



A BETTER CITY

CHALLENGE for SUSTAINABILITY

*Business and Institutional Leaders
Working Toward a Sustainable City*

Energy Efficiency: Nstar Direct Install Program April 3, 2012



Agenda

Program Updates



Overview & Introductions



Meetings & Events



2012 Outlook

Energy Efficiency

Action Plan

Nstar Small-Mid Size Business Direct Install Program

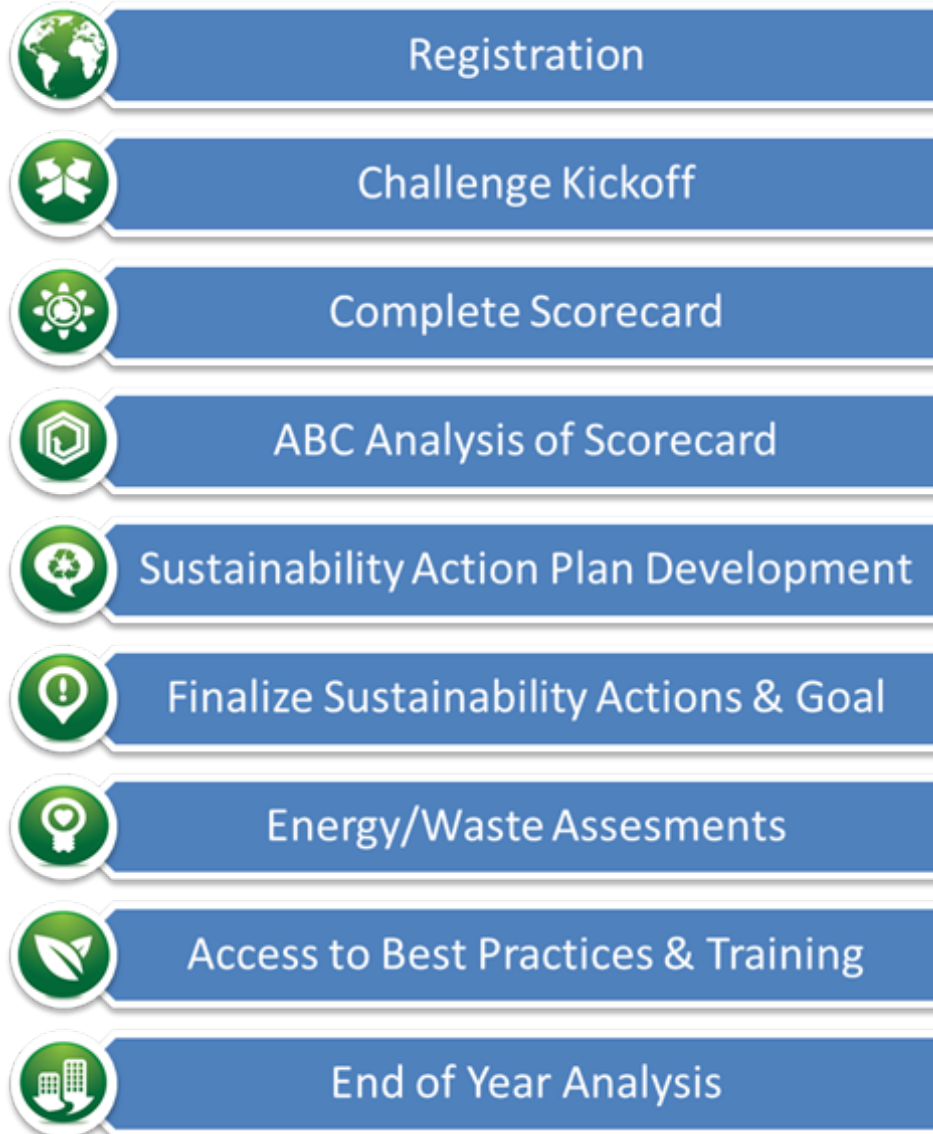
MAHA Building

Main Streets Participants

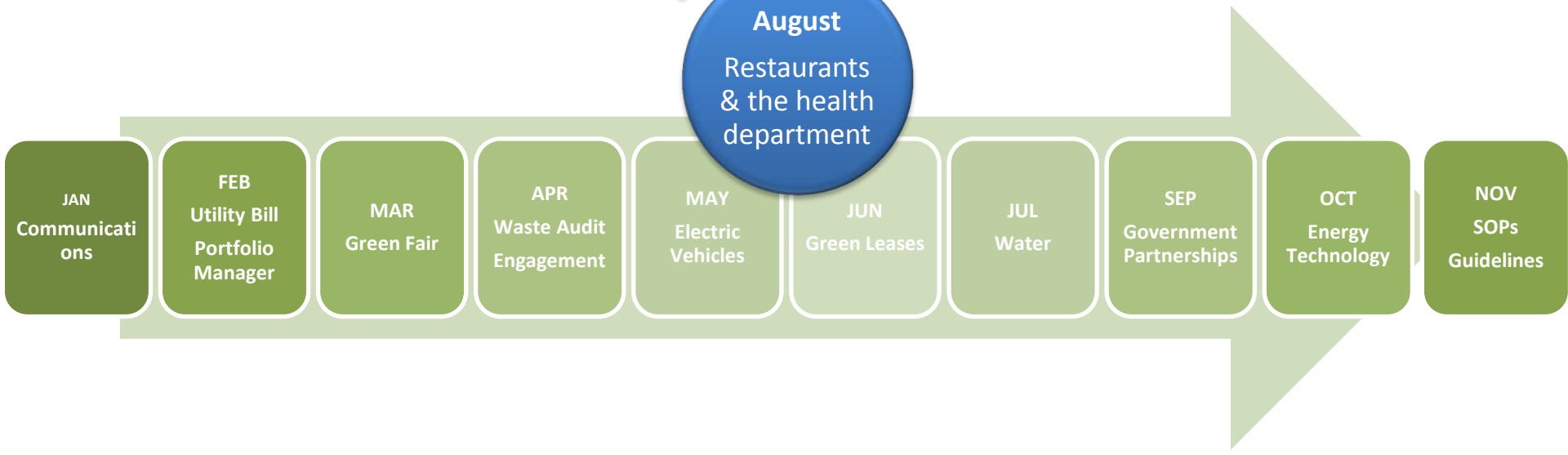
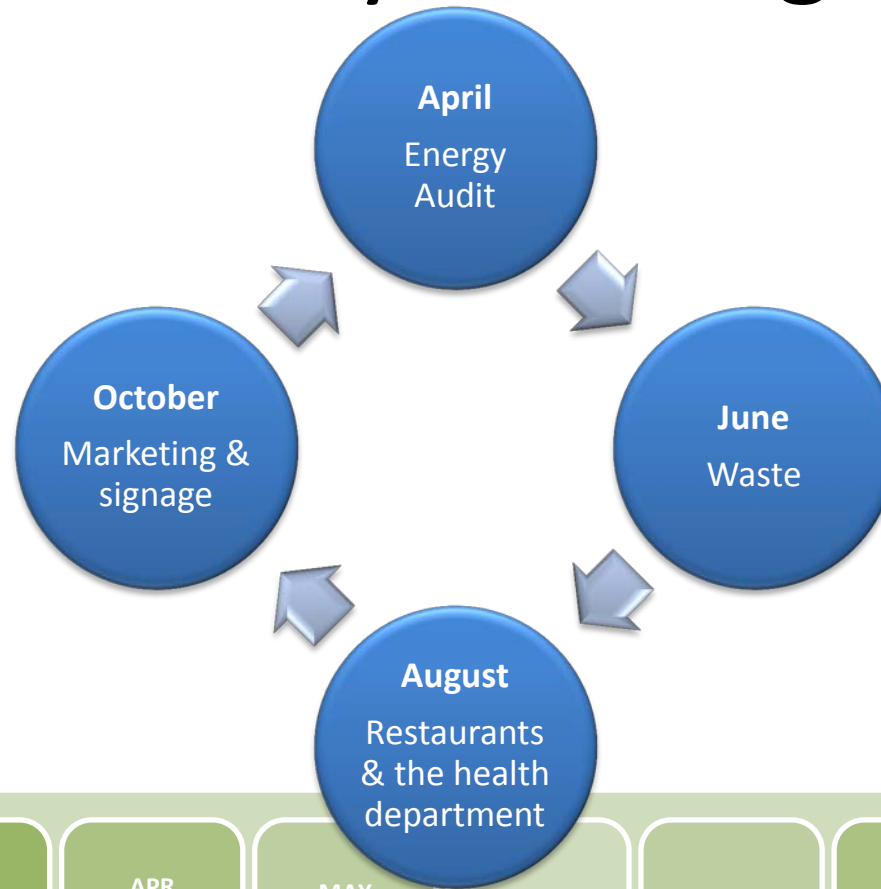
- [Ashmont Cycles](#)
- [Ashmont Grill](#)
- [Bella Luna/Milky Way Restaurant](#)
- [Benjamin Healthcare Center](#)
- [Casa Esperanza](#)
- [Community Servings](#)
- [Down Home Delivery](#)
- [East Boston Social Center](#)
- [Epiphany School](#)
- [Flour Bakery](#)
- [Masona Grill](#)
- [Massachusetts Affordable Housing Alliance](#)
- [Pho Hoa Restaurant](#)
- [Roslindale Congregational Church](#)
- [The Blarney Stone](#)
- [Tropical Foods Supermarket](#)
- [West On Centre](#)



2012 Overview



Monthly Meetings



Special Events

Energy Management Workshop

MAY

NOV

Other Workshops

Energy Engagement

Waste Management

Special

[Food Project Volunteer](#)

Green Fairs

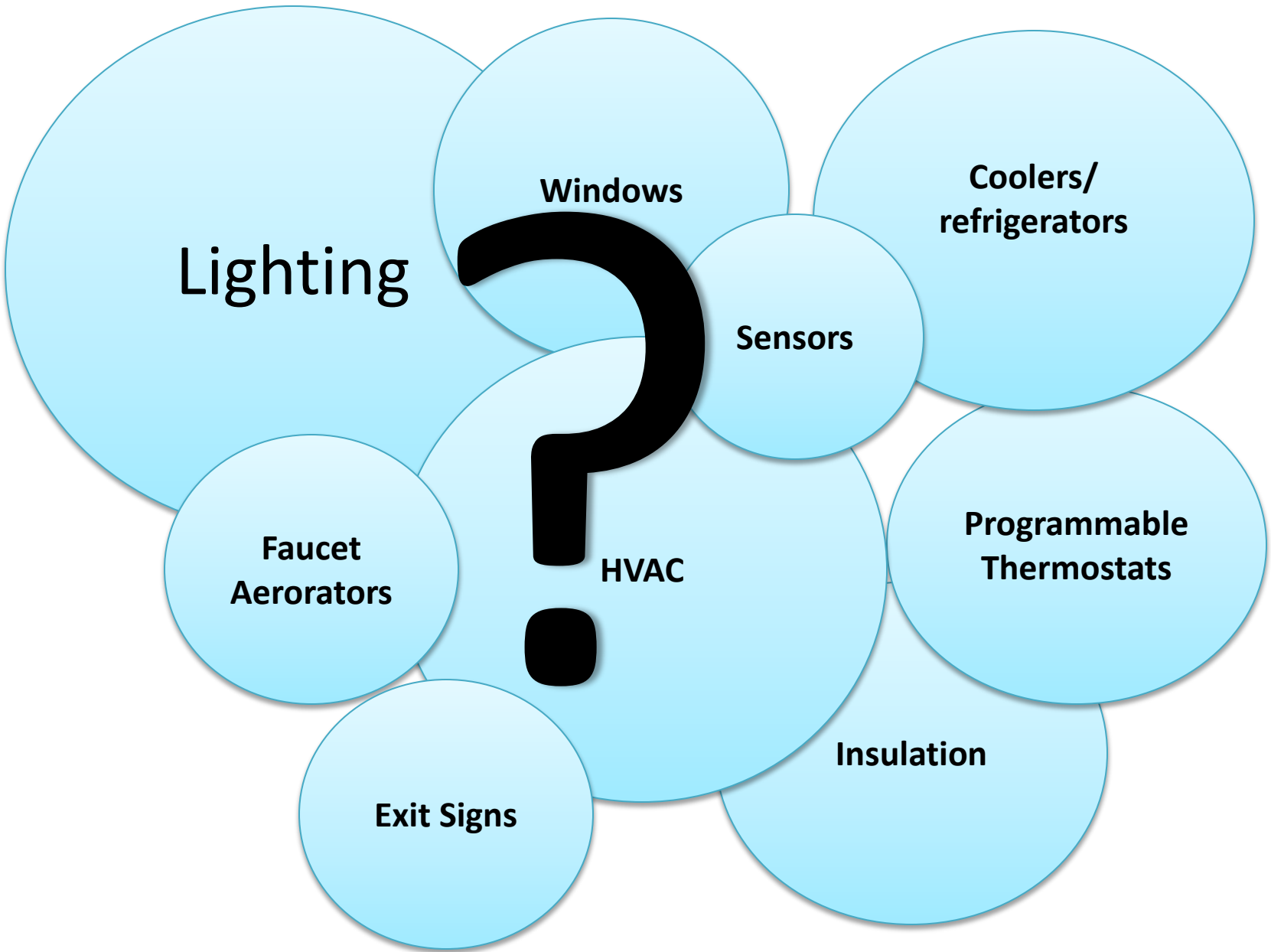
Sister Conference

2013
Kick Off

2012 Challenge Awards

Energy Efficiency





Lighting

Windows

**Coolers/
refrigerators**

Sensors

**Programmable
Thermostats**

Insulation

Exit Signs

**Faucet
Aerorators**

HVAC

April 2012

**Small Business Solutions
Direct Install Program**



Presentation Outline

- Eligibility
- Program Overview
- Incentives Available
- Before and After
- Where can we find efficiency opportunities?
- Other Eligible Programs and Incentives

Customer Eligibility

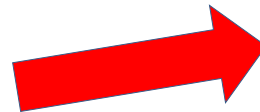
- Individual Electric Meters under 300kW monthly peak demand
- Prior participation greater than 5 years ago *or*
- When new technologies are introduced into program

Electricity Used

Rate B2-Large General-Secondary
Meter 5051612

Feb 25, 2011 Actual Read 41373
Jan 25, 2011 Actual Read - 39894
31 Day Billed Use 1479

5051612	KWH	DMD
02/25	1479	27.2
01/25	1801	18.2
12/25	806	24.5
11/25	409	13.9
10/25	391	8.8
09/25	364	2.5
08/25	374	2.9
07/25	310	4.7
06/25	279	2.8
05/25	258	3.4
04/25	312	12.7
03/25	191	2.7
02/25	1211	27.8



NSTAR PO Box 682889 Dallas, TX 75286-0289

Account Number
12 9 0000046066 14 80 2645 769 1009 M

CHESTNUT ST CONDO-S SHEA
AMER LGW ASSOC-BUNKER26
PO BOX 374
CHARLESTOWN MA 02129

Please Pay
\$460.66

Payment Received By
Per SE, 0011 M111
Appear on Your next Bill!

NEARS THIS PORTION WITH YOUR PAYMENT. MONEY PLEASE LET US KNOW OTHERWISE YOU MAY BE RESPONSIBLE FOR SERVICE USE AFTER YOU MAKE.

PLEASE NOTE, WINTER CONDITIONS MAY HAVE RESULTED IN NSTAR BEING UNABLE TO READ YOUR METER THIS MONTH. IF YOU RECEIVED AN ESTIMATED READ YOUR METER WAS LIKELY BLOCKED BY SNOW OR ICE AND WAS INACCESSIBLE BY NSTAR. YOU CAN TELL IF YOUR READ WAS ESTIMATED BY LOOKING AT THE "ELECTRICITY USE" SECTION ON THE BACK OF YOUR BILL.

Account Number	Billing Date	Next Read Date
2645 769 1009	Feb 28, 2011	Mar 28, 2011

Service Provided to
CHESTNUT ST CONDO-S SHEA
23 ARMS ST I
CHARLESTOWN MA 02129

Account Summary	
Previous Bill	365.00
Payment - Thank You	-365.00
Other Charges	25.77
Total Cost Electricity	434.89
Amount Due	\$460.66

Electricity Used	Cost of Electricity
Rate B2-Large General-Secondary	Delivery Services
Meter 5051612	Customer Charge 18.24
Feb 25, 2011 Actual Read - 41373	Distribution Demand Charges 0.00
Jan 25, 2011 Actual Read - 39894	1st 10 KM No Charge 0.00
31 Day Billed Use 1479	Over 10 KM 17.2 KM 142.00
	Transmission Demand Charges
	1st 10 KM No Charge 0.00
	Over 10 KM 4.76 X 17.2 KM 81.87
	Distribution Energy Charges
	1st 2000 KWH 02585 X 1479 KWH 35.27
	Transmission Energy Charges X
	1st 7000 KWH 00947 X 1479 KWH 14.61
	Renewable Energy 00050 X 1479 KWH 4.76
	Energy Conservation 00250 X 1479 KWH 3.70
	Delivery Services Total 315.98
	Supplier Services
	Generation Charge
	Basic Svc Fixed 00040 X 1479 KWH 138.51
	Total Cost of Electricity 434.89

Other Charges or Credits

Sales Tax 25.77

*PART OF WHAT WE COLLECT IN THE TRANSITION CHARGE IS OWNED BY REC FUNDING II LLC.

NSTAR CUSTOMER SERVICE CENTER 800-582-2000
FOR BUSINESS CUSTOMERS 800-348-9822

Program Summary

- ◆ No cost, no obligation energy evaluation.
- ◆ Audit is to be performed within 10 business days of request
- ◆ Customer Receives Estimated annual savings report with project cost and estimated payback.
- ◆ Complete Turnkey Services from audit to installation of approved measures
 - ◆ Material ordering
 - ◆ Permits
 - ◆ Scheduling electricians
 - ◆ Recycling hazardous waste
- ◆ NSTAR Electric pays up to 70% of the project cost, customer pays the remaining 30% with monthly payment options available at 0% interest

Customer Proposal –Financing provides positive cash flow

Date 04/08/2010
Page No. 1

Client: ABYZ Factory
Jack Frostenbeck
97531 N. Mainstream Ave.
Forest Praire, AA 55125

Line	Location	Description
1	Bob's office	4L4' EE/EE M
2	Main entr/walting rm	6SW Inc.
3	B-rm mens	4L4' EE/EE M
4	Conf. rm	6SW Par Flood
5	Bsmnt	60W Inc.
6	T-slats	Honeywell T-s
7	Soda machine	Refrigerated b
8	Production rm	250W MH Hg
9	Elec. rm	2L8' EE/EE M
10	Exterior soffit	2L8' HO EE/ST

Customer Report - Project Summary

Client:
ABYZ Factory
Jack Frostenbeck
97531 N. Mainstream Ave.
Forest Praire, AA 55125

Account #: 12345678910
Audit #: 057594
Phone Number: 777 010-0109 Ext:

Date 04/08/2010
Time 2:47 PM
Page No. 1
Work Order: 00001
Auditor: Todd Cowger
Audit Date: 04/08/2010

Audit Summary

Estimated Lighting Load (Wattage)

Existing: 9,353 Watts
Proposed: 4,408 Watts
Savings: 6,445 Watts

Estimated Lighting Usage (KWH)

Existing: 25,021 KWH
Proposed: 8,851 KWH
Savings: 17,669 KWH

Estimated Annual Lighting Bill (KWH * \$0.147)

Existing: \$3,678.06
Proposed: \$1,301.16
Savings: \$2,376.90

Estimated Job Costs

Total: \$9,684.50
Program Incentive: \$6,779.15
Customer Share: \$2,905.35

Simple Payback (Customer Share/Bill Savings)

Years: 1.22

This offer may be withdrawn if it is not executed within 30 days.



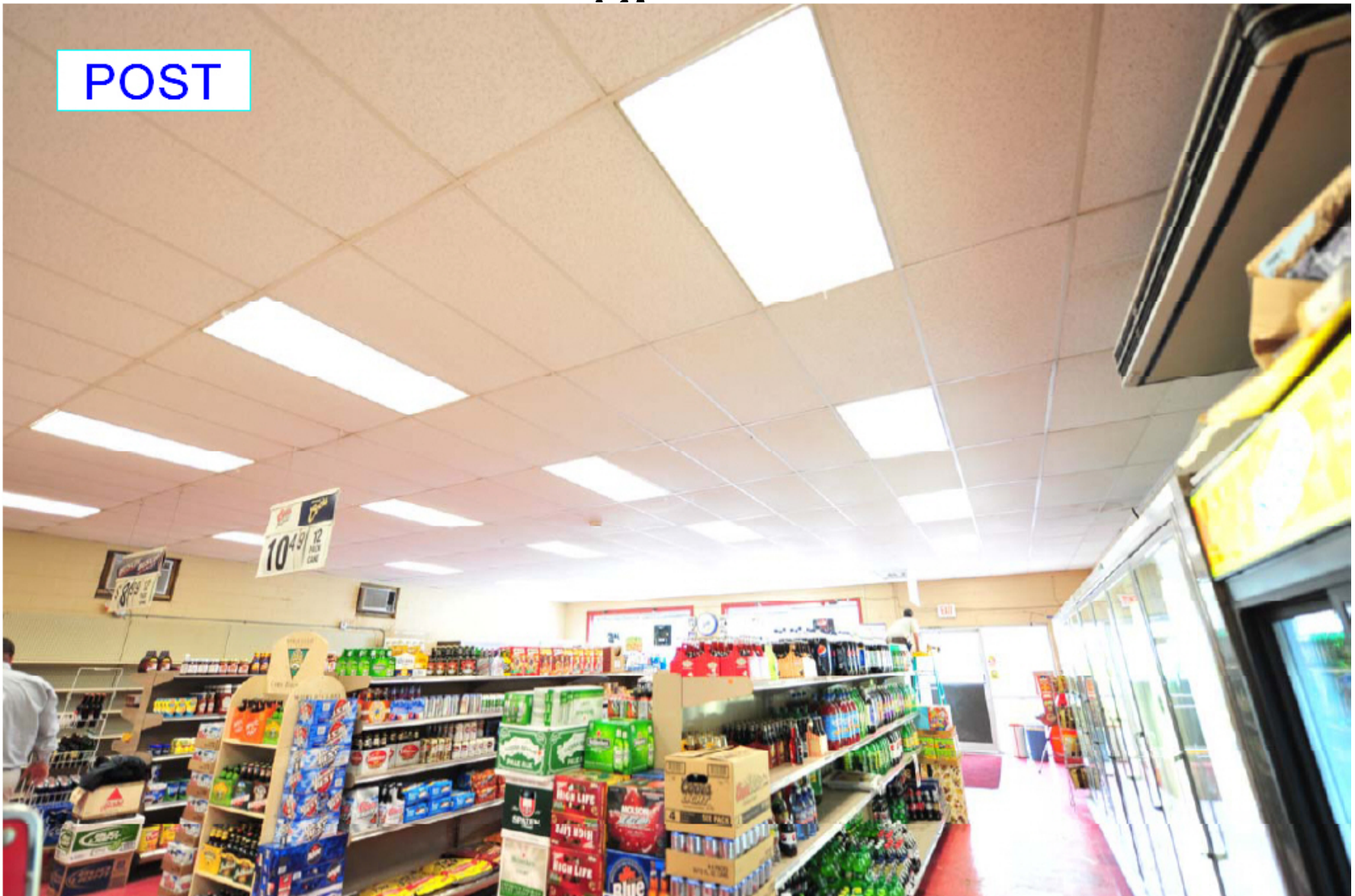
Market – Four Lamp Fixtures

PRE



Installed Two Lamp Troffer/Retrofit

POST



Reflector Troffer Kit for an Existing Fixture...



Car Dealer – 250W Metal Halides



Three Lamp, Four Foot T8 Fixtures



POST

LED Cooler Lights replacing old fluorescent style lamps



**LED Canopy
Lights**

**Gas
Measures**

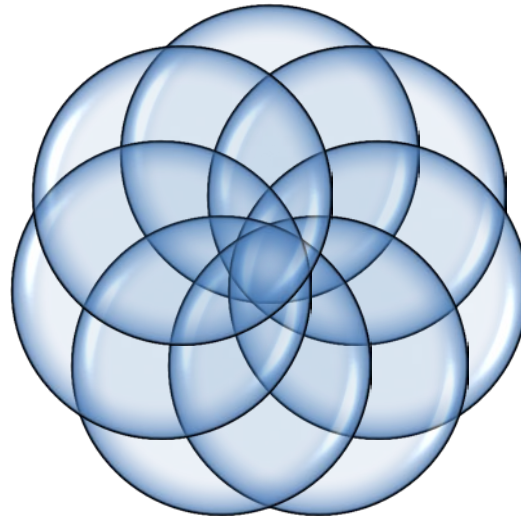
**Occupancy
Sensors**

**LED Cooler
Lights**

**Variable
Frequency
Drives**

**Compressed
Air**

**Energy
Management
Systems**



Lamp

65w



15w



Run Hrs

24/7

24/7

Lamp Life

10K HOURS

50K HOURS

Simple Savings = \$65 per
bulb

Pre-Rinse Spray Valve



1.6 gpm

2.6 gpm

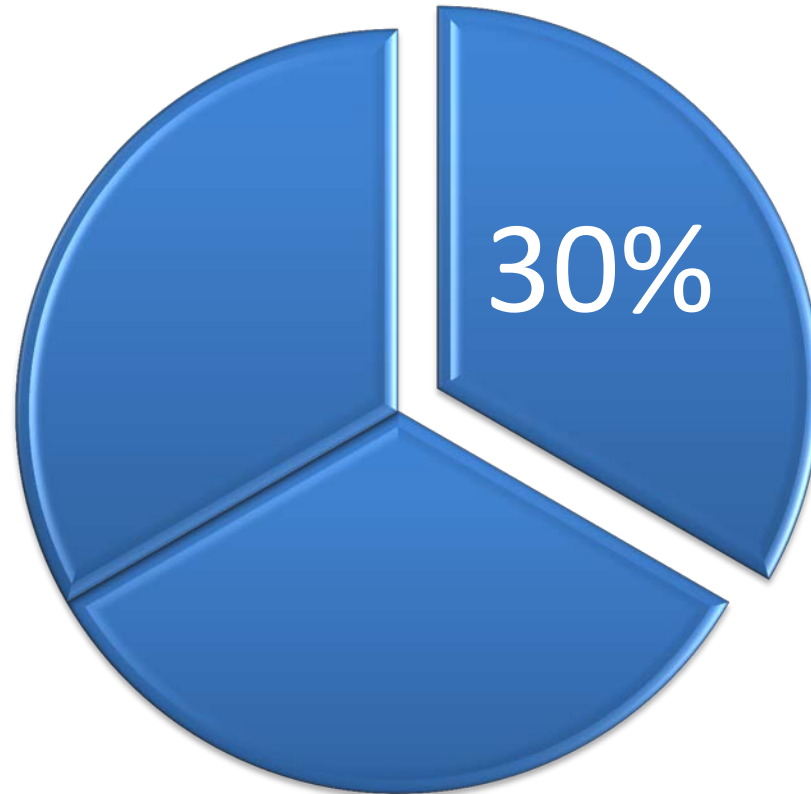
4.5 gpm

Saves @ 335 Therms a year.

Simple Savings = \$502.50/year



Operating costs go down significantly



You'd be a fool not to take advantage
of this program!



Common Objections – What are the answers?

- ❖ We don't have the money
- ❖ I can't shut down for that amount of time.
- ❖ We rent
- ❖ We did that X years ago

Without Peeking...

- How much does the program cost?
- What makes a customer eligible?
- Name 3 technologies that are Small Business Program Eligible?

Other Eligible Utility Programs

- Mass Save Retrofit Program
- Mass Save Cool Choice (HVAC) Program
- Mass Save New Construction Program
- Mass Save High Efficiency Commercial Natural Gas Equipment Rebates Program
- Mass Save Commercial Kitchen Equipment Rebates Program

1803 Dorchester Avenue (MAHA)



- 100% recycled building materials
- Designed windows for natural light
- Low or no-VOC materials used
- Low flow plumbing
- LED exit signs
- Proximity to public transit
- Designed with LEED criteria

Contact Info

- Todd Cowger
 - 401.784.3700 extension 6122
 - tcowger@thielsch.com
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- Sylvia Mihich
 - sylviam@studio-g-architects.com
 - 617-524-5558