



Energy Savings for Every Business:

Helping You Leverage Available PSE&G Programs

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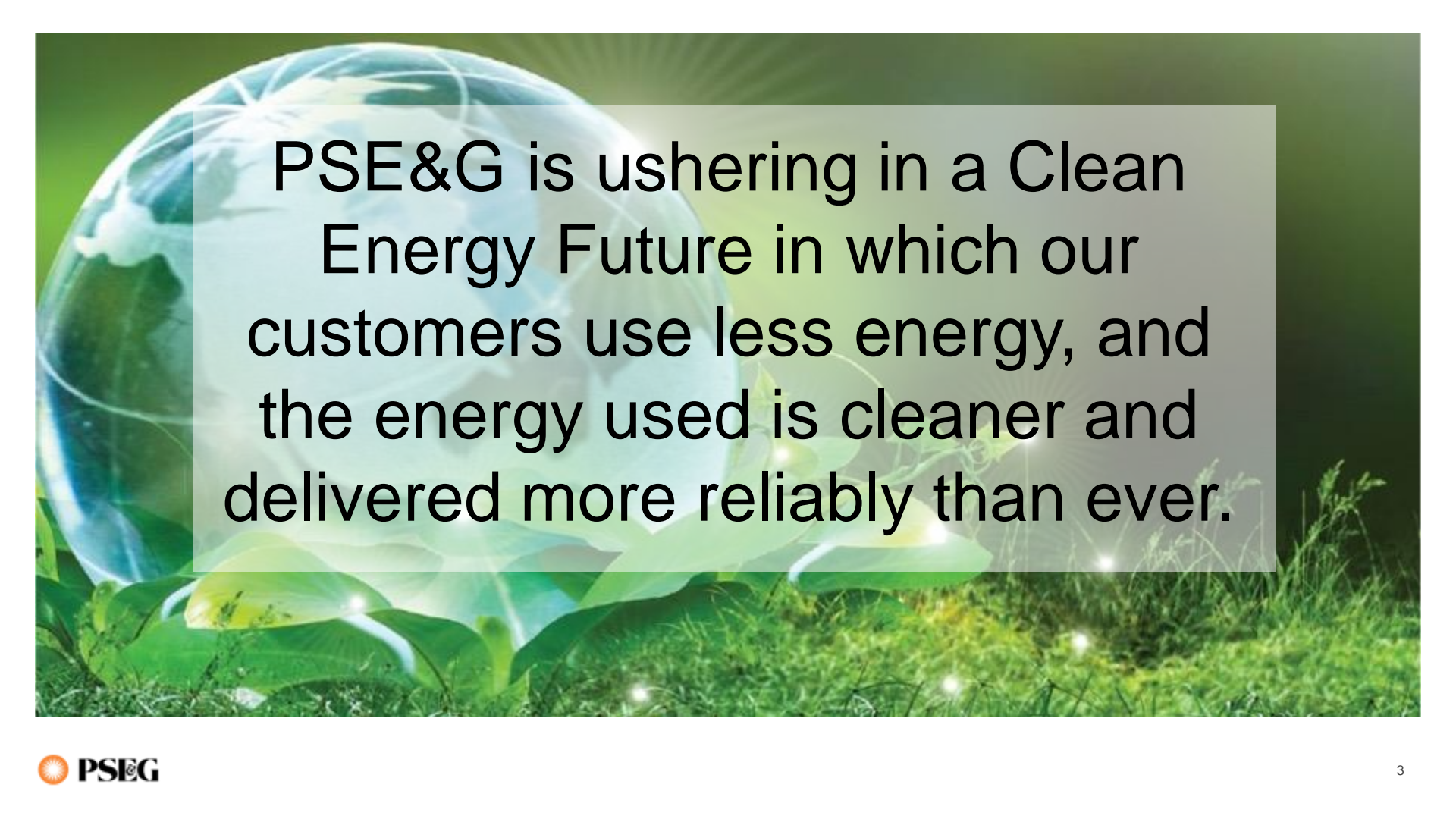
March 2022



Agenda

- Identifying the right energy-saving program for your business
- Learning how to tap into the financial incentives
- Navigating the program website and application process
- Finding the right Trade Ally





PSE&G is ushering in a Clean Energy Future in which our customers use less energy, and the energy used is cleaner and delivered more reliably than ever.

Tap into Energy and Cost Savings



Key Features and Functions

A wide array of incentives for customers who upgrade their facilities with energy-efficient equipment or measures

No money down and 0% interest on project-cost repayments over five years

Prequalified PSE&G Trade Allies are ready to help get your projects started

Customer support representatives are ready to assist you with the process

Incentives and Eligibility

How and When to Use Incentives

- Designed to cover the cost of upgrading from standard to high-efficiency equipment
- Best used proactively for a planned equipment upgrade
 - Easy to plan
 - Availability of equipment, current shortages
 - Eliminates emergency replacement situation (HVAC breakdown)
 - More options available relative to Trade Allies and equipment
 - More convenient to schedule





Project Eligibility for Incentives

Equipment must meet the program efficiency requirements

You must be a PSE&G electric and/or gas customer

Results in permanent reduction in your PSE&G energy use

Equipment must remain in place for five years or the life of the product

You Can Afford to Start Your Upgrades Now

No money down

Zero% interest

Up to five-year repayment term

For example:

- Total project cost: **\$10,000**
- Program incentive: **\$2,000**
- Customer share: **\$8,000**

On-bill Repayment (OBR) will be \$8,000/five-years or \$133/month

OBR Eligibility

Must qualify and apply for program incentives for OBR

All project costs are eligible for OBR, including equipment and labor

There is no maximum limit for OBR; however, there are additional requirements for projects over \$1M

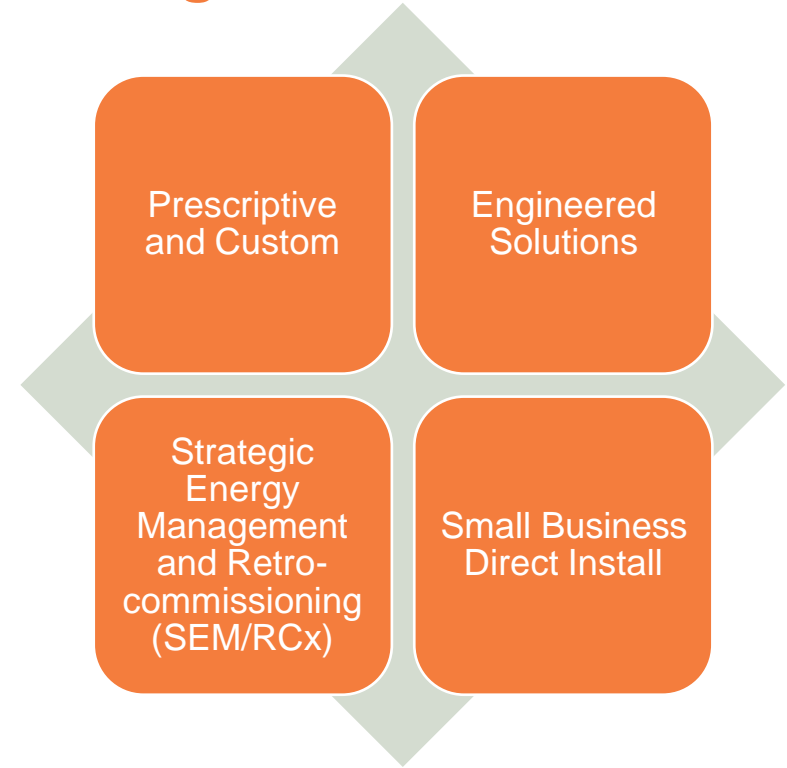
Repayment term is five years (60 months)

OBR eligibility assessed using Experian Financial Stability Risk Score



Business Energy Saver Programs

PSE&G's Business Energy Saver Programs



Pre-qualified Energy-efficient Equipment



- **Incentives on Energy-efficient Equipment**

- Newer equipment is cheaper to operate, uses less energy, and reduces unplanned maintenance
- Standard incentive amounts based on equipment type and efficiency levels



- **How to Participate:**

- Purchase equipment directly and submit your rebate application online or by mail, or:
- Receive instant rebates when purchasing through participating distributors
- Have your project completed by one of our prequalified Trade Allies, who can apply on your behalf as part of your application

- **Common Prescriptive Measures**

- LED fixtures, sensors, and controls
- HVAC systems and equipment
- Water heating equipment
- Food service equipment
- Appliances
- And more

Prescriptive Project Already Started or Completed?



Prescriptive projects already completed up to 180 days prior to the project submittal date are eligible to receive program incentives from PSE&G if the project has not received an incentive from any other program



For example, a project submitted on 3/31/2022 would be eligible if the project's completion date was after 10/2/2021

C&I Custom Program

- Custom incentives
 - Gas: \$3.50 per Therm saved
 - Electric: \$0.16 per kWh saved
- Incentives capped at 50% project cost
- Custom applications subject to general requirements:
 - Provision of sufficient technical information or documentation
 - Associated equipment performance data
 - Underlying assumptions regarding operations, as well as measurements and calculations to support energy savings
 - Baseline established by state code and savings are calculated by exceeding those standards





Small Business Direct Install

- Comprehensive, cost-effective, energy-efficient measures—cut energy costs by as much as 30%
- Eligible business customers must have 12-month individual facility electricity average peak demand usage less than 200 kW
- Incentives can be paid directly to the Trade Allies
- Customers repay as little as 20% of the total project cost—interest-free—over 60 months on their PSE&G bill (or in one lump-sum payment, if preferred)

Energy Management



Strategic Energy Management for Industrial Facilities

Strategic Energy Management (SEM) is a holistic approach to managing energy use focused on management of existing systems and processes (including behavior), as well as tracking and benchmarking performance to identify and evaluate energy optimization efforts

SEM is a long-term effort typically led by an external instructor focused on developing and executing an energy management strategy via workshops, webinars, and group/individual training sessions with cohorts of facility managers. SEM applies continuous improvement principles to energy management to encourage and enable a culture of energy efficiency within an organization to develop measurable long-term savings

How to Participate:

- Request an energy consultation

Energy Management



Retro-commissioning

Retro-commissioning (RCx) focuses on identifying operations and maintenance improvements in existing commercial buildings to ensure optimal performance of building systems and system interactions

Commercial buildings frequently undergo operational and occupancy changes that challenge the mechanical, electrical, and control systems and result in less-than-optimal energy performance. RCx helps to ensure that building equipment and systems are properly integrated so they can perform together effectively and efficiently and meet the building owner's operating requirements and expectations

How to Participate:

- Request an energy consultation

Navigating the Website

Getting Started

Select Language ▾

FOR TRADE ALLIES | CONTACT US | SEARCH

PSE&G

HOME INDUSTRIES ▾ SOLUTIONS ▾ GETTING STARTED ▾

Unlock the long-term potential of your business through energy efficiency.

Increase productivity and comfort, decrease energy consumption, and reap consistent, long-term cost savings with energy-efficient solutions. From equipment rebates and incentives to comprehensive energy management solutions tailored to your organizational goals, PSE&G is ready to help you unlock the hidden energy-saving potential in your business.

[FIND MONEY-SAVING INCENTIVES](#)

Select your business type to learn more.

Whatever industry you're in, we can help you lower your energy consumption and increase your savings.

[Ready to Start Saving?](#)

Select the Right Option

The screenshot shows the PSEG website's navigation and main content area. At the top, there is a 'Select Language' dropdown, a search bar, and links for 'FOR TRADE ALLIES', 'CONTACT US', and 'SEARCH'. The main navigation includes 'HOME', 'INDUSTRIES', 'SOLUTIONS', and 'GETTING STARTED'. The 'GETTING STARTED' section is highlighted with a black bar and contains four white cards, each with a blue button:

- Apply for Financial Incentives and On-bill Repayment**
Begin your application for recent energy efficiency projects.
[APPLY TODAY](#)
- Request a Small Business Energy Assessment**
Get a complimentary assessment to learn about energy-saving opportunities.
[LEARN MORE](#)
- Find a Trade Ally**
Find approved Trade Allies to help you with your energy-saving projects.
[FIND A TRADE ALLY](#)
- Find a Distributor**
Find a distributor to help you fulfill your energy-saving needs.
[FIND A DISTRIBUTOR](#)

Best Solutions Based on Business Type

The screenshot shows the PSEG website's 'Industries' page. At the top, there is a navigation bar with 'Select Language', 'FOR TRADE ALLIES', 'CONTACT US', and 'SEARCH'. The PSEG logo is on the left, and 'HOME', 'INDUSTRIES', 'SOLUTIONS', and 'GETTING STARTED' are on the right. Below the navigation, the text reads: 'Select your business type to learn more. Whatever industry you're in, we can help you lower your energy consumption and increase your savings.' A grid of 12 business categories is displayed, each with a representative image and a text overlay: OFFICE BUILDINGS, DATA CENTERS, EDUCATION, GROCERY & CONVENIENCE, HEALTHCARE, HOSPITALITY, INDUSTRIAL MANUFACTURING, PROPERTY MANAGEMENT, RETAIL, PUBLIC SERVICES & NON-PROFITS, and AUTOMOTIVE. To the right of the grid is a 'Ready to Start Saving?' section with a form containing fields for Name, Business Name, Email, Zip Code, and Phone, and a dropdown menu for 'Select a business type'.

Select your business type to learn more.

Whatever industry you're in, we can help you lower your energy consumption and increase your savings.

OFFICE BUILDINGS

DATA CENTERS

EDUCATION

GROCERY & CONVENIENCE

HEALTHCARE

HOSPITALITY

INDUSTRIAL MANUFACTURING

PROPERTY MANAGEMENT

RETAIL

PUBLIC SERVICES & NON-PROFITS

AUTOMOTIVE

Ready to Start Saving?

Complete the form below or call us to get connected with an energy advisor.
1-844-300-PSEG (1-844-300-7734)

Name*

Business Name*

Email*

Zip Code*

Phone

Select a business type*

Please select one

Heating System Assistance

The screenshot shows the PSEG website's 'Find a Trade Ally' search page. At the top, there is a navigation bar with 'FOR TRADE ALLIES | CONTACT US | SEARCH' and a 'Select Language' dropdown. The PSEG logo is on the left, and navigation links for 'HOME', 'INDUSTRIES', 'SOLUTIONS', and 'GETTING STARTED' are on the right. Below the navigation is a large banner image of two people in safety vests reviewing blueprints. The main heading is 'Find a Trade Ally' with the subtext 'Find the best professional for your energy efficiency project by searching our network of Trade Allies.' Below the banner are two search sections: 'SEARCH BY REGION' and 'SEARCH BY NAME'. The 'SEARCH BY REGION' section includes a 'Street Address' input field, a dropdown for 'All Available Services', a dropdown for '0 to 25 Miles', and a blue 'SEARCH' button. The 'SEARCH BY NAME' section is currently empty. To the right of the search forms is a map of the New York City area, showing locations like Newark, New York, and surrounding suburbs. The map has 'Map' and 'Satellite' tabs at the top.

Project Eligibility for Incentives

The screenshot shows the PSEG website's landing page for energy-efficient equipment incentives. At the top, there is a navigation bar with a language selector, the PSEG logo, and links for 'FOR TRADE ALLIES', 'CONTACT US', and 'SEARCH'. Below this is a secondary navigation bar with 'HOME', 'INDUSTRIES', 'SOLUTIONS', and 'GETTING STARTED'. The main content area features a large background image of a modern office interior. On the left, the text reads 'Incentives on Energy-Efficient Equipment' followed by a paragraph: 'Upgrading old equipment is a smart start on your efficiency journey. Newer equipment is cheaper to operate, using less energy and reducing unplanned maintenance. Apply for incentives or access instant rebates on a variety of energy-efficient equipment, including lighting, appliances, HVAC equipment, food service equipment, and more.' Below this text are three blue buttons: 'APPLY FOR INCENTIVES', 'FIND A DISTRIBUTOR', and 'FIND A TRADE ALLY'. On the right side of the main image, there is a smart thermostat displaying weather information (32° Sunny, 1 Feb) and various control icons. Below the main image, a section titled 'We offer financial incentives on a variety of energy-efficient equipment, including:' lists several categories in two columns: Air Compressors, Water Heating Equipment, LED Lighting, Fixtures, and Controls.

Select Language ▾

FOR TRADE ALLIES | CONTACT US | SEARCH

PSEG

HOME INDUSTRIES ▾ SOLUTIONS ▾ GETTING STARTED ▾

Incentives on Energy-Efficient Equipment

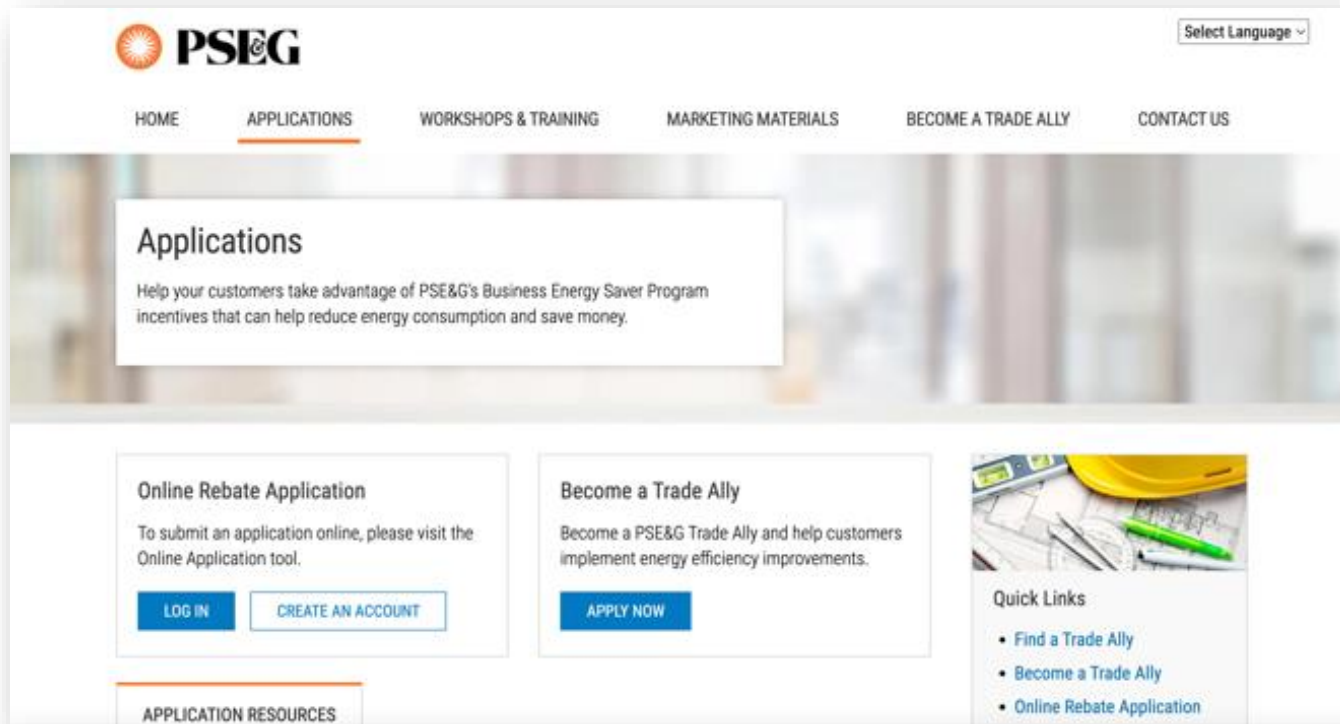
Upgrading old equipment is a smart start on your efficiency journey. Newer equipment is cheaper to operate, using less energy and reducing unplanned maintenance. Apply for incentives or access instant rebates on a variety of energy-efficient equipment, including lighting, appliances, HVAC equipment, food service equipment, and more.

[APPLY FOR INCENTIVES](#) [FIND A DISTRIBUTOR](#) [FIND A TRADE ALLY](#)

We offer financial incentives on a variety of energy-efficient equipment, including:

- Air Compressors
- Water Heating Equipment
- LED Lighting, Fixtures, and Controls

Submit Your Application



The screenshot shows the PSE&G website's 'Applications' page. At the top left is the PSE&G logo, and at the top right is a 'Select Language' dropdown menu. The navigation bar includes links for HOME, APPLICATIONS (which is underlined), WORKSHOPS & TRAINING, MARKETING MATERIALS, BECOME A TRADE ALLY, and CONTACT US. The main content area features a large heading 'Applications' with a sub-heading 'Help your customers take advantage of PSE&G's Business Energy Saver Program incentives that can help reduce energy consumption and save money.' Below this are three columns: 'Online Rebate Application' with 'LOG IN' and 'CREATE AN ACCOUNT' buttons; 'Become a Trade Ally' with an 'APPLY NOW' button; and 'Quick Links' with a list of links: 'Find a Trade Ally', 'Become a Trade Ally', and 'Online Rebate Application'. At the bottom left, there is a section for 'APPLICATION RESOURCES'.

PSE&G Select Language ▾

[HOME](#) [APPLICATIONS](#) [WORKSHOPS & TRAINING](#) [MARKETING MATERIALS](#) [BECOME A TRADE ALLY](#) [CONTACT US](#)

Applications

Help your customers take advantage of PSE&G's Business Energy Saver Program incentives that can help reduce energy consumption and save money.

Online Rebate Application

To submit an application online, please visit the Online Application tool.

[LOG IN](#) [CREATE AN ACCOUNT](#)

Become a Trade Ally

Become a PSE&G Trade Ally and help customers implement energy efficiency improvements.

[APPLY NOW](#)

Quick Links

- [Find a Trade Ally](#)
- [Become a Trade Ally](#)
- [Online Rebate Application](#)

[APPLICATION RESOURCES](#)

Next Steps



Partner with PSE&G

Engage any of these PSE&G resources:

Visit our **website** at bizsave.pseg.com to learn more about our energy-saving solutions and on-bill repayment

OR

Contact your BCS Customer Advisor or speak to a PSE&G Energy Saver Outreach Professional by calling us at **1-844-300-PSEG (7734)**

You can also email psegenergysaver@dnv.com



Questions?

Thank You

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