PACKAGED CHP PROGRAMS AND NON-WIRES SOLUTIONS





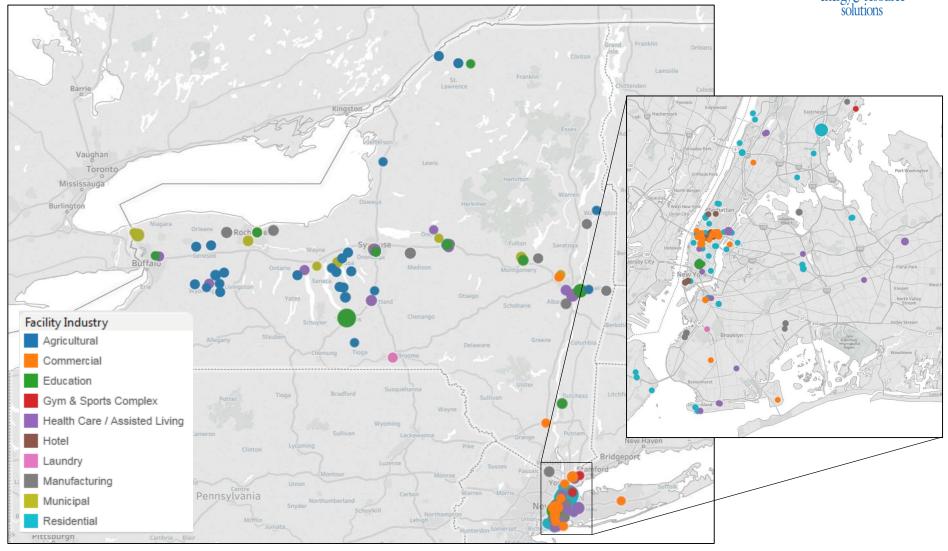
CHP VALUE PROPOSITION



- □ Saves money on energy bills requires less fuel to produce the heat and electricity
- Provides reliable power during outages
- Enables "shelter in place" during emergencies
- □ Reduces overall carbon footprint

CHP IN NEW YORK





New York Market Trends



- ☐ Transition from large industrial users to smaller facilities
- Multifamily, hotels, etc., gaining traction
- Smaller, packaged systems filling this niche
- Benefits include energy cost savings, enhanced resiliency, and system-wide GHG emissions reductions

NYSERDA'S CHP PROGRAM



- Pre-qualified CHP program for systems up to 3 MW
- □ Custom engineered option for systems between 1 MW and 3 MW
- □ Financial incentives up to \$2.5M/project
 - Vendor is single point of responsibility
 - Vendor applies for incentive
 - Incentive goes to vendor
 - > Bonus incentives available
 - Glide path for incentive reduction



- Non-wires solutions neighborhood program
- Using efficiency and DERs to meet growing demand for electricity and for T&D upgrade deferral
- Demand reduction window: noon to midnight
- Leveraging existing NYSERDA programs



OVERLAPPING GOALS



Utility timebased demand reduction goals NYSERDA efficiency and CHP implementation goals

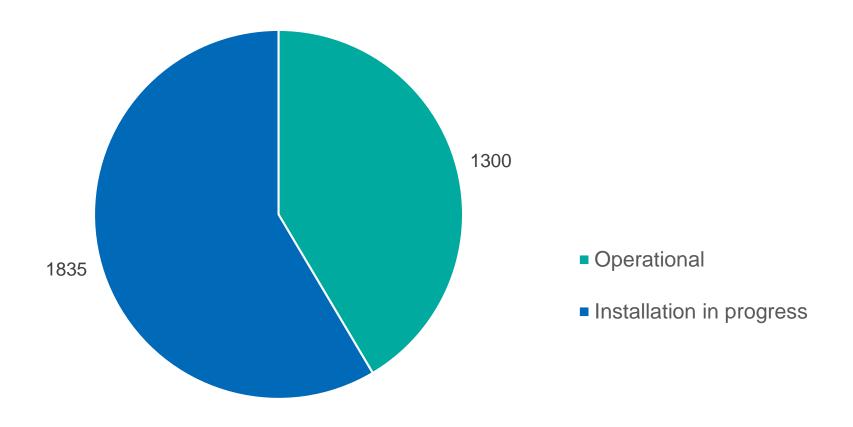
INCENTIVE STRUCTURE



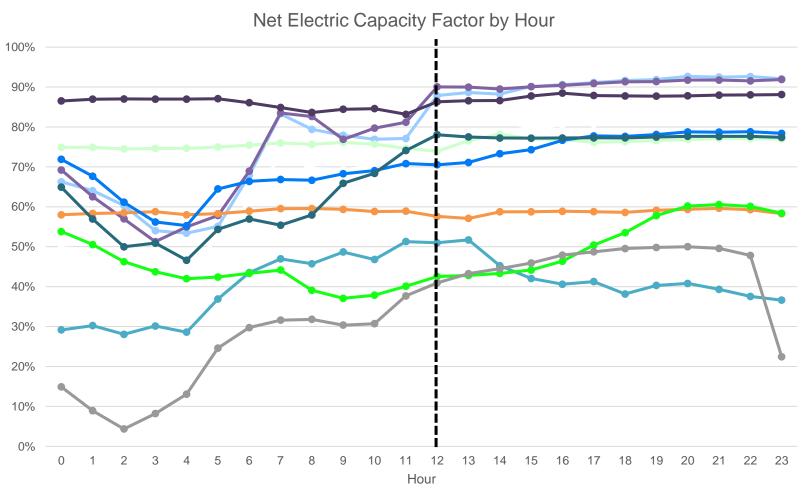
	NYSERDA	Con Edison
NYSERDA application completed	33%	33%
System fully installed by pre- established deadline	33%	33%
System fully commissioned and operational by pre-established deadline	33%	
Performance during summer night		33%



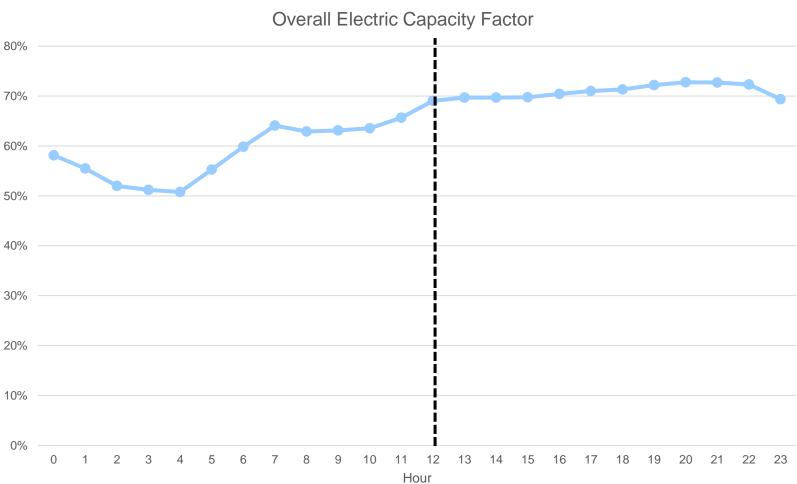
17 projects planned, 11 installed, 3.1 MW







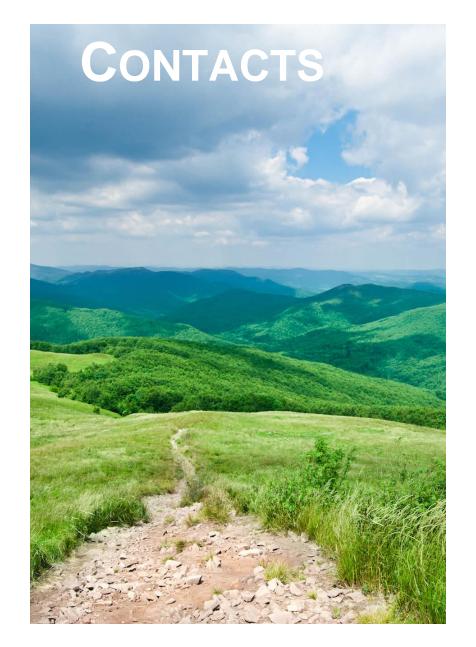




LESSONS LEARNED



- ☐ Importance of comprehensive preliminary screening
- Customer expectations
- System sizing to meet differing goals
- Collaborative approach between government and utility
- □ Scalable?





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