

*Focusing on our core utility businesses*

# Commercial Market Transformation Program

**Maricarmen Soto**  
Program Manager



**2024 Commercial MTP Kick-Off**  
**February 29, 2024**



# Commercial MTP

## Program Overview

Commercial Market Transformation Program (CMTP): A program that promotes the installation of energy efficient equipment at K-12 public schools, private schools, higher education, non-profits, local government, healthcare, and data centers by offering technical assistance and cash incentives.

# Team Roles



## Program Administrator

- Fund & market programs
- Conduct pre and post inspections
- Administer incentive payments

## CLEAResult<sup>®</sup>

## Program Implementer

- Conduct outreach
- Provide technical assistance
- Energy benchmarking
- Energy master planning
- Verify energy savings

# Market Transformation Programs

Barriers		Opportunities
Limited budget		Cash
Where to begin	Organizational inertia	Educate decision makers
Estimating savings + returns	Navigating technology	Technical support

# Market Transformation Programs

## Non-cash program offerings

- Energy performance benchmarking
- Energy master planning workshops
- Opportunity assessments
- Project design support
- Communications support
- SEM

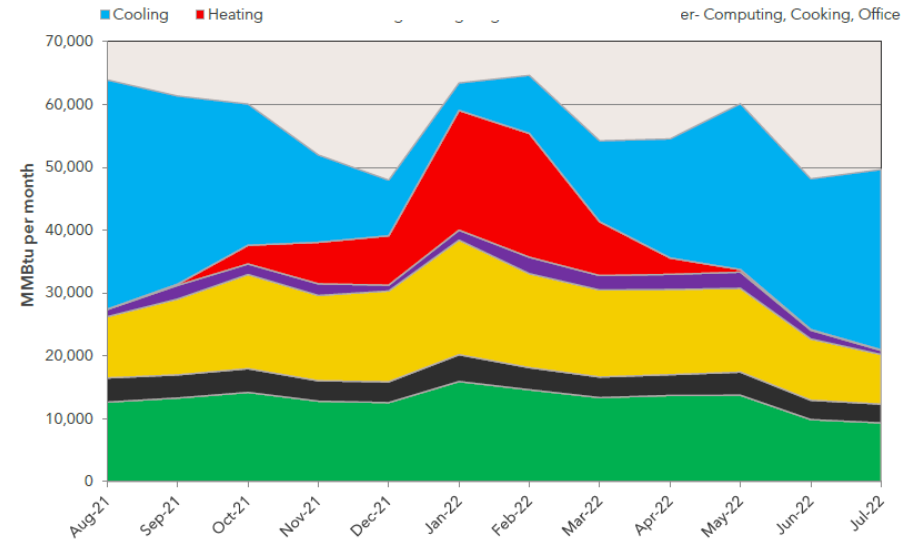
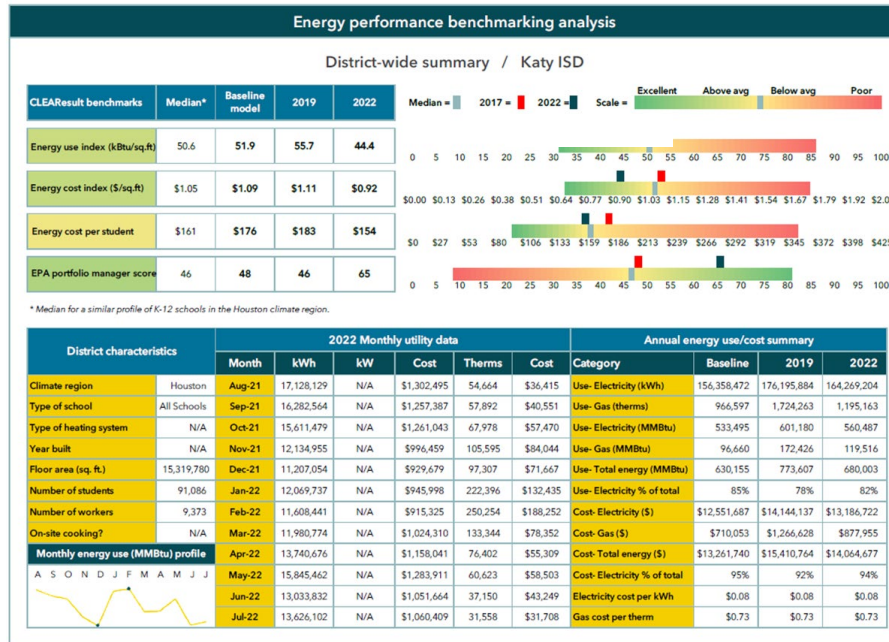
## Cash incentives

- One-time incentive payment after project is complete

# Non-Cash Program Offerings

# Energy Performance Benchmarking

- Compare facility energy usage by square footage, type, vintage, etc.
- Provides a starting point to set energy conservation goals
- 3rd party perspective
- EnergyStar portfolio manager





# Energy Master Planning Workshop

- Assemble stakeholders
- Discuss the impact each part of the organization has on energy
- Create a path, set goals, take control

## PLANNING & DECISION MAKING

We understand that inefficiency often results from a failure to prioritize efficiency when building and operating high-performance buildings. We strive to place more importance on our planning regarding new building design, energy reduction projects in existing buildings, and our daily operational activities that impact energy performance.

### Existing strengths

- Our organization has prioritized the need to improve energy efficiency and reduce costs
- Our senior managers, and facility staff view energy costs as a manageable and controllable expense
- Our organization has a written energy policy or mission statement
- We have management support to identify and install energy efficiency improvements quickly (if justified)
- We have identified the individual who is driving our energy efficiency efforts

### Short-term action items

- Develop an Energy Committee that meets quarterly to discuss progress, brainstorm ideas, help support the Energy Awareness Program and prepare reports for Senior Management review.
- Engage the utility program representative before changing out equipment or exploring energy efficiency projects including. They can provide technical assistance and help provide cost savings calculations.
- Have a regular review of goals, plans, and successes to date compared to the plan
- Develop a list of energy efficiency improvement projects for prioritization

### Long-term action items

- Develop a written energy action plan for the next 1-5 years that includes performance goals, benchmarks, and other metrics regarding energy use and costs



# Technical Assistance – Opportunity Assessments

## Opportunity Assessments

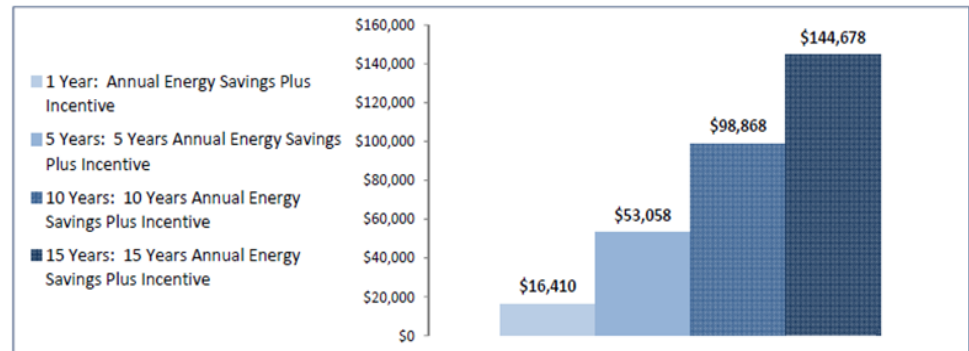
- Help identify project opportunities
- Quantify energy and cost savings
- Help communicate the value proposition
- Move projects forward

### Potential Incentive & Energy Savings

Program Incentive	\$7,248
Annual Energy Savings (\$0.09 per kWh)	\$9,162

Est. kW Savings	20
Est. kWh Savings	101,800

### Projected 15 Year Energy Savings



### Cost of Waiting

	Monthly	Annually
	\$764	\$9,162

### Annual Carbon Impact

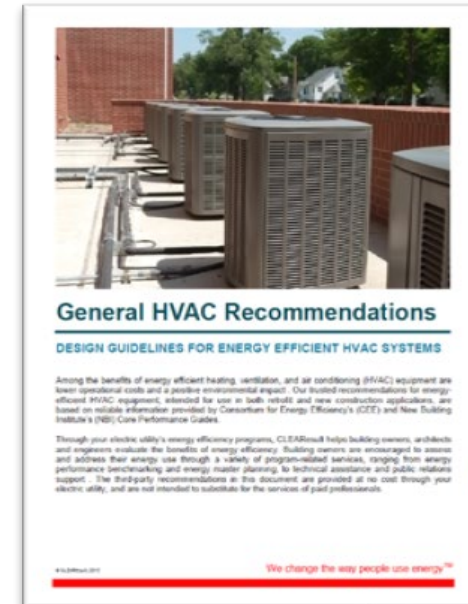
\*Calculated through the Environmental Protection Agency

14	cars off the road, or
7,870	gallons of gasoline, or
163	barrels of oil, or
15	acres of pine forests

# Technical Assistance – Design Guides

## Design Guides

- Lighting, HVAC, Building Envelope
- Help you establish minimum performance requirements
- Align with CEE and IECC
- Vendor Neutral

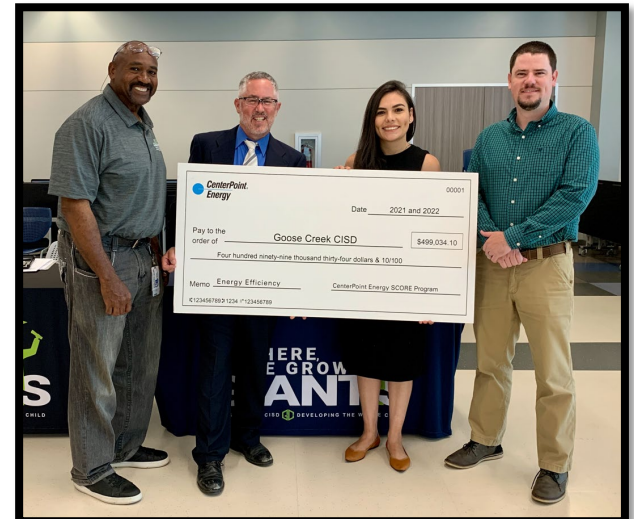
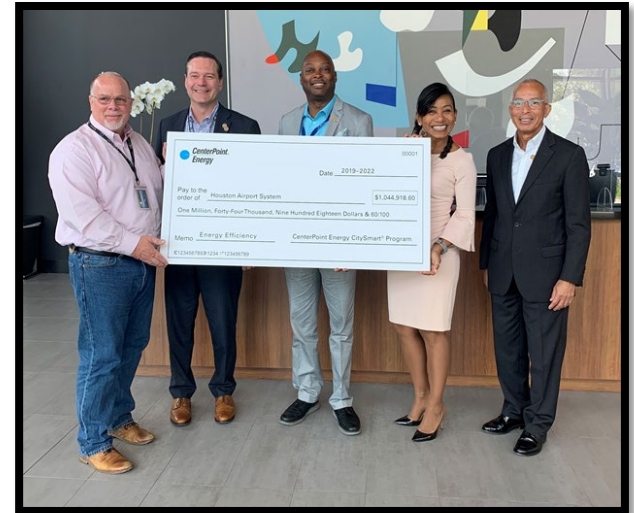


RECOMMENDED MINIMUM AIR-COOLED CHILLER EFFICIENCIES					
Equipment Type	Size Category	Path A		Path B	
		Full Load Efficiency (EER)	IPLV (EER)	Full Load Efficiency (EER)	IPLV (EER)
Air Cooled with Condenser	< 150 tons	10.1	13.7	9.7	15.8
	≥ 150 tons	10.1	14.0	9.7	16.1

Source: 2021 International Energy Conservation Code (IECC) Table C403.3.2(3)

# Communication Support

- Board meeting
- Department gathering
- You and your boss
- Newsletters and Publication support





# New for 2024!

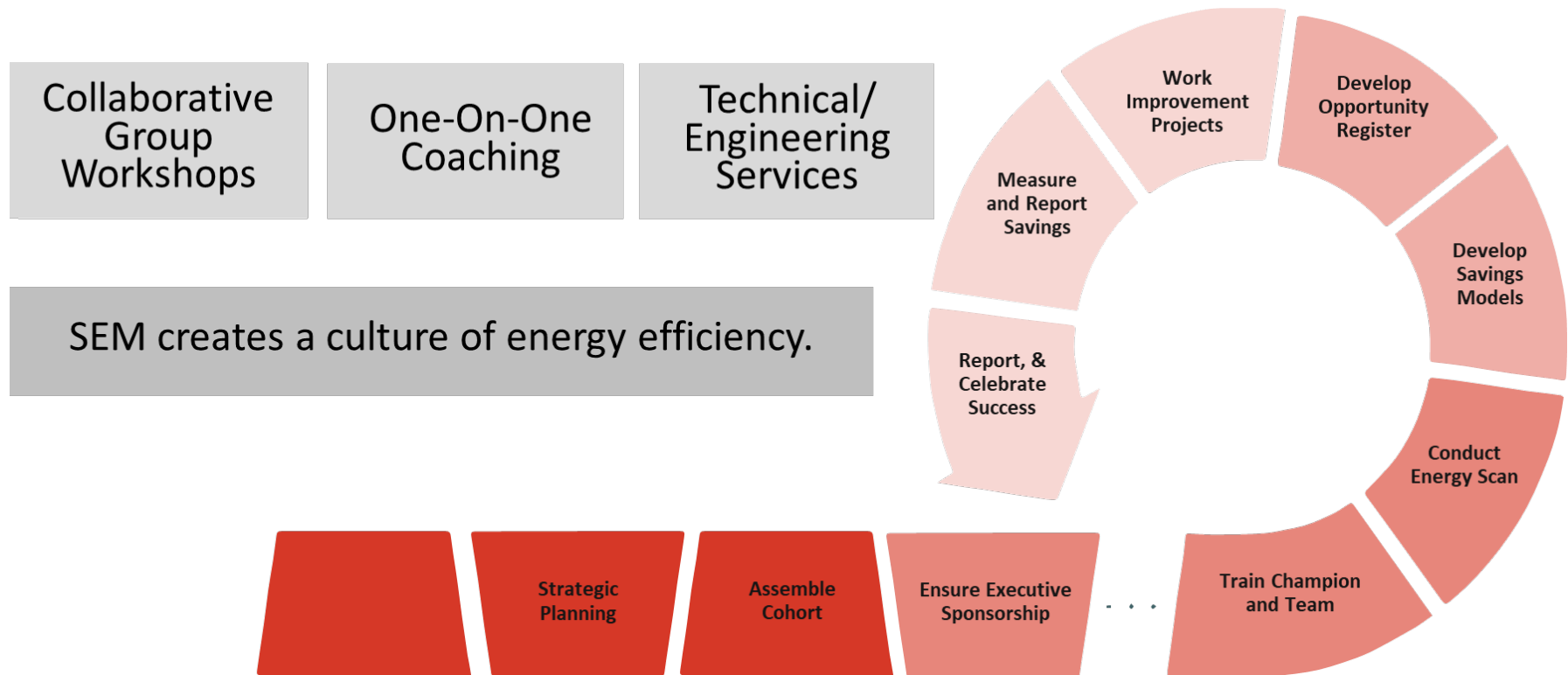
## Strategic Energy Management (SEM)

What is SEM?

- A successful strategic energy management program builds long-term relationships with energy users and targets persistent energy savings.
- SEM Focuses on low-cost and no-cost energy efficiency solutions

# New for 2024!

## Strategic Energy Management (SEM)



# Project Eligibility

## Project Eligibility

- Eligible projects include:
  - Retrofits (like-for-like replacement)
  - New construction
  - Major renovations
- Program pays for peak demand reduction and energy savings
- Two pathways for a project to earn incentives:
  - Prescriptive (deemed savings calculators)
  - Custom (M&V reporting)

Measure type	\$/kW	\$/kWh
LIGHTING – LED	207	.06
COOLING – DX UNITS	317	.11
COOLING – CHILLER	374	.11
COOLING – OTHER	276	.11
MOTOR	180	.07
VFD	200	.06
WINDOW FILM	180	.06
REFRIGERATION	220	.06
FOOD SERVICE	220	.06
ROOFING	240	.09
RENEWABLES (I.E., SOLAR, WIND)	200	.03
OTHER MEASURES	200	.07



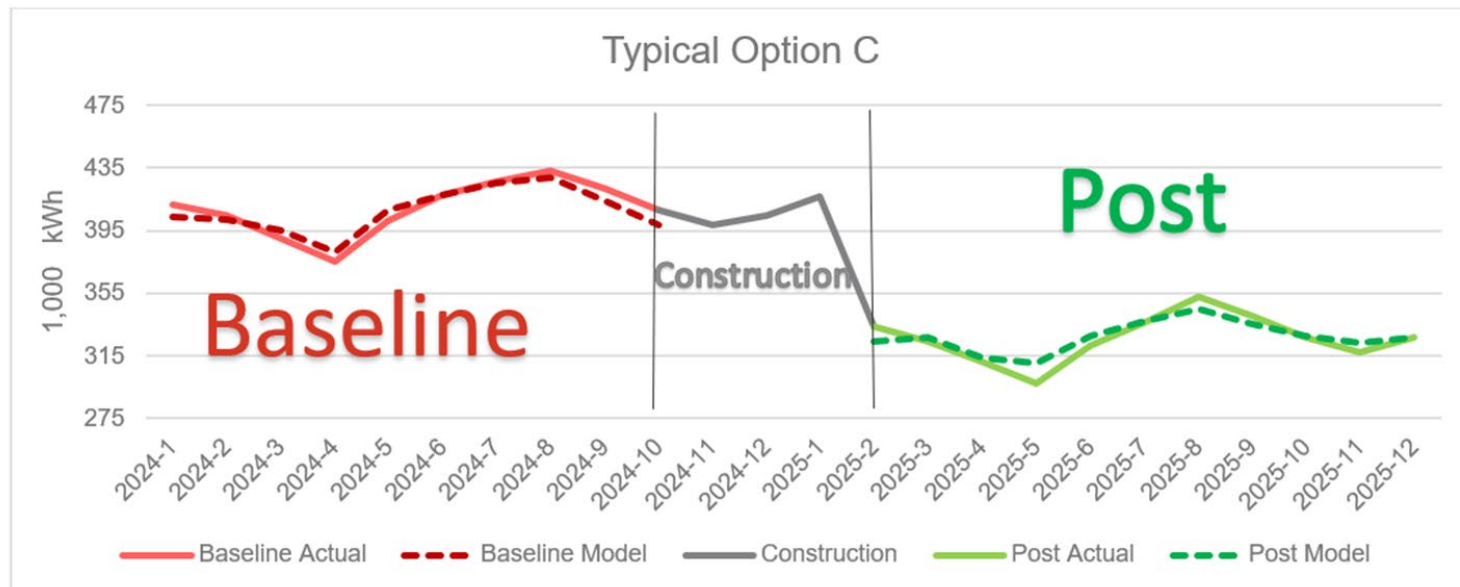
# Custom Projects

## Important Considerations

- How will the project save energy? (usually multiple measures)
- How will energy savings be measured?
  - Option A: Retrofit Isolation
  - Option B: Retrofit Isolation or System-Level Analysis
  - Option C: Whole-Building Verification
- What is the timeline?

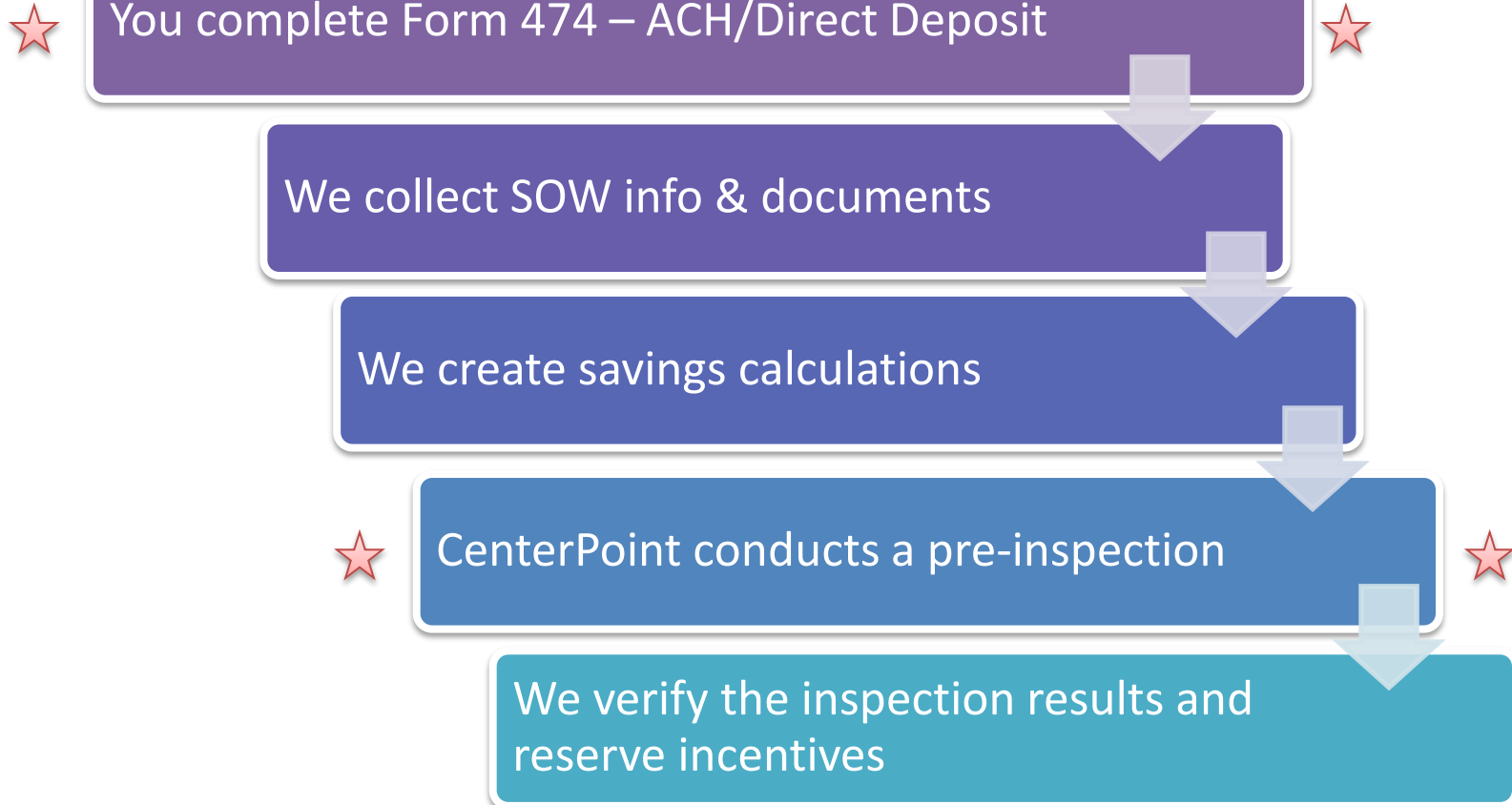
# Example Custom Project

Efficient Equipment	Notes
HVAC Sensors	Integrated People counting sensors for real time CFM requirements
Air Handling Units	27 total AHUs being retrofitted
Lighting occupancy sensors	Offices turn off at 7 pm, on at 6 am; Labs run 24 hours
Variable speed drives	Drives on new AHUs



# Project Enrollment

## Project Enrollment Process – Before Construction



## Project Enrollment Process – After Construction

You notify CLEAResult when project is complete



CenterPoint conducts post-inspection



Final adjustments to reflect post-inspection results



Final engineering review (mid-month submission deadline)



Projects close end of month

## Best Practices

- Pre inspection as soon as the project is approved
- Lighting - include language requiring DLC or EnergyStar qualified lighting in your design spec
- HVAC - require minimum performance values as listed in the HVAC design guide
- Let us review new equipment models prior to purchase

## Ineligible Measures

- Plug-and-play LED tubes (Type A)
- Measures that require no capital investment
- Redundant equipment (i.e., backup chillers)
- Removable measures (i.e., plug load, vending machines)
- O&M measures (i.e., air filters)

# Updates for Program Year 2024



## 2024 Goals and Budget

Demand Savings (kW)	Energy Savings (kWh/yr)	Incentive Budget (\$)
7,500	48,500,000	\$4,235,000

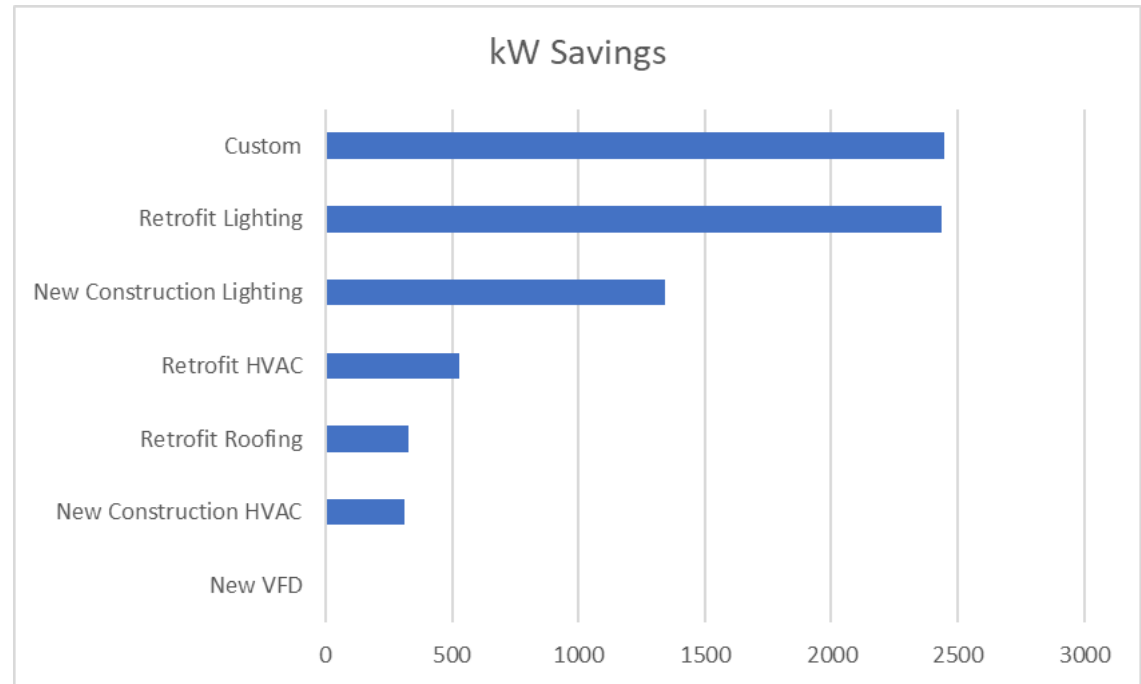
# 2024 Incentive Rates

Measure type	\$/kW	\$/kWh
LIGHTING – LED	207	.06
COOLING – DX UNITS	317	.11
COOLING – CHILLER	374	.11
COOLING – OTHER	276	.11
MOTOR	180	.07
VFD	200	.06
WINDOW FILM	180	.06
REFRIGERATION	220	.06
FOOD SERVICE	220	.06
ROOFING	240	.09
RENEWABLES (I.E., SOLAR, WIND)	200	.03
OTHER MEASURES	200	.07

# 2023 Results and Recognition

# 2023 Program Results

- 39 partners
- 229 projects
- 7,394 kW
- 33,540,434 kWh



5,289 vehicles



4,625 homes

# Top Performers

# Top Performance – School District



## Katy Independent School District

### Key Contributors

- Jay Bonham
- Jerel Cutler

### Project Description

Multiple retrofits, new construction, prescriptive and custom M&V projects

### Savings Impact

- Over 1,719 kW per year
- Over 6 million kWh per year

# Top Performance – Data Center



## CyrusOne

### Key Contributors

- Atifa Basharmal
- Jason Walters
- Elliot Long

### Project Description

Custom CRAH units  
at new data hall –  
M&V project

### Savings Impact

- Over 727 kW per year
- Over 6.3 million kWh per year

# Top Performance – Healthcare



## Houston Methodist

### Key Contributors

- John Tolleson
- Maria Zarzoza

### Project Description

Multiple lighting projects including new construction and retrofit

### Savings Impact

- Over 62 kW per year
- Over 453,000 kWh per year



# Top Performance – New Partnership



## Lamar Consolidated Independent School District

### Key Contributors

- Keith Williams
- Ysidro Merlos
- Claude Yost

### Project Description

Roof Replacements,  
New Construction  
Lighting, New  
Construction HVAC

### Savings Impact

- Over 702 kW per year
- Over 2.6 million kWh per year

**Thank you!**



**Maricarmen Soto, CenterPoint Energy**

**(713) 207-5618**

**maricarmen.macedoaguirre@centerpointenergy.com**

**Josh Campbell, CLEAResult**

**(281) 902-1155**

**joshua.campbell@clearesult.com**