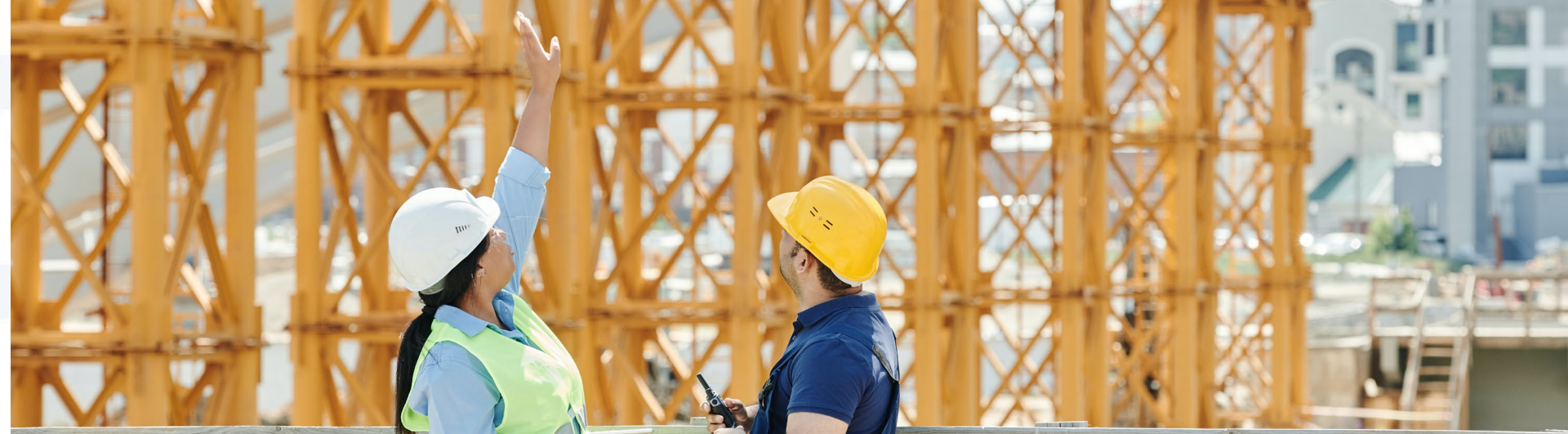


# EnergyWise for Your Business



# Agenda

- 1 Welcome & Introductions
- 2 A Business Case for Energy Efficiency
- 3 Program Overview for Measures, Eligibility and Incentives
- 4 Current Incentive Amounts

# Welcome: About Us



ICF is a global consulting & technology services company. It is headquartered in Fairfax, Virginia, with approximately 7,700 employees working in more than 60 offices around the globe.



**We have been the EnergyWise for Your Business program implementer since 2010.**

# Introductions: Dedicated Support Team



**Jesse Erbel**  
Program Manager  
EnergyWise  
[Jesse.Erbel@icf.com](mailto:Jesse.Erbel@icf.com)  
828.719.6190



**Michael Trofe**  
Program Manager  
Small Business  
[Michael.Trofe@icf.com](mailto:Michael.Trofe@icf.com)  
609.949.4497



**Liv Stewart**  
Project Coordinator  
[Liv.Stewart@icf.com](mailto:Liv.Stewart@icf.com)



**Kate Panizza**  
Project Coordinator  
[Kate.Panizza@icf.com](mailto:Kate.Panizza@icf.com)  
803.791.6124



**Bryson Earle**  
Account Manager  
Small Business  
[Bryson.Earle@icf.com](mailto:Bryson.Earle@icf.com)



**Mary Freibert**  
Account Manager  
Lowcountry  
[Mary.Freibert@icf.com](mailto:Mary.Freibert@icf.com)  
843.327.6670



**Calvin Barton**  
Account Manager  
Aiken Area and Surrounding  
[Calvin.Barton@icf.com](mailto:Calvin.Barton@icf.com)  
803-791-6143



**Jennifer Cannon**  
Account Manager  
Columbia Area  
[Jennifer.Cannon@icf.com](mailto:Jennifer.Cannon@icf.com)  
803.220.6557



**Fred Wichert**  
Account Manager  
Beaufort Area and  
[Fred.Wichert@icf.com](mailto:Fred.Wichert@icf.com)  
854.345.0869



**Kelley Laird**  
Energy Ambassador  
[Kelley.Laird@icf.com](mailto:Kelley.Laird@icf.com)  
678.687.0517

# Program Success by the Numbers (2010 – 2023)

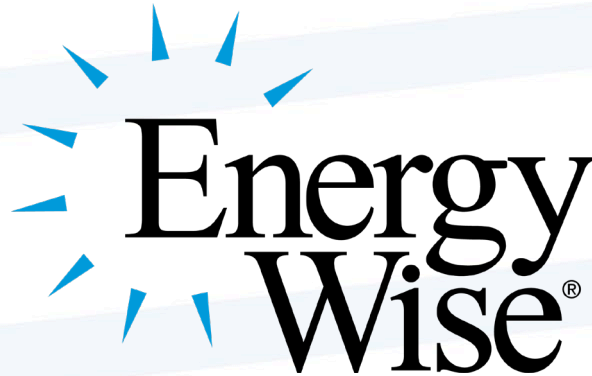
81 MW  
Reduced

435,000  
MWh Savings

6,900  
Projects

\$45 Million  
Incentives Distributed

# A Business Case for Energy Efficiency



# Establishing a Metric for Return on Investment (ROI)



Simple Payback  
Period  
**SPP**



Net Present  
Value  
**NPV**



Life Cycle  
Cost Analysis  
**LCCA**

# Simple Payback Period

**Advantages:** simple to perform; easy to understand and communicate. Recovers initial cost faster reducing uncertainty in future cash flows. Frees up cash for other projects sooner.

**Disadvantages:** ignores time value of money (capital, inflation, interest rates). Does not consider ROI after the breakeven point. Projects with longer payback might not get done.

$$\textit{Payback Period} = \frac{\textit{cost of investment}}{\textit{energy savings}}$$



# Dominion Energy South Carolina Higher Education Customer

## Project Example: **Lighting Upgrade**

- Customer Type: **Higher Education Facility**
- Measure: **Lighting Upgrade**
- Project Description: **Upgrade existing lighting to LED**
- Impact: **Reduced annual usage by a total over 270,000 kWh**

Lighting Use	Library
Fixture Quantity	1000
Existing Fixture Type	3-Lamp 4ft T8 with Standard Electric Ballast
Typical Existing Wattage	53
Installed Fixture Type	2-Lamp 4ft LED Lamps
Typical Installed Wattage	18
Annual Operating Hours	8736
Annual Energy Savings (kWh)	272,126
Annual Energy Savings (kWh)	\$16,452
Project Cost	\$29,502
Incentive	\$12,250

# Simple Payback Period without Incentive

$$\textit{Payback Period} = \frac{\$29,502 \text{ (cost of project)}}{\$16,452 \text{ (electrical savings)}}$$

# Simple Payback Period without Incentive

$$22 \text{ months} = \frac{\$29,502 \text{ (cost of project)}}{\$16,452 \text{ (electrical savings)}}$$

# Simple Payback Period with Incentive

$$13 \text{ months} = \frac{\$17,252 \text{ (cost after incentive)}}{\$16,452 \text{ (electrical savings)}}$$

# Net Present Value

**Advantages:** Account for the time value of money and allows for analysis of longer-term projects. A lot of companies use this metric in making financial decisions.

**Disadvantages:** Increased complexity, requires more data for analysis.

$i$  = discount or interest rate

$n$  = period number

$$\text{Net Present Value} = \frac{\text{cash flow}}{(1 + i)^n}$$

# Life Cycle Cost Analysis

Life cycle cost analysis is an estimation of how much money you will spend on an asset over the course of its useful life.

2015 Jeep

Cherokee –Trailhawk

\$29,895



2015 Toyota

RAV4

\$25,165

# Life Cycle Cost Analysis

Life cycle cost analysis is an estimation of how much money you will spend on an asset over the course of its useful life.

Replace  
every 6,000  
hours



Replace  
every 15,000  
hours

# The Cost of Doing Nothing

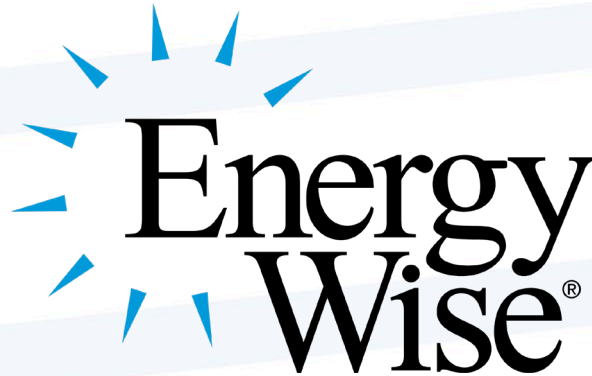


## *Simple Payback Period Example:*

- The Library's yearly savings were **\$16,452**
- The cost of installing the new lamps was **\$29,502**
- Within three years they would have spent \$49,356 or an additional **\$19,854**
- In ten years, they would have **spent an additional \$135,018 if they had "done nothing"**



# EnergyWise for Your Business Overview



# Eligibility Overview and Requirements

- Program is available to all non-residential electric customers
- Certain industrial and large commercial customers can opt-out of the program
- Customers who do opt-out are required to opt-in again to apply for and receive incentives
- **Written pre-approval is required prior to ordering, purchasing, or installing equipment for most applications!**
- Once pre-approved, commitment is valid for 180 days for retrofit applications and one year for new construction

# Type of Projects

## Lighting



- Retrofit
- New construction
- Major renovations

## HVAC



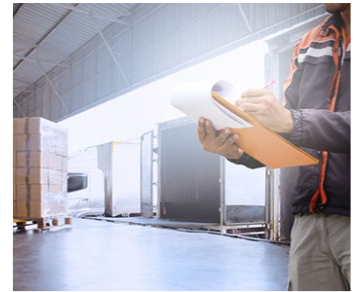
- Unitary
- Chillers
- VFDs
- **Cool Roofs**

## Food Services & High-Efficiency Equip.



- Cooking Equipment
- Commercial Clothes Washing
- Refrigeration

## Custom



- **Agriculture**
- Technical Service Assistance
- Building Tune Up
- Whole Building Solutions
- General Custom

# Lighting Incentives



# Lighting Project Types

Retrofits

New  
Construction/  
Major Renovation

New Exterior Lighting =  
Custom Program/Incentive

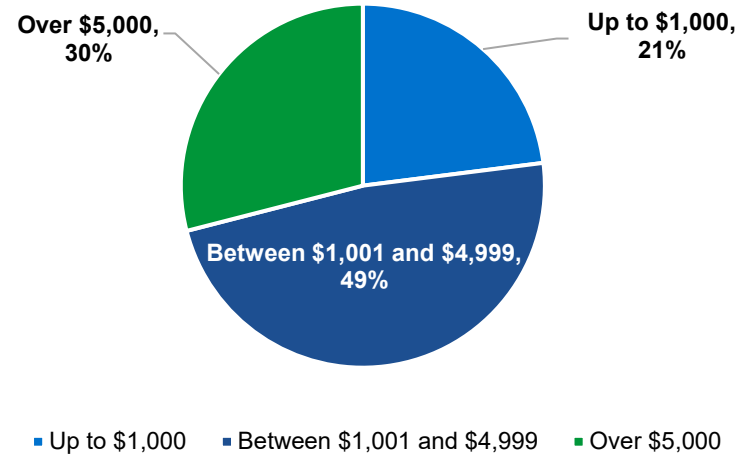
# Lighting Retrofits

- **Fixtures and lamps:** \$0.35/Watt Reduced
- **Exit signs:** \$10/Unit
- **Occupancy controls:** \$15-\$35/Control

## Notes:

- Minimum Watts reduction of 10% for whole project required
- Incentive will not exceed 50% of total project cost (material and labor)
- DLC or ENERGY STAR listing required for all LEDs
- HVAC system information required

## Typical Financial Incentives Received in 2021



# Lighting: New Construction / Major Renovation

## New Construction (NC) Lighting - Interior

- Lighting Power Density (LPD) – 15% Less Than Code
- \$0.40/Watt Reduced with Cap of \$30 per Lighting Fixture
- ComCheck – Either whole building or space-by-space approach
- DLC or ENERGY STAR listing is required for >70% of all lamps and fixtures
- HVAC system information must also be provided

## New Construction Lighting - Exterior

- Submit project as Custom Type of Project – Contact Us for Necessary Requirements

## Major Renovation – Same Requirements as NC Lighting – Interior and Means:

- Removal of entire existing lighting system and wiring
- Redesign of entire lighting system
- Significant change to actual function of building through significant renovation

# HVAC Incentives





# HVAC Project Types

Split &  
Package  
HVAC

Package  
Terminal  
Units

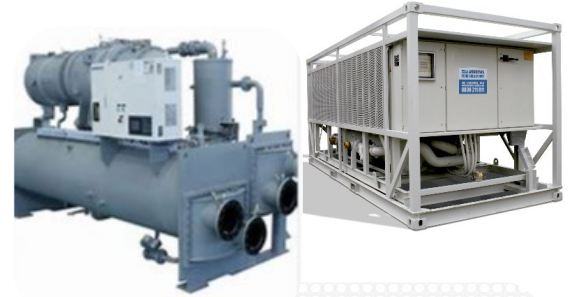
Unitary  
Chillers

Cool Roofs

Window Film

# HVAC Incentives

- **Split & Package HVAC** - Air Source Air Conditioner/Heat Pumps: \$15-\$125/ton
- **Packaged Terminal Systems (PTAC/PTHP):** \$20-\$60/unit
- **Unitary Air and Water-Cooled Chillers** (Includes Single Speed and VFD Controlled Types): \$10-\$39/ton
- Unit must meet efficiency ratings depending on type and size
- **Pre-approval is required for applications with a total incentive exceeding \$5,000**
  - If not pursuing pre-approval, application must be submitted within 60 days of invoice date
- **VFDs Retrofits** for HVAC Equipment (Supply and Return Air Fans, Cooling Tower Fan, CW Pump, Heat Water Pump, and Water HP Circ Loop): \$50-\$75/HP



# Cool Roofs and Window Film Incentives

## Cool Roofs: \$0.10/SF

- Roofing Products must be certified by CRRC
- Roof must be located over an air-conditioned space
- Roof must have at least an initial rated reflectance of 0.65, and rated reflectance of 0.50 after 3 years of exposure.



## Window Film: \$1.00/SF

- Solar Heat Gain Coefficient (SHGC) of .24 or less  
(Must cover entire window)
- North facing windows are not eligible
- Existing window retrofits
- Building must be air conditioned to qualify



# Food Service & High Efficiency (HE) Equipment Incentives



# Food Service & High Efficiency Project Types

Food Prep  
Equipment

Ice Machines

Reach-In  
Refrig &  
Freezers

Clothes  
Washers

HE Refrig  
Components

Receptacle  
Load Controls

# Food Service & HE Equipment Incentives

**Food Prep Equipment** – Steam Cookers, Insulated Hot Holding Cabinets, HE Fryers, Electric Griddles, HE Electric Convection and Combination Ovens: \$300-\$1,200

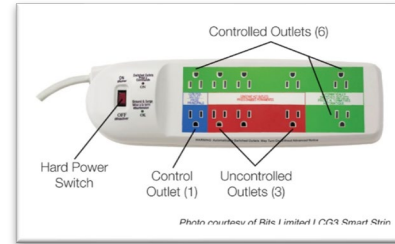
**Ice Machines** – Batch and Continuous (Ice Making Head, Split System, and Self-Contained): \$50-\$150

**Reach-In Refrigerators & Freezers:** \$20-\$200

**Clothes Washers:** \$50

**HE Refrigeration Components** – Anti-Sweat Heater Controls, ECM Motors, Night Covers, LED Case Lighting & Controls: \$5-\$100

**Receptacle Load Controls** - Vending Machine Controls and Personal Receptacle Occupancy Sensors: \$5-\$20



## Notes:

- Incentives/unit
- Most equipment requires Energy Star® product listing
- Additional technical requirements may be required
- **Pre-approval is required for incentives exceeding \$1,000**
  - If not pursuing pre-approval, application with supporting documents must be submitted within 60 days of invoice date

# Agriculture Incentives



# Agriculture

## Customer Eligibility

All eligible agribusiness customers raising plants and animals on commercial or industrial rate schedules, including farms such as poultry, dairy, swine, horticulture, grain operations, and irrigation.

## Typical Custom Measures Include:

- Heating pads (Swine)
- Milk pre cooler (Dairy)
- Animal Agricultural: LED replacement for 43W-72W
- Animal Agricultural: LED Lighting (150W HPS)
- Horticultural lighting: LED replacing 1,000W HPS
- Well Pump Tune-up (60hp)
- Well Pump VFD
- Grain Bin VFD





# Custom Incentives



# Custom Projects

Technical  
Services

Building Tune-  
Up

Whole Building  
Solutions

General  
Custom

**Contact Us - [Before You Get Started!](#)**

# **EnergyWise for Your Business Current Incentive Amounts**

# Current Incentive Amounts

- As of February 2021, the adjusted incentive cap is **\$100,000 per Project Type per Customer Tax ID per Program Year.**
- Each Customer Tax ID is eligible for \$100,000 in incentives for each of the following Project Types:
  - Lighting (Retrofit and New Construction)
  - Unitary HVAC (including VFDs and Chillers)
  - Food Service (and other High Efficiency/Energy Star equipment)
  - Custom

# Questions?

# Open Forum Discussion

# Thank You.

Ready to Get Started? Contact us today:

**Visit:** [DominionEnergySC.com/ForYourBusiness](https://www.DominionEnergySC.com/ForYourBusiness)

**Email:** [SCEnergyExperts@DominionEnergySC.com](mailto:SCEnergyExperts@DominionEnergySC.com)

**Call:** 877-784-7234

# Addendum



# Application Process

# Application Process Overview

1.

## CONTACT US TO GET STARTED

Discuss your project with us so you understand eligibility before you start.

2.

## SUBMIT APPLICATION

You must get pre-approval first. Download the application from the website and submit via email.

3.

## ORDER, PURCHASE & INSTALL EQUIPMENT

After you receive your pre-approval letter, then order, purchase and install your equipment. Notify us of any scope of work changes.

4.

## SIGN & RETURN LETTER & FINAL DOCS

Upon project completion, sign and return your pre-approval letter with proof of purchase and final required documents.

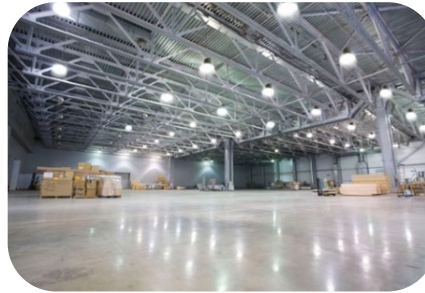
5.

## RECEIVE FINAL LETTER & INCENTIVE CHECK

Once post-inspection occurs, receive your final approval letter and your incentive check. Enjoy your savings!

# What Speeds Up Processing?

- Photos of your existing equipment if lamps have unusual wattages or space has higher or lower fixture counts than usual. For example:



- Easy-to-follow room by room inventory



1	Office Room 123
2	Office Room 235
3	Mens Room 1st Floor
4	1st Floor Copy Room

# What Slows Down Processing?

- Missing customer signature:

Customer Name		Title	
Customer Signature (if payment to contractor, Customer must type his/her name to the right and check the box below)		Date (XX/XX/XXXX)	
<input type="checkbox"/>	I understand and intend that my electronic, PDF or facsimile signature be accepted and have the same force and effect as an original signature.		

- Missing payment information:

<b>PAYMENT INFORMATION</b>	
Payment to:	<input type="radio"/> Customer <input type="radio"/> Contractor
Federal Tax ID # (of recipient)	
Tax Status of Recipient (select one)	<input type="radio"/> Corporation <input type="radio"/> LLC <input type="radio"/> Partnership <input type="radio"/> Individual Proprietorship <input type="radio"/> Not for Profit

# What Slows Down Processing? (continued)

- Missing account number or customer tax ID:

Expected Completion Date	
DESC Electric Account #	
Customer Federal Tax ID	

- Missing spec sheets
- Using an old application worksheet – always check the website for the most current version: [DominionEnergySC.com/ForYourBusiness](https://www.dominionenergy.com/for-your-business)
- Always check the website for the most current application. Applications from last year will not be accepted after 4/1/2021.

# Custom: Technical Services

- Technical Service incentives offered under Custom program on limited basis for new construction projects, major renovation projects, equipment replacements and efficiency upgrades to existing equipment and processes
- We will co-fund the cost of approved engineering studies:
  - 50% of cost up to \$10,000 that will help determine energy savings for projects to be submitted under Custom program

# Custom: Building Tune-Up

- Building Tune-Up (BTU) = a process for fine-tuning a building's systems so they operate at optimum efficiency.
- Focuses on equipment performance rather than replacement
- Clearly identifies specific energy savings opportunities

## Typical Measures

Optimize building control system	Optimize chiller operation
Eliminate simultaneous heating and cooling	Optimize economizer operation
Calibrate VAV's and temperature sensors	Revise building schedules
Implement Demand Control Ventilation	

# Custom: Building Tune-Up (continued)

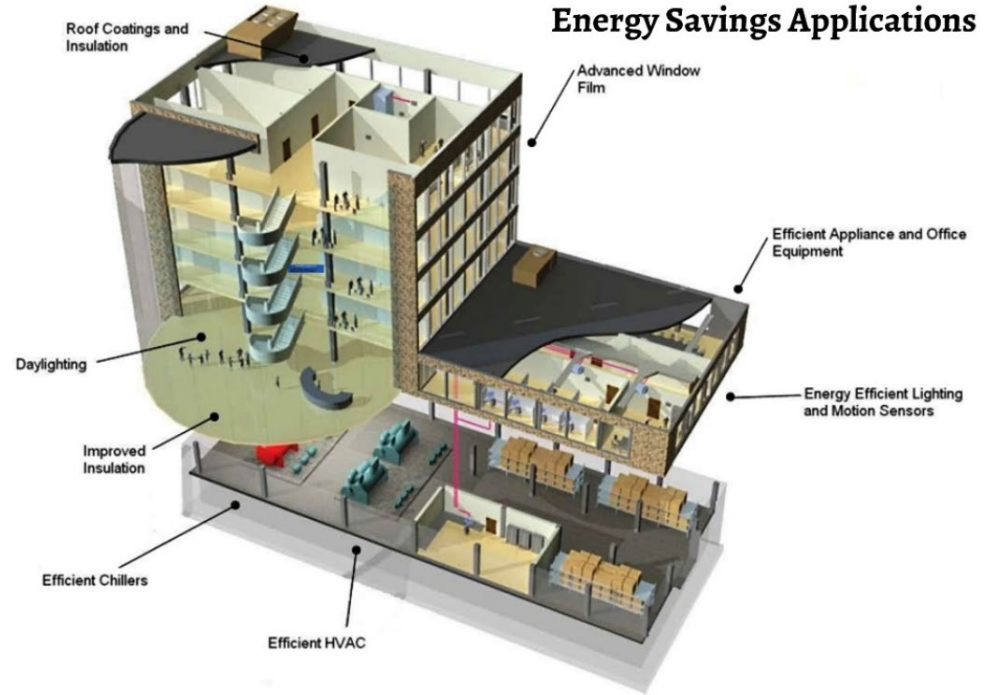
- Available for buildings with an operating Energy Management System (EMS)
- Most buildings are eligible except unconditioned storage and warehouse facilities
- Covers up to 75% of cost of assessment, capped at \$0.15/sf
- If no viable measures identified, covers up to \$.05/sf for the assessment
- Customers must make a commitment to implement all identified low-cost measures with payback < 1.5 years
- Up to \$0.10/sf to implement low-cost measures with payback period of < 1.5 years
- Higher cost upgrades can be incentivized through non-Custom incentives



# Custom: Whole-Building Solutions

Concentrating on **incremental component efficiency** has yielded strong results to date.

However, **holistic whole-building strategy** promises to be a game changer!



# Custom: Whole-Building Solutions (continued)

## Eligibility:

- Customers with facilities  $\geq 75,000$  sq. ft.
- Energy model must be performed and show performance (energy savings) at least 10% better than ASHRAE 90.1-2007.
- Certain exceptions may apply if there are state or federal mandates that already require a building to exceed ASHRAE 90.1-2007 by at least 10%
- Multiple energy efficiency measures such as building envelope, interior lighting, and HVAC systems

# Custom: Whole-Building Solutions (continued)

## Required Documentation:

- Architectural floor plans, exterior wall details, and window schedule
- Lighting fixture schedule, including ballast details and lighting floor plans
- Mechanical equipment schedule and floor plans
- COMcheck Reports (Interior/Exterior Lighting, Mechanical, Envelope)
- Fully executable modeling software files for both the Baseline and the As-Built Building
- Code compliance summary sheets

% Improvement over Code	Incentive per kWh reduced
10-15%	\$0.15/kWh
16-21%	\$0.20/kWh
22-27%	\$0.25/kWh
>28%	\$0.30/kWh

# Custom: General

- Includes cost-effective measures not included under prescriptive offerings
- Typical measures include
  - Energy management systems
  - Chiller plant (2+ chillers serving multiple buildings)
  - VRF systems
  - Custom lighting
- Site-specific engineering and cost analysis required
- Incentives determined on a project-by-project basis



# Custom: General (continued)

Participants must submit energy savings to program staff. ICF engineers verify savings.

Two major data elements needed

- Baseline energy usage
- Efficient/proposed energy usage

Energy modeling

- Detailed model input and output
- Unmet load hours report
- Electronic files (replicable calculations)

Incentive calculations

- Up to 50% of project cost for retrofit or up to 75% of incremental cost on new construction project
- Limited to 1.5 years payback or longer

# Feedback for 25% Limited Time Offer

- 25% LTO for 6 Months – Did this help to sell projects?
- Were you able to connect with your customers about it?
- Does this LTO result in helping customers pay for projects they may have otherwise put on hold?
- Do you find the LTO valuable and relevant to the supply chain crisis?
- Were you able to close previous lost business with this LTO?
- Were you able to open new business with this LTO?
- Do you have ideas for future similar discounts/LTO?
- What would you change in a discount/LTO process?

# Customer Success Snapshots

**“This is the third EnergyWise project I’ve worked on. By installing direct digital controls, we can better manage temperature settings which makes it easier to maintain the building’s comfort. We’ve also been able to reduce our maintenance costs. The EnergyWise team made the process very easy. They were helpful and very responsive.”**

Allen Stewart, Chief Building Engineer  
Colliers International for Atrium Holdings, LLC



# Office Building: Atrium Holdings, LLC

## Project Snapshot

A 6-story commercial building located at 140 Stoneridge Drive in Columbia, Dominion Energy South Carolina's incentives helped offset the costs for upgrading their Energy Management System.

Savings at a Glance	
End Use	HVAC Controls
Annual Energy Savings	460,000 kWh/year
Total Project Cost	\$177,000
Incentives Paid	\$88,500
Estimated Cost Savings	\$24,500/year



**“The enhanced lighting levels provide a newer, clean architectural appearance and more pleasant experience traveling through the building. The upgrade has also contributed to an increase in our occupancy rate, enhanced our overall energy efficiency and helped reduce our maintenance costs.”**

Robert D. Fairey Manager, Rivergate II, LLC President,  
Trident Construction, LLC

# Office Building: Rivergate II, LLC

## Project Snapshot

A 3-story office building located at 4975 Lacross Road in North Charleston, Dominion Energy South Carolina's incentives helped offset costs to renovate and refresh the building's common areas.

### Savings at a Glance

End Use	LED Lighting/Occupancy Sensors
Energy Savings	127,400 kWh/year
Total Project Cost	\$74,000
Incentives Paid	\$4,678
Estimated Cost Savings	\$7,500/year



# Church: St. Helena Episcopal

## Project Snapshot

*Located at 505 Church Street in historic Beaufort, South Carolina, Dominion Energy South Carolina's incentives helped offset the costs for upgrading to a high efficiency HVAC chiller.*

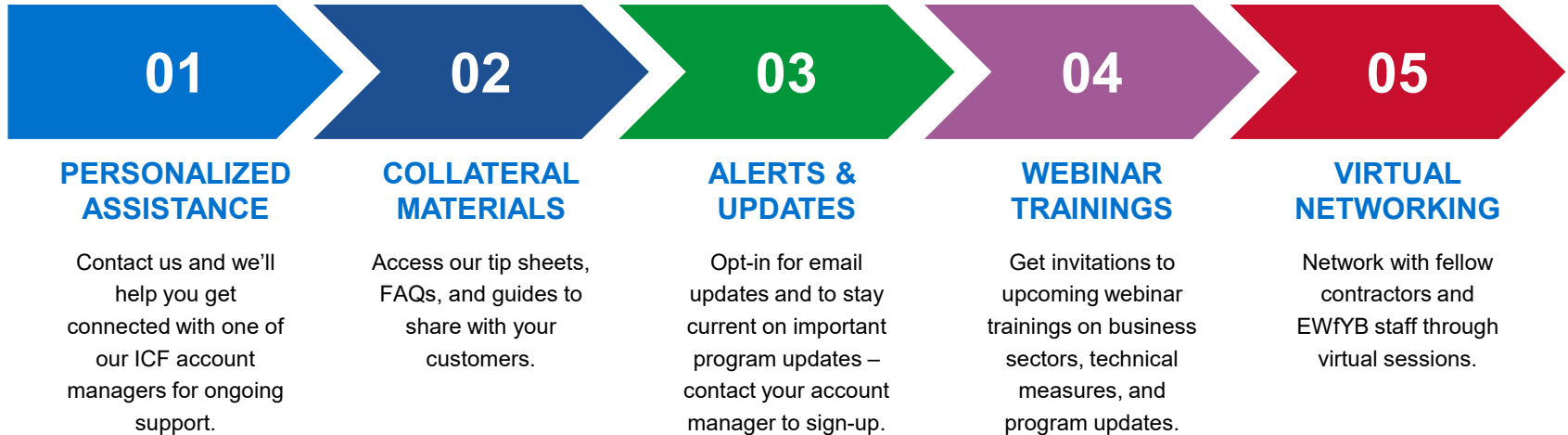


### Savings at a Glance

End Use	HVAC Chiller
Annual Energy Savings	36,300 kWh/year
Total Project Cost	\$114,855
Incentives Paid	\$7,278
Estimated Cost Savings	\$3,972/year

# Resources for Your Success

# Resources for Contractors



# Access Program Guides

## EnergyWise for Your Business Overview



No matter whether your business is large or small, products or services, for profit or not for profit, your success is tied to making every dollar count. Making your facilities energy efficient is a proven way to reduce energy use and save money.

EnergyWise for Your Business is designed to help non-residential electric customers replace aging, inefficient equipment and systems with energy-efficient technologies. Through financial incentives and technical assistance, our program provides the right mix for you. The program offers a variety of features to help you build energy efficiency into every project, whether you're constructing a new facility, conducting major renovations, retrofitting inefficient equipment, purchasing new equipment, or replacing end-of-life equipment.

EnergyWise for Your Business offers:

- **Financial incentives** to reduce the upfront cost of energy efficiency improvements.
- **Technical assistance** to provide you with guidance on energy efficiency opportunities.
- **Flexibility:**
  - Customers engage their own contractor or in-house staff
  - Have incentives paid directly to you or your contractor.

### Benefits for Your Business

- Energy-efficient technologies reduce your energy use and minimize costs.
- Investments in energy efficiency can offer a fast return, often paying for themselves in less than two years.
- Energy-efficient equipment can streamline operations, enhancing workplace productivity and improving employee comfort.

### Ready to Get Started?

Contact us today to learn more about EnergyWise for Your Business Program.  
 Visit: [DominionEnergySC.com/ForYourBusiness](http://DominionEnergySC.com/ForYourBusiness)  
 Email: [SCEnergyExperts@DominionEnergySC.com](mailto:SCEnergyExperts@DominionEnergySC.com)  
 Call: 877-784-7234

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[DominionEnergySC.com/ForYourBusiness](http://DominionEnergySC.com/ForYourBusiness)

## EnergyWise for Your Business Incentives for Commercial and Industrial Customers



EnergyWise for Your Business incentives are limited, offered on a first-come/first-serve basis, and are subject to project and customer eligibility and funds availability. For each program year (December 1 - November 30), EnergyWise for Your Business incentive payments are capped per Customer Federal tax ID number at \$700,000 per Project/Type. Project types include Lighting, HVAC, Food Service and Custom.

LIGHTING EQUIPMENT TYPE	INCENTIVE \$	UNIT
RW RFP Lamp and Ballast	\$0.25/Watt reduced	Fixture
RW RFP Fluorescent Fixture	\$0.25/Watt reduced	Fixture
HPTB High-Bay Fixture	\$0.25/Watt reduced	Fixture
TS Fixture	\$0.25/Watt reduced	Fixture
TS HO High-Bay Fixture	\$0.25/Watt reduced	Fixture
ENERGY STAR Hard-Wired CFL Fixture	\$0.25/Watt reduced	Fixture
ENERGY STAR Screw-In LED Bulb	\$0.25/Watt reduced	Lamp
LED Screw Base Replacement for HO Lamps	\$0.25/Watt reduced	Lamp
LED Pin-based Replacement Bulb	\$0.25/Watt reduced	Lamp
LED Linear Replacement Lamps/Tubes	\$0.25/Watt reduced	Lamp
LED Downlight or Pendant Fixture	\$0.25/Watt reduced	Fixture
LED Troffer or Panel Fixture	\$0.25/Watt reduced	Fixture
LED High-Bay Fixture	\$0.25/Watt reduced	Fixture
LED Exterior Fixture	\$0.25/Watt reduced	Fixture
LED Exit Sign	\$10/Sign	Fixture
Occupancy Control - Wall Switch Replacement	\$15/Control	Control
Occupancy Control - Remote Ceiling-Wall	\$35/Control	Control
Occupancy Control - Fixture	\$15/Control	Control
Daylight Control/Harvesting (On/Off)	\$35/Control	Control

\* Incentive capped at 50% of Total Project Cost.

NEW CONSTRUCTION - INTERIOR LIGHTING		
LPD 15% Less than Code	\$0.40	Watt Reduced
Lighting measure incentives are calculated based on lighting power density (LPD). Please consult the application for full program details.		
NEW CONSTRUCTION - EXTERIOR LIGHTING		
New construction exterior lighting incentives are applied using the Custom Application. Please consult the application for full program details.		
HVAC		
	INCENTIVE	UNIT
Air-Source Air Conditioner	\$15 - \$100	Ton
Air-Source Heat Pump	\$20 - \$125	Ton
Packaged Terminal Air Conditioner (PTAC)	\$20 - \$40	Unit
Packaged Terminal Heat Pump (PTHP)	\$40 - \$60	Unit
Window Film	\$1	Sq. Ft.
UNITARY HVAC CHILLERS		
	INCENTIVE	UNIT
Air Cooled Chiller - Single Speed	\$20 - \$23	Ton
Water Cooled Chiller - Single Speed	\$25 - \$39	Ton
Water Cooled Centrifugal Chiller - Single Speed	\$20 - \$23	Ton
Air Cooled Chiller - VFD Controlled	\$10 - \$14	Ton
Water Cooled Chiller - VFD Controlled	\$10 - \$26	Ton
Water Cooled Centrifugal Chiller - VFD Controlled	\$10 - \$15	Ton

## EnergyWise for Your Business Frequently Asked Questions



### General Program Details

- 1. What is EnergyWise for Your Business?**  
 EnergyWise for Your Business is the banner under which Dominion Energy South Carolina promotes, to its commercial and industrial customers, a number of initiatives to assist them in saving energy and reducing their electric bill.
- 2. What is Demand Side Management (DSM)?**  
 DSM is broadly defined as any set of actions designed to influence the level or timing of energy consumption. In 2010, we received approval from the Public Service Commission of South Carolina to offer a portfolio of DSM programs, providing a variety of education, incentives, and on-site services to residential, commercial, and industrial customers.
- 3. How do I contact Dominion Energy South Carolina about EnergyWise for Your Business?**

Dominion Energy South Carolina  
 DSM - C106

220 Operation Way

Cayce, SC 29033

Phone: 1-877-784-7234

Website: [www.DominionEnergySC.com/ForYourBusiness](http://www.DominionEnergySC.com/ForYourBusiness)

Email: [SCEnergyExperts@DominionEnergySC.com](mailto:SCEnergyExperts@DominionEnergySC.com)

- 4. Where do the funds come from to pay for the EnergyWise for Your Business program and incentives?**  
 Incentives for the EnergyWise for Your Business program, which is currently part of our DSM portfolio, are funded through the Public Service Commission of South Carolina's approved charges applied to customer's electric bills. Funding and program offerings are subject to change without notice.

### 5. Will the EnergyWise for Your Business program change from year to year?

The EnergyWise for Your Business program is subject to change without notice in programmatic processes or elements, including incentives, upon approval by the Public Service Commission of South Carolina.

### 6. Who is ICF and why is it involved?

ICF is an energy consulting company that was selected by Dominion Energy South Carolina to be the program partner to implement our DSM programs for commercial and industrial customers. ICF will assist us in educating customers and trade allies about the programs, processing program applications, and performing quality assurance/quality control services related to customer installations. ICF has extensive experience managing similar programs throughout the country.

### Eligibility and Participation

- 1. Who can participate in the EnergyWise for Your Business program?**  
 All non-residential electric customers within the Dominion Energy South Carolina service territory can participate in the EnergyWise for Your Business program. However, certain industrial and large commercial customers that have elected and been approved to opt-out of DSM programs are not eligible to apply for EnergyWise for Your Business incentives.

Additional details on eligibility can be found in the Terms and Conditions section of each incentive application form.

- 2. Who is eligible to opt out of the DSM programs and what is the opt-out process?**  
 Dominion Energy South Carolina's industrial customers and specific large retail customers have the option to participate or opt out of DSM programs. The opt-out provision is applied at the account level. To be eligible to opt out of our DSM programs and costs, the following conditions must be met:

- a. Your company must be classified in the major industrial group of manufacturing with 10-14 or 20-29 as the first two digits of the Standard Industrial Classification (SIC) or 21 or 20-33 as the first two digits of the six-digit North American Industry Classification System (NAICS) using the company's standard service for power and light requirements.
- OR
- b. Your accounts must be classified as large commercial retailer with 52-59 as the first two digits of the Standard Industrial Classification (SIC) or 44-45 as the first two digits of the six-digit North American Industry Classification System (NAICS).

Each account must have an annual consumption of 1,000,000 kilowatt hours (kWh) or greater in the billing months of the prior calendar year.

- 3. What happens if I choose the opt-out provision and later choose to participate in the DSM program?**  
 Customers who opt out, but later decide they wish to participate in one or more of our DSM programs, must apply using our Opt-In form. If acceptable to us, the customer may participate in the DSM programs for any accounts. A customer who opts-in on or after December 20, 2012, will not apply to opt-out for that account(s) for at least three (3) years from the date that the customer accepts a DSM check from Dominion Energy South Carolina.

132021K3038 02/21 | Page 1

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# Access Sector Tip Sheets

## EnergyWise for Your Business

Solutions and Incentives  
for Restaurants



Restaurants face a variety of challenges in energy management, so ensuring efficient energy usage is a business practice that can help improve profitability, reduce greenhouse gas emissions and create a more comfortable environment for your employees and customers.



We offer a variety of features and incentives to help you build energy efficiency into every project, whether you're building a new restaurant, conducting major renovations in the kitchen, retrofitting inefficient equipment or purchasing new equipment.

### Eligible equipment types include:

- High-Efficiency Food Preparation Equipment
- Refrigerators and Freezers & High-Efficiency Refrigeration Components
- Heating & Cooling Systems
- LED Lighting

See chart on the back for typical energy efficiency solutions for restaurants.

Contact us today to get started.

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[SCEnergyExperts@DominionEnergySC.com](mailto:SCEnergyExperts@DominionEnergySC.com)

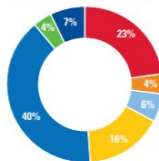
### Some Facts about Energy Usage in the Food Service Industry

About 85% of electric usage in restaurants goes toward refrigeration, cooking, heating and cooling, and lighting.

In fact, restaurants use about five to seven times more energy per square foot than other commercial buildings, such as office buildings and retail stores.

Did you know? A typical deep fat fryer uses more than 18,000 kilowatt-hours (kWh) annually, while the average U.S. household electricity use is approximately 12,000 kWh.

### Typical Electric Usage in Food Service Facilities



- HVAC
- Refrigeration
- Water Heating
- Office Equipment
- Lighting
- Other
- Cooking

Source:  
Energy Information Administration (EIA) Table ES  
2012 ENERGY STAR® Energy Efficiency Opportunities for Your Restaurant

## EnergyWise for Your Business

Solutions and Incentives for  
Industrial Customers



Dominion Energy South Carolina (DESC) offers a wide variety of solutions and incentives, both prescriptive and custom, for eligible non-residential customers. Serving businesses and organizations—large and small—our standard incentives include energy-efficient heating and cooling systems, food service refrigeration equipment, lighting, and HVAC variable frequency drives.

In addition, we offer custom incentives for improvements of motor systems, air compressor systems, process equipment, installation of controls for industrial equipment and upgrades to existing energy-efficient equipment. Incentives for custom projects also include whole building systems, energy management systems and new construction.

In 2019, industrial electricity use in DESC's service territory represented 27% of total estimated retail DWH sales.<sup>1</sup> By no surprise, energy management is and will continue to be a top priority in the success and ongoing energy-saving strategies of the industrial market.

DESC's EnergyWise for Your Business Program is here to help, offering:

- Financial incentives to reduce the upfront cost of energy efficiency improvements
- Technical assistance to provide you with guidance on energy efficiency opportunities
- Flexibility:
  - Customers engage their own contractor or in-house staff
  - Convenience of incentives paid directly to you or your contractor

Contact us today to get started.

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### Some Facts about Energy Usage for Industrial Customers

- In South Carolina, some primary industrial sectors include automotive and tire manufacturers, aircraft and parts manufacturers, glass, metal, plastic and other manufacturers.<sup>2</sup>
- Within DESC's service territory, the food production and transportation equipment industries account for 24% of total industrial energy use, followed by small industrial (15%), plastic and polymers (11%) and machinery (10%).<sup>1</sup>

## EnergyWise for Your Business

Solutions and Incentives  
for Hotels



Lodging facilities face a variety of challenges in energy management. Ensuring efficient energy usage is a business practice that can help improve profitability, reduce greenhouse gas emissions and create a more comfortable environment for your employees and guests.



We offer a variety of features and incentives to help you build energy efficiency into every project. Whether you're building a new hotel, conducting major renovations, retrofitting inefficient equipment or purchasing new equipment, EnergyWise for Your Business can help.

Eligible equipment types and categories include:

- Heating and Cooling Systems
- Personal Receptacle Occupancy Sensors
- LED Lighting
- Refrigerators and Freezers & High-Efficiency Refrigerator Components

See chart on the back for typical energy efficiency solutions for lodging facilities.

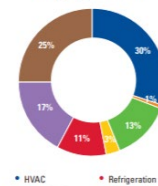
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### Some Facts about Energy Usage in the Lodging Industry

- About 71% of electric usage in lodging goes toward heating, cooling, ventilation, office equipment, lighting and refrigeration.
- On average, hotels in the US spend almost \$2,200 per available room each year on energy, representing about 6% of all operating costs.
- For the lodging industry, improving energy efficiency can reduce operating costs, enhance guest comfort and offer a valuable competitive advantage.

### Typical Electric Usage in Lodging Facilities



- HVAC
- Refrigeration
- Water Heating
- Office Equipment
- Lighting
- Other
- Cooking

Source:  
Energy Information Administration (EIA), Commercial Buildings Energy Consumption Table ES, 2012

Hotels: An Overview of Energy Use and Energy Efficiency Opportunities — energystar.gov

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