

Focusing on our core utility businesses

Commercial Market Transformation Program

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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



CLEAResult®

Program Administrator

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

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

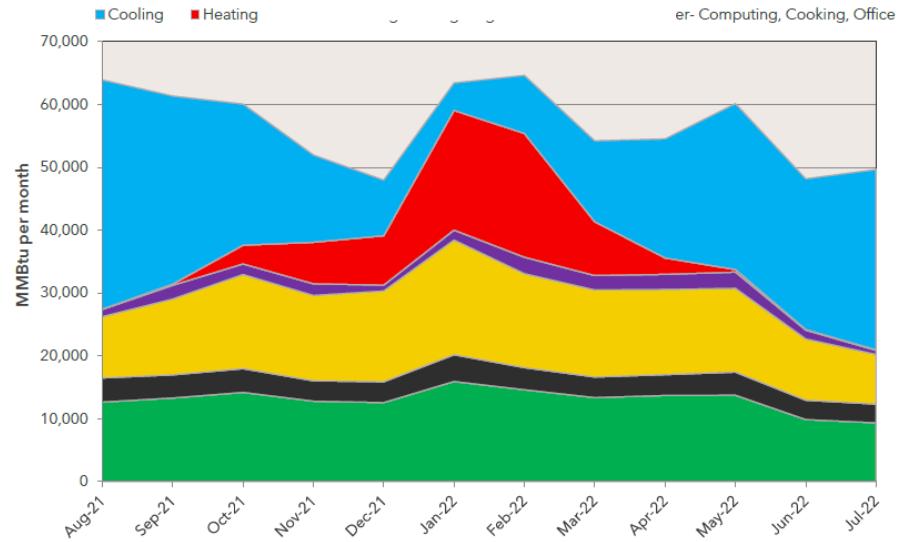
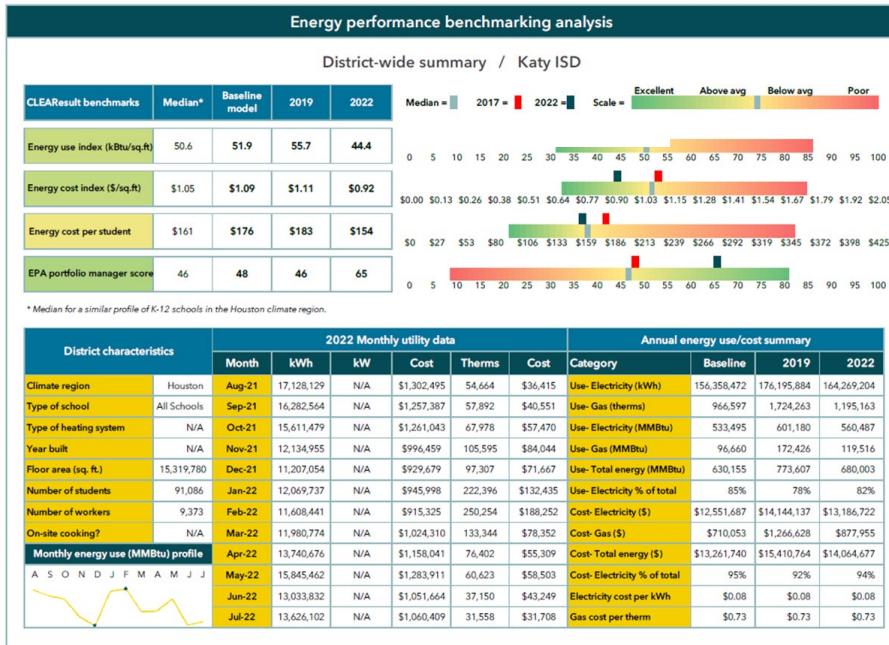
Cash incentives

- 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

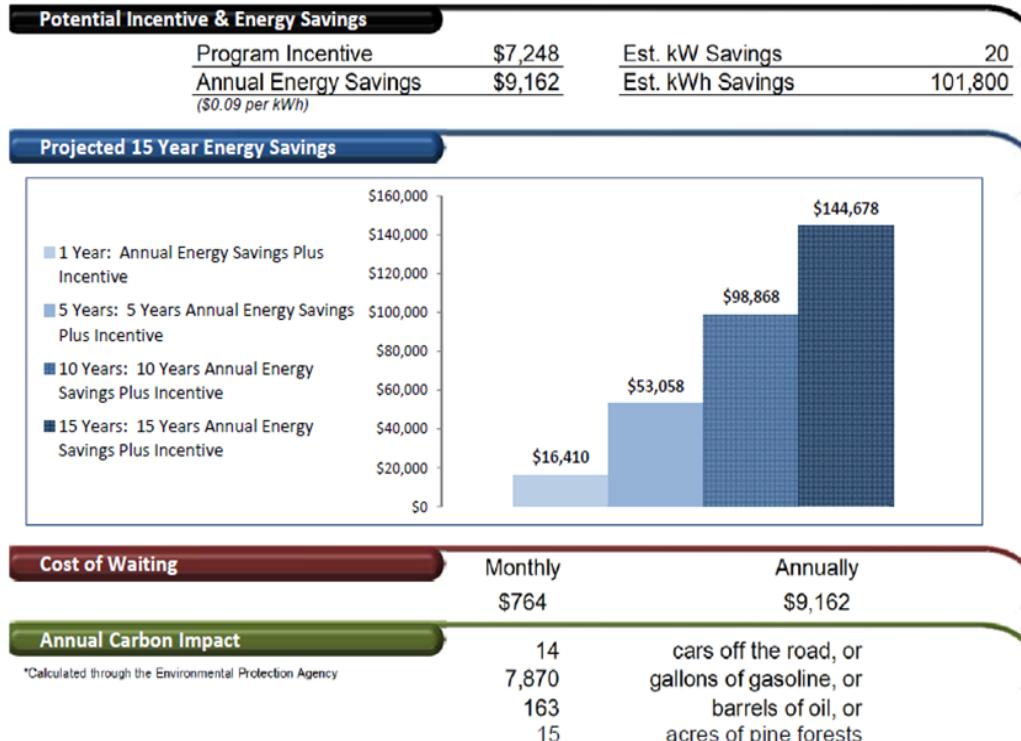
- Develop a written energy action plan for the next 1-5 years that includes performance goals, benchmarks, and other metrics regarding energy use and costs



Technical Assistance – Opportunity Assessments

Opportunity Assessments

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



Technical Assistance – Design Guides

Design Guides

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



General HVAC Recommendations

DESIGN GUIDELINES FOR ENERGY EFFICIENT HVAC SYSTEMS

Among the benefits of energy efficient heating, ventilation, and air conditioning (HVAC) equipment are lower operational costs and a positive environmental impact. Our listed recommendations for energy efficient HVAC equipment, intended for use in both retrofit and new construction applications, are based on reliable information provided by Consortium for Energy Efficiency's (CEE) and New Building Institute's (NBI) Core Performance Guides.

Through your electric utility's energy efficiency programs, CLEAResult helps building owners, architects and engineers make the most of their energy efficient building designs. We can help you to evaluate and address their energy use through a variety of program-related services, ranging from energy performance benchmarking and energy master planning, to technical assistance and public relations support. The third-party recommendations in this document are provided at no cost through your electric utility, and are not intended to substitute for the services of paid professionals.

We change the way people use energy™



I Lighting Recommendations

DESIGN GUIDELINES FOR ENERGY EFFICIENT LIGHTING SYSTEMS

According to the US Department of Energy, 51 percent of the energy used in commercial buildings is consumed by lighting systems, meaning there's significant savings to be had through energy-efficient lighting. This document provides general energy efficiency recommendations for building owners and users selecting efficient lighting technologies and practices. This document provides both general technology recommendations as well as example specifications that can be copied and pasted into project documents. These recommendations are based on the work of the Illuminating Engineering Society of North America (IESNA), the Consortium for Energy Efficiency (CEE) and other non-profit third-party industry groups that promote cost-effective energy efficiency in lighting. The most current IESNA handbook should be consulted for more specific design recommendations.

Through your electric utility's energy efficiency programs, CLEAResult helps building owners, architects and engineers make the most of their energy efficient building designs. We can help you to evaluate and address their energy use through a variety of program-related services, including energy performance benchmarking, energy master planning, technical assistance and even public relations support. These third-party recommendations are provided free of charge through your electric utility and are not intended to substitute for the services of paid professionals.

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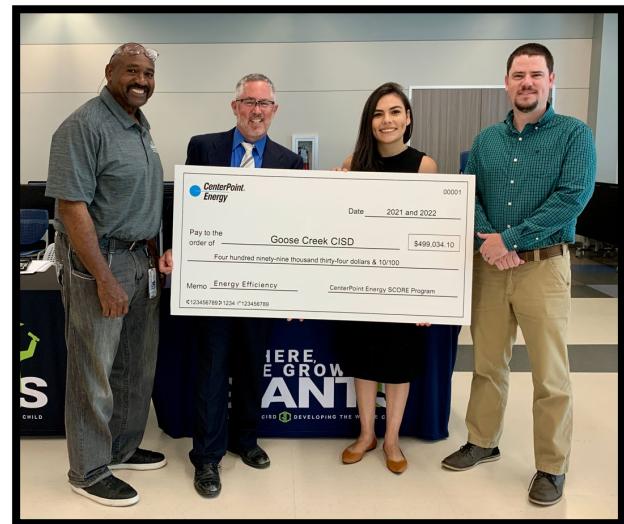
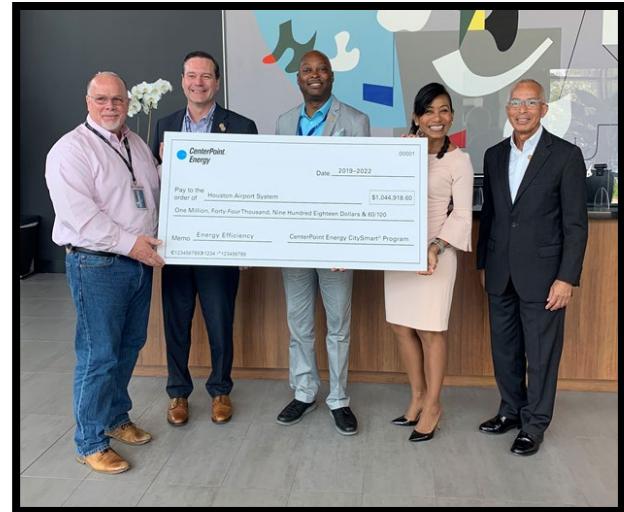
RECOMMENDED MINIMUM AIR-COOLED CHILLER EFFICIENCIES

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!

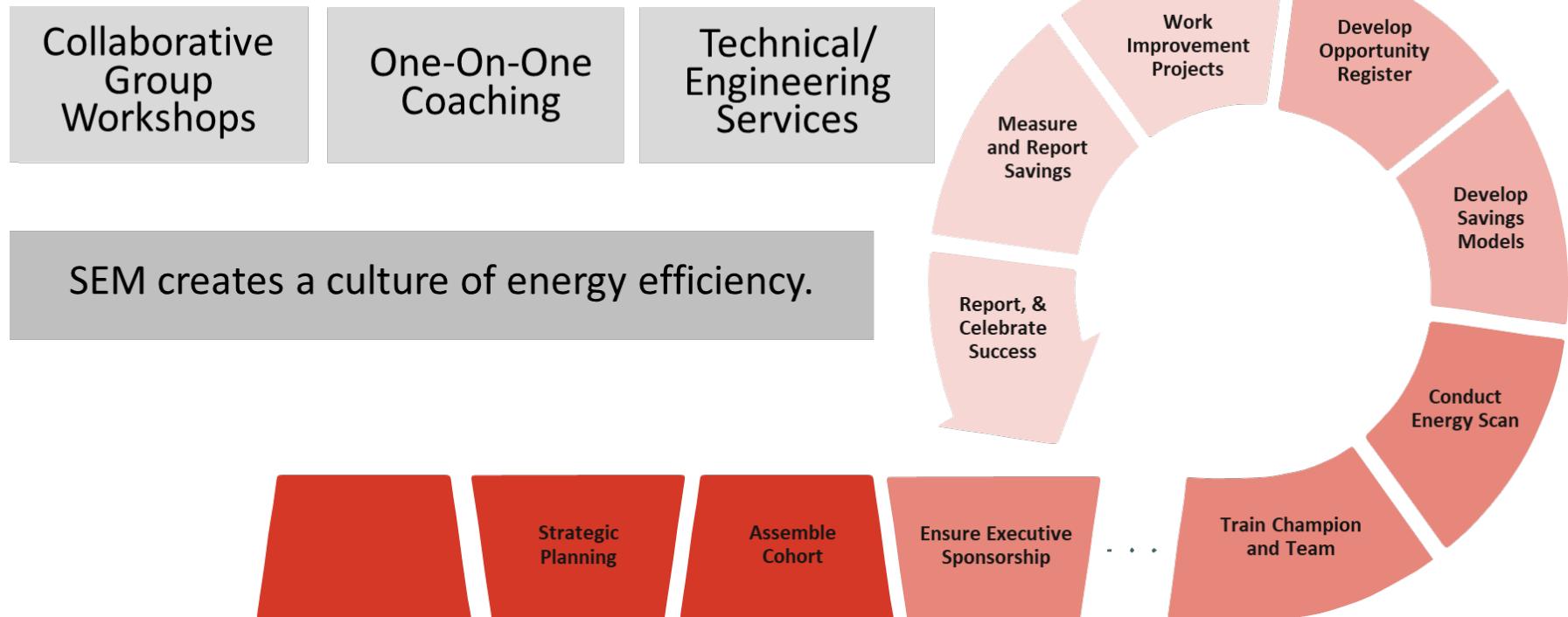
Strategic Energy Management (SEM)

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

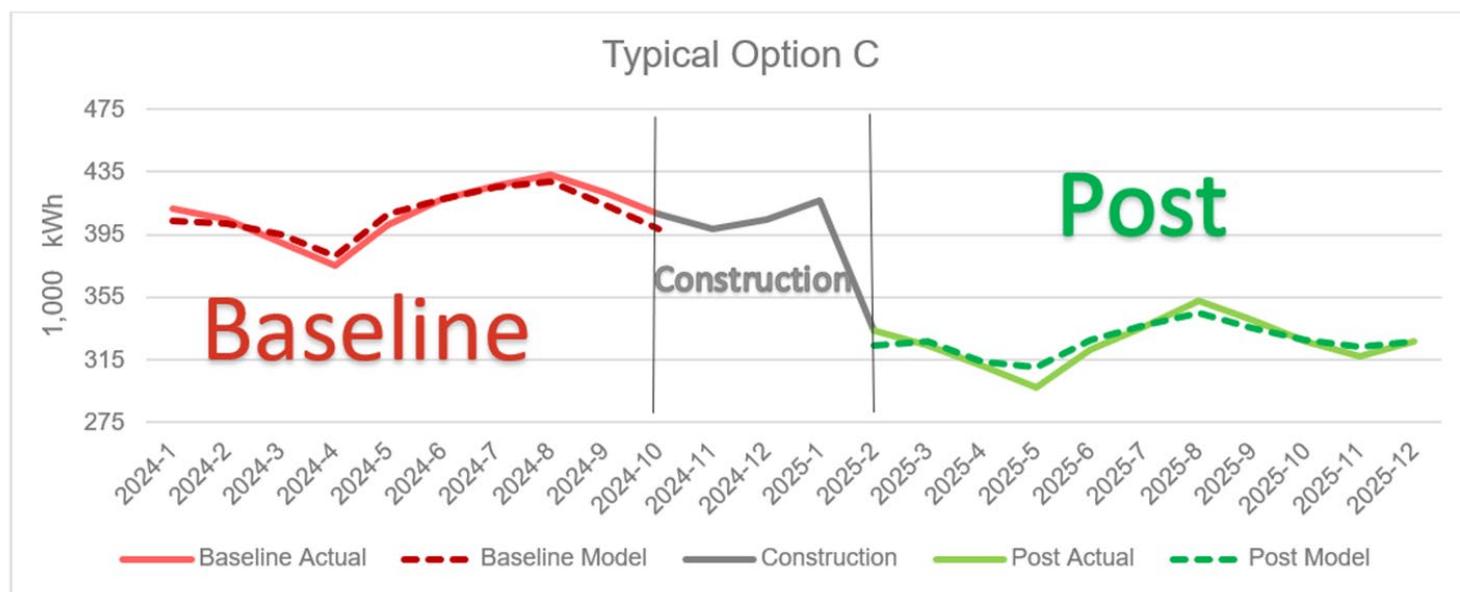
Custom Projects

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?

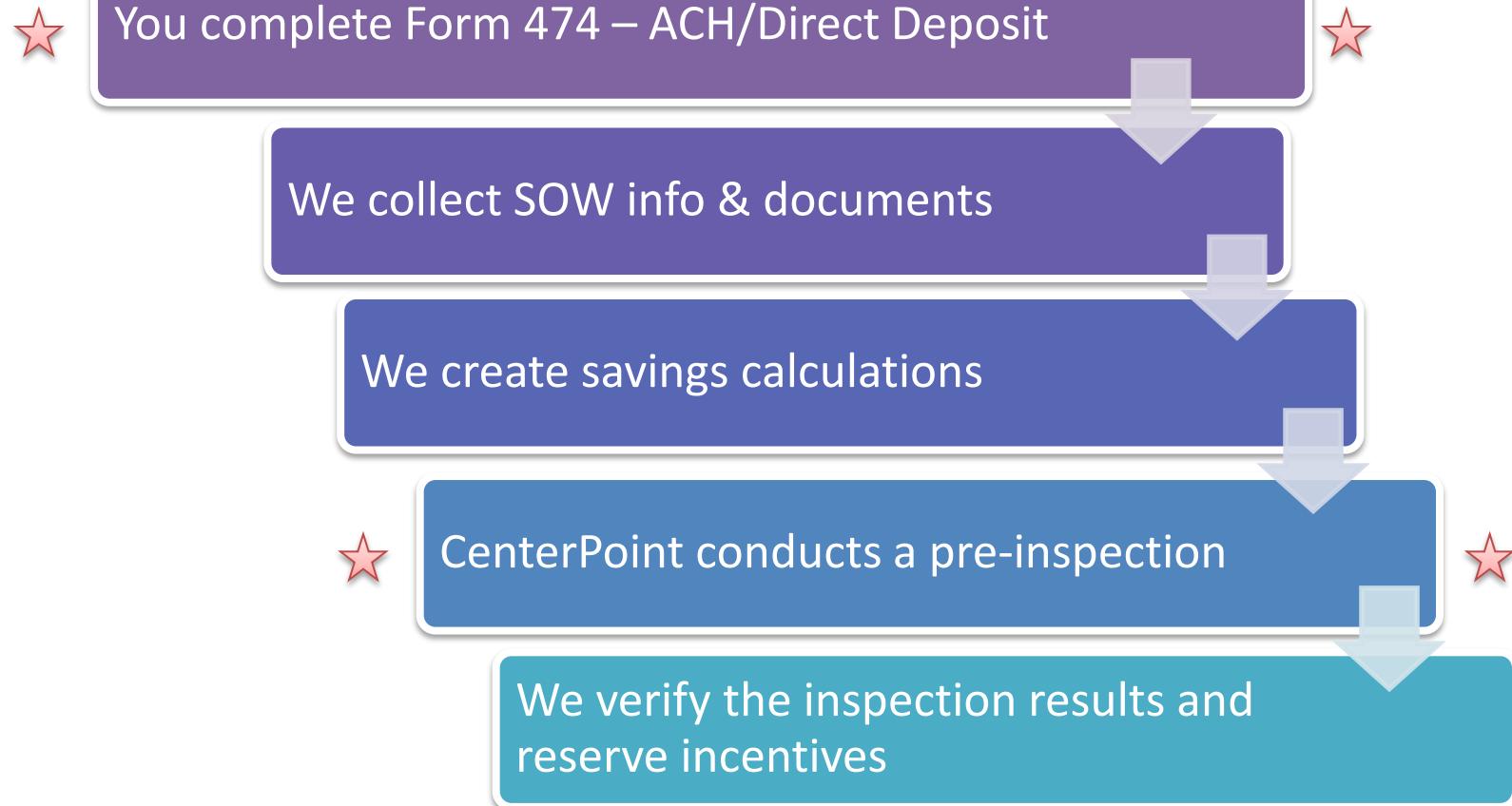
Example Custom Project

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

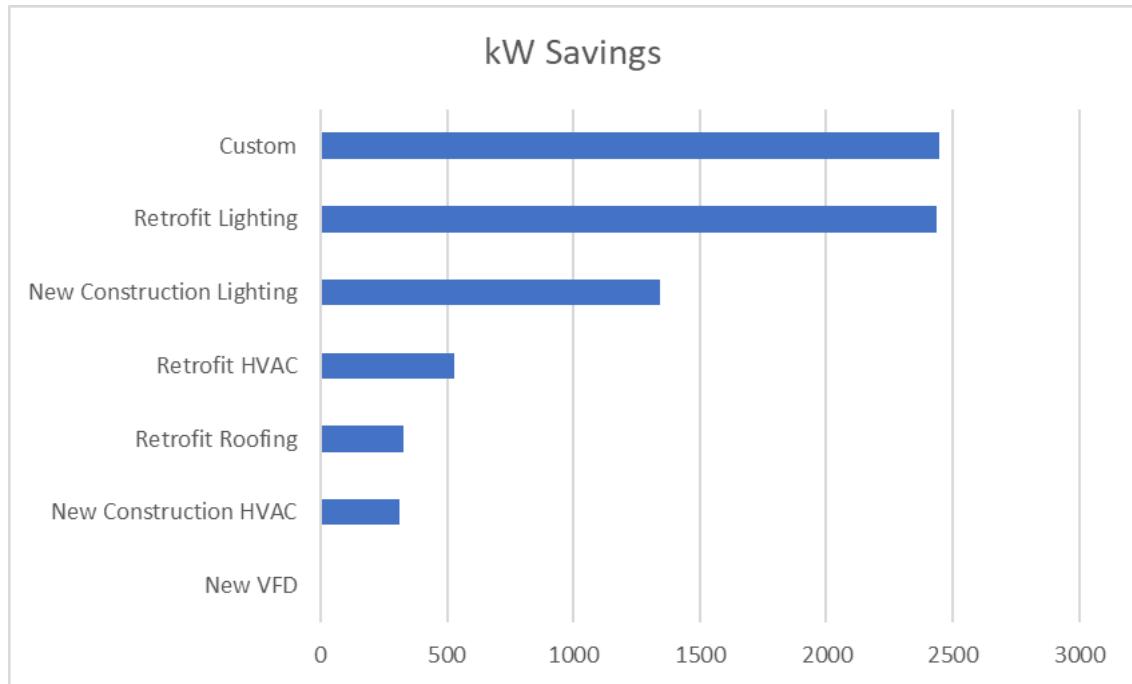
2024 Incentive Rates

Measure type	\$/kW	\$/kWh
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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	
<u>Key Contributors</u>	<u>Project Description</u>	<u>Savings Impact</u>
➤ Jay Bonham ➤ Jerel Cutler	Multiple retrofits, new construction, prescriptive and custom M&V projects	<ul style="list-style-type: none">▪ 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!

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