



Save on Energy Programs

Municipal Corporate Energy Managers

June 11, 2024

Vicki Gagnon
Business Advisor, public sector
Demand Side Management



Save on Energy - Agenda

- IESO
- Retrofit Program
- Instant Discounts for Lighting
- Existing Building Commissioning (EBCx)
- Energy Performance Program (EPP)
- Strategic Energy Management (SEM)
- Training and Support

About the IESO



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



Purposefully engage to enable informed decisions



Plan for Ontario's future energy needs



Support innovation



Enable competition and create efficient electricity markets



Cybersecurity leadership



Enable province-wide energy efficiency



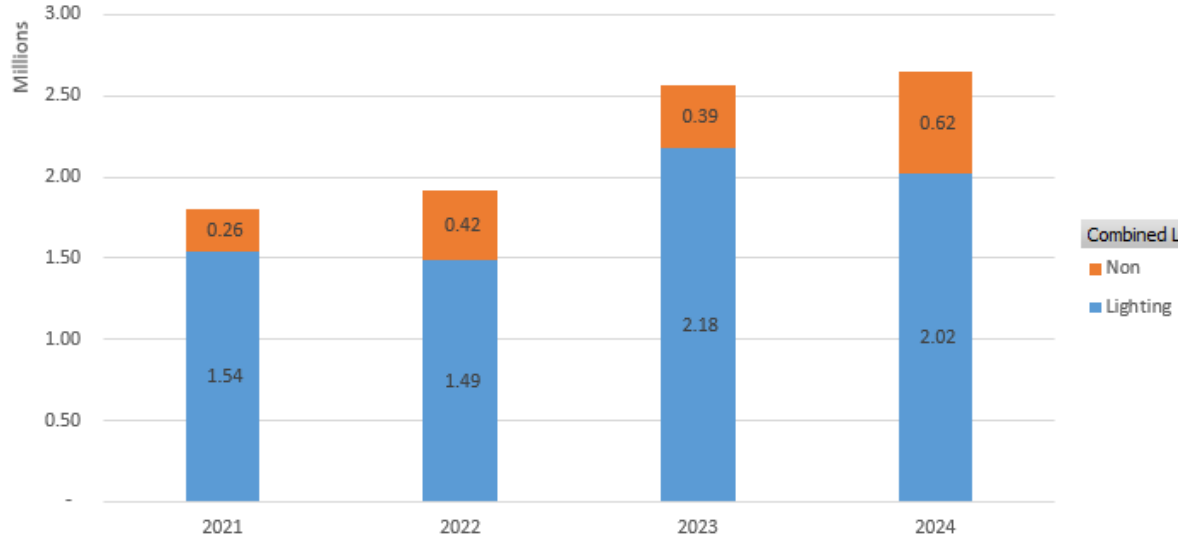
Smart Metering Entity

Municipal Retrofit incentives (2021-2024)

80% of municipalities have participated

\$18M incentives

Saving 15MW and 181GWh



Retrofit Program

- Designed to help Ontario businesses save energy, reduce costs and increase productivity
- Offers financial incentives for equipment upgrades that reduce facility electricity consumption
- Commercial, industrial, institutional, multi-residential and agricultural businesses can participate
- Includes both custom and prescriptive incentives for energy efficiency measures



Learn more at [SaveOnEnergy.ca/Retrofit](https://www.saveonenergy.ca/Retrofit)

Retrofit Program – eligible projects

- Projects eligible for the Retrofit Program are generally those that provide sustainable, measurable and verifiable reductions in peak electricity demand and electricity consumption
- Incentive offerings include custom rates and predefined rates for prescriptive equipment upgrades. These are based on the amount of energy or demand savings of the new equipment

What types of projects are eligible?

- Lighting controls
- HVAC equipment replacement, redesign
- Industrial process upgrades
- Variable-speed drive installations
- Refer to [SaveOnEnergy.ca/Retrofit](https://www.saveonenergy.ca/Retrofit) for a complete list.

Retrofit Program 2023 updates

Visit the [Resources and Support page](#) for Application Checklists, Tips and Best Practices

- **Custom track** introduced in May 2023.
- Updated incentive structure.
 - New and increased incentives Custom: **\$1,200/kW** or **\$0.13/kWh**
 - \$1 million incentive cap for Retrofit projects has been removed
 - Incentives continue to be capped at 50% of project costs
- Changes to **networked lighting** control incentives.
 - Incentives now calculated on **\$/kWh** (moving away from \$/sq. ft.)
 - An incentive offering for networked lighting controls — from \$0.15/sq. ft. to **\$0.35/kWh**

Retrofit Program fall 2023 changes

- Prescriptive incentives for most **non-lighting** measures have increased as of October 30, 2023.
- Most **non-lighting** incentives have **doubled**, and some have increased three- or fourfold, including air source heat pumps.
- The **Instant Discounts Program** for lighting launched **December 18, 2023**.
- In this program, incentives will be paid directly to distributors, enabling them to offer instant point-of-sale discounts on energy-efficiency lighting to customers.
- Visit the [Retrofit program website](#) for the updated measures and incentives.

Instant Discounts Program

Getting your instant discount is easy – here's how!

1. Visit a participating distributor/dealer.
2. Purchase your eligible lighting equipment and provide your business name, contact information, installation address and building type at checkout.
3. Your participating distributor/dealer will apply your discount – no paperwork required.

- No administrative burden (no paperwork for customer!)
- Receive incentive instantly at point of sale
- Eligibility – for retrofit only. Not eligible for new construction

The screenshot shows the 'Instant Discounts Program' page on the SAVE ON ENERGY website. The page features a navigation bar with links for COVID-19, News and Updates, About, Français, and Contact. Below the navigation bar, there are links for 'For Your Home', 'For Your Small Business', 'For Business & Contractors', and 'First Nations Energy Programs'. The main heading is 'Instant Discounts Program' with a sub-heading 'A hassle-free way to get instant savings for your business'. A photograph of a man in a workshop is shown. Below the photo, the text reads 'No paperwork. No waiting. Just savings.' and 'Receive upfront discounts from participating distributors on the purchase of energy-efficient lighting products that will help to lower your business's energy consumption, improve your bottom line and transform your space.' The 'Who's eligible?' section states that instant, point-of-sale discounts are available for existing commercial, agricultural, industrial, institutional and multi-unit residential buildings and facilities in Ontario that purchase eligible lighting products from participating distributors/dealers. A button with a plus sign and the text 'Discounts are available for a variety of lighting products:' is visible. At the bottom, an orange banner says 'Learn more about the benefits of better lighting' with a right-pointing arrow.

Retrofit regional adders

In certain areas of Ontario where electricity constraints exist, Save on Energy introduced Retrofit regional adders that **double the incentive for non-lighting prescriptive measures** to further encourage uptake in the Retrofit program. The target areas are:

- Niagara region
- Kingston area
- Southern Huron Perth
- Pembroke area
- Kenora
- Waubaushene
- Barrie/Muskoka
- Elmira
- Peterborough/Belleville

Postal codes for each eligible target area are available on the [Save on Energy website](#)

Retrofit prescriptive measures – HVAC

- Rooftop units
- Chillers
- Heat pumps
- Fan motors
- HVAC controls
- Demand control ventilation
- Refer to [SaveOnEnergy.ca/Retrofit](https://www.saveonenergy.ca/retrofit) for a complete list.



Case Study: Prescriptive Controls

Prescriptive measure: Advanced RTU Controls

Scope: Installation of advanced rooftop unit (RTU) controls on 10 rooftop units of various sizes at a small office building.

Measure	RTU Size	Peak demand Savings (kW)	Energy Savings (kWh/year)	Incentive (\$)	Project Cost (\$)	Incentive/ Cost (%)
Advanced RTU Controls	10 units of various sizes from 4-ton to 60-ton	50.15	68,393	\$15,390	\$33,761	46%

Combining Enbridge Gas and Save on Energy incentives

Get rewarded for saving gas and electricity! You can decrease your upfront costs even more with the power of both Enbridge Gas and IESO incentive programs

A retrofit project with gas and electric savings may qualify for both Enbridge Gas and IESO incentives, as long as eligibility requirements are met

For both incentives, it is vital to **get your project pre-qualified or pre-approved before making any project decisions.**

Enbridge Gas incentives

Contact your Energy Solutions Advisor or EnergyServices@enbridge.com

IESO (SaveOnEnergy) incentives

Contact your SaveONEnergy representative or 1-844-303-5542

Retrofit Program – how to apply

To participate, your project must be pre-approved with a minimum incentive of \$500

Visit SaveOnEnergy.ca/Retrofit to learn more about incentives and project eligibility rules

Please refer to participant agreement and program requirements for further details

For help with your application support, visit SaveOnEnergy.ca/Retrofit 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](#)

Existing Building Commissioning (EBCx) program

- EBCx is designed to help owners, operators and managers of commercial and institutional buildings in Ontario improve their energy management
- Participants will realize energy savings from improved facility operations and maintenance (O&M) business practices
- Implementing building management best practices will help reduce energy wastage, enhance occupant comfort and increase profitability



EBCx - How does the program work?

Investigation Phase

- Investigation report prepared by commissioning provider (CP)
- Incentive up to **\$0.06/square foot**, capped at 75% of cost paid by participant to CP or **\$50,000** (per facility)

Implementation Phase

- Implement recommended energy-efficiency measures
- Incentive of **\$0.03/kWh** of confirmed energy savings, capped at 30% of facility's annual electricity consumption (kWh) or **\$50,000**, whichever is less

Persistence Phase

- CP training to maintain systems
- At end of **12 months**, incentive of **\$0.03/kWh** of confirmed savings, capped at 30% of facility's annual kWh consumption or **\$50,000**, whichever is less

Energy Performance Program (EPP)

- Holistic approach to energy savings: operational + behaviour + capital
- Savings determined by comparing annual metered consumption to baseline energy model
- Data normalized for weather and significant building operations, e.g., occupancy, production, COVID-19
- New tiered incentive rates: **\$0.15/kWh on-peak, \$0.04kWh off-peak**



Strategic Energy Management (SEM) Program

- A transformational program that helps organizations benefit from improved energy performance by providing them with knowledge, expertise and training in energy management
- The program offers cohort-based learning and incentives for energy savings and management tools to set organizations up for success
- Participants will be eligible for \$0.02/kWh of eligible electricity savings implemented and up to \$5,000 for energy management tools



Learn more at [SaveOnEnergy.ca/SEM](https://www.saveonenergy.ca/SEM)

Training and Support

Incentives are available for a variety of energy-efficiency training opportunities:

- Dollars to \$ense – covers up to 50 per cent of course fees, or \$300/day for any full-day standard or customized workshop
- End-Use Training (e.g., Compressed Air Systems) – covers up to 50 per cent of course fees to a maximum of \$750 for each course
- Certified Energy Management – covers up to 50 per cent of course fees to a maximum of \$1,600



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

Save on Energy – 2025 and beyond

The IESO received a ministerial letter on February 9, 2024 that asks the IESO to report back by March 15, 2024 on options and analysis for a post-2024 framework and programs, with the following areas of priority.

- A **more enduring funding framework** that potentially looks beyond a four-year timeframe to provide sustained market confidence
- Expanded program offerings that reflect consumer and electricity system needs
- Objectives and targets for **beneficial electrification programs, consumer education and capacity building**

Save on Energy – 2025 and beyond

- Feasibility and design options for **demand flexibility (reducing, increasing or time shifting customer load) and distributed energy resources (DER) programs**
- Enhanced involvement of **local distribution companies (LDCs)** to help meet customer and electricity grid needs
- Additional programs for income-eligible residential customers and Indigenous communities
- Improving the participant experience through **enhanced electricity and natural gas energy-efficiency program coordination**

Thank You

SaveOnEnergy.ca

saveonenergy@ieso.ca

Vicki.gagnon@ieso.ca



[@SaveOnEnergyOnt](https://twitter.com/SaveOnEnergyOnt)



facebook.com/SaveOnEnergyOntario



[linkedin.com/showcase/
SaveOnEnergy-Ontario](https://linkedin.com/showcase/SaveOnEnergy-Ontario)