





Business Program Update Agenda



- Program Ally Honor Roll
- PY2023 Incentives Overview
- Small Business Direct Install
- Project and Paperwork Quality
- PY2023 Bonuses
- PY2023 Program Ally Recognition
- Looking Ahead to PY2023



Program Ally Accomplishments



With projects completed in Program Year 2022 (PY2022) through Nov. 1, our Registered Business, Instant Incentives and Small Business Direct Install (SBDI) Program Allies have:



Thank you for all your hard work in serving and delivering energy savings to Ameren Illinois business customers!

Honor Roll: Number of Projects



Standard Business

- 1. Ruyle Mechanical Services, Inc.
- 2. Springfield Electric Supply Co.
- 3. Environmental Control Solutions, Inc. (ECSI)
- 4. Energy Solutions Retrofit & Installations, LLC
- 5. Cape Electrical Supply Cape Girardeau
- 6. Power Supply Industries
- Kirby Risk Electrical Supply Peoria
- 8. PQL Inc. Burlington
- 9. Graybar Electric East Peoria
- 10. Green Edison



Honor Roll: Electric Savings Leaders



Standard Business

- 1. Environmental Control Solutions, Inc. (ECSI)
- 2. Energy Solutions Retrofit & Installations, LLC
- 3. St. Louis Lighting Group
- 4. Springfield Electric Supply Co.
- Montefusco HVAC
- 6. Power Supply Industries
- 7. HTE Technologies
- 8. ENTEC Services Bartonville
- 9. Ruyle Mechanical Services, Inc.
- 10. Hercules LED



Honor Roll: Gas Savings Leaders



Standard Business

- 1. Globele Energy, LLC
- 2. Environmental Control Solutions, Inc. (ECSI)
- 3. Ruyle Mechanical Services, Inc.
- 4. Industrial Steam Services
- 5. Hermes Commercial Laundry Equipment
- 6. Warner Mechanical, LLC
- 7. Alpha Controls & Services, LLC
- 8. ENTEC Services Bartonville
- 9. ComTech Holdings, Inc.
- 10. Mechanical Service, Inc.



Honor Roll: Electric Savings Leaders



Instant Incentives – Lighting

- 1. 1 LED Supply
- 2. Springfield Electric Supply Co.
- 3. Crescent Electric Supply Co. East Peoria
- 4. Fred Biggs Electric Supply
- 5. PQL Inc. Burlington
- 6. Butler Supply, Inc.
- 7. A&D Electrical Supply
- 8. WESCO Peoria
- 9. Graybar Electric East Peoria
- 10. Kirby Risk Electrical Supply Peoria



Honor Roll: Number of Projects



Small Business Direct Install (SBDI)

- 1. Jarvis Electric, Inc.
- 2. Central Illinois Lighting and Signs
- 3. H&H Industries
- 4. S & S Lighting Maintenance
- 5. Energy Saving Solutions, Inc.
- 6. A&D Electrical Supply
- 7. Commercial Lighting Group
- 8. Pointer Electric, Inc.
- 9. Bautista Electric
- 10. Green Edison





Notable Incentive and Eligibility Changes



- SBDI Lighting
 - Screw-based lighting and non-linear ENERGY STAR® fixtures will no longer be eligible in SBDI. High bay and linear (TLEDs and fixtures) lighting will remain.
- Instant Incentives Lighting
 - Screw-based directional and decorative lighting, as well as recessed can lighting will no longer be eligible in Instant Incentives. Mogulbased and linear lighting will remain.
- In other words, the last call on screw-based lighting will need to be submitted by December 31

Standard Lighting



- Interior and Exterior LEDs: \$0.20 \$0.50/watt reduced
- LED Cooler/Freezer Lighting: \$0.20 \$0.50/watt reduced
- Commercial Grow Lighting: \$0.80/watt reduced, up to \$100,000
- Seasonal LED Lighting: \$0.10/watt reduced (Baseball fields, Tennis courts, Intermittent use exterior)
- Permanent Lamp Removal: \$0.15/watt reduced
- Occupancy Controls: \$0.20/watt controlled
- Occupancy Plus Daylight: \$0.25/watt controlled
- Cooler/Freezer LED Controls: \$12/control
- Networked Lighting Controls: \$0.50 \$1.00/watt reduced





New Construction Lighting



- Interior Lighting: \$0.16 \$0.18/kWh based on percent improvement over code baseline.
- Exterior Lighting: \$0.17/kWh
- Total New Construction Lighting incentive capped at \$150,000.





Municipality-Owned Street Lighting



- DLC Exterior Lighting: \$0.75/watt reduced
 - Includes all exterior municipalityowned post lighting operated with dusk to dawn controls - parking lots, parks, walkways and exterior lighting.
- LED Traffic and Pedestrian Signals:
 \$20/replaced lamp





Amplify Online Lighting





- Online version of lighting applications.
- Works for Standard, Custom, New Construction Lighting and Municipality-Owned Street Lighting.
- Applications are processed more quickly.
- Choose your equipment from a pre-loaded list.
- Save multiple estimates before submitting application.
- No spec sheets necessary.
- Save your equipment in the system for repeated use.
- Must be used to receive Program Ally Bonus for Standard Lighting, Street Lighting and New Construction Lighting projects.

Custom Incentives



- Private
 - Electric Incentives: \$0.16/kWh
 - Gas Incentives: \$1.00/therm
- Public Sector* and DS2/GS2
 - Electric Incentives: \$0.24/kWh
 - Gas Incentives: \$2.00/therm
- Capped at 80% of project cost.
- Pre-approval required.

*Public Sector for enhanced Custom rates include municipalities, local government, public schools, state and federal government, community colleges and state universities.



New Construction



- · Excel-based application.
- Includes all new construction equipment incentives in one place:
 - Lighting
 - HVAC
 - Specialty equipment
 - Custom



Instant Incentives for Lighting



Purchased through distributor – no paperwork!

- LED Linear \$3 \$9/tube
- LED Mogul \$30 \$200/lamp
- LED 4-Pin Base: \$3/lamp

Visit *AmerenIllinois* Savings.com/Instant for more information.



Instant Incentives for HVAC and HPWHs



Purchased through distributor – no paperwork!

- Notched V-belt
 - AX section: \$10/belt
 - BX section: \$15/belt
- Smart Thermostats: \$100/thermostat
- Central Air Conditioners less than 135 kBtuh.
- Air Source Heat Pumps less than 135 kBtuh.
- Heat Pump Water Heaters

Visit *AmerenIllinois* Savings.com/Instant for more information.

HVAC





- Air Conditioners and Heat Pumps greater than 135 kBtuh
 - 135-239 kBtuh: \$600
 - 240-759 kBtuh: \$900
 - >760 kBtuh: \$1,600
- High Efficiency Gas Furnaces
 - 40-140 kBtuh: \$400 Private | \$800 Public
 - 141-225 kBtuh: \$500 Private | \$900 Public
- High Efficiency Gas Furnaces: Early Replacement
 - 40-140 kBtuh: \$1,000 Private | \$1,500 Public
 - 141-225 kBtuh: \$1,100 Private | \$1,650 Public

HVAC





- Ground-Source Heat Pump: \$500/ton (up to \$25,000)
- Air-Cooled Chillers: \$3,000
- Advanced Rooftop Controls: \$200/ton
- HVAC Condensing Furnace: \$3/kBtuh
- HTHV Direct Fired Heater: \$6/kBtuh
- Gas Air Heater: \$3/kBtuh
- Demand Controlled Ventilation: \$0.15/sq.ft.
- Commercial Weather Stripping: \$5/lin.ft.

Boilers and Water Heaters





Gas Boilers:

Private: \$1,000 – \$6,500

- Public: \$1,125 - 7,750

Boiler Controls: \$1.50/kBtu up to \$1,500

Multifamily Hot Water Controls: \$50/living unit

Condensing Tanked Gas Water Heater:

- Private: \$300

Public: \$450

Tanked Gas Water Heater:

- Private: \$150

Public: \$225

Water Saving Measures



- Faucet Survey: \$2/faucet
- Faucet Aerators: \$3/aerator
- Laminar Flow Restrictors: \$15/restrictor
 - Many hospitals in Ameren Illinois service territory have hundreds of sinks without Laminar Flow Restrictors
- Showerheads: \$12/showerhead
- Custom Water Savings: \$0.30/kgal reduced





Specialty Equipment: Agriculture



Description	Incentive
Corn/Soybeans/Grain	*
High Efficiency Grain Dryer	\$7.50/Bushels/Hour
Livestock or Dairy	
High-Efficiency High-Speed Exhaust/Ventilation Fans	\$25-\$100/fan
High-Efficiency Circulation Fans	\$25-\$100/fan
High-Volume Low-Speed (HVLS) Fans for Agriculture	\$1,000/fan
Livestock Ventilation Fan Controller	\$50/controller
Livestock Waterer	\$250/waterer
Scroll Compressor for Dairy Refrigeration	\$750/compressor
Milk Pre-Cooler	\$2,500/pre-cooler
Dairy Water Heater	\$300-\$750/Unit
Greenhouses	
Greenhouse Boiler Tuneup	\$0.35/kBtuh
Infrared Film for Greenhouses	\$0.10/sqft



Specialty Equipment: Telecom Data Centers



- Uninterruptable Power Supply (UPS): \$50/unit (Telecom-only)
- Efficient Rectifier: \$5/kW
- Equipment Consolidation: \$400/retired equipment



Specialty Equipment: Industrial Facilities





Compressed Air

No-Loss Condensate Drains: \$400/drain

Nozzles: \$60/nozzle

Filters: \$450/filter

Heat Recovery: \$50/hp

Storage Tank: \$2.50/gal increase

Reduced Pressure Setpoint: \$2/hp

Desiccant Dryer Controls: \$5/cfm

Specialty Equipment: Industrial Facilities





- AODD Pump Controls: \$1,000/pump
- High-Frequency Battery Chargers: \$500/unit
- Tank Insulation: \$12/sq. ft.
- Efficient Hydraulic Oils: \$10/hp
- Efficient Gear Lubricants: \$50/gallon
- Lithium-Ion Forklift Batteries:
 - 12-34.9 kWh: \$5,000/battery
 - 35+ kWh: \$10,000/battery

Commercial Food Service





- Incentives provided by distributors at point-of-sale
- Low-Flow Pre-Rinse Spray Nozzle: Free

Commercial Kitchen Equipment must be purchased from participating distributors at AmerenIllinoisSavings.com/commercial-kitchen.

Specialty Equipment: Hospitality





Kitchen Demand Ventilation (Retrofit only):

- Private: \$400/hp

Public: \$800/hp

Guest Room Energy Management: \$100/controlled unit

Ultra Low-Temp Freezer: \$300 - \$600/freezer

Commercial Laundry

Ozone Laundry: \$50/lb capacity

Modulated Gas Clothes Dryer Retrofit: \$400/dryer

Moisture Sensor: \$400/sensor

Hand Dryers: \$200/dryer

Pool Equipment: \$400/pump, \$1.80/sq ft cover

Specialty Equipment: Refrigeration





- Door Closer for Walk-In Freezer/Cooler: \$120/closer
- Anti-Sweat Heater Controls: \$50/door
- Solid Door Freezers: \$35 \$250/freezer
- Glass Door Freezers: \$300 \$500/freezer
- EC Motors for Walk-In Coolers: \$60/motor

Specialty Equipment: Refrigeration





- EC Motor Controls: \$110/control
- Q-Sync Motors: \$50/motor
- VSD on Supermarket Condenser Fans: \$255/fan
- Doors for Refrigerated Cases: \$100/lin. ft.
- Many of these measures also available through Small Business Direct Install (SBDI).

Variable Frequency Drives



- VFDs for Pumping, Air-Handling and HVAC
- Capped at 80% of project cost.
- Private: \$125/hp
- Public: \$135/hp
 - Process fans
 - Boiler draft fans
 - Process pumps
 - HVAC fans
 - Chilled and hot water pumps
 - Air compressors



Steam Traps



- Steam Trap Monitoring: \$200/trap
- HVAC Steam Traps
 - Survey:
 - Private: \$35/trap
 - Public: \$40/trap
 - Repair/replacement:
 - Private: \$120/trap
 - Public: \$140/trap
- Industrial Process Steam Traps
 - Survey: \$35 \$60/trap
 - Repair/replacement: \$140 \$600 based on psig



Retro Commissioning (RCx)





- Identifies no-cost and low-cost energy efficiency measures to optimize systems.
- RCx incentives available for:
 - Large facilities
 - Includes healthcare and commercial buildings.
 - Industrial refrigeration
- Increased incentives for 2023, covering up to 95% of survey cost.

Retro Commissioning Lite



- RCx Lite is designed for facilities that are 100,000 sq.ft. or smaller or for larger facilities without an Energy Management Control System.
- Focuses on specific areas of the facility.
- Covers up to 100% of the survey cost.

Monitoring-Based Commissioning



- Installation of monitoring system that will collect and trend key data points and include an analytic software package capable of identifying energy savings opportunities.
- Includes a base incentive for the software and equipment.
- Followed by a performance incentive.

Metering & Monitoring



- Base incentive: lesser of 25% of install cost or \$10,000 once software is installed.
- Performance incentive: \$0.04/kWh or \$0.10/therm saved, capped at 75% of install cost or \$20,000.
- Pre-approval required.



Production Efficiency Incentives



- Submitted as a Custom Application.
- Targeting manufacturing or industrial facility improvements to process lines or systems. Also, target Industrial New Construction
- Achieved by reducing Energy Intensity; as measured in kWh/unit production (or therm).
- Annual energy savings determined by: Reduction x Annual Production Rate.
- Must meet financial eligibility criteria (i.e., six month 10 year simple payback).
- Receive Custom Incentive rate:
 - Private: \$0.16/kWh, \$1.00/therm

Feasibility Study





- Pre-approval required.
- Up to six months to complete the study.
- Incentives cover up to 75% of the cost or 75% of estimated annual savings identified, whichever is less.
 - Up to \$20,000
- Cannot be combined with Metering & Monitoring Performance Incentives or RCx.

Feasibility Study





- Projects must be completed by Oct. 31, 2024.
- Limit one study per facility at a time unless separate vendors are needed.
- No limit on studies a Program Ally can do in a year, but if two studies do not lead to projects then incentives may be limited.
- Cannot be used for lighting projects.

Water Savings



- For all electric customers, there is an additional incentive for water savings.
- Savings from reduced Potable Water Supply Use.
 - \$0.30 per 1,000 gallons per year
- Savings from Wastewater Treatment Disposal.
 - \$0.30 per 1,000 gallons per year
- Available through the Custom Application.



Engaging Our Public Sector Customers – Enhanced Incentives



Public Sector: Local Government, Public Schools, Community Colleges

- Public HVAC/Water Heaters Application.
- Standard Public VFD Application: \$135 per HP controlled
- Standard Steam Trap Repair/Replacement Public Sector Incentives.
- Public Equipment Hospitality Application.
- Municipal-Owned Streetlights Application (also muni parking lots): \$0.75 per Watt reduced
- Custom Incentive Application receives enhanced Public Incentive (\$0.24/kWh and \$2.00/therm). State and federal government as well as state universities are also eligible for the enhanced incentives.
- Local Government includes villages, cities, counties, public water, mass transit, airport, park, hospital and library districts as well as police and fire stations.

Engaging Our Public Sector Customers – Enhanced Incentives



State, Federal and State Universities

- Use Private Standard Applications.
- Custom Incentive Application receives enhanced Public Incentive.

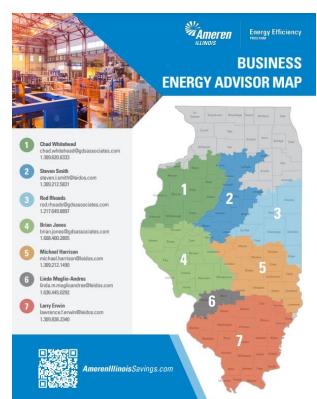
Bonuses

• Public Schools and Community Colleges eligible for 10% Summer Break Bonus for projects completed by Aug. 31, 2023.

Energy Advisors

Ameren

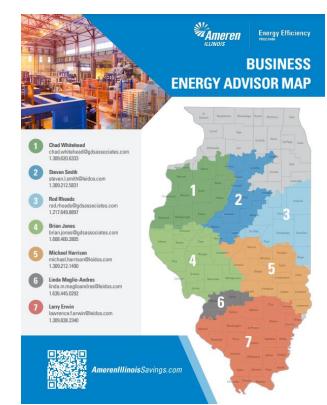
- Energy Advisors available for large and small Business Customers, based on designated rate code.
- Field personnel available to help with technical and project related questions.
- Can help with project requirements, dates and deadlines.



Energy Advisors

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Small Business Energy Advisors



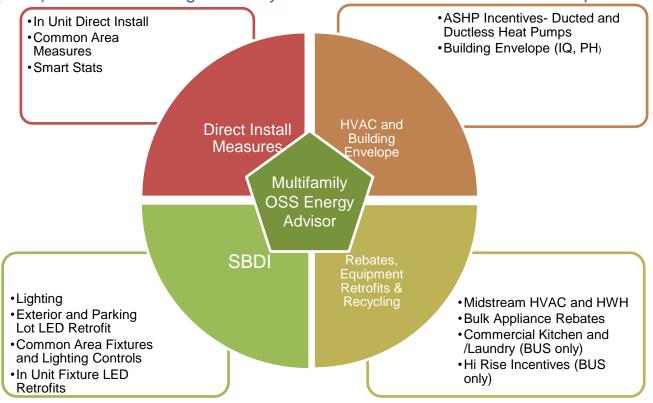
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Multifamily (Public and Private Sector):



One-Stop Shop (OSS) Format - Working Smoothly Across Initiatives With Allies and Properties



Multifamily One-Stop Shop (OSS)



One-Stop Shop Format – All Customers (Public and Private Sector)

- Streamlined intake and application process providing support to the customer and Program Ally from intake to project completion.
 - Ensures all available initiatives are highlighted to the property leadership, creating opportunities for multiple projects beyond direct install measures.
 - Ensures proper incentive levels are applied.
 - Single point of contact for project coordination between property contacts and Program Allies.
 - Program Ally referral option is included in the intake insuring projects come back to the referring Program Ally.
 - Information to the customer or Program Ally on rebates, grants and possible funding sources for energy efficiency projects.

Multifamily Program Ally Incentives for PY2023



RES – MF IQ, PH and Market Rate Properties – Through Residential Program Property may be residentially or commercially rated – OSS Assessment Required

Measure	Incentive	Maximum
Ducted or Ductless Heat Pump – IQ or PH	Cost up to Max	\$7,500 per unit
Ducted or Ductless Heat Pump – Market Rate	Cost up to Max	\$5,000 per unit

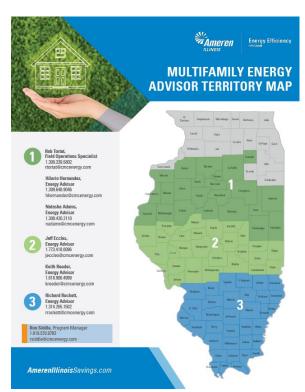
Other Program Ally incentive options for all Multifamily or PH Properties with Commercial accounts at the property.

Measures	Business Midstream	Standard Business (public and private sector) or SBDI	Residential
HVAC Retrofits - Gas & Elec	X (In Unit & Common Area)	X (In Unit & Common Area)	
Hot Water Heat & Boilers – Gas and Elec *	X (In Unit & Common Area)	X (In Unit & Common Area)	X RES Midstream
Smart Thermostats – bulk	X (In Unit & Common Area)	X (In Unit & Common Area)	X RES Midstream
Boiler Tune Ups		X	
T8 and T12 LED	X Common area	X Common Area (SBDI)	X (In Unit)

Multifamily OSS Energy Advisors



OSS Energy Advisors are the single point of contact for the property and the Program Ally to remove barriers and assist with streamlining the application process.





Small Business Direct Install (SBDI)



- Requires additional Program Ally training and registration.
- Only DS2 and DS3-A customers are eligible.
- Incentives include installation.
- Mostly lighting measures, with refrigeration measures added in 2021.
- All applications calculated and submitted through the SnapShot software tool creates an assessment report and agreement to show the customer.
- All incentives are paid directly to the Program Ally only through Direct Deposit.
- Highest possible incentives for eligible customers.



Small Business Direct Install (SBDI)



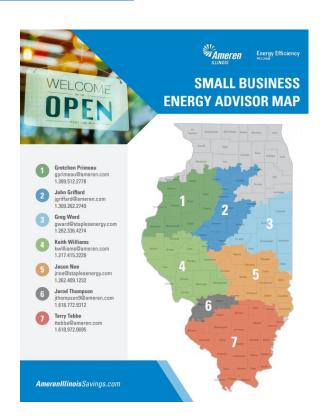
- On-site, mobile device options in SnapShot:
 - E-signatures on assessment and work order with automatic dates.
 - Take pictures from your device and upload to the project automatically.
 - Easily upload PDF documents by dragging the files into appropriate folders.
- Easy access to your project information in SnapShot.
 - Program Ally dashboard.
 - Program Ally reports.
 - Monitor project status until incentives are paid.



Small Business Energy Advisors



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Tips and Reminders



- ALWAYS double-check to see if your project needs pre-approval.
- Remember to always send projects to the correct email address <u>IllinoisBusinessProjects@ameren.com.</u>



- Include all quotes and/or invoices to avoid paperwork delays.
- Your projects can be processed faster if you use Amplify Online Lighting when applicable.
- Program Allies who fill out applications for customers: make sure to include customer contact information and get customer signatures.
- Make sure your name is in the Program Ally section of the application so you get a bonus if eligible.

SBDI – Top 5 Most Common Mistakes



- Missing pre-work photos.
 - 1 image required for each unique measure.
- Account issues.
 - Site address vs. business address
 - Site address should be the location of the upgrades and match the Ameren Illinois account.
 - Business Address must match the information indicated on the customer's W9 form.
 - Incorrect, inactive or account with no usage; only DS2 and DS3A are eligible.

Definitions for facility type, measures, and W-9 requirements can be found in the Reference Library.

SBDI – Top 5 Most Common Mistakes



- W-9 issues.
 - Need a properly filled out form from 2014 or more recent and this needs to match the information on the Business tab.
- Incorrect measure choice.
 - High bay vs. exterior (high bay is for interior use).
- Incorrect facility type.
- Public vs. Private Sector. Please inquire with your SBEA if you're not sure of customer sector type.

Definitions for facility type, measures, and W-9 requirements can be found in the Reference Library.

Custom Projects



- Provide spreadsheet or other modeling for baseline and proposed conditions
- Identify the variables used in calculations
- Document model inputs (nameplates, spec sheets, equations, assumptions)
- Highlight changes between baseline and proposed model inputs
- Validate models against utility usage or metered data
- Including a project scope will result in quicker approval



General Business - Top 5 Paperwork Issues



- Incomplete signature pages.
 - Lack of printed name, signature and signature date.
 - Project completion or estimated completion dates.
 - Checkbox is not checked.
- Contact information from customer missing.
 - Need both contact phone number and email.
- Participant name does not match the Ameren Illinois account name.
 - Helpful Tip: Ameren Illinois utility bills have the correct name on them.

General Business - Top 5 Paperwork Issues



- Missing and incomplete W-9 forms.
 - We always need the participant's form; for third party payment you must also include third party's form.
 - Missing tax data from sections 3 and/or 4.
 - Name doesn't match account.
 - Signature and/or signature date missing.
- PLEASE reference the project number for pre-existing projects when paperwork is submitted.
 - Adding the project number to the subject line or email body takes the guesswork out of matching documents to a project record.

General Project Reminders



- Commission the installed system.
 - Equipment operational, occupancy sensors working as expected, setbacks configured on HVAC controls
- All equipment needs to be operating upon project completion.
- Don't include equipment going to stockpile or storage.
- Accurate counts and descriptions of equipment installed, with good specification sheets for verification.
- Pre-work sample pictures as a reference source.
 - Especially with anything obscure or non-standard.
- If there are concerns, questions or doubts; reach out to us for verification or assistance.



Summer Break Customer Bonus



- 10% Bonus for public and private schools through Aug. 31, 2023.
- Not applicable to SBDI.





2023 Program Ally Early Completion Bonus



- 20% for 2022 completion
- New for 2023:
 - Expanded to Private Sector Gas
 - Brought back bonus for Instant Incentive Lighting
- For Standard Lighting, Street Lighting and New Construction Lighting, Program Allies must use Amplify Online Lighting.
- Not applicable to Online Store, Midstream HVAC/HPWH Offerings, Small Business Direct Install Projects, Strategic Energy Management (SEM), Metering & Monitoring, Feasibility Study or Building Energy Assessment (BEA).
- Capped at \$10,000 per project.

Complete Your Project By:	To Receive:
Dec. 31, 2022	20% bonus
March 31, 2023	15% bonus
June 30, 2023	10% bonus
Sept. 30, 2023	5% bonus

Note: Only registered Program Allies in good standing are eligible for the bonus. Bonus funds are subject to availability and may be suspended or changed based on funding.

For Private/Public projects submitted after October 25, 2022.



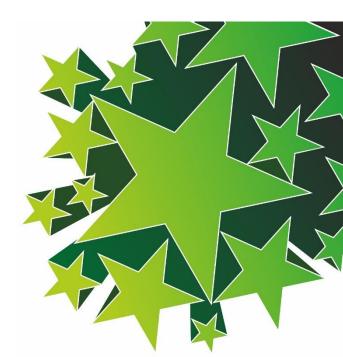
Program Allies of the Year



Program Allies will be eligible to be a Program Ally of the Year for PY2023

Business Program Ally Awards include:

- Most projects
- Most kWh savings
- Most therm savings
- Most improved: projects
- Most improved: kWh savings
- Most improved: therm savings
- Newcomer of the Year
- SBDI Program Ally of the Year
- Instant Incentives Program Ally of the Year





Looking Ahead to PY2023



- Our Program has very aggressive goals for energy savings.
- We are depending on YOU to help meet our goals and serve Ameren Illinois customers.
- Things your company can do:
 - Promote the Programs and available incentives with customers whenever possible.
 - Utilize co-branding in your own marketing and promotional efforts.
 - Educate and train your staff on our Programs.
 - Reach out to us with ideas, suggestions, issues or questions.

Contact Information



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Energy Efficiency PROGRAM

AmerenIllinois Savings.com