

National Grid's 2018 Energy Efficiency Winter Vendor Update



February 6, 2018, Hilton Garden Inn, Troy NY

February 7, 2018, Holiday Inn, Syracuse/Liverpool NY

February 8, 2018, Salvatore's Italian Gardens, Depew NY

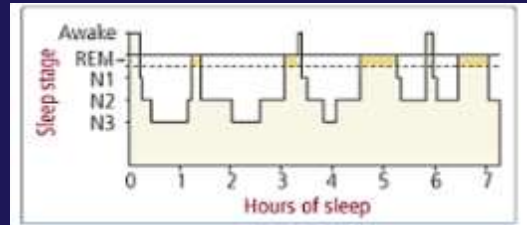
National Grid's 2018 Energy Efficiency Winter Vendor Update – Agenda

8:00	Registration/Networking	ALL
8:30	Kick Off	Nat Hancock
8:35	Safety Message	Mary Burgess
8:40	Opening Comments/Introduction of Teams	Nat Hancock
8:50	Updates to 2018 C&I EE Programs	
	➤ Electric C&I	Amy Dickerson
	➤ Gas C&I	Janet Roods
	➤ Small Business/CDO Program	Colleen Keane
	➤ ProNet Site/New Forms Online	Mary Burgess
9:30	Ethics	Carolyn King
9:45	Break	ALL
9:55	The Changing Landscape	
	➤ REV/Rate Case/Street Lighting	Brandon Dyer
	➤ Demand Response	Poornima Eber
10:20	3 rd Party Financing	Ascentium Capital
10:45	Future Events	Nat Hancock
10:50	Q/A	ALL
11:00	Adjourn	ALL

Safety Message – Fatigue Awareness

- **What:** Fatigue is defined as “reduced physical and mental functioning caused by sleep deprivation, and/or being awake during normal sleeping hours.”
- **Why:** This may result from “extended work hours, insufficient opportunities to sleep, failure to use available opportunities to sleep, or the effects of sleep disorders, medical conditions or use of pharmaceuticals that reduce sleep or increase sleepiness.”

Safety Message – Fatigue Awareness



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Sleep	Implications
Quality of sleep	Sleep periods include stages of varying brain activity that are required to restore physical and mental capacity. All stages are essential to optimal rest.
Quantity of sleep	Recommended duration of an uninterrupted sleep per 24 hour period is 7-9 hours, with a minimum of 5 hours for each 24 hour day to allow occurrence of the complete sleep stage pattern.
General health	Weight control may play a role in occurrence of sleep apnea which negatively impacts quality of sleep. Medications used to treat chronic conditions may disrupt sleep/wakefulness patterns. Mental health conditions such as anxiety, depression, and stress affect sleep
Lifestyle choices	General nutrition quality and physical activity levels impact general health. Tobacco, alcohol and substance use.
Domestic commitments	Childcare, eldercare and family obligations impact sleep quality/quantity and physical/mental capability.
Sleep Bank	After 21 hours without sleep, cognitive impairment is equivalent to a blood alcohol level of .08. After 25 hours, the impairment increases to the equivalent of a blood alcohol level of 1.0.

Opening Comments/Introduction of Teams

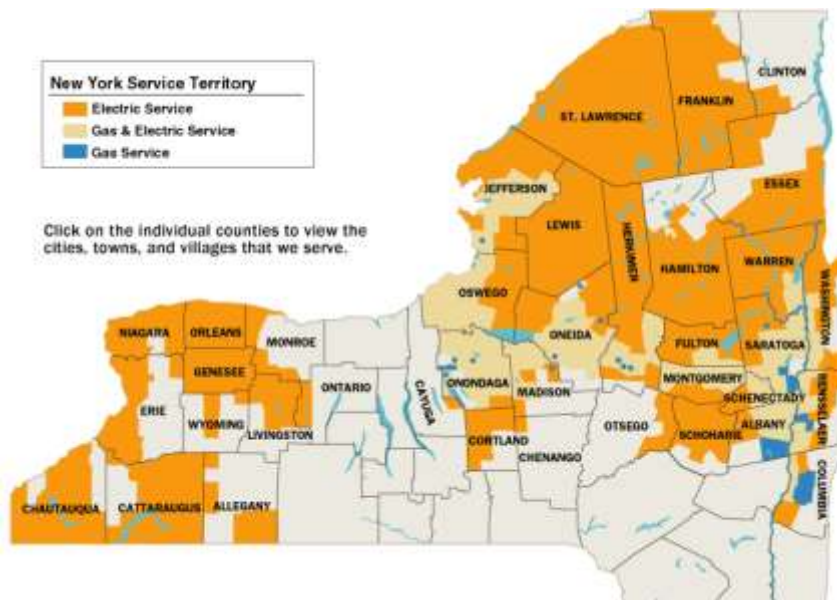
Nat Hancock, Program Manager, UNY Project Expediter Program



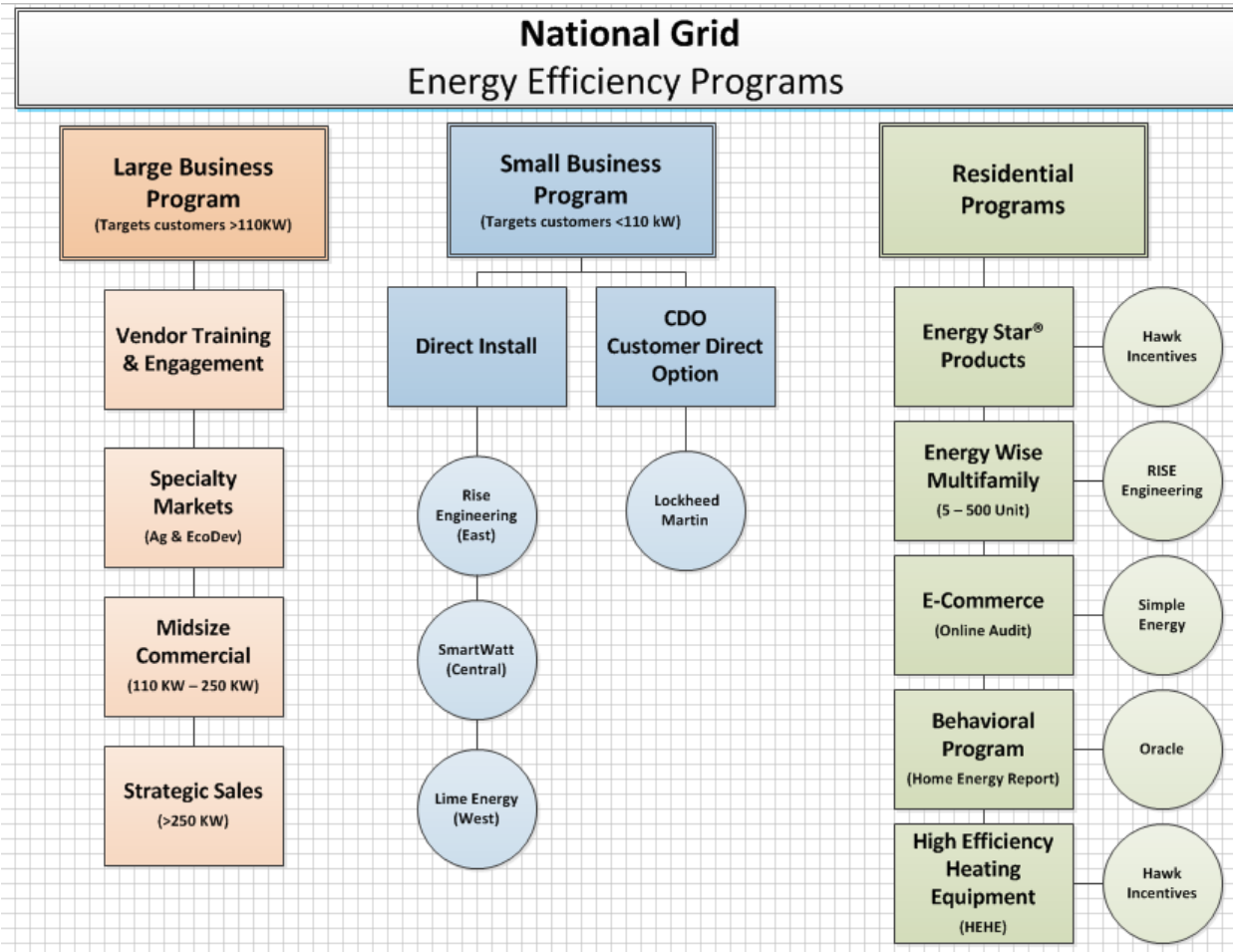
Introduction of UNY EE Team

National Grid has three main regions:

- Eastern – Capital and Northeast (Albany area)
- Central - Central, Northern and Mohawk Valley (Syracuse, Utica and Northern – up to Malone areas)
- Western – Western and Frontier (Buffalo area)



UNY Energy Efficiency Programs



Meet the UNY EE Team

Carol White, Director of Program Operations

Renee Devine – Manager - UNY C&I Program Execution

- Michelle Baker, Program Manager, UNY C&I Electric Programs
- Nathaniel Hancock, Program Manager, UNY Project Expediter Program
- Colleen Keane, Program Manager, UNY Small Business
- Swarna Prathipati, Program Manager, DNY Gas Programs
- Janet Roods, Program Manager, UNY C&I Gas Programs
- Joseph Rucco, Program Manager, UNY C&I and Small Business
- Michael Smith, Program Manager, NY Demand Response
- (Open) Supervisor, Sales Process & Support, NY Gas & Electric
 - Scott Gresens, Sales Process & Support, UNY Gas & Electric
 - Jennifer Majkut, Sales Process & Support, UNY Gas & Electric
 - Peter Seitz, Sales Process & Support, UNY Gas & Electric
 - Thomas Stoddard, Sales Process & Support, UNY Gas & Electric
 - Tracey Wuest, Sales Process & Support, UNY Gas & Electric

Meet the UNY EE Team

Dave Moreira, Director of Commercial Sales

Keith Sperling – Manager - NY EE Strategic Sales

- James Baker, Eastern Region - Large C&I Customers >250 kW
- Daniel Merrill, Eastern Region - Large C&I Customers >250 kW
- Fred Mangine, Central Region - Large C&I Customers >250 kW
- Joseph Wall, Central Region - Large C&I Customers >250 kW
- Kevin McQuiggan, Western Region - Large C&I Customers >250 kW
- Robert Compise, Western Region - Large C&I Customers >250 kW
- Jay Snyder, Western & Central Region - Midsize Customers between 110 kW - 250 kW, plus Agriculture
- Geralyn Farella, Eastern & Central Region - Midsize Customers between 110 kW - 250 kW

Meet the UNY EE Team

(Open) Manager - Channel Sales NY

- Mary Burgess, UNY, Vendor Training & Engagement
- Robert Muller, Eastern & Central Regions, Specialty Markets/Agriculture
- Thomas Iacobelli, UNY National Accounts

Martin Hudi, Supervisor - Technical Services

- James Marchione, Eastern Region, Technical Support Consultant
- Don Howell, Central Region, Technical Support Consultant
- Harish Kapadia, Western Region, Technical Support Consultant
- Mark Ditch, Central Region, Technical Support Consultant

Outlook for 2018 & Beyond

- **2018 to 2020 Electric & Gas EE Targets - Significant Growth**
- **New Products and Services Coming**
 - **Demand Response**
 - **EE Incentives for Street Lighting**
 - **Tiered incentive structure to deliver dynamic incentives**
 - **Midstream/Upstream opportunities**
 - **Other**
- **Need for Process Improvements, Smarter Ways to Deliver EE Services, New Measures**
- **Need for Partnerships with our Trade Allies and Others**
 - **We Need Your Help!**

Update - Electric Commercial & Industrial Programs and Lighting



**Amy Dickerson – Sr. Engineer Market Strategy/
EE Technical Field Support**

Requirements

Punch List for all incoming applications

- Account Number
- Cut Sheets with model number
- Cost of Project – Material & Labor
- Customer W-9
- Completed application
- Additional Required Supporting Documentation



Submit Application
(Customer or vendor)

Pre Inspection
(NGrid)

Select and Install Equipment
(Customer or vendor)

Post Inspection
(NGrid)

Receive Incentive Check

Electric Incentives Available

- Energy Management System (EMS)
- Compressed Air Systems
- Variable Frequency Drive (Custom Express)
- Refrigeration Systems (Custom Express)
- Custom
- Lighting and Controls



Energy Management Systems (EMS)

Trust is Good, but Control is Better

- Whole Building Energy Management System with Central Operating Station
 - Existing building installing new EMS or existing EMS adding additional control points

Total Sq. Ft.	Incentive per pt.	Eligible Points
5,000 – 40,000	\$225	16 – electric & 4 – natural gas
40,001 – 80,000	\$275	48 – electric & 12 – natural gas
80,001 – 200,000	\$225	128 – electric & 32 – natural gas

- Hotel Occupancy Sensors - \$75 per sensor
 - Must include occupancy sensor, window/door switch, and setback req.
- Vending Machine & Cooler Controls - \$30 - \$75 per control

Compressed Air Systems

Make it Better

- Replace single oil flooded rotary screw compressors with modulating controls
 - >15HP ≤ 75HP operating at 145 psi or less
- Install new compressor with Load/No Load, Variable Frequency Drive, or Variable Displacement Control
- Additional saving and incentive opportunities with accessory devices

TABLE 1: PRESCRIPTIVE HIGH EFFICIENCY AIR COMPRESSOR INCENTIVES

Horsepower	Incentive per HP Load/No Load	Incentive per HP Variable Speed	Incentive per HP Variable Displacement
≥15 to <25	\$160	\$200	N/A
≥25 to <50	\$100	\$150	N/A
≥50 to <75	\$90	\$100	\$100

TABLE 3: PRESCRIPTIVE DRYER INCENTIVES

CFM Range	Incentive per CFM Cycling and VSD dryers
Less than 100 CFM	\$4.00
100-199 CFM	\$3.20
200-299 CFM	\$2.40
300-399 CFM	\$2.40
400 and greater CFM	\$2.40

TABLE 2: STORAGE INCENTIVES

Incentive per Gallon
\$2.75

TABLE 4: ZERO-LOSS CONDENSATE DRAIN INCENTIVES

Incentive per drain (Limit 3 per facility)
\$120 Each

TABLE 5: ENGINEERED AIR NOZZLES

Air Nozzle Size	Incentive per Nozzle
1/8"	\$20/Ea
1/4"	\$20/Ea

Variable Frequency Drives (VFD)

Slow Things Down

- Constant Speed or Volume applications that do not need to be
 - Chilled & Hot Water Pumps
 - Supply or Return Fans
 - Cooling Tower Fans
 - Condenser Water Pumps

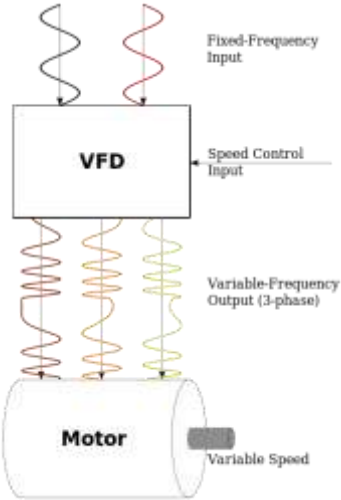


Table 2: Variable Frequency Drive Installation Size and Incentives *

Horsepower	Incentive	Horsepower	Incentive	Horsepower	Incentive	Horsepower	Incentive
1	\$450	7.5	\$1,300	30	\$2,750	100	\$5,500
1.5	\$450	10	\$1,350	40	\$3,000	125	\$5,500
2	\$600	15	\$1,600	50	\$3,500	150	\$5,500
3	\$700	20	\$1,850	60	\$4,000	200	\$6,500
5	\$1,000	25	\$2,500	75	\$4,500		

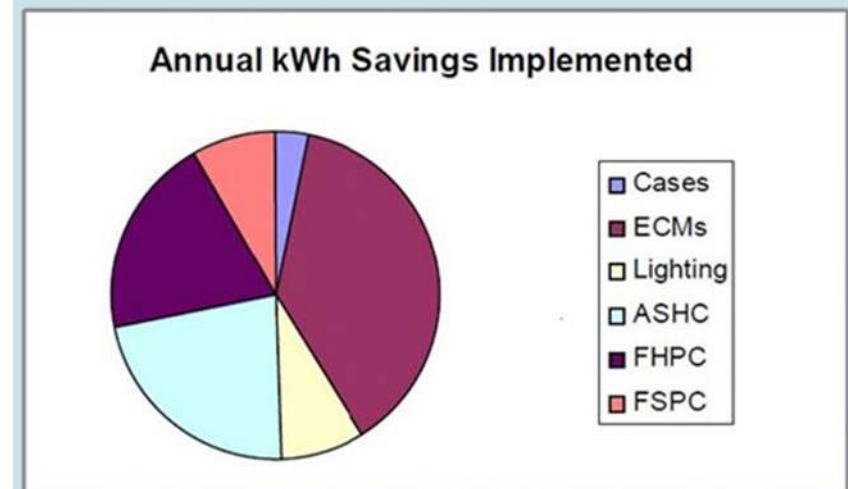
* If the controlled HP falls between the HP listed on the VFD Incentive amounts in the table above, the incentive is based on the lower controlled HP.

Refrigeration Systems

Ring Up the Savings

- Total annual energy costs to operate a grocery store are equivalent to its net profit
 - Reduce Energy = Higher Profits
- Retrofit opportunities exist with quick paybacks by installing anti-sweat heater controls, electronically commutated motors (ECM), and floating head pressure controls.

Figure 3 - Distribution of Savings from Retrofit Program*



Source: PECEI, *Supermarket Controls and Commissioning: Uncovering Hidden Opportunities*, Diane Levin and Lawrence Paulsen, Portland Energy Conservation, Inc. 2006 ACEEE Summer Study on Energy Efficiency in Buildings

* ECMs = Electronically Commutated Motors; ASHC = Anti-Sweat Heater Control; FHPC = Floating Head Pressure Control; FSPC = Floating Suction Pressure Control

Does it Save Energy?

- A project where kWh savings can be achieved
 - Compressed air system improvements – leaks, reduced operating pressures
 - Large control projects
 - Large lighting projects with construction costs greater than \$100,000
 - Existing buildings – major renovations or change of use (compare to baseline)
- Project must pass a benefit cost analysis
 - Quantified energy savings – model (excel, modeling program, comcheck, etc)
 - Project costs
 - Cut Sheets

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What's New?

- Bi-Level Stairwell & Corridor LED Luminaires
- LED Cove Lighting
- LED Linear Troffer Retrofit Kits
- Added new measure codes for DLC premium LED products where applicable



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What's Different?

- Many Fluorescent Lighting measures – removed and reduced incentive
- 81B Integral screw PAR LED lamps – reduced incentive
- 81F LED Linear & U-Bend Replacement lamps – increased incentive
- 70 & 71 Ceramic Metal Halide measures – reduced incentive
- 80 LED recessed downlight – reduced incentive and added new measure for surface mount and interior wall sconces
- 88 LED troffers and retrofit kits – revised incentives and min watts
- 86 LED Interior high and low bay fixtures – revised incentives and min watts

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What's Different?

- Application and lighting and controls spreadsheet in one excel file
- Spreadsheet used for both prescriptive and custom lighting projects
- More user friendly with building device codes
- Able to quantify multiple lighting control strategies



2018 Lighting & Controls Application

The screenshot shows an Excel spreadsheet with the following content:

- Row 2:** "Lighting Systems & Controls Application" and the nationalgrid logo.
- Row 3:** "2018 Retrofit Program"
- Row 12:** "The Retrofit Program is designed for Commercial and Industrial (C&I) customers to help replace aging and inefficient equipment and systems with more energy efficient technologies. This type of prescriptive application provides a predetermined incentive amount based on calculated energy savings to help expedite a customer's incentive processing and improve their return on investment as a result of improved energy savings, increased safety, and improved productivity that comes with more energy efficient lighting."
- Row 15:** "Application and Instructions"
- Row 16:** "This application is designed for the replacement of existing operating equipment."
- Row 18:** "Eligibility:"
- Row 19:** "• Must be an Upstate New York National Grid Commercial Electric account holder and pay into the System Benefits Charge (SBC)."
- Row 20:** "IRS recognized farms and religious organizations may also be eligible if they pay into the SBC. Please verify with a copy of a National Grid electric utility bill."
- Row 21:** "• Product types eligible for prescriptive lighting retrofit and controls incentives are included in Tables 1A (Lighting Systems Eligibility and Incentives) and 1B (Lighting Controls Eligibility and Incentives) attached to this application. Measures not listed on this application may be eligible for incentives under our Custom C&I Retrofit program. Please contact your National Grid Representative for additional details."
- Row 23:** "Pre-Approval Requirements:"

The spreadsheet interface includes the following elements:

- File Name:** E19
- Formulas Bar:** f_x
- Columns:** A through O
- Rows:** 1 through 23
- Bottom Navigation:** App & Instructions, App Cust Info, Terms & Conditions, Lighting Measures-1A, Ltg Control Measures-1B, Project Summary, Lighting Worksheet-2A, Controls Worksheet-2B

2018 Lighting & Controls Application

Lighting Systems & Controls Application 2018 Retrofit Program

ALL FIELDS ON THIS PAGE ARE REQUIRED.

CUSTOMER/ACCOUNT HOLDER INFORMATION (Customer must submit a W-9 Form)

CUSTOMER FACILITY NAME		CONTACT PERSON		APPLICATION DATE		
Acme Company		Phil Phillip		12/20/2017		
PHONE NUMBER		FAX NUMBER		CUSTOMER FEDERAL TAX ID NUMBER		
(315) 452-7509		(315) 452-7509		14-5879841		
INSTALL SITE		EMAIL ADDRESS		SQUARE FEET (COVERED BY THIS APPLICATION)		
Acme Company		amy.dickerson@nationalgrid.com		100,000		
STREET ADDRESS		CITY		STATE		ZIP
101 Erie Blvd		Syracuse		NY		13022
MAILING ADDRESS (IF DIFFERENT)		CITY		STATE		ZIP
COMPANY TYPE:			CLASSIFICATION TYPE:			
<input checked="" type="checkbox"/> Incorporated <input type="checkbox"/> Exempt <input type="checkbox"/> Not Incorporated			<input type="checkbox"/> ≥ 2MW (LARGE) <input checked="" type="checkbox"/> < 2MW (MID-SIZE) <input type="checkbox"/> Industrial <input type="checkbox"/> Commercial			
CUSTOMER OF RECORD: BILLING ACCOUNT NUMBER (REQUIRED)				ANNUAL KWH USAGE: (REQUIRED)		
45674-23456				256,000		
BUILDING TYPE (SELECT ONE)			BUILDING HVAC SYSTEM (SELECT ONE)			
Light Manufacturing			AC with Gas Heat			

INCENTIVE PAYMENT

Customer Address Above
 Installation Contractor/Project Expediter
 Equipment Vendor
 Other (Fill out Below)

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INCENTIVE PAYMENT

Customer Address Above Installation Contractor/Project Expediter Equipment Vendor Other (Fill out Below)

BUSINESS NAME

CONTACT PERSON

STREET ADDRESS

CITY

STATE

ZIP

PHONE

EMAIL ADDRESS

COMPANY TYPE

Incorporated Exempt Not Incorporated

FEDERAL TAX ID NUMBER (REQUIRED IF RECEIVING INCENTIVE)

INSTALLATION CONTRACTOR/ PROJECT EXPEDITER INFORMATION

INSTALLATION CONTRACTOR COMPANY

PROJECT EXPEDITER

CONTACT PERSON

STREET ADDRESS

CITY

STATE

ZIP

PHONE

EMAIL ADDRESS

COMPANY TYPE

Incorporated Exempt Not Incorporated

FEDERAL TAX ID NUMBER (REQUIRED IF RECEIVING INCENTIVE)

EQUIPMENT VENDOR INFORMATION

EQUIPMENT VENDOR

COMPANY CONTACT PERSON

STREET ADDRESS

CITY

STATE

ZIP

PHONE

EMAIL ADDRESS

COMPANY TYPE

Incorporated Exempt Not Incorporated

FEDERAL TAX ID NUMBER (REQUIRED IF RECEIVING INCENTIVE)

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Upstate NY Commercial & Industrial Electric Program
Customer Terms and Conditions

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1. Incentives
Subject to these terms and conditions ("Terms and Conditions") of the Program, the Program Administrator will pay an Incentive to the Customer for the installation of EEM(s).

2. Definitions

- (a) "Customer" means the customer who has an account for service with the Program Administrator and who satisfies the Program eligibility requirements established by the Program Administrator under the Program Materials and these Terms and Conditions.
- (b) "EEM" means the energy efficiency measure(s) described in the Program Materials or other custom measures that may be approved by the Program Administrator.
- (c) "Facility" means the Customer's premises or location served by the Program Administrator where EEM(s) will be installed.
- (d) "Incentive" means the payment(s) to be paid by the Program Administrator to the Customer for the installation of the EEM(s) pursuant to the Program and these Terms and Conditions.
- (e) "Program" means the Commercial and Industrial Electric Program as approved by the New York Public Service Commission and offered by the Program Administrator to Customers.
- (f) "Program Administrator" means Niagara Mohawk Power Corporation d/b/a/ National Grid.
- (g) "Program Materials" means the documents and information provided by the Program Administrator specifying the qualifying EEM(s), technology requirements, costs and other Program requirements, which include, without limitation, Program guidelines and requirements, application forms and approval letters.





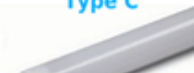

3. Application Process and Requirement for Program Administrator Approval

- (a) The Customer shall submit a completed application in the form provided by the Program Administrator. In addition, at the Program Administrator's discretion, the Customer may be required to provide to the Program Administrator, for its approval, a copy of the detailed specifications and scope of work as well as an analysis of the energy savings and/or demand reduction for the EEM(s) proposed by the Customer to the Program Administrator. To the extent required by law, this analysis shall be prepared by a professional engineer licensed in the state where the Facility is located. After the installation of the EEM(s), the Customer shall also, upon request by the Program Administrator, provide to the Program Administrator with a copy of the as-built drawings and installed EEM(s) for the Facility.

◀ ▶ | App & Instructions | App Cust Info | **Terms & Conditions** | Lighting Measures-1A | Ltg Control Me








2018 Lighting & Controls Application

Table 1A: Lighting Systems Eligibility and Incentive Levels (Complete Table 2A for Lighting System Installations)

Measure Code	Measure Description	Per Unit Incentive	Eligibility Criteria	Min Watts Saved	Representative Images
Table 1A.1: Re-lamp & Re-ballast Replacement Options					
12	Fluorescent Reduced Wattage T-8 or T-5 Re-lamp and Re-ballast	\$15	Re-lamp/re-ballast of existing fixtures with the opportunity for increased savings of more than 23 watts using reduced wattage (25W and 28W) T-8 lamps.	23	
81A	Integral LED Screw-in and Pin Based Directional Replacement Lamps	\$5	LED screw-in and pin based directional integral replacement lamps include: MR16, PAR16, and PAR20, A-line, candle, and decorative globe lamps. Please check with your National Grid representative for eligibility of other omnidirectional and decorative lamp types. Required to be listed by Energy Star.	12	
81B	Integral LED screw-in Directional Replacement PAR Lamps	\$10	LED screw-in directional integral replacement lamps include: PAR30, BR30, and PAR38. Required to be listed by Energy Star.	25	
81C	LED Linear and U-Bend Replacement Lamps (UL Type A) and External Driver Lamp Style Retrofit-Kit (UL Type C)	\$4 (per lamp)	LED 2 ft., 3 ft., 4 ft. & 8 ft. Linear and U-Bend Replacement Lamps (UL Type A) and Lamp Style Retrofit-Kits (UL Type C) are required to be listed by the DesignLights Consortium® and must be listed in the DLC category of Linear Replacement Lamp. Minimum of 2,000 annual hours of operation. LED Lamps with Internal Driver using Line Voltage to tombstones (UL Type B) are NOT eligible, see measure code 81F.	12	 Type A & C
81D	LED 4 ft. External Driver Lamp Style Retrofit-Kit (UL Type C) - 3,100 minimum annual hours	\$6 (per lamp)	LED 4 ft. Lamp Style Retrofit-Kits with External Driver (UL Type C) are required to be listed by the DesignLights Consortium® and must be listed in the DLC category of Linear Replacement Lamp. Minimum of 3,100 annual hours of operation. LED 4 ft. Linear Replacement Lamps (UL Type A) and Lamps with Internal Driver using Line Voltage to sockets (UL Type B) are NOT eligible, see measure codes 81C or 81F.	12	 Type C
81E	LED 4 ft. External Driver Lamp Style Retrofit-Kit (UL Type C) - 4,000 minimum annual hours	\$8 (per lamp)	LED 4 ft. Lamp Style Retrofit-Kits with External Driver (UL Type C) are required to be listed by the DesignLights Consortium® and must be listed in the DLC category of Linear Replacement Lamp. Minimum of 4,000 annual hours of operation. LED 4 ft. Linear Replacement Lamps (UL Type A) and Lamps with Internal Driver using Line	12	

2018 Lighting & Controls Application

Table 1B: Lighting Controls Eligibility and Incentive Levels (Complete Table 2B for Lighting Control Installations)

Measure Code	 Measure Description	Per Unit Incentive	Eligibility Criteria	Min Watts Controlled	Image
61	Remote Mounted Occupancy Sensor	\$20	Ceiling Mounted Control. Comply with manufacturer coverage recommendations. Manual "ON" overrides are not eligible.	60	
62	Daylight and/or Occupancy Dimming System	\$15 (per fixture)	Ballast or LED drivers must be automatically controlled based on daylight or occupancy levels.	25 (per fixture)	
63	Integral Fixture Mounted Dual Sensors & Controllers	\$25 (per fixture)	Integral fixture mounted dual sensor with motion and photocell/ambient light sensor. System to control motion response and illumination levels. Only one incentive per fixture.	25 (per fixture)	
64	Wall Mounted Occupancy Sensor	\$10	Occupancy sensor must operate as Automatic On and Off. Sensors must be wall mounted devices only. Vacancy sensors with Manual On, Automatic OFF options are allowed. Manual "ON" overrides are not eligible.	40	
65	Photocell Sensor - Exterior Lighting applications operating 24/7	\$20	Photocell sensor or hard-wired astronomical timer controller for lighting systems that operate 24 hours per day, 7 days per week (8,760 annual hours).	50	
68	Occupancy Sensor for High Bay Fixtures	\$25 (per fixture)	Fluorescent ballasts or LED drivers must be automatically controlled based on occupancy. Sensors must be integral (built into) or permanently attached to each fixture. Manual "ON" or overrides are not eligible.	65 (per fixture)	

2018 Lighting & Controls Application

Table 2A: Lighting Systems Inventory Worksheet



Acme Company

City Facility is Closest to: Syracuse

Line Item	Interior or Exterior (I or E)	Air Conditioned Location (Yes, No or Refrigerated)	Location (Area/ Room)	Annual Operating Hours ¹		Fixture Description	Lighting Type	Quantity of Fixtures	# of Lamps/ Fixture	Lamp Wattage ² (SEE NOTE)	
Ex.	I	Y	office	3200	Existing:	2x4 lensed troffer	Fluor 48"	10	2	32	Ele
					Proposed:	2x4 fixture w/ linear LED Lamps	LED Integral Lamp	10	2	15	
1	i	y	entry	3100	Existing:	6" round recessed cans	CFL-Twin	6	2	32	
					Proposed:	6" round retro kits	LED Fixture	6	1	12	
2	i	y	office	3100	Existing:	2x2 parabolic troffer	Fluor U-Tube	25	2	32	Ele
					Proposed:	2x2 LED troffer	LED Fixture	25	1	16	
3	i	n	warehouse	3800	Existing:	350PSMH	Metal Halide-Pulse Start	30	1	350	Li
					Proposed:	Highbay LED	LED Fixture	30	1	138	
4	e	n	parking lot	4380	Existing:	High Pressure Sodium Pole	High Pressure Sodium	15	1	400	
					Proposed:	LED	LED Fixture	15	1	175	
5	i	y	office 202	2200	Existing:	2x4 lensed troffer	Fluor 48"	3	3	40	Ele
					Proposed:						

2018 Lighting & Controls Application

Ballast Type	NY Device Code ³	Watts per Fixt./Luminair e	Proposed Fixture Manufacturer/ Model Number	DLC or Energy Star Listed	Measure Code	Per Unit Incentive	Total Lighting Incentive	Annual kWh	Annual kW	An k
Elec-Instant Start NLO	F42ILL	59	LED Manuf/ ABC45T8LED	DLC	81C - LED Linear and U-Bend Replacement Lamps (UL Type A) and External Driver Lamp Style Retrofit-Kit (UL Type C)	\$4.00	\$80.00	1,888	0.590	
	ILED030	30						960	0.300	
Electronic	CFT32/2-L	62	LED6R12835	EnergyStar	81B - Integral LED screw-in Directional Replacement PAR Lamps	\$10.00	\$60.00	1,153	0.372	
	FLED012	12						223	0.072	
Elec-Instant Start NLO	FU2ILL	59	LED2F18835	DLC	81E - LED 4 ft. External Driver Lamp Style Retrofit-Kit (UL Type C) - 4,000 minimum annual hours	\$8.00	\$200.00	4,573	1.475	
	FLED016	16						1,240	0.400	
Linear Reactor	MHPS/LR/3 50/1	380	LED138HBV840	DLC	86B - LED Interior High Bay Fixtures or Retrofit Kits (9,501 - 19,999 lumens)			43,320	11.400	
	FLED138	138						15,732	4.140	
CWA	HPS400/1	465	AREALED125R481	DLC	87B - LED Exterior Wall/Pole/Arm Mounted Area and Flood Fixtures and Retrofit Kits - Medium & High Output	\$145.00	\$2,175.00	30,551	6.975	
	FLED175	175						11,498	2.625	
Mag-EE	F43SE	136		Other	12 - Fluorescent Reduced Wattage T-8 or T-5 Re-lamp and Re-ballast	\$15.00	\$45.00	898	0.408	
Elec-Instant Start RLO	F43SSILL-R	66						436	0.198	
Mag-EE	F43SE	136	TLED012841	DLC	81C - LED Linear and U-Bend Replacement Lamps (UL Type A) and External Driver Lamp Style Retrofit-Kit (UL Type C)	\$4.00	\$36.00	898	0.408	
	ILED036	36						238	0.108	
Elec-Rapid Start NLO	F46GHL	351	FLED165424	DLC	86C - LED Interior High Bay Fixtures (≥ 20,000 lumens)			13,338	3.510	

2018 Lighting & Controls Application

Annual Lighting kWh Savings	Annual Lighting Peak kW Savings	Lighting HVAC kWh Savings	Lighting HVAC Peak kW Savings	Lighting HVAC Therm Savings	Control kWh Savings	Control Peak kW Savings	Control HVAC kWh Savings	Control HVAC kW Savings	Control HVAC Therm Savings	Effective Useful Life (EUL)	Rated Life (yrs)	kWh x hours	Notes
928	0.290	65	0.058	-24	288	0.090	20	0.018	-0.524	50,000	8	4,695	
930	0.300	65	0.060	-24									
3,333	1.075	233	0.215	-87	372	0.120	26	0.024	-0.677				
27,588	7.260				4,720	1.242							
19,053					7,473								
462	0.210	32	0.042	-12	131	0.059	9	0.012	-0.238				
660	0.300	46	0.060	-17									
7,182	1.890	2,801	0.378		1,847	0.486	720	0.097					

2018 Lighting & Controls Application

Table 2B: Lighting Controls Inventory Worksheet

Acme Company

Line Item	Location	Measure Code	Type of Lighting Controls	Fixture/Lamp/Ballast Description	Proposed NY Device Code	Proposed Watts per Fixt./Luminaire	Quantity of Controls	# of Fixtures Being Controlled	Total
Ex.	office	63 - Integral Fixture Mounted Dual Sensors & Controllers	Occupancy Sensor	2x4 fixture w/ linear LED Lamps	ILED030	30	1	10	
1	entry			6" round retro kits	FLED012	12		6	
2	office	61 - Remote Mounted Occupancy Sensor	Occupancy Sensor	2x2 LED troffer	FLED016	16	2	25	
3	warehouse	68 - Occupancy Sensor for High Bay Fixtures	Occupancy Sensor	Highbay LED	FLED138	138	30	30	
4	parking lot	62 - Daylight and/or Occupancy Dimming System	Programmable Control	LED	FLED175	175	15	15	
5	office 202	64 - Wall Mounted Occupancy Sensor	Occupancy Sensor	same troffer	F43SSILL-R	66	1	3	
6	office 104			same troffer	ILED036	36		3	
7	warehouse - refrigerated	68 - Occupancy Sensor for High Bay Fixtures	Occupancy Sensor	LED highbay	FLED162	162	10	10	

2018 Lighting & Controls Application

A B C D E F G H I J K L M N O

Acme Company

DLC & Energy Star Listings

Provide a link or copy of the appropriate LED listing

Proposed Fixture Manufacturer/ Model Number	DLC or Energy Star Listed	DLC or Energy Star Product ID	DLC or Energy Star Link or Screen Shot
LED6R12835	EnergyStar		
LED2F18835	DLC		
LED138HBV840	DLC		
AREALED125R481	DLC		
TLED012841	DLC		
FLED165424	DLC		
95L100W830	DLC		
Holophane PHZL60L5K7	DLC		



2018 Lighting & Controls Application

TABLE OF STANDARD WATTAGES							
Lighting Type	Device Code	Lamp Code	Description	Ballast	Lamp/Fi	Watt/Lan	Watt/Fi
Fluor 48"	F43SS	F40T12	Fluorescent, (3) 48" STD lamp	Mag-STD	3	40	151
Fluor 48"	F43SSILL	F28T8	Fluorescent, (3) 48" 28W Super T-8 lamp, Instant Start Ballast, NLO	Elec-Instant Start NLO	3	28	72
Fluor 48"	F43SSILL-H	F28T8	Fluorescent, (3) 48" 28W Super T-8 lamp, Instant Start Ballast, HLO	Elec-Instant Start HLO	3	28	98
Fluor 48"	F43SSILL-R	F28T8	Fluorescent, (3) 48" 28W Super T-8 lamp, Instant Start Ballast, RLO	Elec-Instant Start RLO	3	28	66
Fluor 48"	F43SVS	F48T12/VHO	Fluorescent, (3) 48" STD VHO lamp	Mag-STD	3	110	377
Fluor 48"	F44EE	F34T12	Fluorescent, (4) 48" ES lamp	Mag-EE	4	34	144
Fluor 48"	F44EE/D4	F34T12	Fluorescent, (4) 48" ES lamp, 4 Ballasts (delamped)	Mag-EE	4	34	152
Fluor 48"	F44EHS	F42T12/HO	Fluorescent, (4) 48" ES HO lamp	Mag-STD	4	55	270
Fluor 48"	F44EIS	F34T12	Fluorescent, (4) 48" ES Instant Start lamp, Magnetic Ballast	Mag-STD	4	34	164
Fluor 48"	F44EL	F34T12	Fluorescent, (4) 48" T-12 ES lamp, Electronic Ballast	Elec-Rapid Start NLO	4	34	120
Fluor 48"	F44ES	F34T12	Fluorescent, (4) 48" ES lamp	Mag-STD	4	34	160
Fluor 48"	F44EVS	F48T12/VHO/ES	Fluorescent, (4) 48" VHO ES lamp	Mag-STD	4	110	420
Fluor 48"	F44GHL	F54T5/HO	Fluorescent, (4) 48" STD HO T5 lamp	Elec-Rapid Start NLO	4	54	234
Fluor 48"	F44GHL-RS	F54T5/49W/HO	Fluorescent, (4) 48" 49W SS T5HO lamp	Elec-Rapid Start NLO	4	49	208
Fluor 48"	F44GHL-S	F54T5/50W/HO	Fluorescent, (4) 48" 50W SS T5HO lamp	Elec-Rapid Start NLO	4	50	213
Fluor 48"	F44GHL-RS	F54T5/49W/HO	Fluorescent, (4) 48" 49W SS T5HO lamp	Elec-Rapid Start NLO	4	49	208
Fluor 48"	F44GHL-SS	F54T5/47W/HO	Fluorescent, (4) 48" 47W SS T5HO lamp	Elec-Rapid Start NLO	4	47	210
Fluor 48"	F44GL-R	F28T5	Fluorescent, (4) 48" STD T5 lamp, Rapid Start Ballast, RLO (BF < 60)	Elec-Rapid Start RLO	4	28	72
Fluor 48"	F44IAL-R	F25T12	Fluorescent, (4) 48" F25T12 lamp, Instant Start Ballast, RLO (BF < 85)	Elec-Instant Start RLO	4	25	80
Fluor 48"	F44ILL	F32T8	Fluorescent, (4) 48" T-8 lamp, Instant Start Ballast, NLO (BF: 85- 95)	Elec-Instant Start NLO	4	32	112
Fluor 48"	F44ILL/2	F32T8	Fluorescent, (4) 48" T-8 lamp, Instant Start Ballast, NLO (BF: 85- 95)	Elec-Instant Start NLO-2ballasts	4	32	118
Fluor 48"	F44ILL-H	F32T8	Fluorescent, (4) 48" T-8 lamp, Instant Start Ballast, HLO (BF: 96-1 1)	Elec-Instant Start HLO	4	32	156
Fluor 48"	F44ILL-R	F32T8	Fluorescent, (4) 48" T-8 lamp, Instant Start Ballast, RLO (BF < 85)	Elec-Instant Start RLO	4	32	102
Fluor 48"	F44LE	F32T8	Fluorescent, (4) 48" T-8 lamp	Mag-EE	4	32	142
Fluor 48"	F44LL	F32T8	Fluorescent, (4) 48" T-8 lamp, Rapid Start Ballast, NLO (BF: 85- 95)	Elec-Rapid Start NLO	4	32	118
Fluor 48"	F44LL/2	F32T8	Fluorescent, (4) 48" T-8 lamp, Rapid Start Ballast, NLO (BF: 85- 95)	Elec-Rapid Start NLO-2ballasts	4	32	120
Fluor 48"	F44LI-H	F32TR	Fluorescent, (4) 48" T-8 lamp, Rapid Start Ballast, HLO (BF: 96-1 1)	Elec-Rapid Start HLO	4	32	156

Update - Commercial Gas Energy Efficiency Programs



Janet Roods – Lead Program Manager EE Program Execution

2018 Commercial Prescriptive Gas Program

- Program includes incentives for:
 - **Space/Water Heating Equipment - (retrofit and new construction)**
 - Up to \$9,000 - space heating equipment depending on type and size of equipment
 - Up to \$300 – indirect water heating – depending on gallon storage size
 - **\$650 – Condensing Stand Alone Water Heater - NEW**
 - **Wi-Fi T-stats and Boiler Reset Controls**
 - \$75 - Wi-Fi t-stat, Limit 10
 - \$110 - Single state reset control, after factory install
 - \$ 190 – Multi-stage reset control, after factory install
 - **Steam Traps & Steam Trap Surveys**
 - Up to 50% cost of a steam trap survey, Limit \$3,000
 - \$50 per new/rebuilt steam trap; Limit 100
 - **Roof/Attic, Wall and Pipe Insulation**
 - Up to 15% cost of insulation (roof/attic/wall), Limit \$5,000
 - \$1.50 – pipe insulation, Limit 500 linear ft.
 - **Gas Fired Kitchen Equipment – (retrofit and new construction)**
 - Up to \$1,000 depending on the equipment installed

Gas Custom Program

- Custom projects are generally defined as anything that is not prescriptive and has opportunity for significant energy savings. Custom incentives will be the lesser of either:
 - Up to 50% of the installed costs;
 - Up to \$1.50 per therm;
 - Maximum incentives available, **\$100,000** per project
- Customers work closely with National Grid's Sales Teams and Technical Support Consultants and PEX team.



- **EMS Systems**
- **Combustion Controls**
- **Thermal Blanket Insulation**
- **Heat Recovery**
- **Stack Economizers**
- **Process Improvements**

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

National Grid Rebate Center (www.rebatesee.com)

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Welcome

National Grid's energy efficiency rebate application web site.

We offer rebates on qualifying energy efficiency equipment for **Residential, Commercial and Multifamily** National Grid customers. Whether you are an existing or new customer, we can provide a range of incentives to help make the cost of improving the efficiency of your home or business easier.

Our rebate programs offer you substantial savings on the installation of equipment such as boilers, furnaces, thermostats and more! Plus, our site will allow you to easily submit rebate applications online or print and mail them.

Please enter your Zip Code and Customer Type to begin your Rebate submission. **All Veteran and Religious organizations must select Commercial program type.**

For assistance with your submission, please call:
NY Residential & Commercial – 1.877.316.9491
RI Residential & Commercial Heating – 1.800.292.2032
RI Cooling – 1.800-473-1105

[Items Needed Before you apply](#)

Privacy Policy Terms & Conditions
©2018 National Grid

Concierge Box Features: Chat & Information

Welcome to National Grid! ✕

To begin your rebate submission just follow the website through the process. To start, we need your zip code and the program type.

Click for more information.

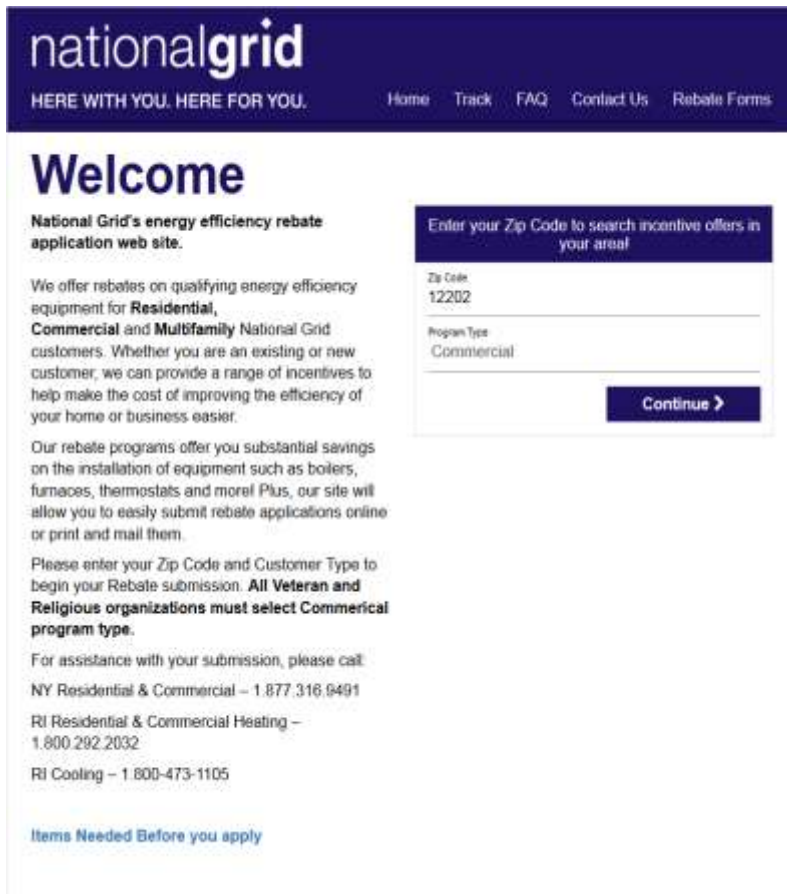
Welcome to National Grid! ✕

To begin your rebate submission just follow the website through the process. To start, we need your zip code and the program type.

Click for more information.

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

Home Page & Promotion Details



The screenshot shows the National Grid home page. At the top is the logo and tagline. Below is a navigation menu with links for Home, Track, FAQ, Contact Us, and Rebate Forms. The main heading is "Welcome". The text below explains that rebates are available for Residential, Commercial, and Multifamily customers. A search box is present with the prompt "Enter your Zip Code to search incentive offers in your area!". The search box contains "Zip Code: 12202" and "Program Type: Commercial". A "Continue" button is visible. Further down, there is contact information for NY, RI, and RI Cooling, and a link for "Items Needed Before you apply".

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Welcome

National Grid's energy efficiency rebate application web site.

We offer rebates on qualifying energy efficiency equipment for **Residential, Commercial and Multifamily** National Grid customers. Whether you are an existing or new customer, we can provide a range of incentives to help make the cost of improving the efficiency of your home or business easier.

Our rebate programs offer you substantial savings on the installation of equipment such as boilers, furnaces, thermostats and more! Plus, our site will allow you to easily submit rebate applications online or print and mail them.

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For assistance with your submission, please call:
NY Residential & Commercial – 1.877.316.6491
RI Residential & Commercial Heating – 1.800.292.2032
RI Cooling – 1.800-473-1105

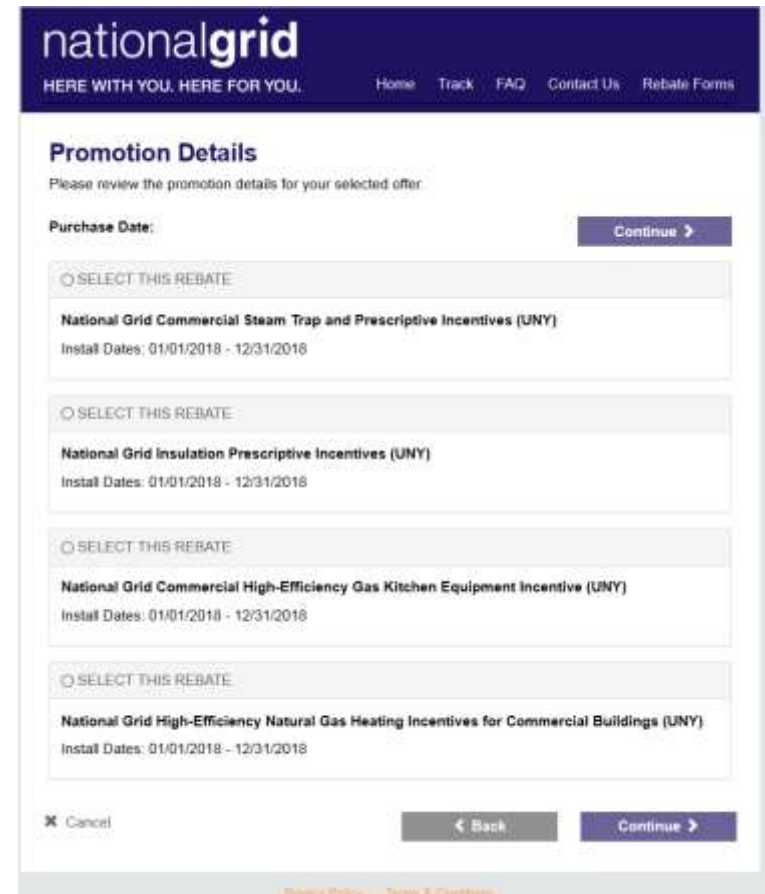
[Items Needed Before you apply](#)

Enter your Zip Code to search incentive offers in your area!

Zip Code
12202

Program Type
Commercial

Continue >



The screenshot shows the "Promotion Details" page. It features the same header and navigation as the home page. The main heading is "Promotion Details" with a sub-heading "Please review the promotion details for your selected offer." Below this is a "Purchase Date:" field with a "Continue" button. There are four radio button options, each with a "SELECT THIS REBATE" label and a list of programs with their respective "Install Dates". At the bottom, there are "Cancel", "Back", and "Continue" buttons, along with links for "Privacy Policy" and "Terms & Conditions".

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Home Track FAQ Contact Us Rebate Forms

Promotion Details

Please review the promotion details for your selected offer.

Purchase Date: Continue >

SELECT THIS REBATE

National Grid Commercial Steam Trap and Prescriptive Incentives (UNY)
Install Dates: 01/01/2018 - 12/31/2018

SELECT THIS REBATE

National Grid Insulation Prescriptive Incentives (UNY)
Install Dates: 01/01/2018 - 12/31/2018

SELECT THIS REBATE

National Grid Commercial High-Efficiency Gas Kitchen Equipment Incentive (UNY)
Install Dates: 01/01/2018 - 12/31/2018

SELECT THIS REBATE

National Grid High-Efficiency Natural Gas Heating Incentives for Commercial Buildings (UNY)
Install Dates: 01/01/2018 - 12/31/2018

Cancel Back Continue >

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Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

Promotion Selection & Confirmation

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Promotion Details

Please review the promotion details for your selected offer.

Purchase Date: [Continue >](#)

SELECT THIS REBATE

National Grid Commercial Steam Trap and Prescriptive Incentives (UNY)
Install Dates: 01/01/2018 - 12/31/2018

SELECT THIS REBATE

National Grid Insulation Prescriptive Incentives (UNY)
Install Dates: 01/01/2018 - 12/31/2018

SELECT THIS REBATE

National Grid Commercial High-Efficiency Gas Kitchen Equipment Incentive (UNY)
Install Dates: 01/01/2018 - 12/31/2018

SELECT THIS REBATE

National Grid High-Efficiency Natural Gas Heating Incentives for Commercial Buildings (UNY)
Install Dates: 01/01/2018 - 12/31/2018

Cancel [Back](#) [Continue >](#)



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Promotion Details

Please review the promotion details for your selected offer.

Offer #: 17-23141

National Grid High-Efficiency Natural Gas Heating Incentives for Commercial Buildings (UNY)

Install Dates:
01/01/2018 - 12/31/2018

Basic & Conditions: Please refer to the Rebate Form for full Basic and Conditions / [View the Energy](#) [Read more](#)

Cancel [Back](#) [Continue >](#)

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Equipment Selection

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Equipment Selection

Choose the product you purchased. You will have the option to add additional products.

Install Date:

Q Search

- Boiler Reset - Multi Stage
- Boiler Reset - Single Stage
- Combo Water Heater & Boiler
- Condensing Boiler
- Condensing Stand Alone Water Heaters
- Condensing Unit Heater
- Furnace
- Hydronic Boiler
- Indirect Water Heater
- Infrared Heater
- Steam Boiler
- WiFi Thermostat

Cancel Back Continue



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Equipment Selection

Choose the product you purchased. You will have the option to add additional products.

Install Date:

Q Search

- Boiler Reset - Multi Stage
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- Combo Water Heater & Boiler
- Condensing Boiler
- Condensing Stand Alone Water Heaters
- Condensing Unit Heater
- Furnace
- Hydronic Boiler
- Indirect Water Heater
- Infrared Heater
- Steam Boiler
- WiFi Thermostat

Cancel Back Continue

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Equipment Information

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Equipment Information

* Required field


Condensing Boiler

Manufacturer*

Model Number*

Total BTU Input*

Energy AFUE

Installation Date* 

Install Cost*

Quantity Installed*

Anticipated Rebate Amount*

Thermal Efficiency

+ Add another product

✕ Cancel

[← Back](#) [Continue →](#)



Equipment Information

* Required field


Condensing Boiler

Manufacturer*
UTICA

Model Number*
MAH125

Total BTU Input*
125000.00

Energy AFUE
95

Installation Date*
01/03/2018 

Install Cost*
\$ 1800

Quantity Installed*
1

Anticipated Rebate Amount*
\$ 1200

Thermal Efficiency

+ Add another product

✕ Cancel

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

Account Holder Information & Payee Selection

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National Grid Account Holder & Payee Selection

Additional processing time may be required if account holder is different than payee name.

Customer Type*	Company Type*
Gas Account Number*	Building Type*
HOW DID YOU HEAR ABOUT THIS PROGRAM*	Make Check Payable To*
National Grid Sales Rep.	

Cancel



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National Grid Account Holder & Payee Selection

Additional processing time may be required if account holder is different than payee name.

Customer Type I'M AN EXISTING NATURAL GAS HEATING CUST	Company Type* INCORPORATED
Gas Account Number* 1234567897	Building Type* SMALL RETAIL
HOW DID YOU HEAR ABOUT THIS PROGRAM SALES REP/ACCOUNT EXECUTIVE	Make Check Payable To* ACCOUNT HOLDER
National Grid Sales Rep. THOMAS IACOBELLI	

Cancel

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

Invoice & Receipt Submission

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[Rebate Forms](#)

Invoice/Receipt

Upload a scan or photo of your receipt. If you have a self installed **Wi-Fi thermostat** you must include a copy of the **UPC code** with your receipt/invoice.


[Skip this step](#)

if you prefer to send your receipt by mail.

Add Image 

Max 4 Images, File Type: JPEG, GIF, PNG, PDF, Max File Size: 10 mb each

 Cancel

 Back

Continue 

Invoices are Important

INVOICE

Contractor Company, Inc.
 000 Main Street
 Syracuse, NY 13206
 Phone: 1-555-555-0000 | Fax: 1-555-555-0001

Date: 08/10/2016
Invoice #: 00456
Customer #: 007890

BILL TO

John Doe
 123 Main Street
 Syracuse, NY 13206

SERVICE ADDRESS

Doe John
 0 Main Street
 Brooklyn, NY 11209

DESCRIPTION	QUANTITY	AMOUNT
Manufacturer: Lochnivar - Gas-Fired Boiler Model: Knight KBN286 Boiler BTU's 285,000 Installed 08/05/2016	1	Labor: \$1,000 Materials: \$4,000

INVOICE EXAMPLE

PAID

INVOICE MUST SHOW
 "Paid in Full" OR "a Zero Balance"

Total: \$5,000
Deposit: \$2,500
Payment: \$2,500
Balance Due: **\$0.00**

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

Add Image

Image Information:

- JPEG
- GIF
- PNG
- PDF
- Max Size 10 mb each
- Max Images 4

The screenshot shows the 'nationalgrid' website header with the slogan 'HERE WITH YOU. HERE FOR YOU.' and navigation links for Home, Track, FAQ, Contact Us, and Rebate Forms. The main content area is titled 'Invoice/Receipt' and contains the following text: 'Upload a scan or photo of your receipt. If you have a self installed **Wi-Fi thermostat** you must include a copy of the **UPC code** with your receipt/invoice.' Below this is a link to 'Skip this step if you prefer to send your receipt by mail.' A blue 'Add Image' button with a camera icon is prominently displayed. Underneath the button, a note specifies: 'Max 4 Images, File Type: JPEG, GIF, PNG, PDF, Max File Size: 10 mb each'. Two files are listed in the upload area: '.....invoice-template.pdf' and '.....receipt-template.jpg', each with a trash icon to its right. At the bottom of the interface, there are three buttons: 'Cancel' with a close icon, 'Back' with a left arrow, and 'Continue' with a right arrow.

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

Account Holder Information

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Customer Information

* Required field

Please complete all required fields.

<p><small>Account Holder First Name*</small> Account Holder First Name*</p> <hr/> <p><small>Account Holder Last Name*</small> Account Holder Last Name</p> <hr/> <p><small>Account Holder/Company Name*</small> Account Holder/Company Name</p> <hr/> <p><small>Phone Number*</small></p> <hr/> <p><small>Email Address*</small></p> <hr/> <p><small>Confirm Email Address*</small></p> <hr/> <p><small>The email address you provide will be used for rebate status updates only unless you opt in to promotional emails below.</small></p> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 10px;"> <input checked="" type="checkbox"/> Yes, I would like to receive email offers from National Grid regarding additional energy saving measures available to me. </div>	<p><small>Street Address*</small></p> <hr/> <p><small>Apartment/Suite #*</small></p> <hr/> <p><small>ZIP Code*</small></p> <hr/> <p><small>City*</small></p> <hr/> <p><small>Country*</small></p> <hr/> <p><small>State*</small></p> <hr/>
---	--

[✕ Cancel](#)
[← Back](#)
[Continue →](#)

Customer Information

* Required field

Account Holder First Name*
Tommy

Account Holder Last Name
Jones

Account Holder/Company Name
ABC Appliance

Phone Number*
555-123-4567

Email Address*
tommyj@me.com

Confirm Email Address*
tommyj@me.com

Street Address*
418 S Pearl St

Apartment/Suite #
Apartment/Suite #

ZIP Code*
12202

City*
Albany

Country*
United States

State*
New York

The email address you provide will be used for rebate status updates only unless you opt in to promotional emails below.

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

Address Verification

Address Verification

We found a more precise version of the address you entered.

Recommended	You Entered
418 S Pearl St NY, Albany 12202-1912 US	418 S Pearl St NY, Albany 12202 US
Use Recommended Address >	Use Address I Entered >
	Edit Address ✎

ABC Appliance

Phone Number*
555-123-4567

Email Address*
tommy@me.com

Confirm Email Address*
tommy@me.com

The email address you provide will be used for various service updates only unless you opt in to promotional emails below.

Yes, I would like to receive email offers from National Grid regarding additional energy saving measures available to me

[Cancel](#) [Back](#) [Continue >](#)

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

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Contractor Information

Contractor information is required for non-self installed equipment. Note that your information must also appear on the contractor invoice.

First Name	Street Address
Last Name	Apartment/Suite #
Company Name	ZIP Code
Phone Number	City
Email Address	Country
Confirm Email Address	State

Cancel



Contractor Information

Contractor information is required for non-self installed equipment. Note that your information must also appear on the contractor invoice.

First Name Harold	Street Address 418 S Pearl St
Last Name Stickney	Apartment/Suite # Apartment/Suite #
Company Name ABC Appliance	ZIP Code 12202
Phone Number 555-321-5489	City Albany
Email Address hsappliance@gmail.com	Country United States
Confirm Email Address hsappliance@gmail.com	State New York

Cancel

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

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Review & Submit SUBMIT

Customer Information Edit

Tommy Jones
P:555-123-4567
tommyj@me.com
ABC Appliance
418 S Pearl St
Albany, NY
12202

Promotion Details

National Grid High-Efficiency Natural Gas Heating Incentives for Commercial Buildings (UNY)

Terms & Conditions
Please refer to the Rebate Form for full Terms and Conditions. I hereby affirm the Energy ... [Read more](#)

Contractor Information Edit

Harold Stickney
P:555-321-5489
hsappliance@gmail.com
ABC Appliance
418 S Pearl St
Albany, NY
12202

I have read and agreed to the Terms and Conditions. I acknowledge that all work is subject to on-site work verification and inspection as may be required by federal, state and local law, and by National Grid.

Product Information Add New

Condensing Boiler

Manufacturer: ABC
Model Number: 12345678
Year (EPA Year): 2020
Energy Star ID: 123456789
Installation Date: 2020-01-01
Make: ABC
Capacity: 100,000 BTU
Efficiency: 90%
Annual Fuel Utilization Efficiency (AFUE): 90%
Input: 100,000 BTU

Purchase Information Edit

Customer Type: I'M AN EXISTING NATURAL GAS HEATING CUSTOMER
Company Type: INCORPORATED
Gas Account Number: 123456789
Building Type: SMALL RETAIL
HOW DID YOU HEAR ABOUT THIS PROGRAM: SALES REPRESENTATIVE
Make Check Payable To: ACCOUNT HOLDER
National Gas Sales Rep: THOMAS JACOBELLI

Proof of Purchase Edit

...invoice-template.pdf
...receipt-terms-lets.jpg

Cancel Back SUBMIT



Review & Submit

Review & Submit

Customer Information

Tommy Jones
P:555-123-4567
tommyj@me.com
ABC Appliance
418 S Pearl St
Albany, NY
12202

Edit

Contractor Information

Harold Stickney
P:555-321-5489
hsappliance@gmail.com
ABC Appliance
418 S Pearl St
Albany, NY
12202

Edit

SUBMIT

Promotion Details

National Grid High-Efficiency Natural Gas Heating Incentives for Commercial Buildings (UNY)

Terms & Conditions

Please refer to the Rebate Form for full Terms and Conditions. I hereby affirm the Energy ... [Read more](#)

I have read and agreed to the Terms and Conditions. I acknowledge that all work is subject to on-site work verification and inspection as may be required by federal, state and local law, and by National Grid.

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

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Print & Mail

You must print this page and mail it in with the required documents to complete your submission.

Tracking Number 821112805
Condensing Boiler

Final Step!
To complete your rebate, you will need to submit your Form W9 through the CertCapture secure website by clicking this link.
Note: Payment will not be issued until all requirements are complete.

You can track the status of your rebate any time using this tracking number and your email address.

Submission Instructions

1. Print this summary page.
2. Collect your required documents:
 - Copy of the equipment's Air Conditioning, Heating and Refrigeration Institute (AHRI) certificate (if applying for a boiler, water heater or a furnace rebate). Download a certificate from www.ahridirect.org or ask your contractor for one.
 - Copy of a paid-in-full and dated work order/invoice/receipt that identifies:
 - Equipment or measure installed
 - Quantity installed
 - Labor costs
 - Material costs
 - Manufacturer
 - Model number
 - "Paid in Full" or "Zero Balance"
 - Installer name (if contractor installed)
 - UPC barcode(s) required for Thermostat (if self-installed)
3. Mail summary page and required documents to:
National Grid Rebate Center
Offer #17-23141
PO Box 94896
El Paso, TX 79954-0946

Your rebate should arrive 6-8 weeks after we receive your documents. Payment processing will take longer if information or documentation is missing. For the application:

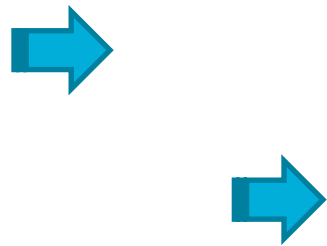
El Paso, TX 00000-0000

Summary

Send Rebate To:
Tanya Johns
140 Albee St.
Baytown, TX
77521
P: 555-123-4567

Promotions:
National Grid High-Efficiency Natural Gas Heating Incentives for Commercial Buildings (HNY)

Print Rebate Summary
Email Rebate Summary
Start Another Rebate



Final Step!
To complete your rebate, you will need to submit your Form W9 through the CertCapture secure website by clicking this link.
Note: Payment will not be issued until all requirements are complete.

Avolara CertExpress

Sign In To CertExpress:

Login
Don't yet have an account? [Sign up here](#)

Email Address *

Password *

[Forgot my logging in?](#) **LOG IN**

Proceed As Guest:

Select one or more boxes to create document(s) for National Grid - New York W-9

nationalgrid
[www.nationalgrid.com](#)

Jurisdiction:
Select a jurisdiction...

I accept the [Terms and Conditions](#)

LOG IN

Avalara Link:
<https://app.certexpress.com/?c=3268366a46794f3367347a7a427245572b673d3d>

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

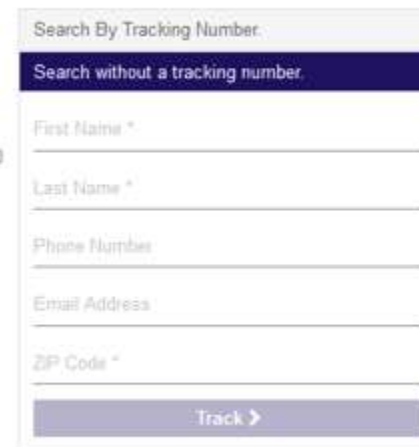
How to Track a Rebate

- Go to www.rebatesee.com
- Click on Track
 - Enter Tracking Number
 - Enter Demographic Information



The screenshot shows the top of the National Grid website with the logo and tagline. Below the navigation bar, the heading 'Track a Rebate' is displayed. A dark blue button labeled 'Search By Tracking Number' is highlighted. Below it is a text input field for the tracking number and a 'Track >' button.

Track a Rebate



The screenshot shows the 'Track a Rebate' page with the 'Search without a tracking number' option selected. The form includes input fields for 'First Name *', 'Last Name *', 'Phone Number', 'Email Address', and 'ZIP Code *'. A 'Track >' button is at the bottom.

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

Track Site Rebate Communications

- Submissions will appear as Pending in the system while the submitted information is being reviewed before activation.
- Once activated the submission will be either Invalid or Valid.
 - If invalid, the customer can resubmit the needed information online instead of mailing in the documentation.
 - If valid the communication will be listed as:
 - In Process if the check has not mailed.
 - Fulfilled once the check has mailed.
- All invalid submissions will receive a letter, but the status can be checked on-line as well.

Update - Gas C&I Programs – 2018 On-Line Rebate Submissions

On-line Communication Examples

Rebate Status

Results for :
792612660

[← Back](#)

Status : Pending

Your submission is currently being processed. Please check back later for your rebate status.

Submit Date :
07/23/2017

Rebate :
\$100.00

Submission Type
ON-LINE

Promotion Name :
██████████ Rebate Program

Rebate Status

Results for :
791095609

[← Back](#)

Status : Invalid

We're sorry, there is a problem or error with your rebate. Please resubmit any missing material or information to the resubmission's department in the box below.

- The images we received for your online submission were not legible on our end. Please mail in your supporting documentation to the address provided so we may continue processing your rebate. If you applied online, you may reload your image using the tracking number from your confirmation email.

[Resubmit Missing Information](#)
[Resubmit Here](#)

Promotion Name :
██████████ Rebate Program

Submit Date :
07/19/2017
Submission Type
ON-LINE

Rebate Status

Results for :
788835571

[← Back](#)

Status : Fulfilled

Your rebate is valid. Please allow 10-14 days to receive your rebate.

Submit Date :
07/08/2017

Rebate :
\$100.00

Submission Type
ON-LINE

Shipped Date :
08/03/2017

Promotion Name :
██████████ Rebate Program

Rebate Status

Results for :
788868912

[← Back](#)

Status : Invalid

We're sorry, there is a problem or error with your rebate. Please resubmit any missing material or information to the resubmission's department in the box below.

- Household Limit Exceeded

Submit Date :
07/08/2017

Submission Type
ON-LINE

Promotion Name :
██████████ Rebate Program

Small Business EE Programs

Colleen Keane, Small Business Program Manager



Small Business Program

- Two Paths: Direct Install or Customer Directed Option
 - Direct Install: Vendors under contract with National Grid for materials & labor rates
 - Customer Directed Option: Third party administrator manages Trade Allies to complete projects
- Retrofit projects only (not building renovations or new construction)
- Qualifying Customers:
 - Be an active National Grid electric customer
 - Pay the System Benefits Charge
 - Average annual demand usage of 110 kW or less
 - Have an electric rated code of SC2 or SC2D

Small Business Program

- Incent up to 60 percent of project costs
- Measures include:
 - Lighting upgrades; including controls
 - Site specific custom lighting projects
 - Custom refrigeration measures
- Financing Options - customers share of the costs
 - On-bill up to 12 months
 - Lump sum payment (NGRID or Vendor) – discount additional **10%**
- <https://www.nationalgridus.com/Upstate-NY-Business/Energy-Saving-Programs/Small-Business> (paste in browser)

ProNet Site & New On-Line EE Forms and Applications

Mary Burgess, Vendor Relations, Channel Sales NY



ProNet – Trade Professional Website

- At ProNet you will find the following resources:
 - Electric EE Program Applications
 - Gas EE Program Applications
 - One-page Energy Efficiency Electric customer ‘leave-behind’
 - Sign-Up for EE Newsletter to Trade Professionals
- Here’s the link: <https://www.nationalgridus.com/ProNet>

ProNet – Trade Professional Website

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The screenshot shows a web browser window with the URL <https://www.nationalgridus.com/ProNet/#>. The page header features the National Grid logo and the tagline "HERE WITH YOU. HERE FOR YOU." alongside the text "Professional Network" and a search bar. A navigation menu includes "Work With Us", "New/Upgraded Service", "EE Solutions", "Technical Resources", and "Applications/Forms".

On the left, a "Quick Links" sidebar contains:

- Key Advantages
- C&I Rebates & Incentives
- Residential Rebates & Incentives
- Services & Tools
- Technical Resources

The main content area features a large graphic with the text "If you have a project, we have a plan." and an illustration of hands interacting with a tablet displaying a building. To the right, a section titled "Introducing the National Grid Professional Network" states: "From technical advice to financial incentives, we help architects, engineers, contractors, and other trade and energy professionals add value to their projects. Start here to find the resources you need to achieve your clients' energy saving goals and grow your business."

Four blue arrows point from the top-left text area to the following elements on the website:

- From the underlined "ProNet" to the "EE Solutions" menu item.
- From the "ProNet" text to the "C&I Rebates & Incentives" link in the Quick Links sidebar.
- From the "Trade Professional" text to the "Key Advantages" link in the Quick Links sidebar.
- From the "Website" text to the "Technical Resources" link in the Quick Links sidebar.

2018 Applications on Website

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nationalgrid Upstate NY
HERE WITH YOU. HERE FOR YOU. Charge Location > Search

Energy Management Systems (EMS), Hotel Occupancy Sensors and Vending Miser Application 2018 Retrofit Program

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Your Account > Your Home > Your Business > Business Partners > Our Company >

Home > Services & Rebates

Services & Rebates

Use the left-hand menu to discover energy saving services and rebates you.

Showing 1 - 8 of 8 | Results per page 10 | 25 | 50

State-of-the-art efficiency with Energy Management Systems

An Energy Management System (EMS) is an indispensable tool for improving the energy efficiency of ventilation, and air conditioning systems. EMS technology can be used to relax temperature setpoints in unoccupied buildings by alternating use of heating and air conditioning rather than turning them off completely. This approach controls humidity, protects the building contents, and prevents freezing. Continuing advances in technology have made EMS systems cost-effective for you to learn more, please contact a National Grid energy professional at 1-800-787-1706 or by email efficiency@nationalgrid.com.

📄 Downloads: [Application Form \(413.0 KB WWW\)](#)

- Customer Type
 - For Homeowners
 - For Renters
 - For Businesses
- Location
 - Rhode Island
 - Massachusetts
 - Upstate New York
 - New York City (Brooklyn, Queens, Staten Island)
 - Long Island/Rockaway Peninsula
- Fuel Type
 - Natural Gas
 - Electric

ALL FIELDS ON THIS PAGE ARE REQUIRED.

CUSTOMER/ACCOUNT HOLDER INFORMATION (Customer must submit a W-9 Form)

CUSTOMER FACILITY NAME	CONTACT PERSON	APPLICATION DATE
PHONE	FAX NUMBER	CUSTOMER FEDERAL TAX NUMBER
METAL SITE	EMAIL ADDRESS	SQUARE FEET COVERED BY THIS APPLICATION
STREET ADDRESS	CITY	STATE
MAILING ADDRESS (IF DIFFERENT)	CITY	STATE
COMPANY TYPE: <input type="checkbox"/> INCORPORATED <input type="checkbox"/> S-CORP <input type="checkbox"/> NOT INCORPORATED	CLASSIFICATION TYPE: <input type="checkbox"/> DMV <input type="checkbox"/> AIRPORT <input type="checkbox"/> ZOO <input type="checkbox"/> (BIO-BIO) <input type="checkbox"/> (INDUSTRIAL) <input type="checkbox"/> (COMMERCIAL) <input type="checkbox"/> (DMV LARGE COMMERCIAL USE THE "DMV" CLASSIFICATION)	
CUSTOMER OF RECORD: BILLING ACCOUNT NUMBER (IF APPLICABLE)		
BUILDING TYPE (SELECT ONE):		
<input type="checkbox"/> ASSEMBLY	<input type="checkbox"/> FAST FOOD	<input type="checkbox"/> HOSPITAL
<input type="checkbox"/> AUTO REPAIR	<input type="checkbox"/> FOOD & BEVERAGE	<input type="checkbox"/> HOTEL
<input type="checkbox"/> BUS STOP	<input type="checkbox"/> FULL SERVICE RESTAURANT	<input type="checkbox"/> LARGE OFFICE
<input type="checkbox"/> COMMUNITY COLLEGE	<input type="checkbox"/> GROCERY	<input type="checkbox"/> LARGE RETAIL
<input type="checkbox"/> COLLEGE SICKLEARY	<input type="checkbox"/> HEAVY INDUSTRIAL	<input type="checkbox"/> LIGHT INDUSTRIAL
<input type="checkbox"/> ELEMENTARY SCHOOL	<input type="checkbox"/> HIGH SCHOOL	<input type="checkbox"/> HOTEL
<input type="checkbox"/> MULTIFAMILY HIGH-RISE	<input type="checkbox"/> MULTIFAMILY LOW-RISE	<input type="checkbox"/> REFRIGERATED WAREHOUSE
<input type="checkbox"/> SINGLE FAMILY RESIDENCE	<input type="checkbox"/> SMALL OFFICE	<input type="checkbox"/> UNIVERSITY
<input type="checkbox"/> SMALL RETAIL	<input type="checkbox"/> WAREHOUSE	<input type="checkbox"/> OTHER:

INCENTIVE PAYMENT

CUSTOMER ADDRESS ABOVE INSTALLATION CONTRACTOR / EQUIPMENT VENDOR / PROJECT EXPEDITER OTHER (FILL OUT BELOW)

BUSINESS NAME	CONTACT PERSON
STREET ADDRESS	CITY
PHONE	EMAIL ADDRESS
COMPANY TYPE	FEDERAL TAX ID NUMBER (REQUIRED IF RECEIVING INCENTIVE)

INSTALLATION CONTRACTOR / PROJECT EXPEDITER INFORMATION

INSTALLATION COMPANY	PROJECT EXPEDITER	CONTACT PERSON
STREET ADDRESS	CITY	STATE
PHONE	EMAIL ADDRESS	
COMPANY TYPE	FEDERAL TAX ID NUMBER (REQUIRED IF RECEIVING INCENTIVE)	

**WELCOME New Trade Professionals
and Suppliers!**

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HERE WITH YOU. HERE FOR YOU.

**Visit with our National Grid vendor
relations team following the
program today.**

**Mary Burgess
National Grid Energy Efficiency Vendor Relations
mary.burgess@nationalgrid.com
(315) – 428-6804**

Questions



UNY Vendor/Trade Professional; Orientation – Annual Code of Ethical Business Conduct Refresher



**Carolyn King, Sr. Analyst, NY Residential Program Execution
Ethics Liaison – Market Development Group**

We're Number 1! (again)



Employees Kendra McAuliffe, Chris Dorsey and Soraya Jean-Baptiste (l-r) proudly accept our award from Erica Salmon Byrne, EVP of The Business Ethics Leadership Alliance (far right)

National Grid's Purpose, Vision and Values

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Purpose

Vision

Values



**Find a
Better Way**

**Do the Right
Thing**

National Grid Energy Efficiency Program

National Grid's energy efficiency programs are supported by many different vendors including, but not limited to:

- Vendors under direct contract with National Grid
- Trade Professionals

What's expected of those vendors who participate in our programs?

- If under direct contract, follow ALL the terms of the contract
- Follow any program guidelines or requirements
- If applicable follow any background check requirements
- Uphold National Grid's ethical expectations no matter what the arrangement is with the Company

Fraud, Bribery & Corruption



Examples of fraud opportunities in the energy efficiency program

- Unauthorized access to InDemand System
- Inflating invoices provided to National Grid
- Not performing the work captured on the invoice
- Overstated operating hours
- Inaccurate existing facility data

We have an aggressive monitoring program to ensure fraud does not occur in our programs.

Entertainment, hospitality, gifts and cash rewards

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What is a Conflict of Interest?

- A conflict of interest arises when your personal interests or outside activities impair your ability to perform your work or make objective decisions on behalf of National Grid
- This includes any activity that competes with National Grid
- **Sometimes, even if there is no actual conflict of interest, it is the perception of a conflict that gives rise to concern**

Recent National Grid Incidents

- Contractor stealing approximately \$50,000 worth of jewelry from a customer
- Contractor showing up at a Customer's home with vulgarities printed on his work shirt
- **Failure to comply with background check requirements**
- Contractors providing false energy efficiency savings projections to customers
- National Grid being charged for parts and services that were never installed

Recent Consequences of Reputational harm

- Chipotle losing three years of earnings because of reputation damage from its e-coli crisis
- Wells Fargo lost \$8 billion in value because of reputation losses from its cross-selling scandal
- Volkswagon is estimated to have lost \$\$10 billion in brand value since emissions scandal emerged



“Do The Right Thing” Quick Test

- ✓ **Is it legal?**
- ✓ **Is it right and honest? (That is, there is no intention to deceive or mislead.)**
- ✓ **Is it within the terms or the spirit of “Doing the Right Thing”, National Grid’ policies and values?**
- ✓ **Does it avoid creating a sense of obligation?**
- ✓ **Can I justify it to my manager, director and my family?**
- ✓ **If I belong to a professional body, does it comply with that body’s codes?**
- ✓ **Would I feel comfortable reading about it in the press?**

US Ethics and Compliance Office Contact Information

William J. Holzhauer
(US Director of Ethics & Compliance)

315.428.6341

william.holzhauer@nationalgrid.com

Christopher R. Dorsey

516.545.5709

christopher.dorsey@nationalgrid.com

Kellie M. Knickerbocker

315.428.6604

kellie.knickerbocker@nationalgrid.com

A 24-hour AlertLine*

1.800.465.0121

<https://www.nationalgridalertlineus.com>

Internal Toll-Free Helpline

888.867.6759

businessconduct@nationalgrid.com

Mail: Business Conduct Office, P.O. Box 7203, Syracuse, NY 13261-7203

***staffed by an independent company, provided anonymous reporting**

Data Accuracy - Annual Refresher



FERC Audit - Recommendation

The Federal Energy Regulatory Commission's Division of Audits within the Office of Enforcement completed "Audit of the Performance of Massachusetts Electric Company in the Forward Capacity Markets of ISO New England, Inc." Docket No. PA12-12-000 September 25, 2014

- Evaluated MECO's (The Company) performance as a market participant within ISO-NE's Forward Capacity Market (FCM) and its compliance with relevant portions of ISO-NE's Markets and Services Tariff.
- Continue to assess the need for improvements in its [MECO's] processes and procedures to identify and prevent unreasonable data entries, particularly by vendors less experienced in data entry.

National Grid Requirements for Contractor Employee Background Checks



Background Check Requirements

Two Levels

- **Level 1** background checks require identity verification and verification of legal right to work in the United States and are required of all Contractors
 - I-9
 - E-Verify
 - Consent Based Social Security Number Verification (CBSV)
 - Third Party Vendor Not Required

Background Check Requirements

- **Level 2** background checks are required for all Contractor Employees who will be performing work for National Grid and meet any of the following criteria:
 - Have direct contact with customers (on their property or in their home/business)
 - Have access to the National Grid customer records database or employee records
 - Require unescorted (not accompanied by an authorized person) access to National Grid buildings, records, property, rights-of-way, vehicles, materials and assets
 - Have direct and/or remote electronic and/or physical access to cyber assets (hardware/software) or records (electronic, paper, etc.)
 - Provide software, database, and/or application development services, whether on-site or remote

Background Check Review

- Contractors needing Level 2 background checks are required to use Accurate Background Check, Inc. (ABC)
- Accurate Background Check, Inc. provides a web based portal that National Grid Security personnel use to verify completion of background checks.
- Only “Meets Requirements” or “Needs Review” status can be seen by National Grid personnel through the portal.
- **NOTE:** If a contractor is using DOT level requirements for their drug screening, they need to a copy of their Drug & Alcohol Policy to Brian AuCoin for review. Upon completion of the review, Brian may grant a waiver on the drug screening being done through Accurate. All other requirements must be completed through Accurate.

Background Check Review

Attachment C –Instructions for Ordering Background Checks (07-20-16)

Background checks can be ordered via Accurate Background Check's online system. Prior to ordering background checks, an account must first be setup with Accurate. To set up an account, contact Account Services using the contact information below, and tell them you need an account for National Grid contractor background checks. When your account setup is complete, Accurate will send you an instruction manual for using their online system.

Note: There is a 7 – 10 day lead time required for Accurate to set up an account.

Primary contact

E-mail: AccountsServices@accuratebackground.com
Phone: 949-609-2257
Toll Free: 800-784-3911 X228
Fax: 949-380-2308

Secondary contact

Colleen West
Phone: 949-609-2281
Fax: 949-380-2381
E-mail: cwest@accuratebackground.com

Background Check Review

- B-1 or B-2 Compliance Statement signed by officer/principal of company required, as applicable.
 - B-1 asserts that contractor performs I-9, E-Verify and CBSV on its employees. Does not require Accurate Background Check, Inc. engagement.
 - B-2 asserts that contractor will engage Accurate Background Check, Inc. to conduct Level 2 checks on employees that need unescorted access and that they understand what checks will be performed.

Background Check Review

- Additional requirements on B-2.
 - Workers (contractor or NG employee) that have been previously terminated by National Grid, for cause, are not allowed to work for National Grid as contractor or employee.
 - Prime contractors understand that they are responsible for sub-contractors' compliance with National Grid's background check program.

Break! – 10 Minutes



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The Changing Landscape

Brandon Dyer, Lead Analyst, NY Strategic Business

Poornima Eber, Sr. Analyst, NY Program Strategy & Evaluation



Energy Efficiency: **Expanded Priorities**

- Regulatory landscape puts greater emphasis on energy efficiency
 - Higher energy savings targets with same funding
 - Both program-based and outcome-oriented metrics
- Emphasis beyond incremental electric energy savings
 - Peak reduction
 - Distributed energy resource (DER) penetration
 - Energy intensity reduction (Commercial & Residential)

Energy Efficiency: **New Programs**

- LED Street Lighting (expected launch Q2 2018)
 - Prescriptive incentive based on LED wattage installed
 - Applicable for all roadway lights, regardless of National Grid or customer ownership
 - Company goal of converting 10% of total lights each year
- Additional funding opened for new initiatives:
 - Partnership opportunities with third parties
 - Tiered incentive structure to deliver dynamic incentives
 - Midstream/Upstream opportunities
- Goal of expanding customer engagement with multiple DERs through greater value streams and opportunities

Energy Efficiency: Drivers

- Coordination with NYSERDA increasingly important
 - Eliminating current overlap in incentive programs
 - Closing market gaps as NYSERDA transitions focus
 - Opportunities to provide additional value to customers
- Holistic program approaches
 - Pushing connected (“smart”) technologies and control systems to enable demand response participation
 - Inserting energy efficiency as a “first resource” consideration before renewable (or other DG) installations
 - Pursuing financing opportunities with partners

Energy Efficiency: 2018 Timeline

- New programs launching in Q2
 - LED Street Lighting
 - Tiered Incentive Structure
- 2018-2021 Energy Efficiency Transition Implementation Plan filing on June 1
 - Describes past performance, current offerings, and forward-looking strategies for EE programs
 - Will reflect rate case changes

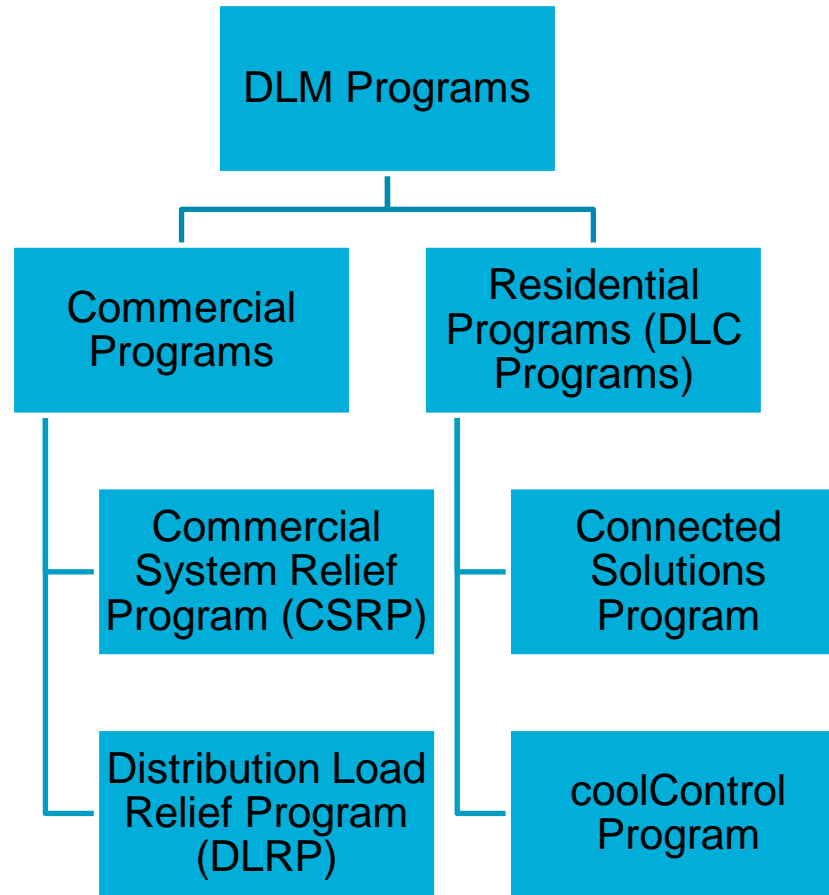
Demand Response Programs

Upstate New York

Poornima Eber, NY Program Strategy



NY Demand Response (DR) Programs



DR Program Information - Commercial System Relief Program (CSRP)

- Peak-shaving program that targets large C&I customers
- Transmission-level and distribution-level customers can participate in a monthly reservation- payment option by pledging a contractual load
- Reservation-option participants are required to shed the contracted load level during called DR events and are also paid for performance for participation in DR events
- A voluntary option pays customers for event performance only
- Peak Shaving events may be called when targeted area loads are forecasted to exceed 92% of National Grid's 95/5 peak load forecast

CSRP (continued)

- In 2017, National Grid had 200 customers through 4 aggregators and 1 direct participant (188.6 MW curtailment)
- Customers required to be National Grid electric customers in following rate classes: 1, 1C, 2, 3, 3A, 4, 7, or 12
- Program operated from May through September
- 21 hour advance notice is given for a planned event, with a minimum duration of 4 hours per event and 3pm to 7pm being the most common event period
- Total Payment is \$13.75/year + performance for the total CSRP incentive

Distributed Load Reduction Program (DLRP)

- Contingency DR program targeting commercial customers (distribution voltage customers only)
- Program calls for load relief during distribution electrical emergencies
- Customers can participate in a monthly reservation payment option wherein participants are required to shed their contracted load level during called DR events
- Reservation-option customers are also paid for performance during an event; whereas, the voluntary option pays customers for event performance only
- DLRP events may be called when targeted equipment is expected to exceed its limits

DLRP (continued)

- DLRP is currently only focused in the Kenmore area (designated area)
- As new designated areas are identified (new NWAs) and DR is a chosen Distributed Energy Resource (“DER”), DLRP will be offered in those areas as well
- A list of NWA’s and other constrained areas are currently under review

Energy Efficiency + Demand Response

- Energy Efficiency focuses on reduction of energy (kWh) use through equipment upgrades
- Demand Response focuses on temporary peak power (kW) load reduction through behavioral change, equipment scheduling or discharge of a power source
- Overlap exists in the main mission of both - to reduce energy costs for all National Grid customers

Questions



Third Party Financing – Ascentium Capital

Josh Patton

Vice President - Sales

281.902.1969

JoshPatton@AscentiumCapital.com





New Financing Offer for NY Large C&I

Josh Patton

Vice President - Sales

281.902.1969

JoshPatton@AscentiumCapital.com



Confidential



Meet Ascentium Capital

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Ascentium Capital specializes in designing revenue-generating finance programs for organizations nationwide.

- Competitive financing and leasing solutions up to \$1.5 Million
- Headquartered in Kingwood, Texas with national sales offices
- Over 230 national sales and finance experts nationwide
- Largest private-independent finance company in the U.S.*
- Moody's rating of Aaa on senior class of asset-backed notes
- 2017 Best Business Lending Platform-FinTech Breakthrough Award
- Financed over \$3 billion to over 38,000 businesses since August 2011
- Primary Lender for Michigan Saves Program
- Energy Efficiency Financing Specialists

Source: The Monitor – Rank by new business volume



The Power of Efficiency Financing

Win projects and accelerate sales

National Grid has teamed up with Ascentium Capital to provide a new flexible financing options that are designed to accelerate sales and remove price objections!

A Win for Trade Allies

- Improve closing ratios
- Enhance client relationships
- Remove price objections
- Reduce order delays

A Win for Your Clients

- Flexible financing up to \$1.5 million
- 0% financing on qualified projects
- Terms up to 60 months
- Finance up to 30% in soft cost (tax, shipping, installation & more!)

Streamlined Process

- Online proposals in 60 seconds or less
- MyAscentium.com to apply & track portfolio
- Credit decisions in 2 hours or less
- 1-page document - small ticket transactions

How it Works



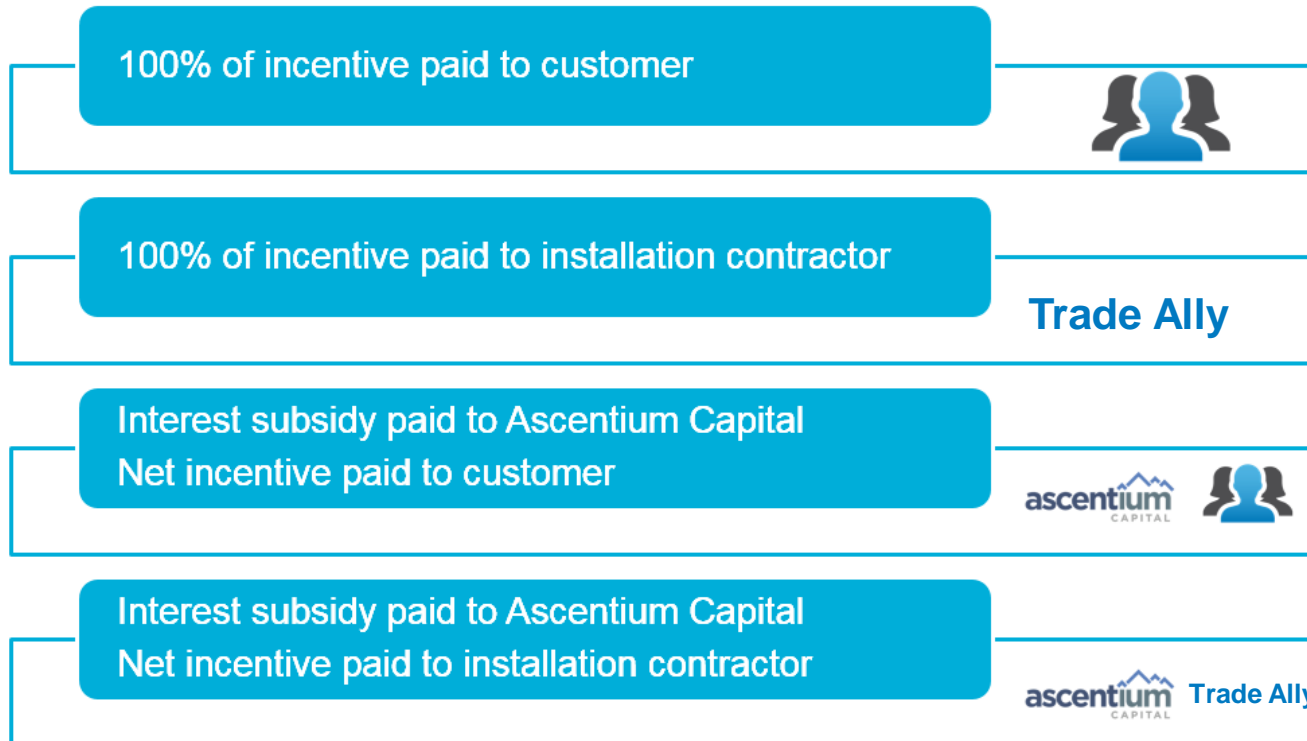
Details

- Incentive: split between the required subsidy amount and the rebate amount being sent to the customer
- Financial statements: no financials needed if transactions are \$250,000 or less for clients with verifiable business credit
- **Trade Allies**: receive payment upon final inspection from National Grid
- Support: receive training, marketing materials and on-going sales support
- Dedicated team: Ascentium Capital's finance specialists are available to help **you** win more business

Incentive Allocation

nationalgrid

Customer directs the allocation of incentive



Calculating the Required Subsidy

<https://myascentium.com/IncentiveCalculator/>

Monthly Savings Example = \$2,775

Project Amount:

Incentive Amount:

126068

52115

Calculate

Term (Months)	Total Subsidy	Remaining Incentive	Amount Financed	Zero % Payment
24	\$8,314	\$43,801	\$82,267	\$3,428
36	\$11,684	\$40,431	\$85,637	\$2,379
48	\$15,391	\$36,724	\$89,344	\$1,861
60	\$19,556	\$32,559	\$93,509	\$1,558

Email:

YourName@yourcompany.com

First Name:

Customer's First Name

Last Name:

Customer's Last Name

Business Name:

Customer's Business Name

Business Phone:

315-555-1212

Mobile Phone:

585-555-1212

Equipment Description:

LED Lighting

Term Selection:

36

Submit

Success: Proposal sent.

Presenting the Proposal

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Finance Request
\$85,636.50

Quotation Prepared For
Customer's Business Name
Attn To: Customer's First Name Customer's Last Name
YourEmailAddress@PECompany.com
315.555.1212

Prepared By
Josh Patton
Vice President - Sales
Josh.Patton@AscentiumCapital.com

Equipment:
LED Lighting

Quotation Requested By
National Grid

281.902.8969
586.201.9699
281.921.3069

Monthly Payment Options

Finance Agreement	
# Advance Payment(s): <small>(Does not include first payment)</small>	
36 Months	36 @ \$2,378.79
Months	
Months	
Months	

Please circle your desired payment option, sign below, and return to me. This proposal will expire in ten (10) business days, from the date originated, unless signed and returned to our office.

We appreciate the opportunity to submit this proposal to you. Should you have any questions, please feel free to contact me.

	Agreed: Customer's Business Name
	Signature _____ Date _____

Which Payment to Propose?

- Calculate the Monthly Savings (Annual Savings / 12).
- Pick the monthly payment that creates a cash flow positive situation from day 1.
- Input your own email address to have a PDF payment quote auto generated and sent to you.
- Input customers information for the rest of the fields.
- Select the term option that creates the cash flow positive situation from day 1.

Get a Commitment!

- Have them sign the proposal and complete the credit application.
- Watch your sales pipeline grow

Presenting the Proposal

Project Savings Overview

INPUT FACTORS:

KWh Rate	\$0.1637 / KWh
Hours of Operation	Hours vary by location
Existing Measure Count	520 measures
Proposed Measure Count	520 measures

ENERGY and FINANCIAL SAVINGS:

Annual kWh Saved	203,445 kWh
Total Annual Savings (\$)	\$33,303.87

FACILITY INVESTMENT:

Turnkey Project Cost	\$126,068.00
Utility Incentive	\$40,431.00
Net Total Investment	\$85,637.00

FINANCIAL ANALYSIS:

Simple Payback (years)	2.57
Project ROI	39%
Number of Months	36 months
Monthly Payment: \$2,378.81 / Monthly Savings:	\$2,775.32

Your Proposal to the Customer

- Use Amount Financed amount as your price to the customer (project cost – total subsidy – remaining incentive).
- Show the Remaining Incentive as the incentive amount received.

Selling Strategies:

- “National Grid will pay all your interest + provide some incentive money to lower the amount financed.”
- Offer the payment that provides a cash flow positive situation from day 1.
- Use for Small Business customers that need a longer than 12 month term.
- Show customer how much they will save after the term is completed.
- Calculate their “Cost of Waiting” and break it down per year, month, and day.

Financing Simplified

nationalgrid
HERE WITH YOU. HERE FOR YOU.

**Integrated
quote-to-apply-
to-approval**

**Quick
Quote**

- iCalc, Smart phone, or portal
- Dedicated email & phone #

**Instant
Credit
Decisions**

**App-Only
up to
\$250,000**

- No tax returns or financials
- Online application or pdf version

**Subsidy
Requested**

**Subsidy to
Allow for
0%
Financing**

- Ascentium Capital emails National Grid for approval based on incentive

**Fast and easy
document
submission**

**1 Page
Document
up to
\$150,000**

- Via e-docs, email or fax
- DocuSign electronic signatures accepted

**Same Day
ACH
Funding**

**Deal
Funded**

- Upon final review / site from National Grid
- Up to 100% prefunding available.

***Fast.
Flexible.
Financing***

You Get Paid Faster!

Credit Application

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PDF Credit Application



Online Credit Application

Business Credit Application
Prefer a paper application? Get one [here](#)

1 2 3

Business

Business Legal Name:

DBA (if applicable): Phone #:

Street Address: ZIP:

City: State:

Federal Tax ID: Business Started: Month: Year: # of Employees:

Industry Type: Legal Structure:

Website:

[Next Step >](#)



Commercial Credit Application
Josh Patton
Fax to: 281.521.3369 Phone: 281.502.1569
Email to: Josh.Patton@AscentiumCapital.com



Company Information			
Business Legal Name	DBA (if applicable)		
Street Address			
City	State	ZIP	Phone
Contact Name	Title	Cell	Email
Federal Tax ID	Years in Business Under Current Ownership	# of Employees	
Industry Type	Website		
Legal Structure	<input type="checkbox"/> Sole Prop <input type="checkbox"/> Partnership <input type="checkbox"/> LLC <input type="checkbox"/> Corporation <input type="checkbox"/> Municipal <input type="checkbox"/> Not for Profit		

Vendor, Equipment & Finance Information		Vendor Code		
Vendor Name	Contact			
Address				
Website	Phone	Email		
Equipment				
Equipment Type	<input type="checkbox"/> New <input type="checkbox"/> Used	Total Project/Equipment Cost	Amount to be Financed	Term in Months

Equipment Address (if different from above)

Primary Bank Reference			
Bank Name	Account #	Contact	Phone

Legal Name of Owners, Officers or Guarantors (Please sign on the signature line)			
(1) Name	Title	Cell	Email
Social Security #	% Ownership	Cell	Home Phone
Home Address			Date
Signature #1			
(2) Name	Title	Cell	Email
Social Security #	% Ownership	Cell	Home Phone
Home Address			Date
Signature #2			

Underwriting Details

Credit Window

- Transactions from \$10,000 to \$1.5 million
- Quick one-page application up to \$250,000
- Broad range of terms from 12 - 60 months
- Energy Efficient Equipment
- A, B and C paper

Credit Guidelines

- 24+ months in business
- 650+ FICO scores (exceptions considered)
- No revolving debt or revolving availability restrictions

Corp-Only Transactions

- 5 years time in business
- Application-only up to \$250,000
- 15+ employees
- Strong business credit with verifiable (D&B or other commercial report)

Quick Decisions

- Credit decisions made in 2 hours (under \$250,000)
- Transactions over \$250,000 require a full financial package and take up to 48 hours to approve

Full Financial Package (transactions over \$250,000)

- 2 years of audited financials (if audits unavailable, 2 years of corp tax returns & company prep financials)
- Debt Schedule
- Potentially personal returns from the owners

Financing Document

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EQUIPMENT FINANCE AGREEMENT

Agreement No. _____

Ascentium Capital LLC
23970 HWY 59 N
Kingwood, TX 77339-1535
AscentiumCapital.com

DEBTOR (you or your):		ADDRESS	TERM
PAYMENT SCHEDULE: @ \$			
COLLATERAL: Items of personal property as generally described herein which Ascentium Capital LLC and Debtor agree that a more detailed description of the property being financed shall be maintained by us among our books and records in whatever more detailed description of the property financed is received from the supplier of such property and, absent manifest error, such detailed description shall be considered incorporated into this Equipment Finance Agreement and shall be provided to Debtor promptly upon request.			
Personal Property Description:			
<p>Agreement. Ascentium Capital LLC ("Lender," "we," "us" or "our") agrees to lend to Debtor and you agree to borrow from us an amount for the financing of the Collateral. Amounts received by us under this Equipment Finance Agreement ("EFA") shall be applied as we determine. This EFA has an interim term ("Interim Term") and an initial term ("Initial Term"). The foregoing collectively the "Term." The Interim Term starts on the date we fund the purchase price of the Collateral. The Initial Term starts on the billing date specified by us ("Commencement Date"). You agree to pay us: (a) payments (each a "Payment") shown above during each month of the Initial Term; the first Payment is due on the Commencement Date; and (b) all other amounts that become due under this EFA, including 100th of a Payment for each day of the Interim Term. You authorize us to adjust the Payment if the final cost of the Collateral or tax is different from that on which such Payment is based. Any amount not paid when due is subject to a late charge of the lower of 10% of such amount or the highest amount allowed by law.</p> <p>Grant of Security Interest. You hereby grant to us a security interest in the Collateral and all proceeds to secure all of your obligations under this EFA.</p> <p>Disclaimer of Warranties and Claims. We make no representation or warranty as to any matter whatsoever including the merchantability or fitness for a particular purpose of the Collateral. This EFA is irrevocable. Your obligation to pay all amounts payable hereunder is absolute and unconditional and will not be subject to any reduction, setoff, defense, counterclaim, setoff or recoupment for any reason. You acknowledge you selected the Collateral and the supplier and your supplier is not our agent nor are we their agent. You will use the Collateral for commercial purposes only and in compliance with law.</p> <p>Collateral. You will not modify or change location of the Collateral without our prior consent and allow us to inspect it upon our request. At your expense you will maintain the Collateral in good operating condition and repair. You will keep the Collateral free and clear from all liens and encumbrances. Titled Collateral will be titled and/or registered as we direct. You are responsible for any damage or destruction of the Collateral. You will at our election repair the Collateral at your expense or pay to us all amounts then due and owing plus the total of all unpaid Payments for the Term discounted at 3%. You will indemnify and hold us, our members, managers and employees harmless from and against any claims, costs, expenses, damages and liabilities, in any way relating to the Collateral.</p> <p>Fees and Taxes. You agree to pay when due and to hold us harmless from all taxes, interest and penalties relating to this EFA and the Collateral ("Taxes") and reimburse us for those Taxes we pay on your behalf. You agree to pay us documentation fees and all other fees we deem necessary.</p> <p>Insurance. During the Term you will maintain insurance we specify on the Collateral. If you do not provide us satisfactory proof of insurance we may, but are not required, to buy such insurance for our benefit and add charges which may result in a higher premium you would pay if you obtained insurance, plus an interest charge.</p>		<p>Default and Remedies. If any one of the following occurs, you will be in default: (i) you fail to pay any amount under this EFA when due; (ii) you cease doing business, admit your inability to pay your debts, or you file or have filed against you a petition under the Bankruptcy Code; (iii) you breach any other obligation of yours contained in this EFA; or (iv) any of the above events of default occur with respect to any guarantor. Upon your default, we may do any or all of the following: (a) terminate this EFA; (b) take possession of the Collateral; you irrevocably waive any security interest of us in the event we take possession of the Collateral and release you to deliver it to us at your expense to a location designated by us; (c) declare all sums due and to become due hereunder immediately due and payable; all future payments discounted at 3% as calculated by us; (d) sell, dispose of, hold, or lease the Collateral; (e) exercise any other right or remedy which may be available to us under applicable law. You shall reimburse us for all costs we incur in enforcing our rights including our attorneys' fees and costs of repossession, repair, storage and reconditioning of the Collateral. A waiver of default will not be a waiver of any other or subsequent default.</p> <p>General. This EFA shall be governed and construed under the laws of the State of California without reference to its principles of conflicts of laws. You consent to the non-exclusive jurisdiction of courts located in California in any action relating to this EFA. You waive any objection based on improper venue and/or forum non conveniens and waive any right to a jury trial. You irrevocably grant us the right to make such filings under the Uniform Commercial Code as we deem necessary. You agree to pay us interest on all past due amounts at the lower of 1.5% per month or the highest rate allowed by law. You will not assign your rights under this EFA, or permit the Collateral to be used by anyone other than you. We may assign this EFA, in whole or in part, without notice to you or your consent. You agree that our assignee will have the same rights and benefits that we have now, but will not be subject to any claims, defenses or set-offs that you may have against us. The EFA sets forth the entire understanding of the parties with respect to its subject matter and may only be amended in writing signed by both parties. You represent and warrant to us that all information conveyed to us in connection with this EFA and all related documents whether by you, a guarantor, a supplier or any other person, is true, accurate, complete and not misleading. This EFA may be executed in separate counterparts which together shall be the same instrument. You agree this EFA may be signed electronically pursuant to the Electronic Signatures in Global and National Commerce Act and other applicable law. All fees may not only cover our costs but may include a profit. You may not prepay this EFA without our prior written consent. If Debtor constitutes more than one person, the liability of each shall be joint and several. A copy of this EFA (whether delivered by facsimile, in a portable document format (PDF) or otherwise) shall be deemed an original for all purposes. Any notice given hereunder shall be in writing and deemed given two business days after being deposited with the US Postal Service, first class postage prepaid, and addressed to the Debtor at its address set forth above or to Lender at 23970 HWY 59 N, Kingwood, TX 77339-1535, or such other address given to the sender by written notice.</p>	
By signing below Debtor hereby irrevocably accepts the Collateral under the EFA and irrevocably authorizes Lender to pay the supplier on behalf of the Debtor. The person executing this EFA is authorized to do so, making this EFA the valid and binding act of the Debtor.			
Debtor Name:	Accepted By:	Ascentium Capital LLC	
By:	By:		
Printed Name and Title:	Printed Name and Title:	Bryan Wheeler, Senior Vice President	
AUTHORIZATION FOR ACH PAYMENTS: Debtor authorizes Lender or Lender's successors and assigns to automatically initiate and make debit entry charges to Debtor's bank account indicated below for the payment of all amounts owed by you from time to time under the EFA. This Authorization is to remain in effect during the Term of the EFA Agreement. Any incorrect charge will be corrected upon notification to Lender by either a credit or debit to Debtor's account.			
Bank Name:	Acct Holder Name:		
Account No.:	ABA No.:		
Authorized Signature:	Printed Name and Title:		

PDF Documents

- Emailed to the customer
- Need to be printed, hand signed, and faxed or emailed back to Ascentium
- Copy of signer(s) driver's license(s) needed
- Copy of a business check

E-Documents

- E-Docs sent through DocuSign and can be signed on a mobile device
- No need for driver's license
- Business checks not required for deals under \$50,000

Upon review of copies of documents Ascentium Capital will issue a purchase order to the Trade Ally, and fund after install and National Grid site inspection.

Separate Process for Municipalities

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Send email to
Ascentium
Capital

Sales Rep
Requests
Quote

- Municipality name
- Project cost
- Incentive amount
- Energy savings

2 hour
turnaround
for quote

Quote
Emailed to
Sales Rep

- Quote will provide 0% for 24 – 60 months and incentive amounts

Customer
agrees to
quote

Customer
Signs
Quote

- Sends to AC along with requested financials

Typically
within 2 days

Final
Credit
Approval

- Financing Documents can be created at this time

PO issued
once docs
signed

Docs
Signed
and PO
Issued

- Funding upon site from National Grid
- Prefunding requires performance bond

*Fast.
Flexible.
Financing*

Simple Process!

Custom Quoting – Links/iCalc

nationalgrid
HERE WITH YOU. HERE FOR YOU.

Simply add a *Finance It!* button to your site

Visit our demo site: www.Vetrics.com



- Customizable link
- Compliment your brand
- Place on your site
- Use at point of sale
- Start generating more sales!

A screenshot of the Ascentium Capital 'Finance Quote' form. The header includes the Ascentium Capital logo and the EnergySource logo. The main heading is 'Finance Quote' with the subtext: 'Power your business with affordable financing for all of your acquisition needs. Start now by estimating your monthly payments with these three easy steps.' The form is divided into three numbered steps:

- 1. Enter Financing Information**: A form with 'Amount' (input: \$50000) and 'Description' (input: LED Lighting), and a 'Calculate' button.
- 2. Select Term***: Four buttons representing different terms and monthly payments: 36 months (\$11,246), 36 months (\$7,720), 48 months (\$5,959), and 60 months (\$4,906). A 'Calculate' button is also present.
- 3. Get Started**: A form with fields for 'Business Name', 'Your Name' (First, Last), 'Email Name', 'Business Phone', and 'Mobile Phone'. A 'Submit' button and a link to 'Terms/Conditions' are at the bottom.

On the right side of the form, there are two blue boxes with text:

- National Grid Standard Quoting Tool**: A simple application process, fast credit decisions, flexible payment plans, and on-line access to all your contract information after your payments begin.
- National Grid Financing Program**: Cash flow positive financing from day one, and the ability to take your incentive dollars to buy down your rate.

At the bottom right, there is a 'Want more information? Contact: Josh Patton 261.900.1969 Josh.Patton@AscentiumCapital.com' and an 'Apply Now' button.

- Simply Process
1. Enter Amount & Description
 2. Select Term
 3. Enter Business Information

It's that easy!

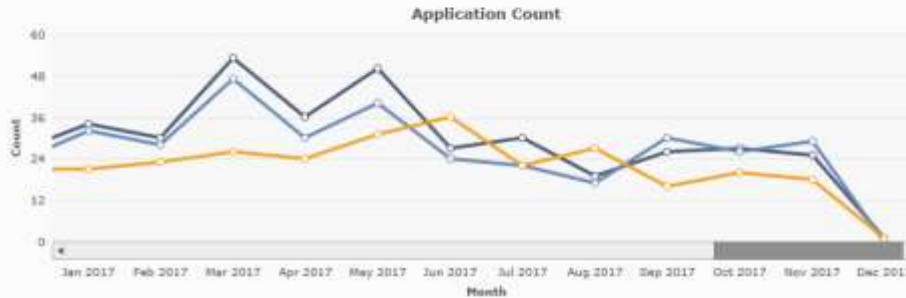
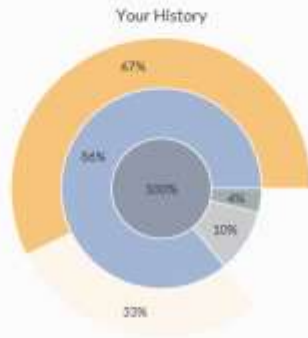
MyAscentium – Vendor Portal

nationalgrid
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Dashboard Proposal Apply Customers Reports Library

Dashboard

- Submitted
- Approved
- Declined
- Funded
- Not Funded
- No Decision



- Vendor Portal**
- *Dashboard*
 - *Incentive Proposal*
 - *Online Application*
 - *Customer list*
 - *Request docs*
 - *Library with flyers and program information*

Transaction Activity

	Submitted		Approved		Declined		Funded	
Today	1	\$ 50,000.00	0	\$ 0.00	1	\$ 50,000.00	1	\$ 107,056.34
December	1	\$ 50,000.00	0	\$ 0.00	1	\$ 50,000.00	1	\$ 107,056.34
2017	358	\$ 12,225,960.88	325	\$ 10,470,590.46	24	\$ 1,152,331.14	265	\$ 7,201,063.18
All	1234	\$ 46,751,748.79	1060	\$ 36,921,102.07	126	\$ 6,811,351.43	823	\$ 25,227,170.19



Special Promotions / Messaging

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Online POS

energy source | **ascentium CAPITAL**

Financing for Qualified Energy Efficiency Measures

Fast Flexible Financing

- Pay the cash flow structure*
- No interest on balance
- Paying up to \$1.2 million
- No prepayment

Streamlined process for up to \$250,000:

- Most credit approvals within 2 hours
- No forms that need to be processed in any office
- One page application for a single document

How it Works

1. **Apply** | 2. **Approval** | 3. **Equipment** | 4. **Leasing** | 5. **Pay**

Apply Now

*Financing based on credit approval. Final credit decision approved within 2 hours. Please contact your local office regarding tax incentives. © 2011 Ascentium Capital LLC. All rights reserved.

Sales/Marketing Material

ascentium CAPITAL

Business Financing & Leasing Solutions

Application-Only up to \$250,000!

Experience Fast Flexible Financing

Benefits of financing

- ✓ No or low down payments
- ✓ Avoid depleting bank credit lines
- ✓ Delay payments until equipment generates revenue
- ✓ Tax savings lower the cost of equipment*

Experience the difference

1. **Simple application** only up to \$250,000

2. **Credit decision** in 2 hours on-site

3. **Simple documentation**

It's that easy!

*Financing based on credit approval. Final credit decision approved within 2 hours. Please contact your local office regarding tax incentives.

AscentiumCapital.com

Plus: Our trade show trifold application can be filled out within 1-2 minutes!

Finance It! QUICK QUOTE

ascentium CAPITAL | **energy source**

Finance Request
\$30,000.00

Equipment
HVAC & LED

Quotation Prepared For
Example
Jazz To, Dave Smith
jpatpat@ascentiumcapital.com
252-995-1232

Quotation Requested By
ENERGY SOURCE

Prepared By
Josh Patton
josh.patton@ascentiumcapital.com

252.992.9959
588.201.9699
252.921.5369

Monthly Payment Options

Finance Agreement

Advance Payment(s): 0

24 Months	24 @ \$1,903.16
36 Months	36 @ \$981.00
48 Months	48 @ \$796.25
60 Months	60 @ \$697.53

Please circle your desired payment option, sign below, and return to me. This proposal will expire in ten (10) business days, from the date original, unless signed and returned to our office.

We appreciate the opportunity to submit this proposal to you... should you have any questions, please feel free to contact me.

Agreed: Example

Signature _____ Date _____

Next Steps

1. Send us your sales roster with contact info
2. Send back Logo Release form and a high resolution logo
3. Contact Ascentium Capital to set up a training session with your internal sales team to go over program in more details and answer any questions on how to offer to your customer base.

Josh Patton
Vice President – Sales
281.902.1969
JoshPatton@AscentiumCapital.com

Chris Herman
Sales Coordinator
281.902.1971
ChrisHerman@AscentiumCapital.com

Questions



Upcoming Events

Regional National Grid EE Summits

- Buffalo (3/14/18) – Key Bank Center
- Syracuse (3/21/18) – Downtown Marriott
- Albany (3/27/18) – Capital Center

Questions/Comments

