



uniongas

A Spectra Energy Company

Union Gas Custom DSM Program

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Why does Union Gas care?

- Programs designed to enable customers to save energy and money
- Union Gas' energy efficiency program
 - Delivering energy efficiency programs and providing technical expertise to customers for 15+ years
- Includes energy efficiency measures with energy saving rebates and incentives
 - Prescriptive measures (Res/Com)
 - Custom measures (Com/Ind/Lg. Volume)

enersmartTM

Changes to the Program

- Ontario Energy Board Decision 2016 - 2020
- Bigger Incentives, More Equipment, Greater Savings
 - More dollars available for customer incentives
 - Budget increase in 2016 -- from \$34 million to \$57 million
 - Budget in 2020 will be \$64 million
- Custom Engineering Project offerings include
 - Bigger incentives
 - Higher incentive caps



EnerSmart Custom DSM Incentives (2016)

Offering	LVDA Incentives	Industrial Incentives
Engineering Feasibility Studies	50% up to \$10,000	
Process Improvement Studies	66% up to \$20,000	
Meters	50% of installed cost up to \$3,500 (limit 5 per site)	
Steam Trap Survey	50% up to \$6,000	N/A

EnerSmart Custom DSM Incentives (2016)

Offering	LVDA Incentives	Industrial Incentives
New and Retrofitted Equipment	DA <u>\$0.10/m³</u> up to <u>\$100,000</u>	Contracts \$0.10/m ³ up to <u>\$100,000</u>
	AG Pool \$0.05/m ³ up to <u>\$40,000</u>	General Service <u>\$0.20/m³</u> up to \$40,000
	Incentive cannot exceed 50% of project cost	

EnerSmart Custom DSM Incentives (2016)

- RunSmart
 - Behavioural Based
 - Commercial customers >50,000 m³
 - Based on low cost or no cost improvements
 - Incentives awarded based on actual natural gas saved

- Strategic Energy Management (SEM)
 - Behavioural Based
 - Industrial customers >1,000,000 m³
 - Energy Management System
 - Incentives awarded based on actual natural gas saved

2015 Industrial Custom Program Results

65 Industrial Studies

Average Incentives ~ \$3,200 each

239 Industrial Projects

Average Incentives ~ \$8,400 each

\$2,200,000 total incentives

67,860 tCO₂e reduction

Natural Gas Saving \$8,300,000

* Pre-audit results

2015 LVDA Custom Program Results

27 LVDA Studies

Average Incentives ~ \$9,200 each

101 LVDA Projects

Average Incentives ~ \$14,300 each

\$1,700,000 total incentives

184,000 tCO₂e reduction

Natural Gas Savings \$22,500,000

* Pre-audit results

2015 Equipment Actual Project

Wallenstein Feed and Supply - Boiler Control Logic

- Project Cost: **\$5,260**
- Natural Gas Savings: **\$16,879 /year**
- Union Gas Incentive: **\$2,630**
- GHG Reduction: **157 tCO₂e/year**



Simple Pay Back of 2 months!

2015 Equipment Actual Project

The University of Western Ontario - Pipe Insulation

- Project Cost: **\$224,800**
- Natural Gas Savings: **\$53,521 /year**
- Union Gas Incentive: **\$23,276**
- GHG Reduction: **433 tCO₂e/year**



2015 Equipment Actual Project

T.C. Industries of Canada Ltd. - Line Speed Increase

- Project Cost: **\$793,000**
- Process Improvement: **59% Increase**
- Natural Gas Savings: ***\$86,250 /year**
- Union Gas Incentive: **\$37,562**
- GHG Reduction: ***700 tCO₂e/year**

* Note this is an energy intensity project.

2015 Actual Study

City of Waterloo Energy Efficiency Studies

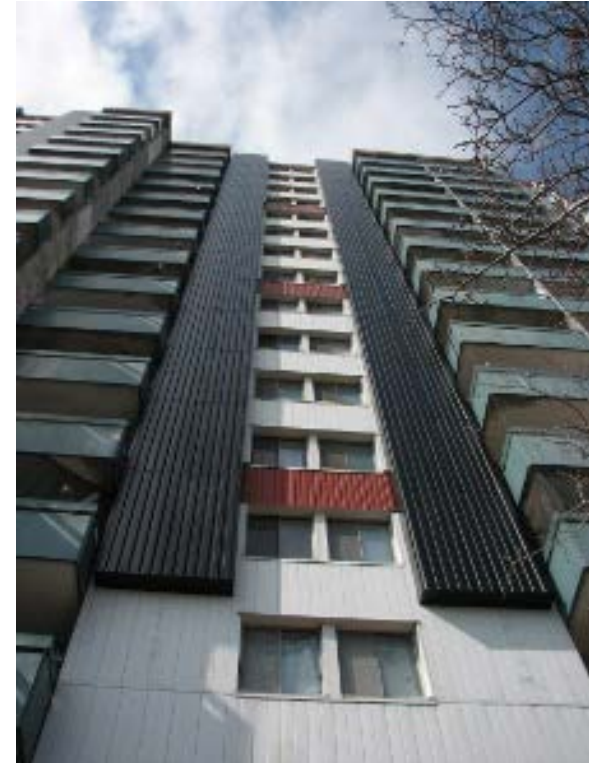
- Project Cost: **\$85,941**
- Potential Savings: **\$23,800 /year**
 - Water, Natural Gas and Hydro
- Union Gas Incentive: **\$10,000**
- GHG Reduction: **72 tCO₂e/year**



2015 Equipment Actual Project

City Housing Hamilton – Solar Wall

- Project Cost: **\$364,000**
- Natural Gas Savings: **\$11,000 /year**
- Union Gas Incentive: **\$136,200**
- GHG Reduction: **89 tCO₂e/year**



2015 Equipment Actual Project

Industrial Company – Roller Hearth Furnace

- Project Cost: **\$277,500**
- Natural Gas Savings: **\$120,000 /year**
- Union Gas Incentive: **\$40,000**
- GHG Reduction: **976 tCO₂e/year**



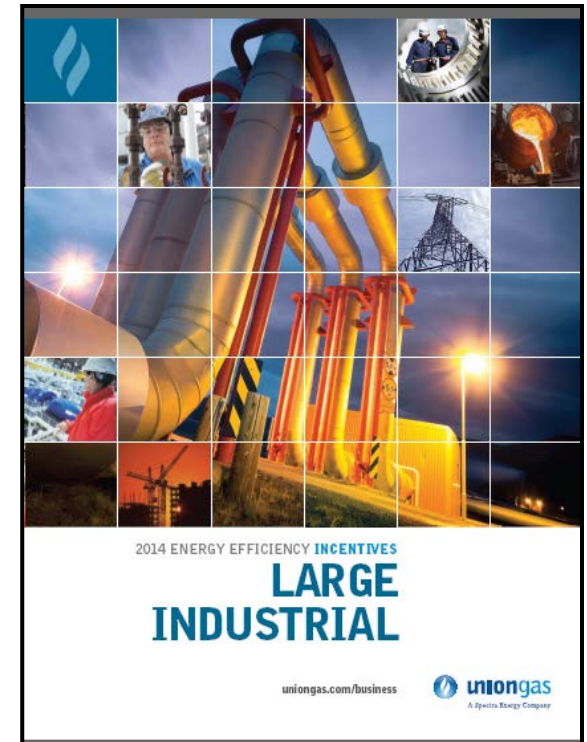
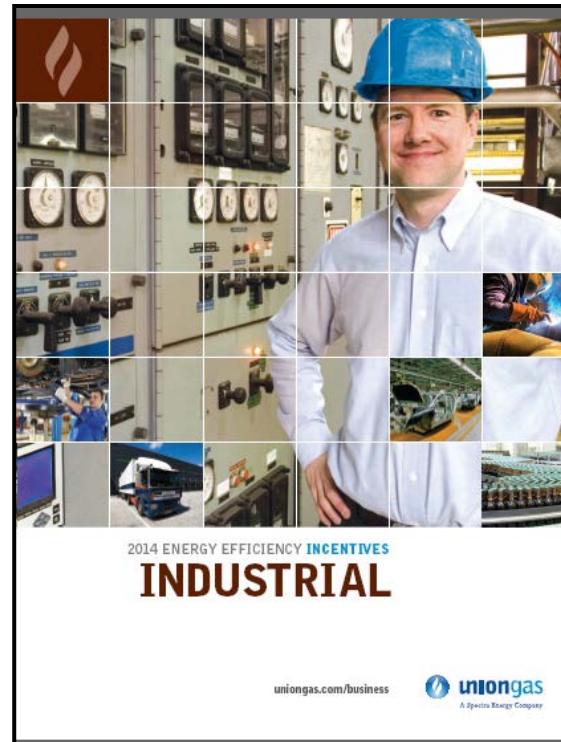
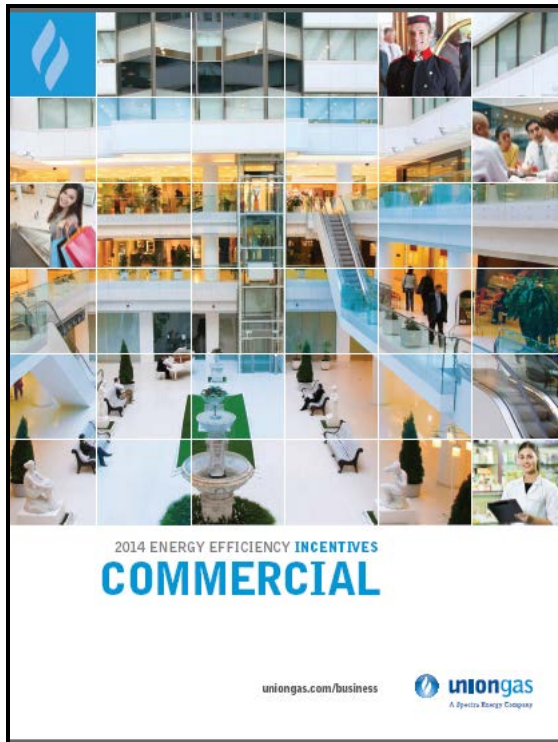
Our Ask

- ✓ Engage Union Gas early
- ✓ Leverage our knowledge
 - ✓ Account Managers, Project Manager and Engineers
 - ✓ 15+ years DSM Experience
- ✓ Help us help you, Save Money!



Additional Info

- Take a brochure
- Visit www.uniongas.com/business
- Contact your UG Account Manager





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Q&A

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