



# Energy Efficiency Programs

**2023 Annual Partner Meeting and Awards Presentation**

**January 27, 2023**



# Agenda

- **PSEG Long Island Update** - Michael Voltz
- **2022 Year in Review** - John Franceschina
- **Commercial Program Updates** - Wendy Smith
- **Residential Program Updates** - Brian Loughlin
- **Q & A**
- **Awards** - Wendy Smith & Josh Ebner



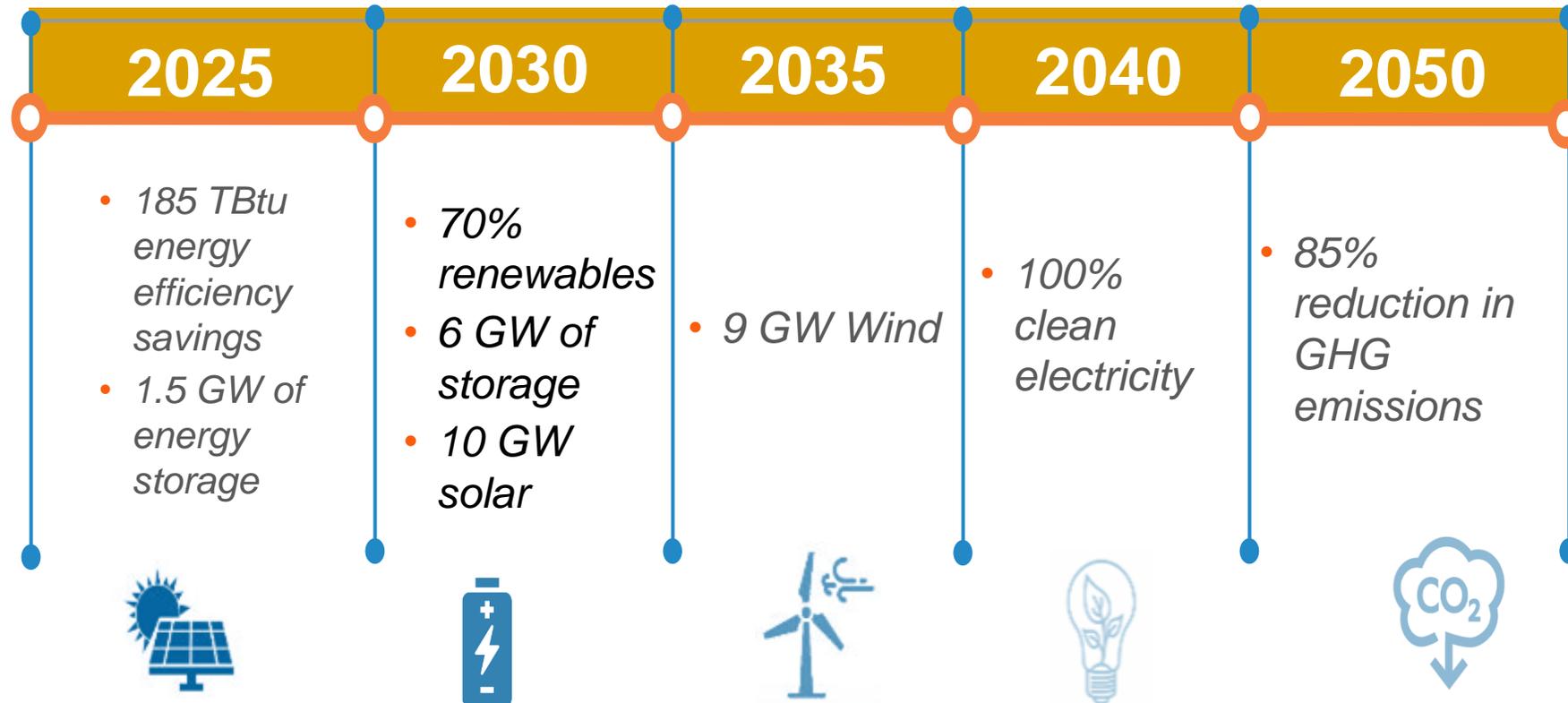
# PSEG Long Island Update

Michael Voltz, Director of Energy Efficiency and Renewables



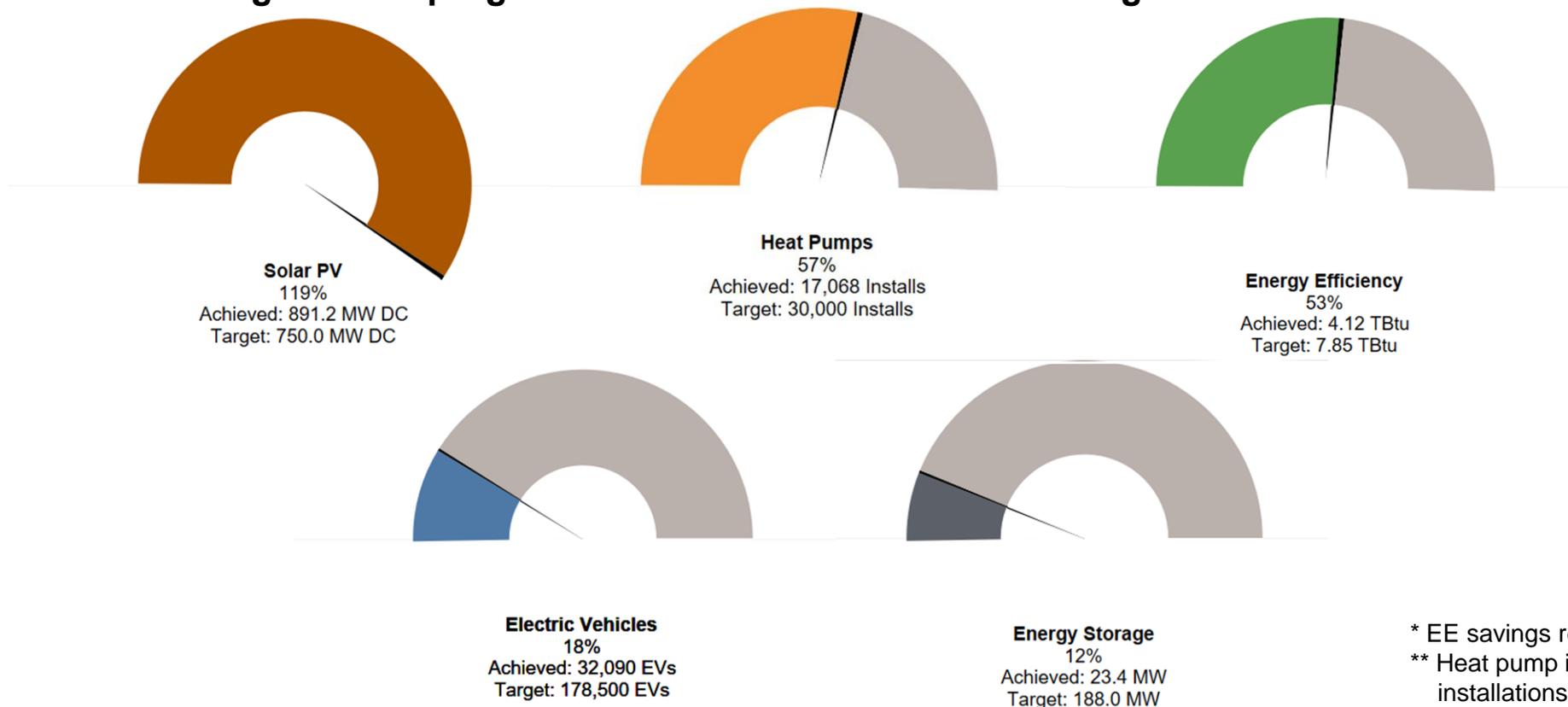
# New York State Major Policy Directives

- 2 Million Climate-Friendly Homes by 2030
- New York's Third Offshore Wind Procurement
- Clean Energy Standard
- Energy Storage Roadmap



# Contributing To 2025 New York State Clean Energy Goals

PSEG Long Island contributes to New York State clean energy goals defined by the State’s climate laws and policies. Utility 2.0 initiatives that are underway and planned do and will directly contribute to the achievement of goals in areas such as EE, energy storage, beneficial electrification (heating and transport), and renewable energy. The below charts reflect PSEG Long Island’s progress towards its share of statewide goals for 2025.



\* EE savings reflects savings since 2019  
 \*\* Heat pump installations reflect installations since 2020

Current as of: September (Electric Vehicles, EE, and Heat Pumps) and August (Solar PV and Energy Storage), based on data availability

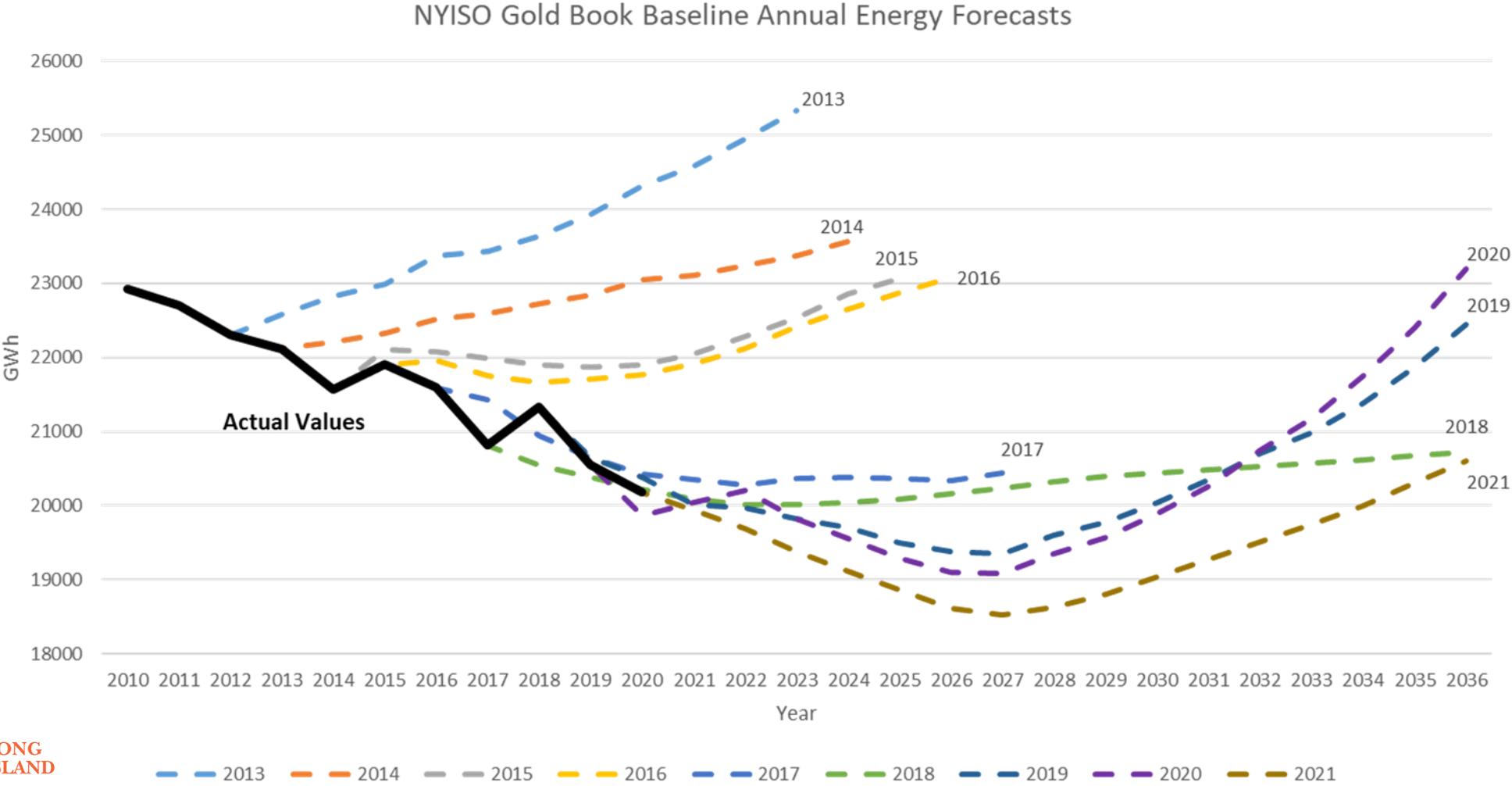
Note: See the [Appendix](#) for the 2030 New York State Clean Energy Goals. The Solar PV Goal for 2025 has been accomplished.

# Alignment With State Policy Objectives

	 ELECTRIC VEHICLES	 ENERGY STORAGE	 ENERGY EFFICIENCY	 HEAT PUMPS	 SOLAR PV
<b>Statewide goal (2030)</b>	TBD	6,000 MW	TBD	TBD	10,000 MW DC
<b>LI portion of goal (2030)</b>	TBD	TBD	TBD	TBD	1,310 MW DC
<b>Statewide goal (2025)</b>	850,000	1,500 MW	185 TBtu	5 TBtu	6,000 MW DC
<b>LI portion of goal (2025)</b>	178,500	188 MW	7.85 TBtu	30,000 installations (1.15 TBtu)	750 MW DC
<b>LI actuals</b>	~32,090	~23.4 MW	~4.12 TBtu	~17,068 installations (~0.60 TBtu)	~891 MW DC
<b>Completed, Operational, &amp; On Hold</b>		<ul style="list-style-type: none"> <li>• BTM Storage with Solar</li> </ul>	<ul style="list-style-type: none"> <li>• C&amp;I Demand Alert Pilot</li> </ul>		<ul style="list-style-type: none"> <li>• BTM Storage with Solar</li> <li>• Hosting Capacity Maps Stages 1-2</li> <li>• IOAP Phase I</li> </ul>
<b>Approved initiatives</b>	<ul style="list-style-type: none"> <li>• Electric Vehicles Program</li> <li>• EV Make-Ready Program (original and expansion)</li> <li>• Rate Modernization</li> <li>• Suffolk County Make-Ready Pilot</li> </ul>	<ul style="list-style-type: none"> <li>• Utility Storage – Miller Place</li> <li>• Energy Storage Bulk Solicitation</li> <li>• Rate Modernization</li> <li>• Connected Buildings Pilot</li> </ul>	<ul style="list-style-type: none"> <li>• Energy Efficiency Programs (EEDR Plan)</li> <li>• Super Savers NWA</li> <li>• Rate Modernization</li> <li>• Next Generations Insight</li> </ul>	<ul style="list-style-type: none"> <li>• Energy Efficiency Programs (EEDR Plan)</li> </ul>	<ul style="list-style-type: none"> <li>• DER Visibility Platform</li> <li>• Increasing Hosting Capacity Study</li> <li>• Hosting Capacity Maps Stage 3</li> </ul>
<b>Prospective Benefits for Disadvantaged Communities</b>	<ul style="list-style-type: none"> <li>• EV Make-Ready Program</li> <li>• Rate Modernization</li> </ul>	<ul style="list-style-type: none"> <li>• Rate Modernization</li> <li>• Connected Buildings Pilot</li> </ul>	<ul style="list-style-type: none"> <li>• Energy Efficiency Programs (EEDR Plan)</li> <li>• Super Savers NWA</li> <li>• Rate Modernization</li> <li>• Next Generations Insights</li> </ul>	<ul style="list-style-type: none"> <li>• Energy Efficiency Programs (EEDR Plan)</li> </ul>	

# Dramatic Reduction in Annual Load Forecast

- Long Island’s Annual Energy Forecast increases after 2027 (heat pumps and EVs)



## Focus for 2023

- Promotion of heat pumps for both residential and commercial
- Design assistance for commercial buildings
- Phase out of incentives for residential LED lighting
- Expansion of Time-of-Day pricing
- Public charging infrastructure for electric vehicles
- Incentives for residential battery storage
- Added incentives for low and moderate income (LMI) customers

# 2022 Year in Review

John Franceschina, Energy Efficiency Program Director



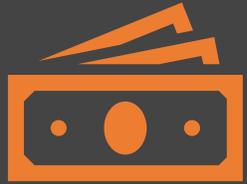
# 2022 Commercial Achievements



# 2022 Residential Achievements



# 2022 Program Impacts



**More than \$295M invested in Energy Efficiency**



**Total Carbon Savings ~ 201,416 Metric tons  
or 21 million gallons of oil saved**

# Thank You!



# Commercial Program Updates

Wendy Smith, Commercial Programs Section Manager



# The Outreach Team – Energy Consultants



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- Nursing Homes
- Real Estate/Developers
- Govt – Federal, State, Public Services, Water Districts
- LIRR/MTA & Malls

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- Govt – Counties, Towns, Cities, Villages
- Telecommunications & Banks
- Manufacturing
- K-12 Schools – Suffolk County

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- Universities and Colleges
- Supermarkets
- Hospitality
- K-12 Schools – Nassau County

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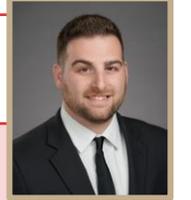
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- National Key Accounts
- Hospitals

# Trade Ally/Partner Program Updates

- **2023 Partner Application for all programs**

- One application for all contractors to simplify application process



- **Starting 2023, any commercial partner can submit to be a Prime Efficiency Partner regardless of project type**

- **Benefits**

- Potential to broaden your customer base and increase sales
- Company listing on PSEG Long Island's website
- Must complete 5 projects per year or 1 TA Study per year
- Access to the PSEG Long Island Lead Partner Portal
- Ability to participate in Program offerings
- Use partner logo on approved marketing material

# 2023 Commercial Efficiency Programs



## Lighting

- Comprehensive
- Fast Track
- Outdoor
- Horticultural
- Controls



## HVAC

- Whole Building ASHP
- VRF
- EMS/BMS Controls
- Geothermal
- Fans & ERVs



## Refrigeration

- Lighting
- Evaporator Fan Control
- Freezers, Fridge & Ice Makers
- Controls
- Zero Energy Doors
- Alternative Refrigerants



## Beneficial Electrification

- Forklifts
- Golf Carts
- Kitchen Equipment
- Lawn Care Equipment
- Pool Equipment



## Compressed Air

- Compressors
- Nozzles
- Storage Tanks
- Condensate Drains



## Multi-Family

- ASHP
- Appliances
- Lighting
- Pool Equipment



## Water Conservations

- Heat Pump Water Heaters
- Low flow Faucets
- Showerheads



## Custom

- VRF and Heat Pump
- Plug load controllers
- CAV to VAV Conversion
- Chillers
- Data Centers



## Mechanical Room

- VFDs
- Circulator Pumps
- Fan Belts
- Elevator Modernization



## Technical Assistance Program

- Energy/Feasibility Studies
- LEED Certification
- ENERGY STAR Benchmarking

# Lighting Programs

- **Comprehensive Lighting**
  - No Change to Rebates or Eligibility
  - Added Model Number to Data Collection Form
- **Fast Track Lighting**
  - Added New Measures
    - 8' LED Linear Replacements - \$8/unit
    - 8' LED Linear Ambient Luminaire - \$40/unit
- **Outdoor Lighting**
  - Added New Measures
    - LED Bollard Fixtures - \$35/unit
    - LED Stairwell and Passageway Fixtures - \$40/unit



# Air Source Heat Pump and VRF Programs

- **Custom Application**
  - Rebating using the NYS Clean Heat Calculator
    - Use for all VRF and larger Mini/Multi Split projects
- **HVAC Application**
  - Rebating using the HVAC Application
    - Use for smaller Mini/Multi Split projects



# NEW for 2023: Commercial Weatherization

- **Existing Buildings Only**

- Buildings must be 10,000 sqft or less
  - Must be installed to qualify for rebates
    - Insulation - \$0.50/sqft
    - Air Sealing - \$0.15/sqft
  - Available Measures
    - Duct Sealing - \$200/Location (up to 5)
    - Air Curtains - \$500/Unit
    - Pipe Insulation - \$10/Linear Foot
- Buildings that are over 10,000 sqft and installing a heat pump system can qualify for weatherization rebates through the Custom Program/Clean Heat Tool

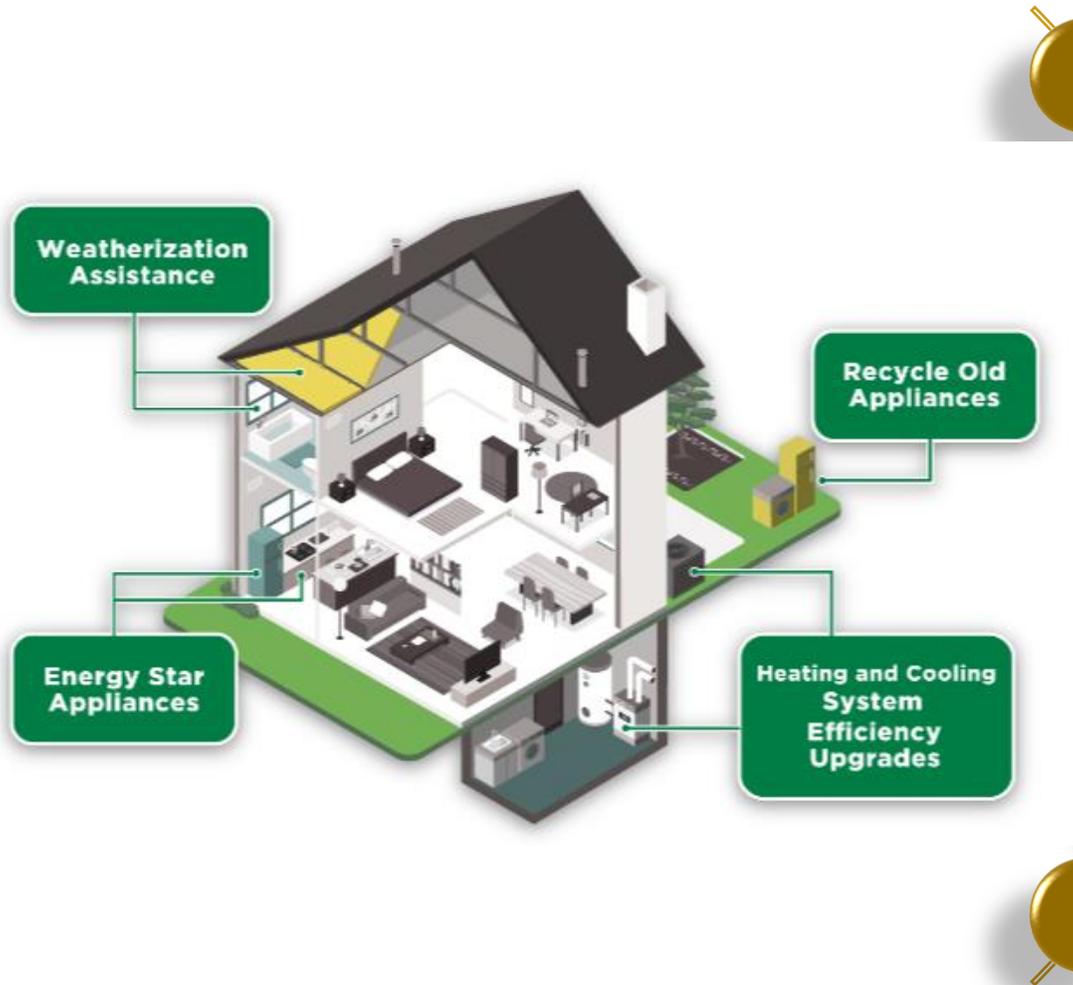


# Residential Program Updates

Brian Loughlin, Associate Director Residential Programs



# 2023 Residential Programs



- Geothermal
- Home Comfort – ASHP – HC PLUS
- Energy Efficient Products
- REAP
- HEA - HPDI
- Home Performance with ENERGY STAR
- All Electric Homes

# The Team – Residential Programs



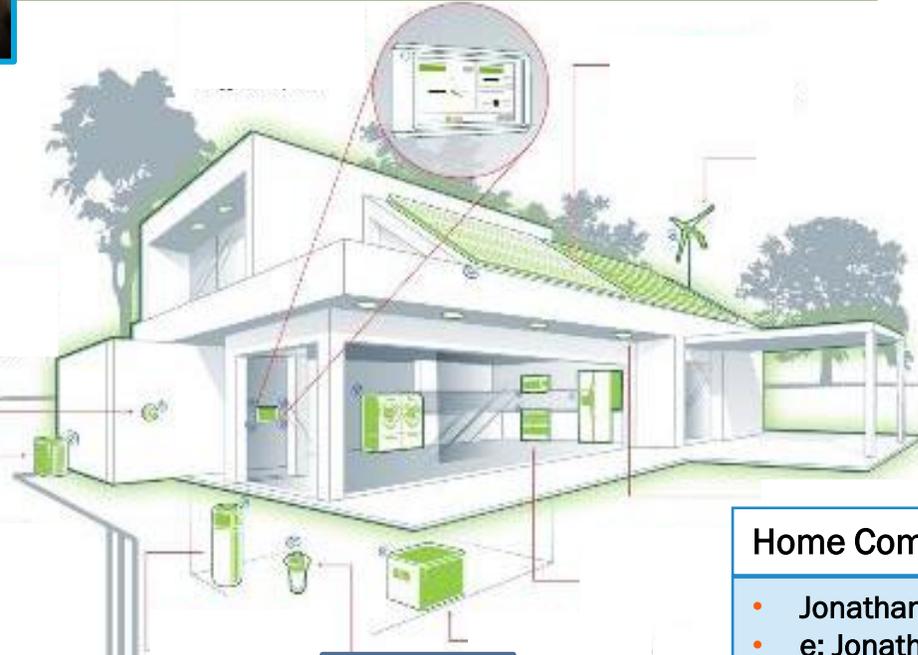
## Energy Efficient Products

- Linda Schwantner (Kent) – Program Administrator
- e: Linda.Schwantner@pseg.com
- 516-426-9772



## Residential Energy Affordability Partnership (REAP)

- Linda Eddy – Program Administrator
- e: Linda.Eddy@pseg.com
- 631-327-9381



## Home Performance with ENERGY STAR®

- Joshua Ebner – Program Administrator
- e: Joshua.Ebner@pseg.com
- 631-479-7582



## Geothermal

- Hamid Muneeb – Program Coordinator
- e: Hamid.Muneed@pseg.com
- 631-885-7540

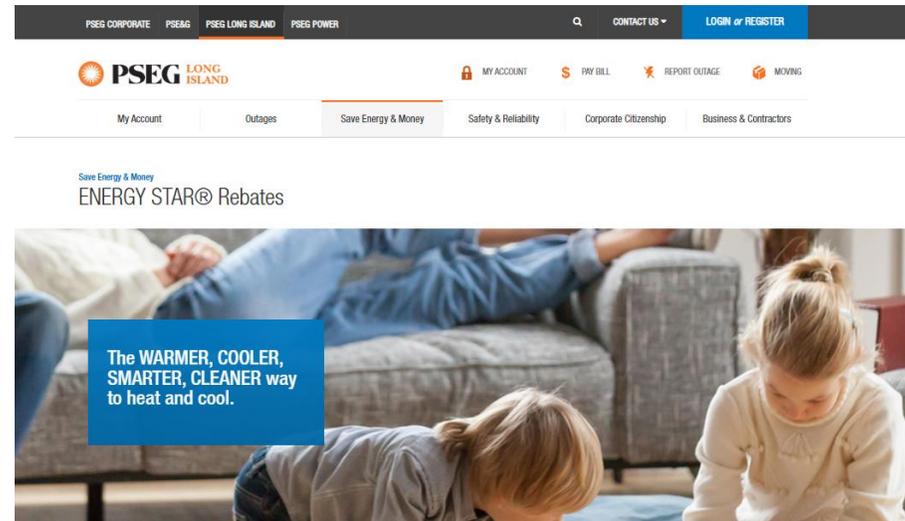
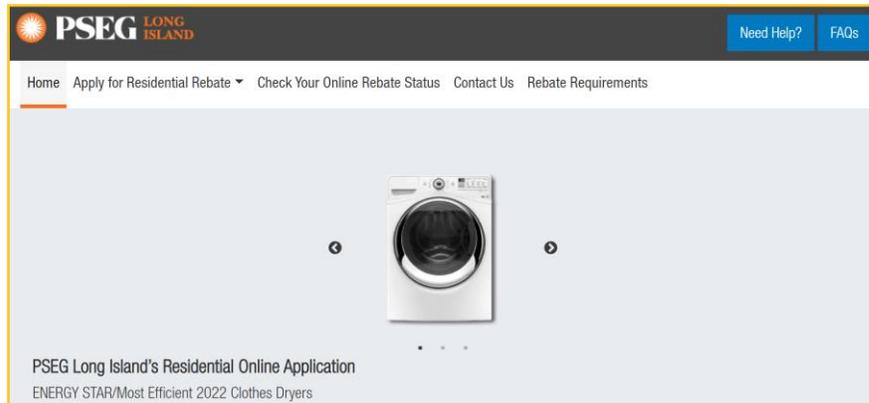
## Home Comfort

- Jonathan Tham – Program Administrator
- e: Jonathan.Tham@pseg.com
- 516-289-6960



# Energy Efficient Products – 2023 Program Updates

- The EEP Program has gone paperless (as much as possible!)
- Tear Pads located in stores
- QR Code used to direct customers to Appliance & Rebates webpage
- Applications no longer posted on website
- Writeable PDF's available



To qualify for these savings, you must be a PSEG Long Island residential customer, must include proof of purchase with your online rebate submission, and you may not exceed the rebate limits of appliances and products listed on the online rebate application form. Please see full terms and conditions.

Please note not all appliances/products provide a rebate after purchase. Some are in-store discounts at time of purchase and available only at certain retailers.



**\$50 REBATE**  
On Eligible  
**ENERGY STAR® Certified**  
Electric Dryers



Apply online at  
**PSEGLINY.com/rebates**

**You will need the following items on hand:**

- ✓ Your PSEG Long Island residential account number
- ✓ Manufacturer and model number of each item purchased and a paid in full receipt
- ✓ If purchased online, proof of delivery is required.

**To qualify:**

- You must be a PSEG Long Island residential customer.
- Rebate request must be submitted within 45 days of purchase but postmarked no later than December 31, 2022.
- Each rebate amount cannot be more than 50% of the retail purchase price paid for each item.

Full terms and conditions and a list of all eligible products can be found at [psegliny.com/rebates](https://psegliny.com/rebates)

For questions call 800-692-2626



**PSEG LONG ISLAND**

# Energy Efficient Products – Program Highlights

The Year's Best of ENERGY STAR for Energy Efficiency and Innovation

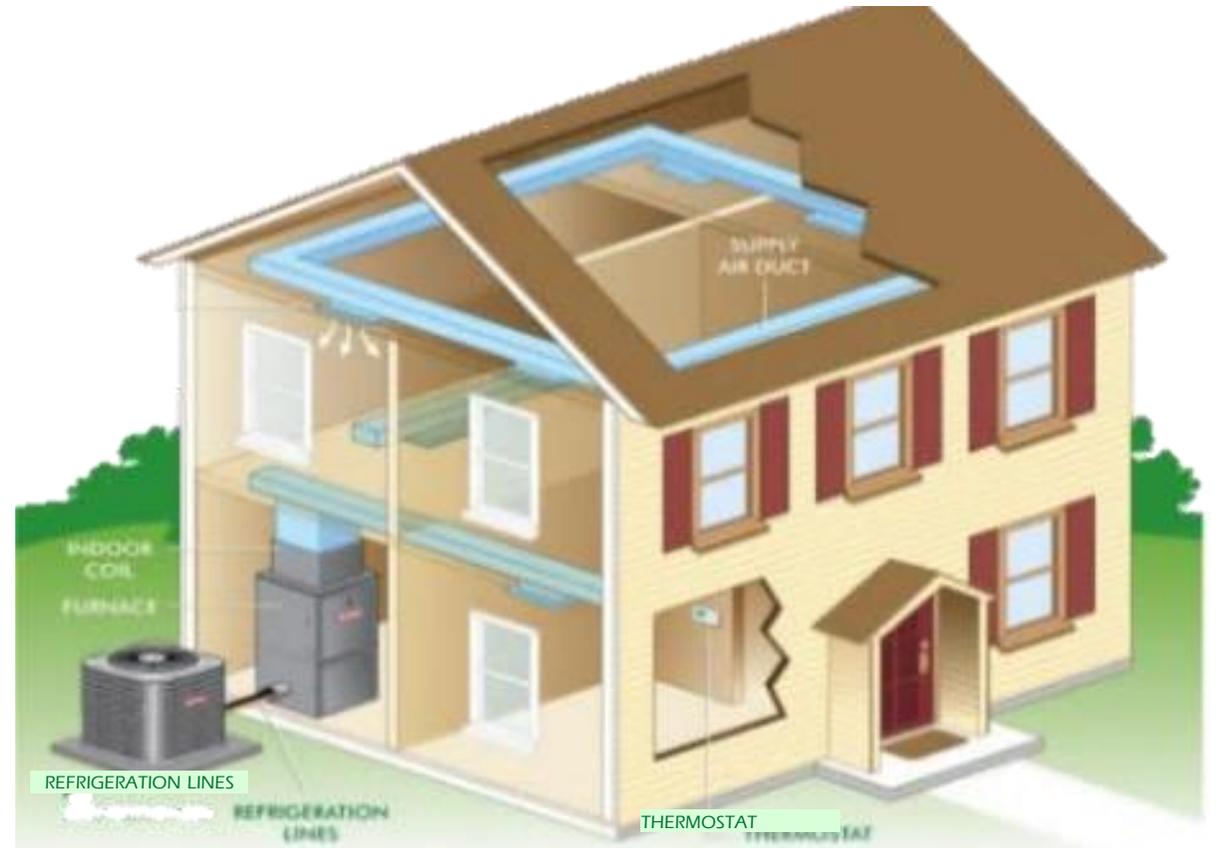
WHEN ONLY THE BEST WILL DO.

Looking for the ENERGY STAR label is a simple way to save you money and protect the environment. Now EPA introduces ENERGY STAR Most Efficient 2023, a distinction that recognizes products that deliver cutting edge energy efficiency along with the latest in technological innovation. It is an award that truly represents the best of ENERGY STAR.



# Home Comfort Program (Heat Pump Program)

- The Home Comfort Program promotes energy efficiency with the installation of high efficiency, properly-sized, quality installed ducted/ductless residential heat pump systems. The goal is to reduce fossil fuel emissions by electrifying our residential heating systems using heat pumps and controls (beneficial electrification).
- **Rebates are available for the following:**
  - Air Source Heat Pumps
  - Cold Climate ASHP
  - Ductless Heat Pumps
  - Geothermal Heat Pumps
  - Smart Thermostats
  - Dual Fuel/Integrated Controls
  - Domestic Hot Water
  - Tune Ups



# Home Comfort Program 2023

- **Program Offerings (NEW)**

- Equipment sizing (Manual J) is now based on the maximum heating capacity at 17F
- Rebate application now allows input with SEER2, EER2 and HSPF2 ratings.
- Connected thermostats rebate increased to \$100/unit.
- Learning thermostats rebate increased to \$130/unit.
- Total ASHP rebate for LMI projects that are not pre-approved will capped at \$40,000 (or 100% of the cost).



# Geothermal (GSHP) Program

- \$1,000 - \$2,000 per ton customer rebates for new installations.
- \$5,500 for LMI approved customers.
- \$500 - \$700 per ton for retrofit
- \$250/unit for desuperheater
- \$500 - \$1,000/unit rebate for dedicated water heating



Eligible Equipment	Efficiency Requirements <sup>1</sup>			
	Tier I EER	Tier I COP	Tier II EER	Tier II COP
Geothermal, Water to Air - Closed	17.1	3.6	20.0	3.8
Geothermal, Water to Air - Open	21.1	4.1	25.0	4.5
Geothermal, Water to Water - Closed	16.1	3.1	17.5	3.1
Geothermal, Water to Water - Open	20.1	3.5	23.0	3.7
Geothermal, DGX	16.0	3.6	21.0	4.0

Customer Incentive (per ton)				Contractor Incentive <sup>2</sup>	
New Install Tier I	New Install Tier II	Retrofit Tier I	Retrofit Tier II	Tier I	Tier II
\$1,000	\$2,000	\$500	\$700	\$200	\$200
\$1,000	\$2,000	\$500	\$700	\$200	\$200
\$1,000	\$2,000	\$500	\$700	\$200	\$200
\$1,000	\$2,000	\$500	\$700	\$200	\$200
\$1,000	\$2,000	\$500	\$700	\$200	\$200

Desuperheater Incentive <sup>3</sup>
Residential-Only
\$250
\$250
\$250
\$250
\$250

# Home Energy Assessment Program

All single-family residential accounts are eligible for a FREE in-home assessment. One per account.

## Home Energy Assessment (HEA) Includes:

- Health and safety
- Combustion and carbon monoxide testing
- HEA Report
- Thank You kit
- Only BPI certified contractors participate
- Easy Online Application Process
- <https://pseghea.capturesportal.com/>



# Home Performance with ENERGY STAR Program

## Market HPwES Incentives

- Air Sealing - \$300
- Duct Sealing - \$300
- Insulation - \$600

## Enhanced HPwES Incentives

- Air Sealing - \$1000
- Duct Sealing - \$500
- Insulation - \$4500

**Financing and On Bill Recovery options available for ASHP, Geothermal and Weatherization Projects.**



# Residential Energy Affordability Partnership Program

PSEG Long Island cares about our community. The REAP Program is designed to assist our income eligible customers and those with special needs with managing their energy consumption.

The program includes:

- Replacement of incandescent bulbs with LEDs
- If the customer does not have central air conditioning, they may qualify for replacement room AC [up to (2) window units], (1) dehumidifier, (1) air purifier
- Refrigerator replacements for eligible units
- **\*\*NEW\*\* Installation of Nest Learning Thermostats for cooling and heating**
- Health & Safety Inspections
- Referrals to appropriate local/county/state assistance programs
- Annual Energy Forum for Advocates



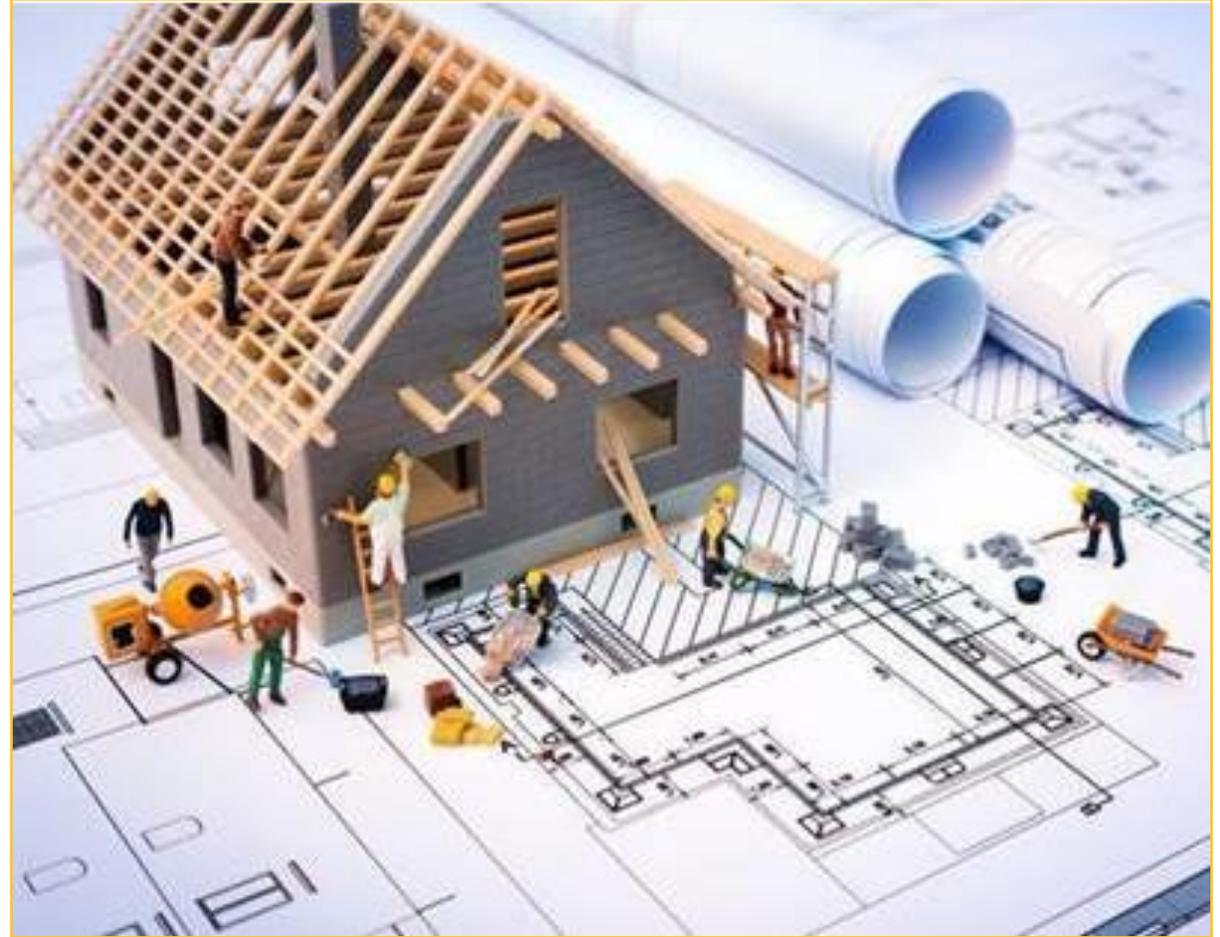
# All Electric Homes Program

- **Eligibility**

- New construction/ existing homes
- Fossil fuel connection not allowable on site
  - Propane allowed for cooking and/or generator
- All required measures, as defined in the application, must be installed

- **Measure Mix**

- Whole House Heat Pumps for Space Heating
- Smart Thermostats
- Heat Pumps and Tankless Water Heaters
- ENERGY STAR Certified Appliances and Lighting
- Electric Stove & Oven



# Need Assistance?

## **Questions**

Visit us at [www.psegliny.com](http://www.psegliny.com)

Contact our Infoline at 800-692-2626, Monday – Friday from 8 a.m. to 5 p.m.

## **Project Specific Inquiries (Email)**

Commercial : CEPLI@PSEG.com

Home Comfort : HomeComfortLI@PSEG.com

Home Performance : HomePerformanceLI@PSEG.com

Residential Products : MyRebateLI@PSEG.com

Residential Energy Affordability Partnership : REAPLI@PSEG.com

## **Contractor/Customer Open House, Every Friday**

Commercial Efficiency Program: 9 a.m. to 10 a.m.

Home Comfort Program: 9 a.m. to 10 a.m.

***395 North Service Road, STE 409, Melville***





# Partner Awards

Wendy Smith & Josh Ebner



# Creative Lighting Inc.

**PSEG Long Island**

recognizes

**Creative Lighting Inc.**

with the

**Top Performer  
Fast Project Delivery**

for helping our customers save  
energy, money and the environment  
through energy efficiency.



**2022**

# Wesco Distribution, Inc.

**PSEG Long Island**

recognizes

**Wesco  
Distribution, Inc.**

with the

**Top Performer  
Significant Project  
Savings**

for helping our customers save  
energy, money and the environment  
through energy efficiency.

**2022**

# Aztec Energy Group Inc.

**PSEG Long Island**

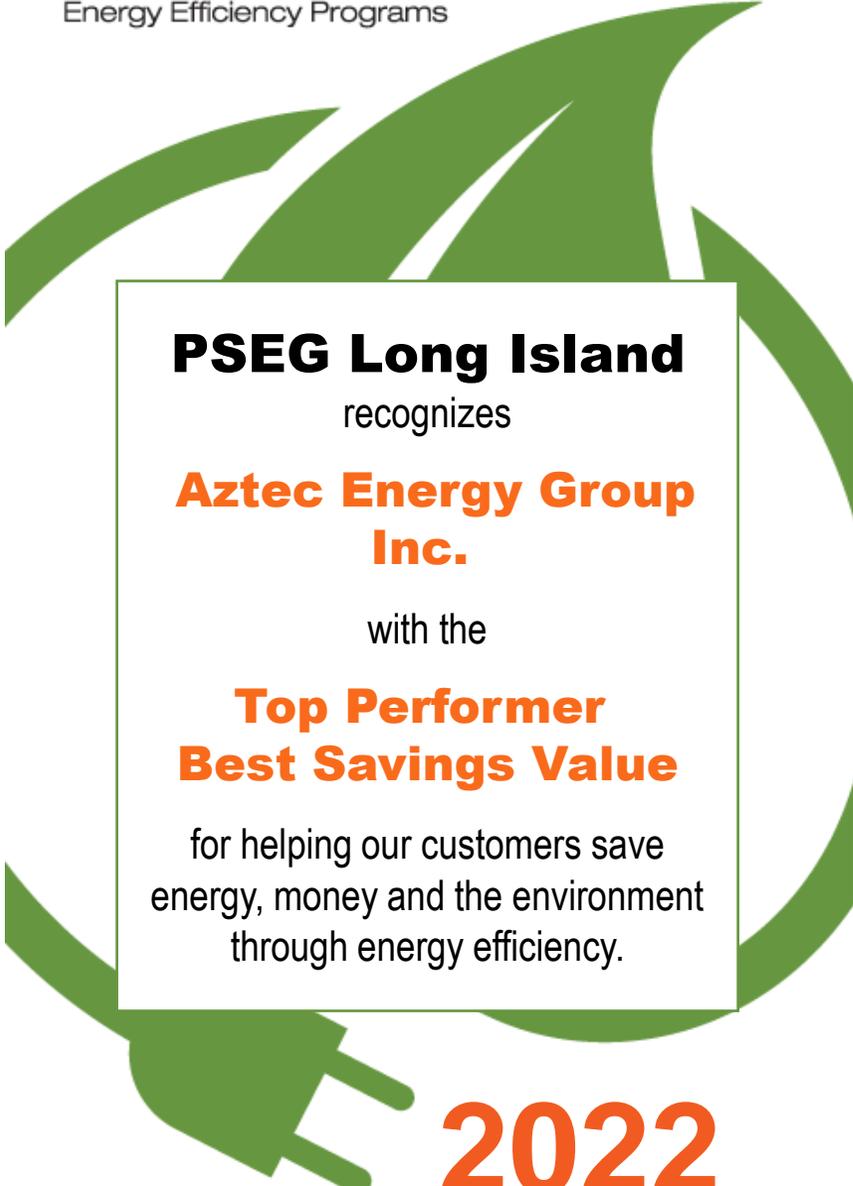
recognizes

**Aztec Energy Group  
Inc.**

with the

**Top Performer  
Best Savings Value**

for helping our customers save  
energy, money and the environment  
through energy efficiency.



**2022**

# Alta Industrial Equipment New York, LLC

**PSEG Long Island**

recognizes

**Alta**

with the

**Top Performer  
Projects and Savings**

for helping our customers save  
energy, money and the environment  
through energy efficiency.



**2022**

# Liberty LED LLC

**PSEG Long Island**  
recognizes

**Liberty LED LLC**

with the

**Top Performer  
Super Savers**

for helping our customers save  
energy, money and the environment  
through energy efficiency.

# Stratco Property Solutions

**PSEG Long Island**

recognizes

**Stratco Property  
Solutions**

with the

**Top Performer  
Multifamily**

for helping our customers save  
energy, money and the environment  
through energy efficiency.

**2022**

# Michaels Electrical Supply Corp.

**PSEG Long Island**

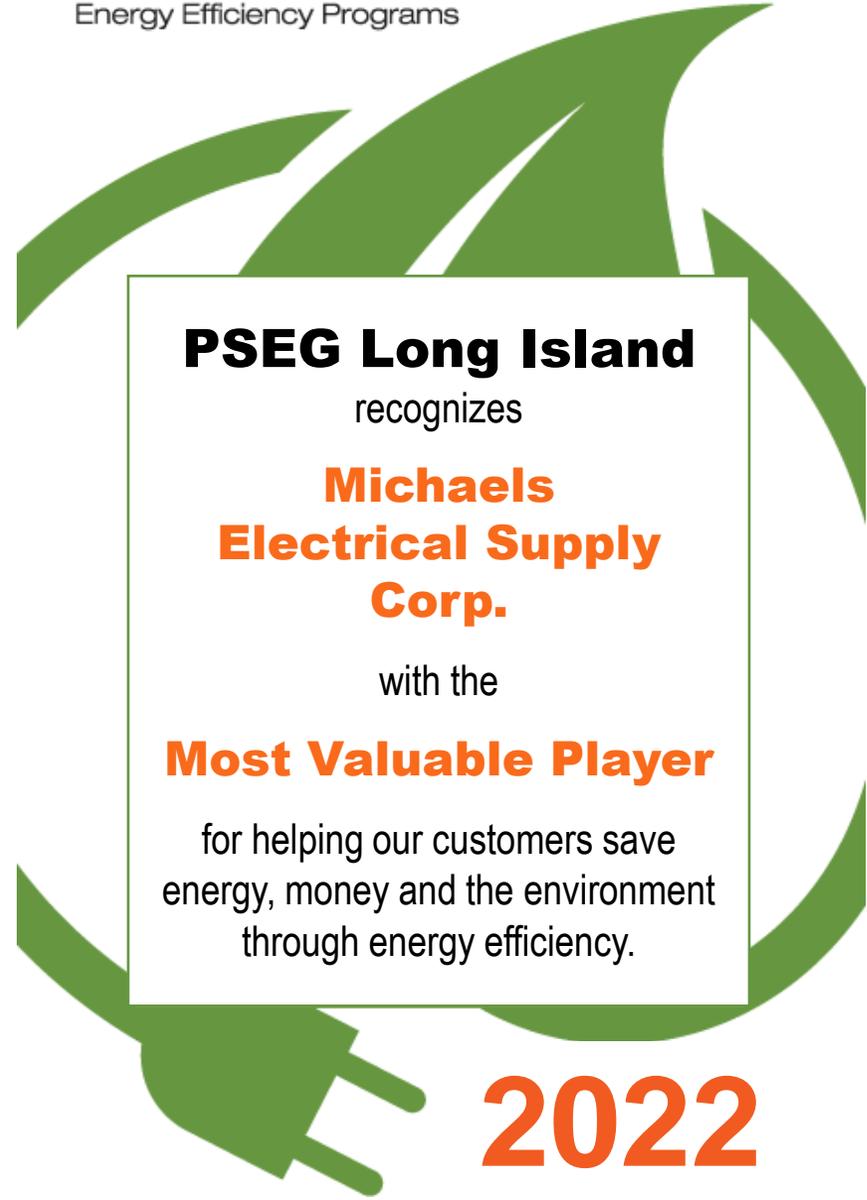
recognizes

**Michaels  
Electrical Supply  
Corp.**

with the

**Most Valuable Player**

for helping our customers save  
energy, money and the environment  
through energy efficiency.



**2022**

# Apple Air Conditioning & Heating

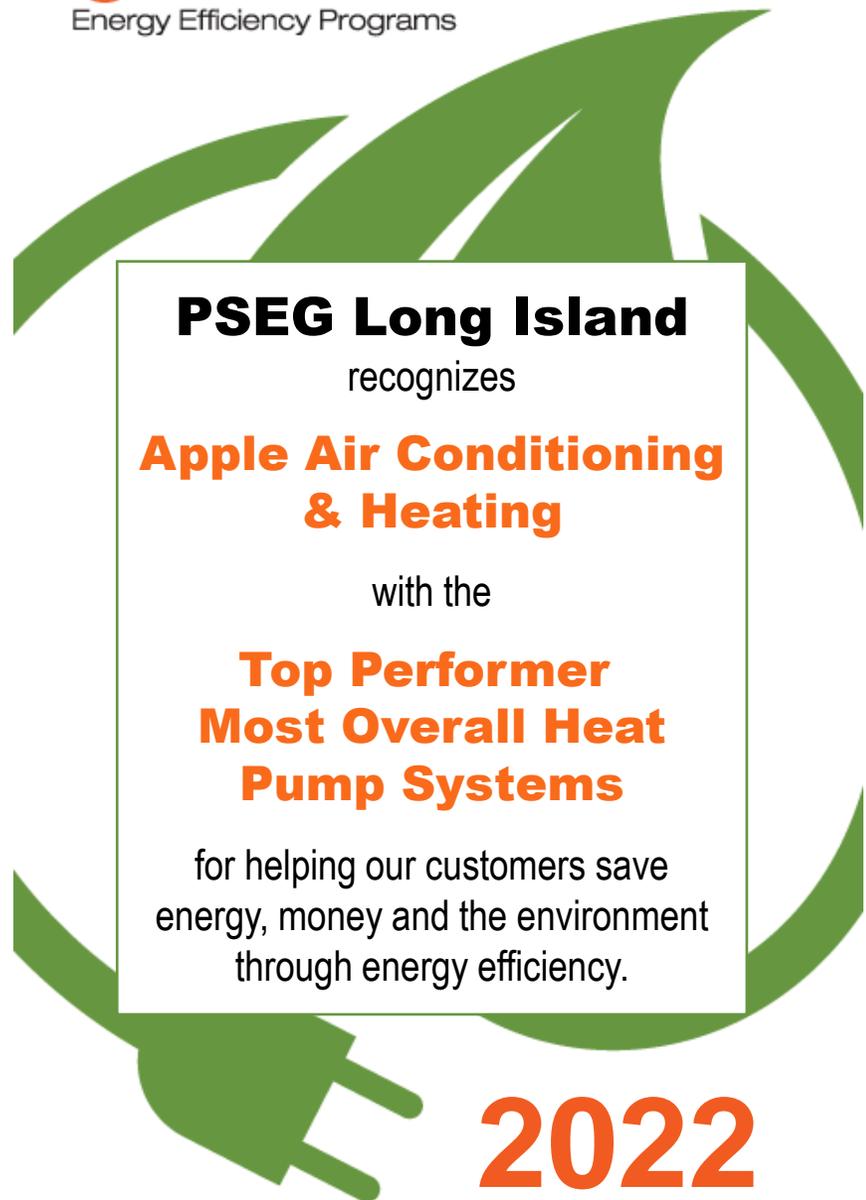
**PSEG Long Island**  
recognizes

**Apple Air Conditioning  
& Heating**

with the

**Top Performer  
Most Overall Heat  
Pump Systems**

for helping our customers save  
energy, money and the environment  
through energy efficiency.



**2022**

# Green Team Long Island

**PSEG Long Island**  
recognizes

**Green Team Long  
Island**

with the

**Top Performer  
Most Whole House  
Heat Pump  
Installations**

for helping our customers save  
energy, money and the environment  
through energy efficiency.

**2022**

# Universe Appliance

**PSEG Long Island**

recognizes

**Universe Appliance**

with the

**Top Performer  
Most Partial  
House Heat Pump  
Installations**

for helping our customers save energy, money and the environment through energy efficiency.

# PGI Geothermal Corp.

**PSEG Long Island**

recognizes

**PGI Geothermal Corp.**

with the

**Top Performer  
Most Geothermal  
Installations**

for helping our customers save  
energy, money and the environment  
through energy efficiency.

**2022**

# Centsible House, Inc.

**PSEG Long Island**  
recognizes

**Centsible House, Inc.**

with the

**Home Comfort  
Rising Star**

for helping our customers save  
energy, money and the environment  
through energy efficiency.

# P&B Heating & Air Conditioning Corp.

**PSEG Long Island**  
recognizes

**P&B Heating &  
Air Conditioning Corp.**

with the

**Home Comfort  
Rising Star**

for helping our customers save  
energy, money and the environment  
through energy efficiency.

# Mance Heating and Cooling

**PSEG Long Island**

recognizes

**Mance Heating and Cooling**

with the

**Top Performer  
Most Savings  
for One Project**

for helping our customers save energy, money and the environment through energy efficiency.

**2022**

# VFD Contracting, LLC

**PSEG Long Island**  
recognizes

**VFD Contracting, LLC**

with the

**Top Performer  
Most Home  
Performance  
LMI Projects**

for helping our customers save  
energy, money and the environment  
through energy efficiency.



**2022**

# Home Efficiency Experts

**PSEG Long Island**

recognizes

**Home Efficiency  
Experts**

with the

**Top Performer  
Most Home  
Performance  
GJGNY Projects**

for helping our customers save  
energy, money and the environment  
through energy efficiency.



**2022**

# Polar Bear Air, Inc.

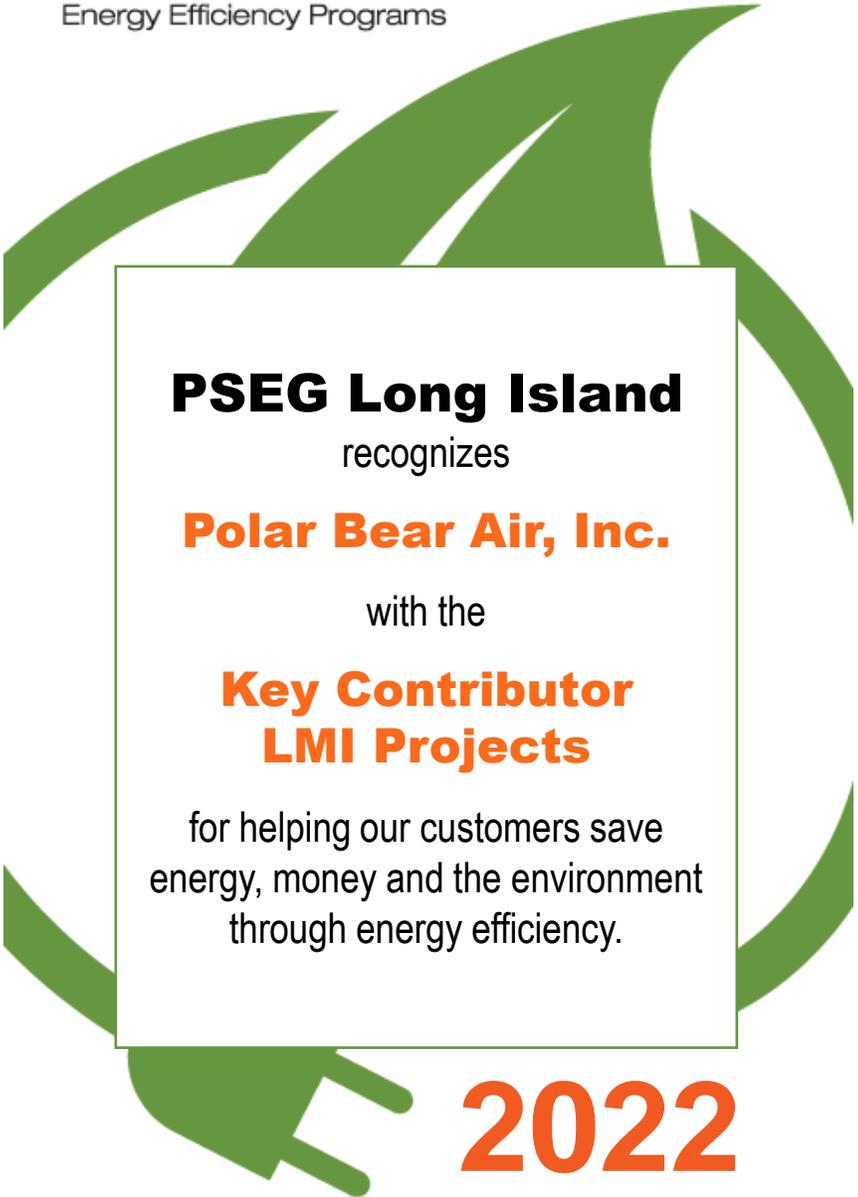
**PSEG Long Island**  
recognizes

**Polar Bear Air, Inc.**

with the

**Key Contributor**  
**LMI Projects**

for helping our customers save  
energy, money and the environment  
through energy efficiency.



**2022**

# Joe Pando A/C

**PSEG Long Island**

recognizes

**Joe Pando A/C**

with the

**Key Contributor  
Air Source Heat Pump  
Installations**

for helping our customers save  
energy, money and the environment  
through energy efficiency.

# Hi & Low Computers, Inc.

**PSEG Long Island**  
recognizes

**Hi & Low  
Computers, Inc.**

with the

**Key Contributor  
Air Source Heat Pump  
Installations**

for helping our customers save  
energy, money and the environment  
through energy efficiency.

**2022**

# Cool Pro Mechanical, LLC

**PSEG Long Island**

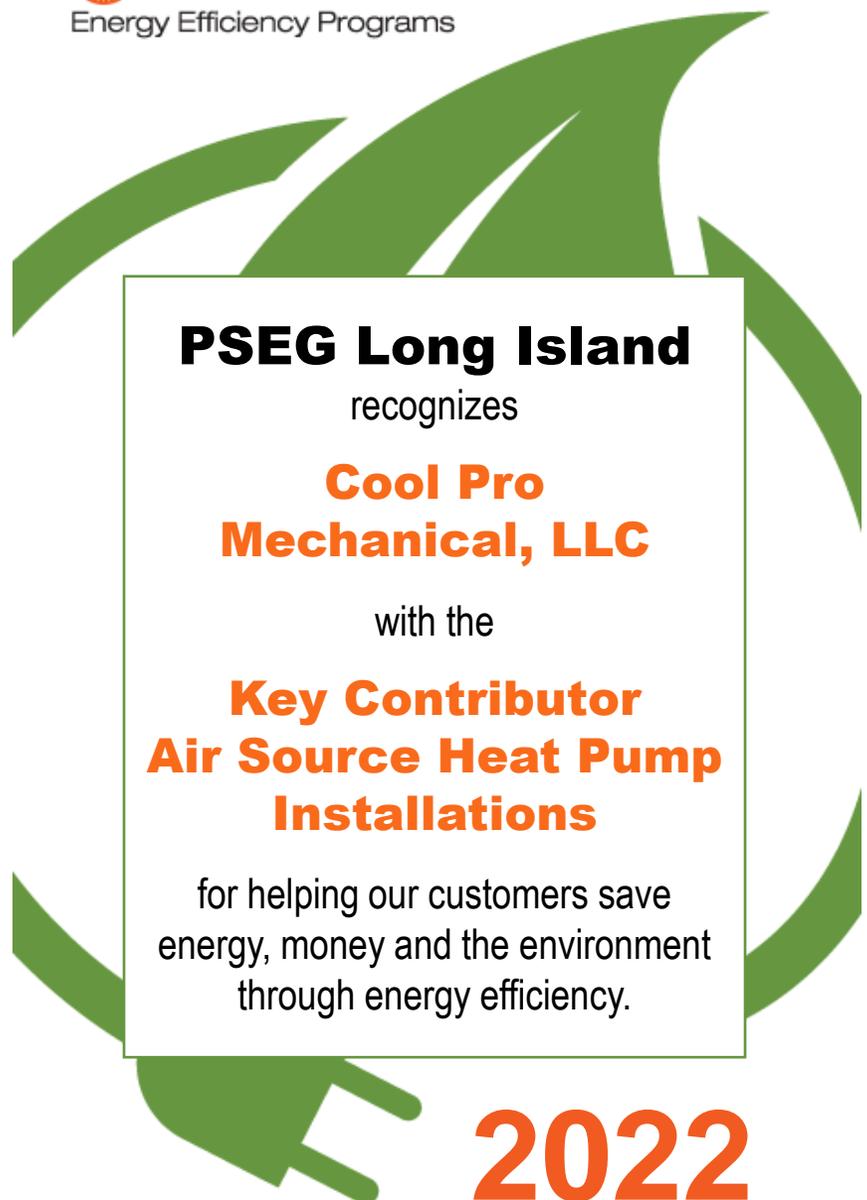
recognizes

**Cool Pro  
Mechanical, LLC**

with the

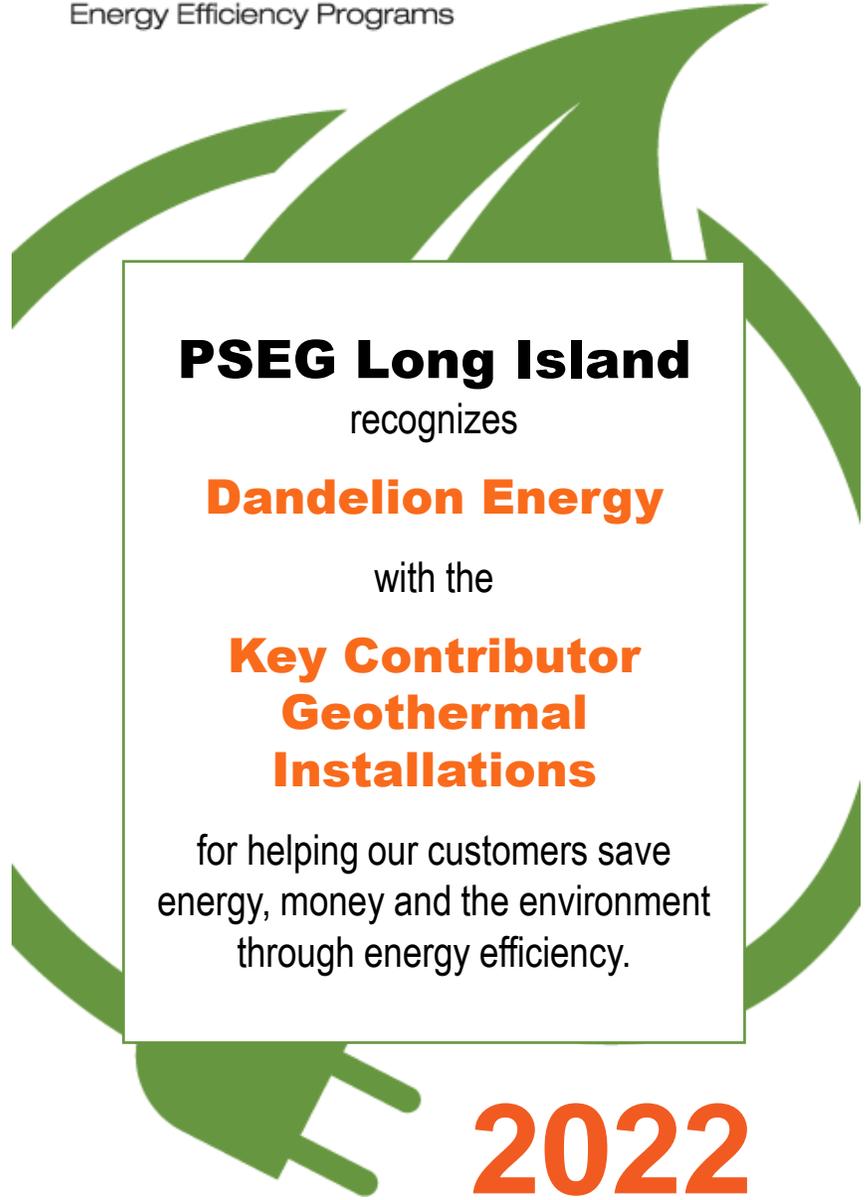
**Key Contributor  
Air Source Heat Pump  
Installations**

for helping our customers save  
energy, money and the environment  
through energy efficiency.



**2022**

# Dandelion Energy



**PSEG Long Island**

recognizes

**Dandelion Energy**

with the

**Key Contributor  
Geothermal  
Installations**

for helping our customers save  
energy, money and the environment  
through energy efficiency.



**2022**

**Thank you!**