



ENERGY SAVINGS FOR BUSINESS

Investing to keep businesses competitive

Introduction to the Comprehensive Energy Savings Stream

January 11, 2023

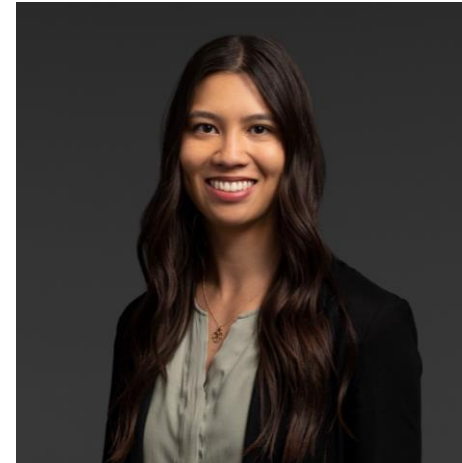
Presenters



Heather Stephens
Chief Operating Officer
ERA



Luca Jungen
Program Manager
ERA



Brittany Tran
Program Manager
ERA



Mayuran Srikantha
Program Manager
Enerva & Summerhill



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Agenda

- Background on Emissions Reduction Alberta
- Overview of Energy Savings for Business
- Overview of the Comprehensive Energy Savings stream
- Q&A



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About ERA

MANDATE

Reduce GHG emissions and grow Alberta's economy by accelerating the development and adoption of innovative technology solutions.

VISION

Alberta has competitive industries that deliver sustainable environmental outcomes, attract investment, and are building a diversified, lower emissions economy.

STRATEGIC PRIORITIES



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Our Commitment to Alberta Businesses



Supports small and medium-sized businesses



Stimulates the economy by creating jobs



Relies on local skilled trades and suppliers



Adopts proven technologies across Alberta



Offers opportunities for cost savings and emissions reductions



Streamlines offering; more funds directed to projects



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Energy Savings for Business (ESB) Portfolio



Energy Savings for Business

- Up to \$1M in funding for businesses in Alberta.
- Receive funding to install or retrofit eligible technologies.
- Open to new applications until June 30, 2023.

Popular technology types:
Lighting, HVAC, motors & drives,
CHP.



Expanded Technologies Pilot

- Technologies not supported through ESB.
- Two stage proposal and evaluation process.
- Open to new applications until May 1, 2023.

For applications with
technologies not supported
through ESB.



Small Producers Energy Efficiency Deployment

- Expanded eligibility for oil and gas producers.
- Application window closed May 2022.

New technology types:

- Air Fuel Ratio Controllers
- High-Efficiency Engines
- Pump Jack Electrification
- Pump Off Controller



Comprehensive Energy Savings

- Targets deeper emissions reductions and energy savings
- Bundling bonus
- Open to applications between Jan. to Mar. 2023

Bundling bonuses for multiple
measure installations.



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ESB Program Stream

- Open to applications until June 30, 2023
- Projects must be completed by Sept. 30, 2023
- To date, pre-approved over 1,600 projects worth over \$36 million in incentives
- Parent companies can access up to **\$250,000** per project and **\$1 million** in total incentives



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\$55 million in funding for Alberta business to improve efficiency and reduce emissions

ESB PROGRAM TOTAL INCENTIVES REQUESTED

86%



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Expanded Technology Pilot (ETP)

- ETP gives applicants an opportunity to propose cost-effective technologies that may not be included in the ESB program
 - Projects must require capital investment and directly result in emissions reduction
- How to participate:
 - The process will start with an Expression of Interest
 - Based on a list of criteria, the ETP team will work with you to determine whether your project is appropriate for funding

To learn more visit:
<https://eralberta.ca/esb>

Or email:
ETP@esbprogram.ca



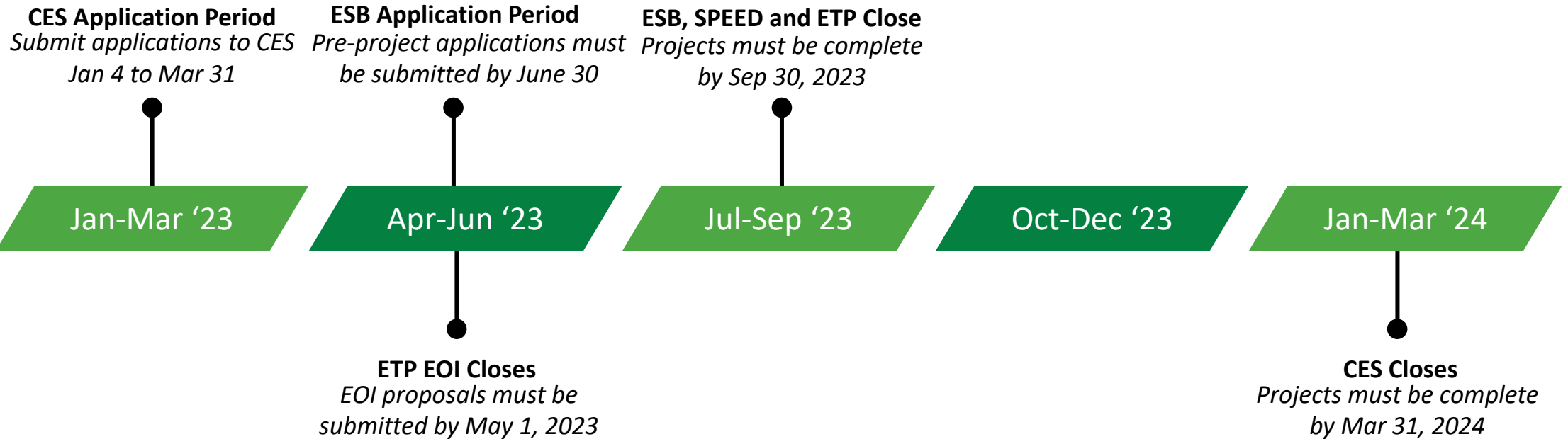
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ESB Portfolio Timelines



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Comprehensive Energy Savings (CES)

Through additional financial incentives for participants bundling efficiency measures and new technology types, CES supports facilities that are aiming to achieve deeper emissions reductions and energy savings.

CES Stream Objectives



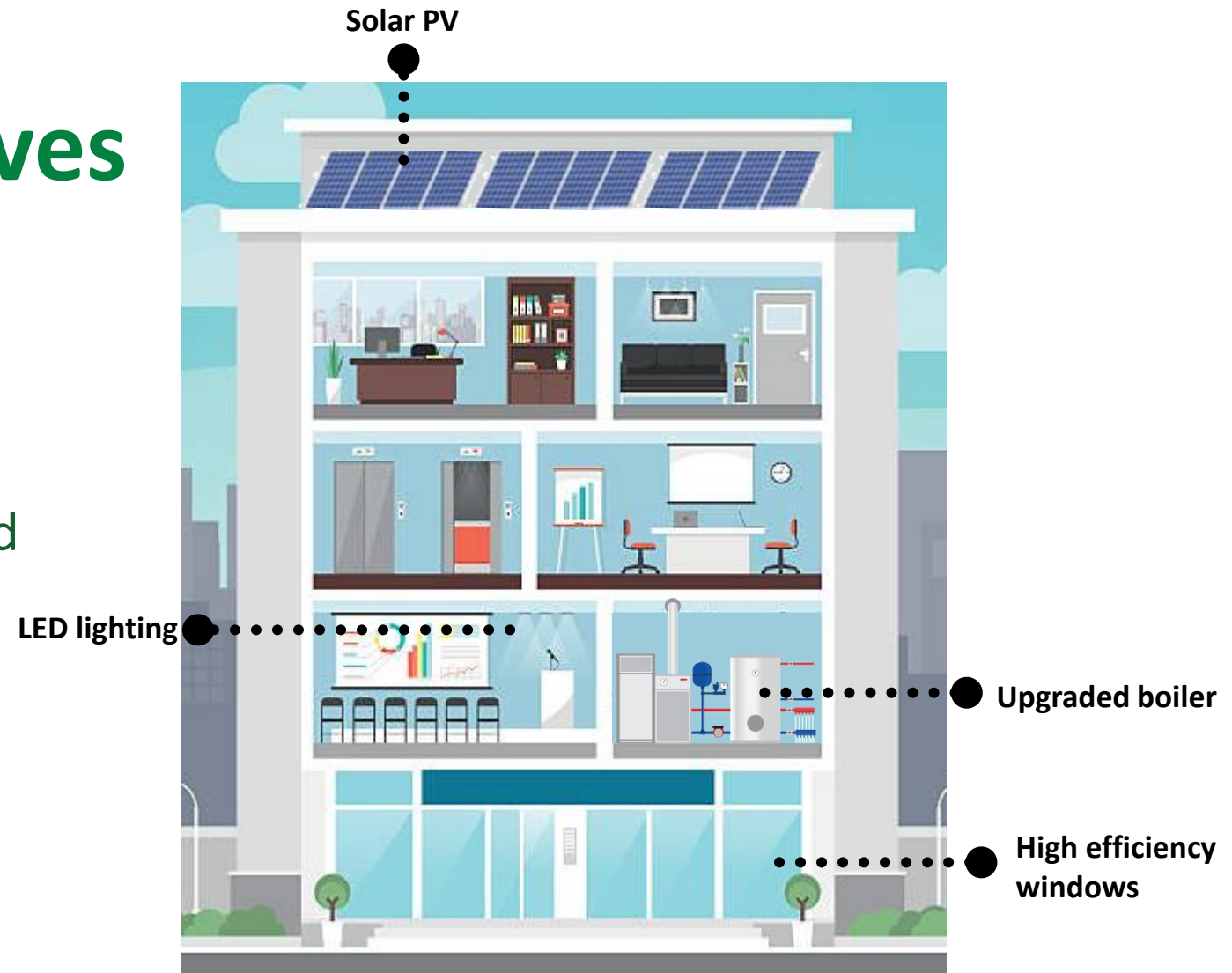
Support upgrades that reduce GHGs and energy use



Reduce costs, maintenance and environmental footprint



Increase facility value, efficiency and comfort



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CES Funding Opportunity

On-site
generation &
renewables
\$5,000

Lighting
\$2,500

Heating
\$4,000

Cooling &
Ventilation
\$3,000

Compressed air
\$4,000

Refrigeration &
Food Services
\$1,500

Motors &
Drives
\$3,000

Building
Envelope &
Windows
\$4,000

- Applications open January 4 – March 31, 2023.
- Projects must be completed by March 2024
- Up to **\$250,000** per project and **\$1 million** per company
- Upgrades in same facility
- 25% bundling bonus available for second, third etc. projects



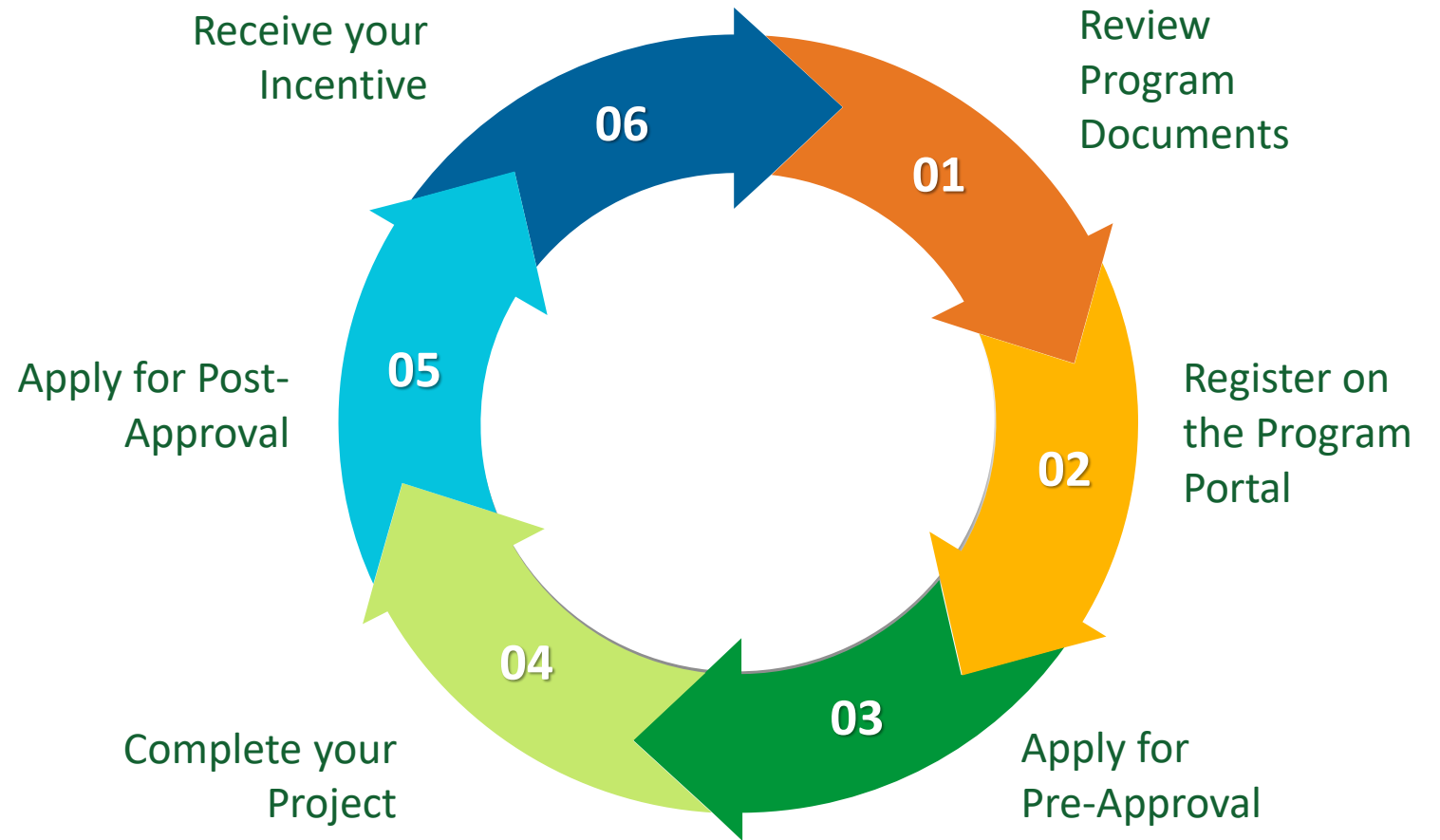
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Application Journey



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Welcome, Mark

The CES program will be open to applications on January 4th, 2023 on this application portal. If you want more information about the CES program, please visit the [CES Program Website](#) or email us at ces@esbprogram.ca. You can also call us at 1-844-407-0025.

Account Overview

Company Name

Customer ID

Contact Name

Phone Number

Email ID

START A NEW APPLICATION

Choose a program to apply

Energy Savings for Business

Comprehensive Energy Savings

GO BACK

START NEW APPLICATION

Applications Overview

[Payment Status Table*](#)

FILTER BY PROGRAM



Pre-Project

Pre-Approval

Post-Project

Payment

Search for Applications



FILTER BY STATUS



SHOW ALL APPLICATIONS

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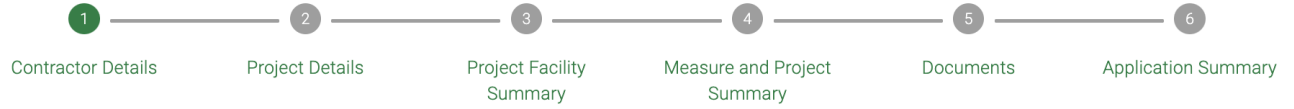
#CES-10062

#CES-10048



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START AN APPLICATION



Contractor Details

Who is your contractor?

Enerva Engineering



Do you want the contractor to be given access to help you complete the application?

No, I will complete the ap. Yes, I want to give access No, I will complete the application myself



Note: If you choose to give your contractor access to add/edit details of this application, we will act on your behalf and provide the contractor access to add/edit certain sections of the application form. You will have to:

- 1. Coordinate and fill the application with the help of the contractor.
- 2. Ensure that the data provided is accurate.
- 3. Review and submit the application yourself. Your contractor can't submit your application on your behalf.

ASSIGN CONTRACTOR



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START AN APPLICATION

1

Contractor Details

2

Project Details

3

Project Facility Summary

4

Measure and Project Summary

5

Documents

6

Application Summary

Project Details

Application (or) Project Name

Solar and Lighting Upgrades



Estimated Project Start Date

03/01/2023



Estimated Date of Project Completion

08/31/2023



Has the Project received or is the Project receiving other funding, financial incentives, grants or subsidies?

Yes

No

Amount of eligible expenses incurred Prior to Application Submission

XXX,XXX,XXX



SAVE & EXIT

SAVE AND PROCEED

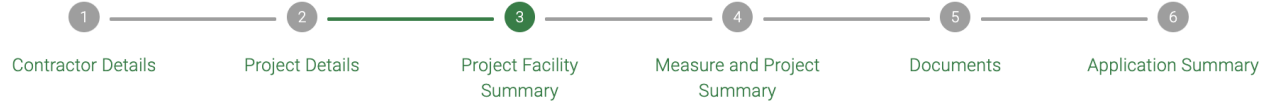
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Developed by Enerva Energy Solutions Inc.

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START AN APPLICATION



Project Facility Summary

ADD FACILITY



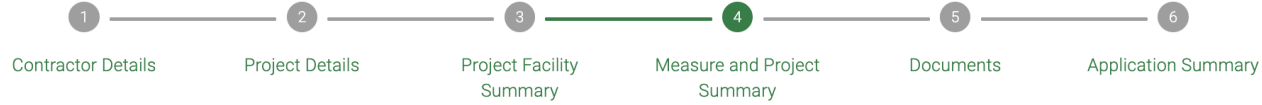
Attach to Application	Facility Name	Applications Currently Attached to Facility	Address of Facility
<input type="radio"/>	Passer Office	ESB-10199,ESB-10266,ESB-10477,ESB-10178,ESB-10333	10104 103 Avenue Northwest, Edmonton, AB, Canada Edmonton
<input type="radio"/>	113 Office		10140 113 Street, Edmonton, Alberta T5K 2H6, Canada Edmonton
<input type="radio"/>	Summer Palace Hospitality LLC	ESB-10174,ESB-10474,ESB-10699,ESB-10046	111 Lake Louise Drive, Lake Louise, AB, Canada Lake Louise
<input type="radio"/>	Dev Industrial Park	ESB-10120,ESB-10091,ESB-10125,ESB-10360,ESB-10172,ESB-10461,ESB-10200,ESB-10481,ESB-10180,ESB-10458,ESB-10159,ESB-10144,ESB-10312,ESB-10460,ESB-10092,ESB-10124,ESB-10453,ESB-10457,ESB-	20053 Edmonton Trail, Calgary, AB, Canada

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APPLICATION ID: CES-10081



Measure and Project Summary

ADD MEASURE



Link Previously Submitted Applications

Search for applications linked to the selected facility

Measure

Measure	Application ID	Quantity	Estimated Emissions Reduction (Lifetime)	Estimated Incentive (\$)	Project Cost	
Exterior LED Flood, Pole Mount or Other Fixture 5,000-9,999 Lumens and Efficacy better than 100 Lumens/W	#CES-10081	145	549.02 tonnes	\$10,875.00	\$90,000.00	 Edit Remove

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Total

2,275.24
tonnes

\$380,000.00

Incentive Bonus

Solar PV measures are not eligible for a bonus within CES and are excluded from Category Bonus calculations.

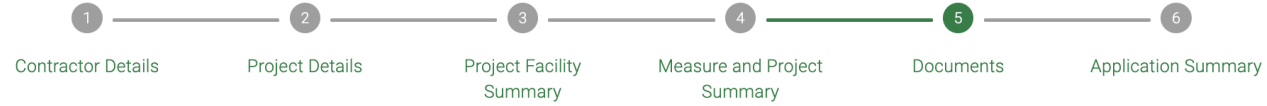
Category Name	No. of Measures in Category	Category Incentive	Bonus Eligibility	Bonus Eligible Category Incentive	Category Bonus
Lighting	1	\$10,875.00	Yes	\$10,875.00	\$2,718.75
Compressed Air	1	\$10,240.00	Yes	\$10,240.00	\$2,560.00
On-Site Generation and Renewables	1	\$50,000.00 ^①	No	N/A ^①	N/A
				Gross Estimated Incentive	\$71,115.00
				Total Bonus	\$5,278.75
				Total Estimated Incentive	\$76,393.75

SAVE & EXIT

SAVE AND PROCEED

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APPLICATION ID: CES-10081



Documents




Select from computer (or) Drag and Drop **Invoices, Quotes and Specification Sheets** as required to upload. Acceptable file types: .JPEG, .PNG, .PDF, .docx, .xlsx

Documentation Instructions

Please review the instructions below before uploading files to ensure all the required documents are attached to the application:

Cost Quote 

Other Documents 

Upload Summary

Document Name	Date of Upload
---------------	----------------

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APPLICATION ID: CES-10081

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Contractor Details

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Project Details

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Project Facility
Summary

4

Measure and Project
Summary

5

Documents

6

Application Summary

Application Summary

Facility Details

Facility Name	Region	Facility Address	Facility Ownership	Facility Type	Facility Owner Approval Obtained
Shaman	Edmonton and Area	10140 113 Street, Edmonton, Alberta T5K 2H6, Canada, Edmonton - T5K 2H6	Owned	Retail	Yes

Measures Details

Measure	Application ID	Quantity	Estimated Emissions Reduction (lifetime)	Estimated Incentive	Project Cost
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Incentive Calculation Examples



100 kW Solar PV

\$250,000 total project costs

$$\frac{\$0.5 \text{ incentive}}{\text{watt}} \times 100,000 \text{ watt} = \mathbf{\$50,000 \text{ incentive}}$$



145 LED bay fixtures

\$90,000 total project costs

$$\frac{\$70 \text{ incentive}}{\text{fixture}} \times 145 \text{ fixtures} = \mathbf{\$10,150 \text{ incentive}}$$



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Example #1

ESB project

1. Solar PV: \$50,000 incentive

→ On-site generation and renewables category

→ Minimum incentive: \$5,000

CES project

2. 145 LED bay fixtures: \$10,150 incentive

→ Lighting category

→ Minimum incentive: \$2,500

Requirements

- Two or more measure categories
- Meet minimum incentive amount
- Measures in same facility



Example #1

ESB project

1. Solar PV: \$50,000 incentive

CES project

2. 145 LED bay fixtures:
\$10,150 incentive

Bundling Bonus on Lighting

$$\begin{aligned} & \$10,150 \times 25\% \\ & = \mathbf{\$2,537} \end{aligned}$$

Total Incentive

$$\begin{aligned} & \$50,000 + \$10,150 + \$2,537 \\ & = \mathbf{\$62,687} \end{aligned}$$



Example #1

ESB project

1. 145 LED bay fixtures: \$10,150 incentive

→ Complete in April 2023

CES project

2. Solar PV: \$50,000 incentive

→ Complete in December 2023

No Bundling Bonus

Total Incentive:

$\$50,000 + \$10,150 = \$60,150$



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Example #2 – Not Eligible

CES projects

1. Solar PV: \$50,000 incentive

- On-site generation and renewables category
- Minimum incentive: \$5,000

2. 145 LED bay fixtures: \$2,000 incentive

- Lighting category
- Minimum incentive: \$2,500

Requirements

- Two or more measure categories
- Meet minimum incentive for two categories
- Measures in same facility



Example #2 - Eligible

CES projects

1. Solar PV: \$50,000 incentive

- On-site generation and renewables category
- Minimum incentive: \$5,000

2. 145 LED bay fixtures: \$2,000 incentive

- Lighting category
- Minimum incentive: \$2,500

3. Compressed air storage tank: \$10,240 incentive

- Compressed air category
- Minimum incentive: \$4,000

Requirements

- Two or more measure categories
- Meet minimum incentive for two categories
- Measures in same facility



Example #2

CES projects

1. Solar PV: \$50,000 incentive

- On-site generation and renewables category
- Minimum incentive: \$5,000

2. 145 LED bay fixtures: \$2,000 incentive

- Lighting category
- Minimum incentive: \$2,500

3. 1 compressed air storage tank: \$10,240 incentive

- Compressed air category
- Minimum incentive: \$4,000

Lighting is eligible but does not receive a Bundling Bonus.

Bundling Bonus on compressed air tank

$$25\% \times \$10,240 \\ = \$2,560$$

Total Incentive

$$\$50,000 + \$2,000 + 10,240 + \text{bonus} \\ = \$64,800$$



Example #2

CES projects:

1. Solar PV: \$50,000 incentive

- On-site generation and renewables category
- Minimum incentive: \$5,000

2. 145 LED bay fixtures: \$2,700 incentive

- Lighting category
- Minimum incentive: \$2,500

3. 1 compressed air storage tank: \$10,240 incentive

- Compressed air category
- Minimum incentive: \$4,000

Bundling Bonus on lighting

$$25\% \times \$2,700 \\ = \$675$$

Bundling Bonus on compressed air tank

$$25\% \times \$10,240 \\ = \$2,560$$

Total Incentive

$$\$50,000 + \$2,700 + 10,240 + \text{bonus} \\ = \$66,175$$



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Application Assist

- Application Assist is a streamlined tool available to everyone
- How to use Application Assist
 1. Reach out to the Contact Centre to get connected with the Application Assist team.
 2. Work with the Application Assist team to build your application step-by-step.
 3. Quickly and easily submit your application.

"The ESB support team has been quick to respond and helpful in managing our various applications, regardless of the complexity."

Mack Grigg
Sense Engineering



Q&A Session



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Contact Centre

Email: support@esbprogram.ca

Phone: 1-844-407-0025

Or by chat on the ERA or application website



