



Energy Efficiency

Strategic Focus

May 26, 2011



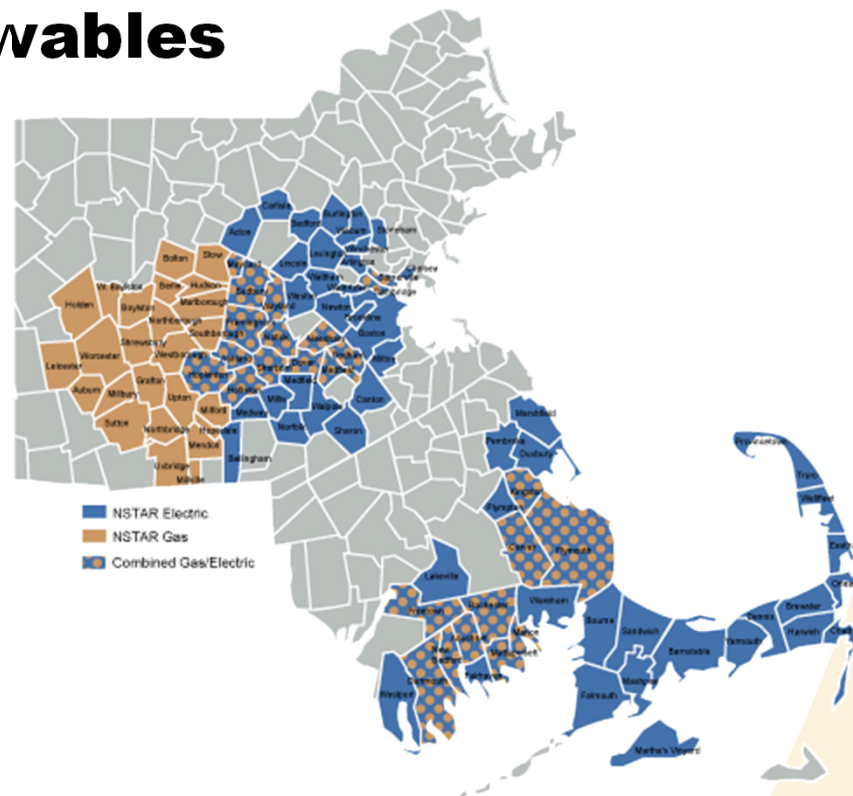
Agenda

- Value of Energy Efficiency to Stakeholders
- Program Groupings / Examples
- Enhancements



About NSTAR

- \$3.3-billion Electric & Gas Utility
- 1.4-million Customers (200,000 Large C/I)
- Energy Distribution, Energy Efficiency, **Renewables**



Why Energy Efficiency?

- Reduce Cost / Squ. Ft. via Lowering Energy Usage (KWH)
- Financial Incentives to NSTAR
- Increased Customer Satisfaction



NSTAR Value

- Financial Incentives
- Technical Expertise
- Partnerships
- Measurement



Retrofit Programs

Measures

- Lighting Fixtures & Controls
- EMS
- Variable Speed Drives and Motors

Financial Incentives

- Up to 50% of the project cost
- Up to 50% of Technical Support



2010 Stairwell Lighting Project

Scope: Relamp and Occupancy Sensors

Project cost: \$75,700

Financial Incentive: \$32,100

Simply Payback: Under 12-months

Savings: Approx. 550,000-KWH



New Construction

Measures

- Compressed Air Systems
- Lighting Fixtures and Controls
- DX AC Units
- Chillers
- Variable Speed Drives

Financial Incentives

- Up to 75% of the incremental cost differential (base line to high-efficiency equipment)
- Up to 50% of Technical Support



Complex Chiller Project in Class A Tower

Scope:

Energy Modeling of New Plant and Total On-site Reconstruction

Savings:

Approx. \$240,000

Ancillary Measures:

Tie to EMS, VFDs on Pumps

Tech. Support:

NSTAR Co-funded \$22,000 Study by jointly-selected firm



Small Business Program

Measures

- Lighting / Controls
- HVAC and Refrigeration
- Programmable thermostats
- Pipe and duct insulation
- Boiler Controls



Guidelines

- Turn-key, NSTAR-approved vendors provide comprehensive solutions
- Monthly demand must be < 300-kW
- Free building energy audit
- Customer contracts directly with the vendor
- Incentive Structure: up to 70% of the total cost

Project Financing

- Interest-free loan from NSTAR-vetted lenders
- Qualifying Measures:
 - High efficiency Lighting/Controls
 - Chillers/HVAC equipment
 - Motors/Variable Frequency Drives
 - Custom...
- Up to \$100,000 with terms up to 7 years
- No cost financing supplemented by standard financial incentives
- Customized third-party financing available for projects over \$100,000



Approaches

- Whole Building Assessment
- Targeted Project
 - New Construction
 - Retrofit
 - Custom Application
- Strategic Partnership

Framework for a Partnership

- Holistic Engagement in Energy Efficiency
- Strategic Targets – Electric and Gas
- Investment Commitments from Customer and NSTAR
- Resource Commitment
- Informal LOI



Mutual Benefits

Customer Benefits

- Position customer as a leader in sustainable office space
- Drive down Operating Costs
- Streamlined Process

NSTAR Benefits

- Commitment for Multi-year Energy Savings
- Help NSTAR develop a customized offering for Commercial Property Managers



Summary

- NSTAR can help manage/reduce your Cost per Squ. Ft.
- Various Programs (NSTAR will guide)
- Financing, Strategic Partnerships



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