

Commercial-Industrial Grant Program



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Agenda



- The C&I Team
- Program Overview
- Preparing a Competitive Application
- Q&A

MEA's C&I Team



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Program Overview



- Implement upgrades that achieve deep electricity savings of 20% or more
- Incentivize projects that incorporate multiple efficiency upgrades in a whole building approach with at least 3 measures
- Showcase best practices

C&I Grant Program in Brief



- Competitive grants to implement and showcase upgrades to commercial and industrial buildings that reduce electricity usage by 20 percent or more with at least three measures
- Grants cover up to 50% of project costs *after* other incentives
- Awards can range from \$20,000 to \$500,000
- No limit on maximum project size

Eligibility



- Any commercial or non-profit enterprise
 - Examples: senior living facilities, hotels, supermarkets, office buildings, retail facilities, office areas associated with industrial plants, and restaurants
- Buildings must be located in Maryland
- Projects must improve whole building or dedicated space
 - An area/space that has its own meter
 - An area/space with a purpose distinct from the surrounding space
 - Manufacturing facilities may have a unique definition of dedicated space
- Eligible electricity efficiency measures
 - Technology upgrades
 - Operational changes (when combined with technology upgrades)

Eligible Efficiency Measures

Technology upgrades

- Building insulation and envelope
- Lighting
- Controls
- Motors and variable frequency drives
- Heating, ventilation and air conditioning (HVAC)
- Refrigeration
- Other electric-only projects

Operational changes

- Staff training and credentialing
- Re- or retro-commissioning
- Energy data analytics
- Strategic energy management or ISO 150001 implementation

Must be combined with technology upgrades and result in *measurable* energy savings

Requirements of Applicants



- At least 20% estimated electricity savings
- Technology specifications must exceed the minimum energy code for that measure
- Equipment may not be purchased or installed prior to grant agreement
- Apply for utility and other incentives (if available)
- Grantees are responsible for project costs – all grants are provided in arrears
- Allow MEA to showcase successful projects
- Allow MEA access to conduct an energy audit (if required), measure and verify savings

How to Apply



- Submissions due December 4, 2015
 - Electronic submissions strongly recommended
- Required documentation
 - 12 months of utility bills
 - A bid for the installed cost of the work
 - A monthly project plan
 - A current Maryland Certificate of Status (Maryland State Department of Assessments and Taxation)
 - Demonstration of leveraged funds
- Preferred but not required
 - Recent energy audit report

Supports for Applicants



- Resources available at program website:
<http://energy.maryland.gov/Business/>
 - Application Part 1 and Part 2 (a separate Part 2 is needed for each additional site)
 - Application FAQ
 - Notice of Grant Availability
 - Utility and Multi-Site Addenda if applicable
- All applicants will receive a confirmation of application receipt
- Contact ci.mea@maryland.gov for all programmatic questions

Program Timeline



- September 2015: Program opens for applications
- December 4, 2015: Application period closes
- February 2016: Grant decisions expected to be announced
- April 2016: Grant agreements are signed
- May 1, 2017: All energy efficiency measures installed
- June 1, 2017: Final invoices due to MEA

Preparing a Competitive Application

- Complete all fields in Parts One and Two
- Attach all required documentation
- Itemize all costs (labor and materials)
- State any assumptions
- Provide sources or documentation that support projected savings

APPLICATION, PART ONE
Commercial-Industrial Grant Program
FY16 Grant Program

Maryland Energy ADMINISTRATION
Preserving Maryland's Future

Instructions: Please read the application thoroughly and complete all sections. Since accurate information is important in ranking your application, please submit with required supplemental documents to explain your project. The MEA strongly recommends that you read the [Frequently Asked Questions](#) before completing this application.

This application covers multiple sites owned by the same entity. Such applicants must also submit the [Multi-Site Addendum](#), along with all required documentation as outlined below. A separate Part Two of the application must be included for each site.

APPLICATION DEADLINE: 11:59 p.m. EST, Friday, December 4, 2015

Application Checklist
Applicants must check off ALL of the following in order for the application to be considered for funding.

- No equipment has been purchased and no work has begun on the proposed project.
- This project includes multiple energy efficiency measures.
- This project meets the requirement for at least 20% estimated electricity savings through the proposed energy efficiency measures.

All of the following required attachments are included with this submission.

- Application Part Two (for each site covered in your proposal)
- 12 months of electric utility bills
- The [Utility Addendum](#) summarizing electric utility costs
- Contractor bid(s)
- Applicant's monthly project plan

Your Application: Existing Equipment



Be thorough:

Provide a detailed description of the existing system or equipment—with operating schedule

a. Define the space and its use: _____

Typical Hours/Day of Occupancy: Mon. - Fri.: _____ a.m. to _____ p.m.

Sat.: _____ a.m. to _____ p.m.

Sun.: _____ a.m. to _____ p.m.

Type of Lighting: _____

Type of Cooling: _____

Type of Heating: _____

Type of HVAC System: _____

Type of HVAC Control System: _____

Current HVAC Operational Schedule: _____

Your Application: Proposed Project



Be accurate:

Description of proposed project should include make and model number and a manufacturer spec sheet.
Spell out assumptions.

Proposed Project Type	Description	Key Assumptions for Energy Savings
HVAC <input type="checkbox"/> Chiller <input type="checkbox"/> Cooling Tower <input type="checkbox"/> Pump <input type="checkbox"/> Rooftop Unit <input type="checkbox"/> Air-handling Unit <input type="checkbox"/> Split-system Unit <input type="checkbox"/> Other: <input type="text"/>	<input type="text"/>	Equipment Size: <input type="text"/> Existing Efficiency: <input type="text"/> Proposed Efficiency: <input type="text"/> Existing Operational Hours: <input type="text"/> Proposed Operational Hours: <input type="text"/>

Your Application: Leveraged Funds



Be resourceful:

Provide status of leveraged funds. *Apply to your local utility program.*

3. Name of the utility incentive program:

4. Indicate the status of your application to this utility program:

I have applied for funding.

Amount of potential incentive: \$

I have not yet submitted an application.

Amount of potential incentive: \$

Are there any other, non-utility funding sources that you intend to leverage for this project? Yes No

Your Application: Project Costs & Savings



Be cost effective:

Provide detailed project cost and energy savings estimates. A recent energy audit report confers advantage.

Energy Efficiency Measure & Location	Projected Annual Electric Savings (kWh)	Estimated Annual Energy Cost Savings (\$)	Estimated Project Cost (\$)

Evaluation Criteria



- Percentage and diversity of electricity savings (20% minimum estimated)
- Percentage of matching or leveraged funds
- Demonstration of best practices or innovative technology
- Project feasibility (bid must show that project can be completed by May 2017)
- Cost-effectiveness (simple payback)
- Complete & accurate energy savings and cost estimates

In offering grants, MEA will seek diversity in:

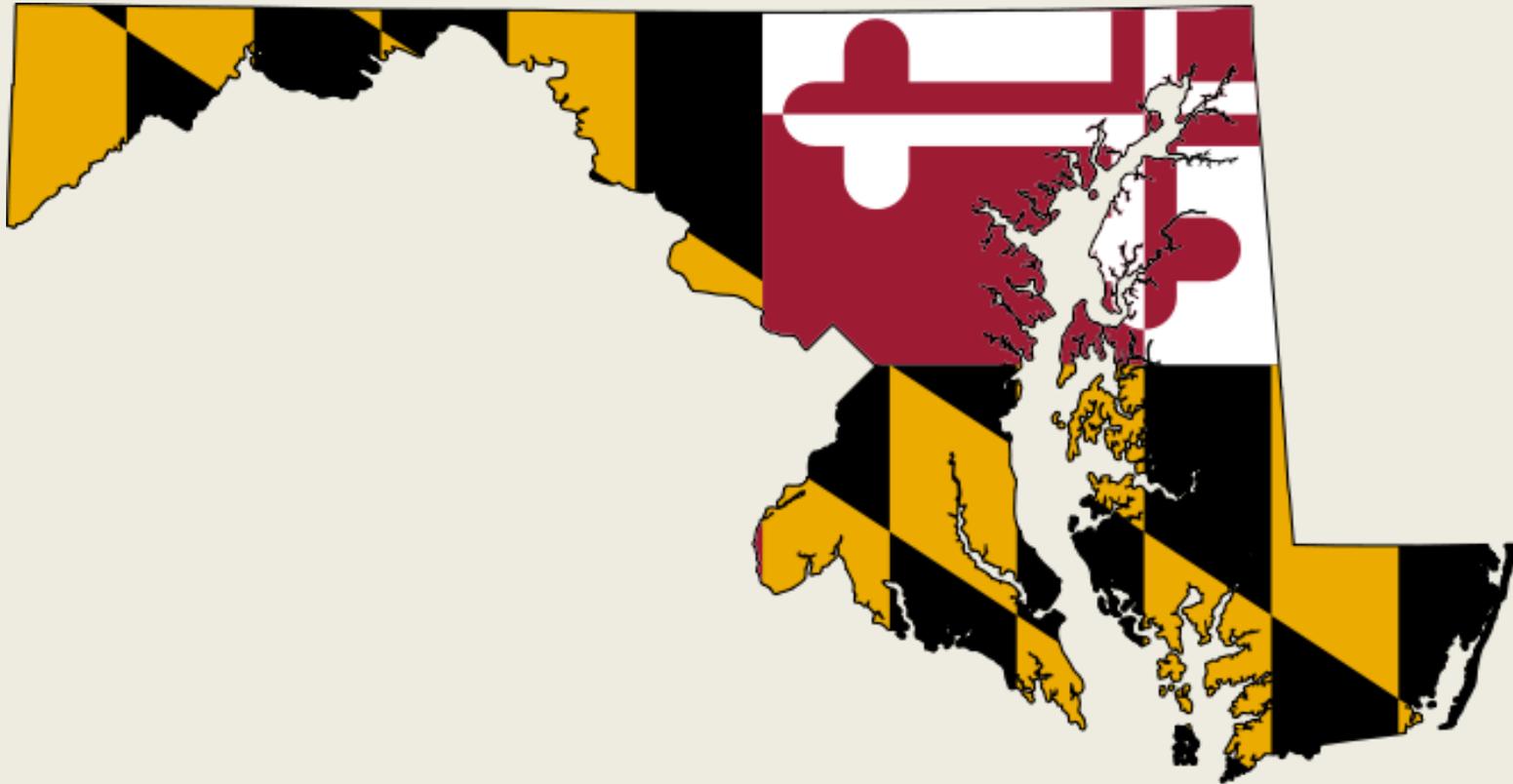
- building and industry types
- energy conservation measures
- geographic distribution

Grant Decisions



- MEA will make one of three determinations:
 - Issue a Grant Commitment Letter
 - Place the project on a waiting list, or
 - Reject the application
- If your project is selected, MEA will provide a commitment letter that:
 - Explains the next steps in verifying energy savings
 - May require you to solicit additional bids for your project, and
 - Provides instructions about meeting various preliminary project requirements within a prescribed time window.

Questions?



Thank you!



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