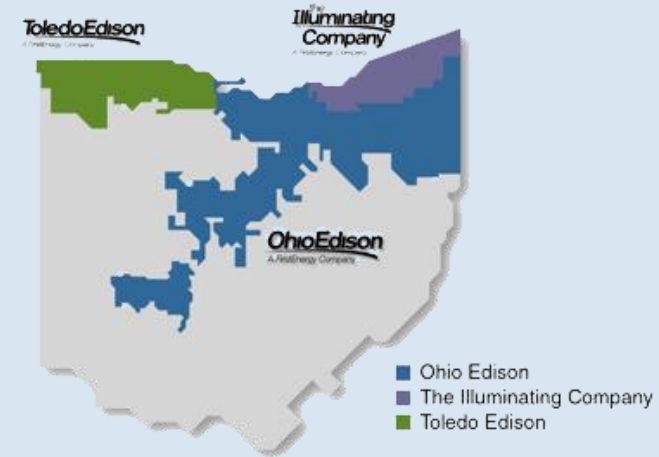


FirstEnergy's Ohio Utilities

Energy Efficiency Programs for Business
January 2017

TODAY'S AGENDA

- Introduction to Sodexo
- Summary of programs
- Overview of program website
- Overview of Application process
- Online Application portal



WHO IS SODEXO?

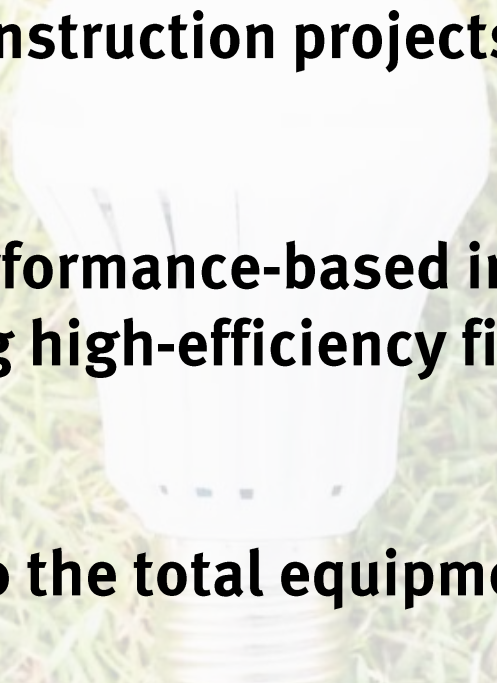
SODEXO, a global leader for Quality of Life Services, partners with clients to help attain their strategic vision by developing Facility Management (FM) solutions that increase the effectiveness of their people, enhance their business processes, and optimize their infrastructure.

- Over 90 years of experience in the mechanical/electrical industry servicing customers
- Currently provide C&I energy efficiency implementation services for FirstEnergy in Maryland and Pennsylvania
- Personal attention to Program Allies and customers

PROGRAM SUMMARY

- 
- A large, glowing lightbulb is centered in the background of a blue-bordered box. The lightbulb is set against a background of green grass. Overlaid on the left side of the lightbulb is a bulleted list of four program names.
- **Lighting Incentives for Business Program**
 - **HVAC Incentives for Business Program**
 - **Custom Buildings Incentives Program**
 - **Custom Equipment Incentives Program**

LIGHTING INCENTIVES FOR BUSINESS

- 
- A white incandescent lightbulb is centered in the background of the slide, resting on a patch of green grass. The lightbulb is unlit and its base is visible.
- **Retrofit and New Construction projects are eligible for incentives**
 - **Prescriptive and performance-based incentives are offered for installing high-efficiency fixtures and lamps**
 - **Incentives limited to the total equipment cost (excluding taxes)**

EXAMPLES OF NO OR LOW COST LIGHTING MEASURES

Utilize rebate program to replace medium base screw-in incandescent lamps with LED lamps

Replace incandescent or fluorescent exit signs with LED

Nothing cheaper than when usage is zero

- Turn off lights when not in use Utilize occupancy sensors for low traffic areas.
 - i.e. storage rooms, meeting rooms, maintenance/janitor closets, back of house areas, etc.
- Remove unnecessary lamps in overlit areas.
 - Check light levels vs. Illuminating Engineering Society Standards (IES) to see if you have overlit areas.

HVAC INCENTIVES FOR BUSINESS

- **Wide variety of equipment**
- **Must meet/exceed minimum required ratings**
- **Ambient cooling only**
- **Incentives capped at total equipment cost**
- **HVAC equipment not on list could qualify on Custom Equipment Program**
- **HVAC equipment used for non-ambient cooling could qualify under the Custom Equipment Program**

- ▶ SPLIT & PACKAGED HVAC UNITS – AIR COOLED
- ▶ SPLIT & PACKAGED HVAC UNITS – WATER COOLED
- ▶ SPLIT & PACKAGED HVAC UNITS – EVAPORATIVELY COOLED
- ▶ AIR SOURCE HEAT PUMPS
- ▶ WATER SOURCE, GROUND SOURCE AND GROUND WATER SOURCE HEAT PUMPS
- ▶ DUCTLESS MINI SPLIT HEAT PUMPS
- ▶ PACKAGED TERMINAL AIR CONDITIONERS (PTAC)
- ▶ PACKAGED TERMINAL HEAT PUMP AIR CONDITIONERS (PTHP)
- ▶ ELECTRIC CHILLERS –WATER COOLED

EXAMPLES OF NO OR LOW COST HVAC MEASURES

Optimize HVAC start-times & setpoints, particularly if you have programmable thermostats or controls

- Potential rebate opportunities exist for retro-commissioning or installation of control systems under the Custom program.

Installation of VFD's and energy-efficient motors

- VFD's can be added to HVAC supply fans, cooling tower fans and pumps.

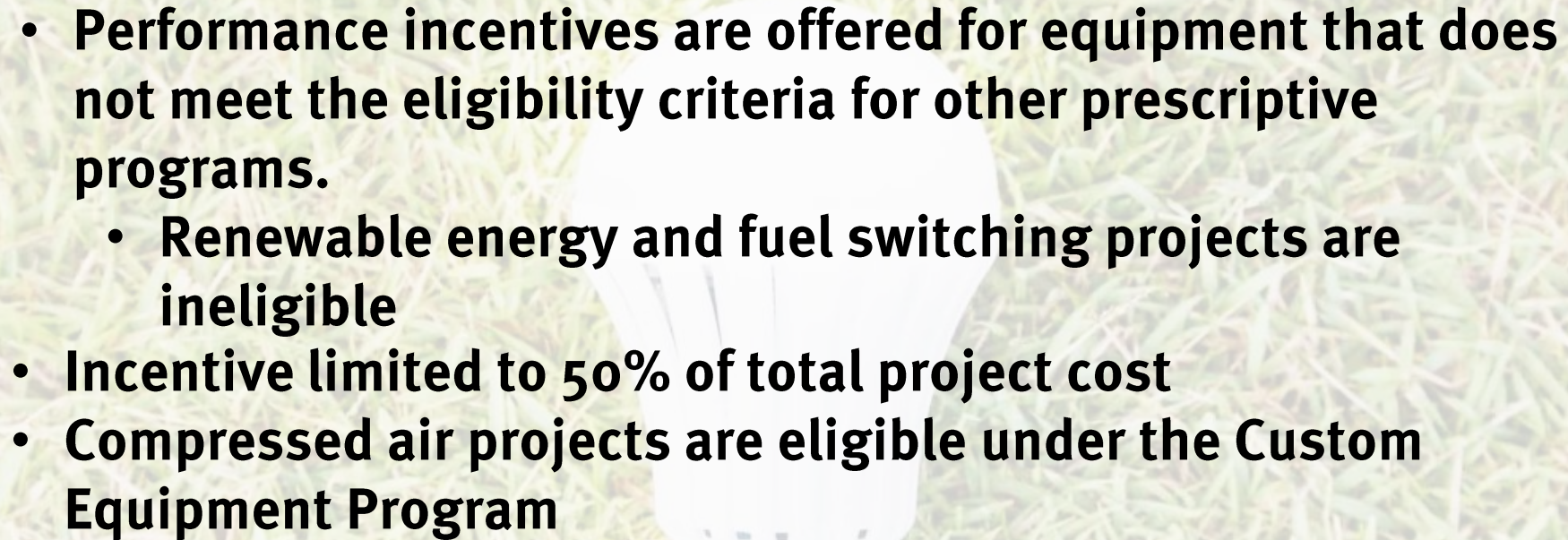
Preventative maintenance

- Filter changes, condenser coil cleaning, cooling tower coil cleaning.
 - All contribute to maintaining overall efficiency of HVAC equipment.
- Pre-season tune-ups of HVAC equipment heading into cooling and heating seasons.
 - Verify proper and efficient operation of equipment.

CUSTOM EQUIPMENT INCENTIVE PROGRAM

- **Prescriptive incentives are offered for Variable Speed Drives (VFDs)**
 - **Eligible measures include VFDs installed on existing motors that drive fans, pumps, and other suitable applications**
- **Prescriptive incentives are offered for Three Phase Motors**
 - **Eligible measures include the installation of new, premium efficiency motors**
 - **Incentive calculated on hp of motor controller or hp installed**

CUSTOM EQUIPMENT INCENTIVE PROGRAM – CONT'D

- 
- A lightbulb is centered in the background of the text box, resting on a field of green grass. The lightbulb is white with a silver base.
- Performance incentives are offered for equipment that does not meet the eligibility criteria for other prescriptive programs.
 - Renewable energy and fuel switching projects are ineligible
 - Incentive limited to 50% of total project cost
 - Compressed air projects are eligible under the Custom Equipment Program

EXAMPLES OF NO OR LOW COST FOR INDUSTRY & INSTITUTIONS

Compressed air leak audits

Chiller scheduling in summer for schools

- Reduce operation during summertime off periods

Preventative maintenance

- Cooling towers, pumping control, chiller retrofits

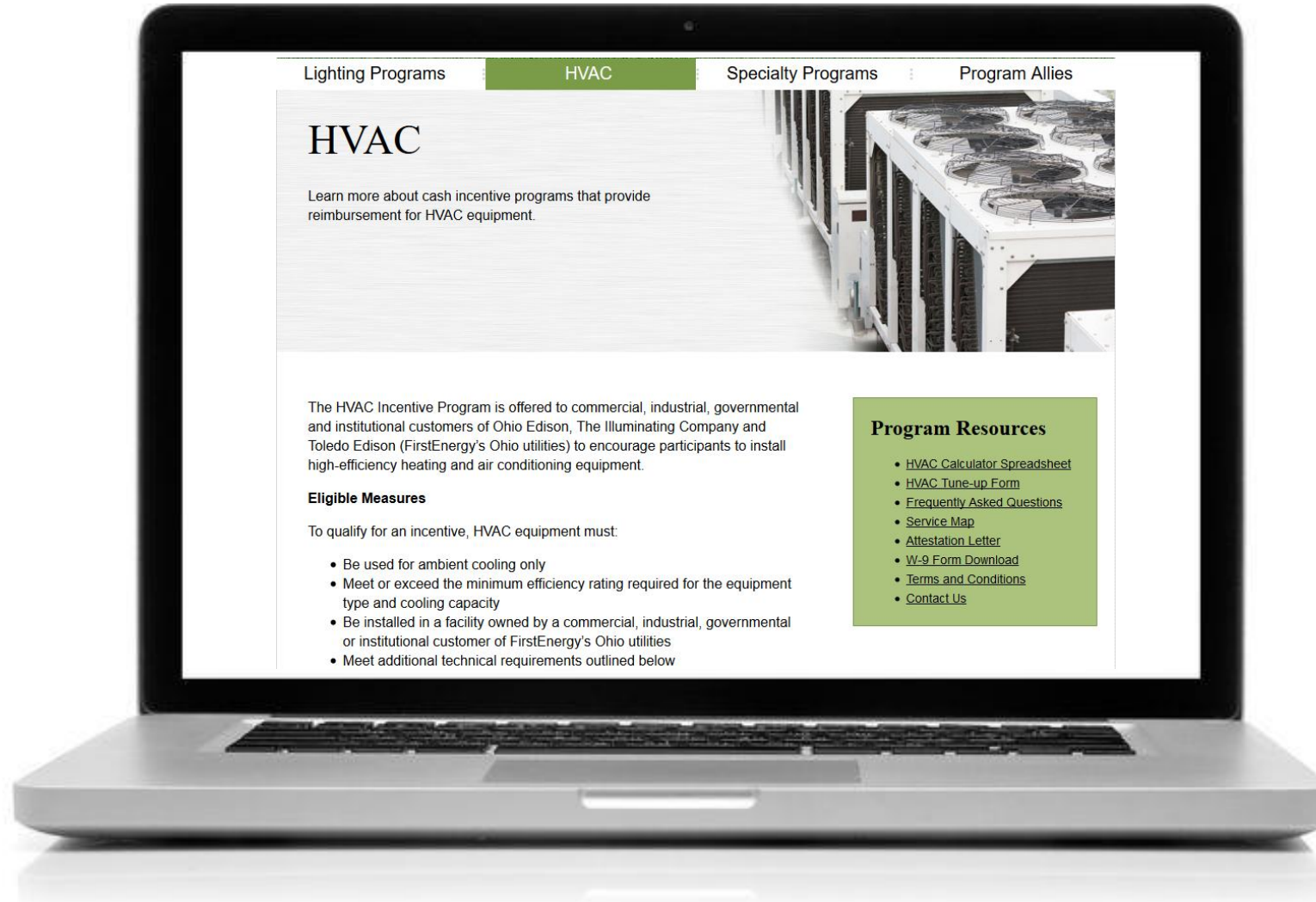
Turn process motors off during down periods

- Breaks and lunch line shifts
- Incorporate sensors and VFD's into process control



- Program overview and guidelines
- Program incentives, requirements, and forms
- File applications
- Check application status
- Contact Information

PROGRAM PAGES



INCENTIVE TABLES

LIGHTING INCENTIVES

Prescriptive Incentives		
Incentives	Equipment & Eligibility Requirements	Incentive
LED Lamps	Eligible LED lamps must be ENERGY STAR® rated and replace existing incandescent lamps with a medium screw base.	Check Website for Current Rates
LED Exit Signs	Eligible LED exit signs must replace existing fluorescent or incandescent exit signs to be eligible.	Check Website for Current Rates
Specialty CFL Lamps	Eligible CFL specialty lamps must be ENERGY STAR rated and replace existing specialty incandescent lamps. Specialty lamps include candelabra, PARs, and CCFL.	Check Website for Current Rates
CFL Fixtures	Eligible CFL fixtures must be ENERGY STAR rated. This includes new single or multi-lamp hardwired CFL fixtures with integral electronic ballast.	Check Website for Current Rates

PROGRAM ALLY REGISTRATION

Fill out the form below to become a program ally.



Program Allies

Program Allies include electrical or mechanical contractors, architects, engineers, equipment vendors, individual providers of goods and services or others who will work directly with customers of Ohio Edison, The Illuminating Company and Toledo Edison (FirstEnergy's Ohio utilities) to plan and implement energy efficiency projects.

Signing up as a Program Ally is easy — simply download, complete and return the Program Ally Sign-up Form (below). Once you sign up as a Program Ally, you will be invited to a training webinar that will describe the resources available to you and will review our program guidelines, offerings and expectations. Upon completion of the training webinar, your contact information will be posted to our Program Allies list on the program website as a resource to customers of FirstEnergy's Ohio utilities.

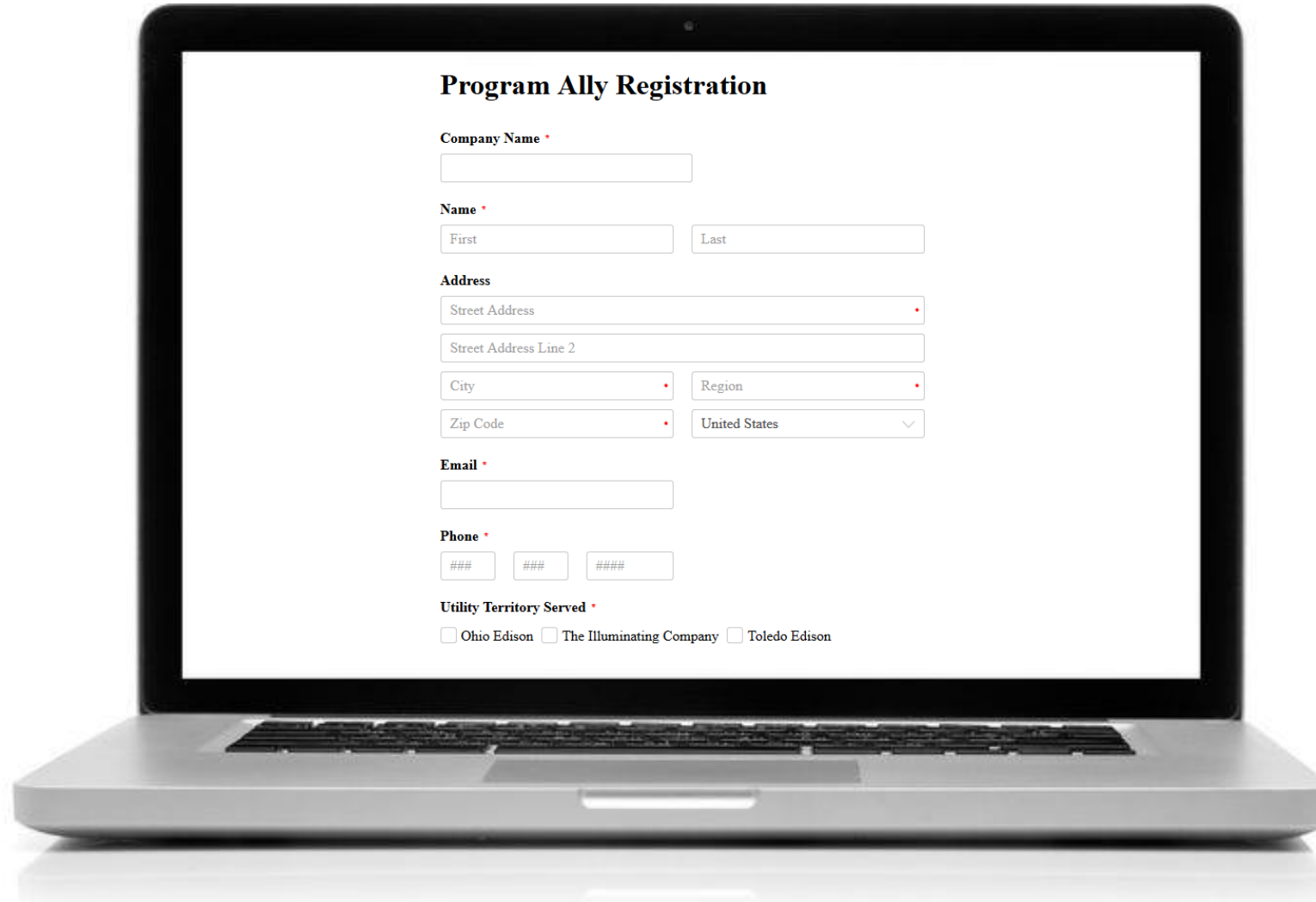
We look forward to adding you to our list of Program Allies!

[Program Ally Sign-up Form](#)

Program Resources

- [Marketing Center](#)
- [Lighting Calculator Spreadsheet](#)
- [Frequently Asked Questions](#)
- [Service Map](#)
- [Attestation Letter](#)
- [W-9 Form Download](#)
- [Terms and Conditions](#)
- [Contact Us](#)

PROGRAM ALLY REGISTRATION



Program Ally Registration

Company Name *

Name *

First Last

Address

Street Address *

Street Address Line 2

City * Region *

Zip Code * United States ▼

Email *

Phone *

####

Utility Territory Served *

☐ Ohio Edison ☐ The Illuminating Company ☐ Toledo Edison

ONLINE APPLICATION PORTAL



DUAL INCENTIVE REQUEST FORM



Ohio Edison • The Illuminating Company • Toledo Edison

Dual Incentive Request Form

Application ID Number:	Account Number (Required):
Applicant Company Name:	

When you apply for a rebate through a business incentive program from Ohio Edison, The Illuminating Company or Toledo Edison (FirstEnergy's Ohio utilities), you have the option of splitting the approved incentive amount into two payment checks. When you complete and submit this form, you can assign any percentage of the approved incentive to be paid directly to the third party listed in the authorization box below. Please note the following:

- Customers must authorize the payment of any incentives to a non-participant (any third party). Without the customer's consent, an incentive check will not be issued to a third party.
- Submission of this form will replace a signed third party authorization on the business incentive programs' application form.
- This form is applicable to all business incentive programs, but a separate authorization must be submitted for each application.

This authorization may be cancelled or changed by the customer at any time prior to final application approval by providing a written notice to the program. Changes and cancellations will result in a confirmation email to both the customer and the third party.

A signed W-9 form is required for all parties designated to receive incentives. No portion of an approved incentive will be paid to third party until all required documentation is received by the program.

Authorization for Split Incentive Payment to Third Party Please note that the percentage of the incentive payment indicated below will be paid to the third party listed below, as authorized by the participant.			
Payable To:		Representative Contact:	
Mailing Address:		City:	State: Zip:
Phone:	Email Address:	Tax ID (SSN/FEIN):	
Percentage of approved incentive amount to be paid to the third party noted above % _____			
Customer Signature: _____			
Print Name: _____ Date: _____			
By signing, I certify that I have read, understand and agree to the terms and conditions listed on the program application (Application Number referenced above) and that I am authorized to sign on behalf of the participant. I hereby release the payment of a portion of the approved incentive to the third party listed.			



Option of splitting the approved incentive amount into two payment checks



Can assign any percentage of approved incentive to be paid directly to a third party



Required any time payment is made to party other than customer

LET'S CONNECT.



WEB:

EnergySaveOH-Business.com



PHONE:

866-578-5220



EMAIL:

EnergySaveOH@Sodexo.com



FAX:

330-319-8355

QUESTION & ANSWER

