

SASKPOWER COMMERCIAL ENERGY OPTIMIZATION PROGRAM





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SASKPOWER COMMERCIAL ENERGY OPTIMIZATION PROGRAM

PROGRAM DESCRIPTION

The Commercial Energy Optimization Program (CEOP) provides SaskPower's commercial customers with access to technical, analytical and financial support to develop and implement natural gas and electric energy efficiency projects.

ENERGY SUPPORT SERVICES (ESS)

- This service is for small and medium businesses.
- It provides participants with consulting on identifying opportunities, business case development, energy management reporting and tracking, training stakeholders and more.
- Participants must be a commercial customer representing a facility connected to, or behind the meter of, an electricity consumer connected to the SaskPower-Controlled Grid or Distribution System.

ENERGY COACH SERVICES (ECS)

- This service is for large commercial businesses.
- It provides participants with all services included in ESS, plus up to \$30,000 to hire or retain a dedicated energy champion.
- This energy champion will identify, lead and develop the skills necessary to implement energy efficiency projects through the guidance of an experienced energy professional coach.
- Participants must be a commercial customer with a large business, or business portfolio (per facility or aggregate) with consumption around or above 2 GWh.

CUSTOM INCENTIVE SERVICES (CIS)

- This service is for all qualifying commercial customers.
- It provides participants financial incentives to upgrade their facilities with more energy-efficient equipment.
- Offering includes:
 - \$0.13 per kWh for non-lighting projects.
 - \$0.06 per kWh for lighting projects.
 - \$15 per GJ for natural gas projects.
- Up to 50% of the eligible project costs, up to \$100,000 per project, per fuel type (\$200k Total)
- Participants must be a commercial customer.

For more information on the services included in this program, please review the following pages.

ENERGY SUPPORT SERVICES

SERVICE DESCRIPTION

Energy Support Services provide participants with access to the support system necessary to achieve their energy efficiency goals. This support can include opportunity identification and assessment, business case development, key stakeholder training in the form of workshops/webinars, support with energy management reporting, monitoring and tracking (M&T) support, and project measurement and verification (M&V) support.

PARTICIPANT ELIGIBILITY

Participants must be a commercial customer representing a facility connected to, or behind the meter of, an electricity consumer connected to the SaskPower-controlled grid or distribution system. For example, commercial customers may include: office buildings, retail and restaurants, multi-family residential buildings, hospitality facilities, public and institutional buildings, and healthcare facilities.

Facilities used for the primary purpose of manufacturing, processing of goods, or extraction of raw materials are not eligible for CEOP support.

SUMMARY OF SERVICES AVAILABLE

OPPORTUNITY ASSESSMENT

- Our team is equipped and will be available to help support the initial opportunity identification process at your facility. A program representative will be available to provide the following:
- A site visit including an in-person meeting with facility staff to discuss the site visit agenda and review potential pre-identified opportunities;
- A walk-through of the facility with facility staff to identify energy conservation measures and potential projects;
- A summary of site visit findings including quick strikes and next steps with facility staff and/or facility managers;
- Recommendations surrounding the potential for further technical studies to support innovative and/or more intensive projects;
- A report summarizing the potential energy efficiency projects, including an energy performance analysis, recommendations or coordination of energy conservation measures, aggregation potential, and considerations for maximizing electrification;
- A summary of the estimated economic rating comparisons for identified opportunities using commercially reasonable estimates and assumptions; and
- An energy management plan and a debrief meeting at the end of the opportunity assessment phase to determine the recommended path forward.
- For program participants, 75% of the eligible cost, up to \$50,000 would be covered for the following activities:
 - Technical studies/feasibility studies that require ASHRAE level 2 audits
 - Commissioning/recommissioning activities
 - Green Building Certifications

BUSINESS CASE AND PROJECT IMPLEMENTATION SUPPORT

After the opportunity identification phase, our team is also available to help support your business case/proposal and if approved, the implementation of your energy conservation projects. A program representative will be available to provide the following:

- Development of proposals/business cases for prospective energy conservation projects, tailoring these proposals for the intended audience;
- Development of project plans that emphasize a holistic approach to retrofits, which may include work plans for procurement, integrated design, project management, and administration;
- Guidance on deep retrofit implementation facilitation and project consultation, including tendering, project design, selection, coordination, evaluation, and management of engineering or architectural services and construction trades; and
- Evaluation and sourcing of potential project funding opportunities applicable to your project.

ORGANIZATIONAL TRAINING AND MONITORING OPPORTUNITIES

From a more holistic standpoint, our team will be available to help support training initiatives and educate key stakeholders on energy efficiency. A program representative will be available to provide the following:

- Development of personalized communications and awareness programs for your organization, including but not limited to one-on-one key stakeholder training sessions, hosting of webinars and broader scale information/training sessions;
- Training for key personnel/retrofit coordinators within your organization to drive energy efficiency projects within their facilities;
- Selecting, configuring, operating, or training organizations in the use of monitoring and tracking systems;
- Training for organizations to encourage using energy benchmarking/reporting at their facilities; and
- Training for key stakeholders on how to properly conduct measurement and verification (M&V) for their energy efficiency projects.

Please note that Deep Retrofit Implementation is not covered by the CEOP program.

For more information surrounding this exciting opportunity and how your facility can begin to take advantage of this offering, please contact us through email at:

SaskPowerCEOP@Cleareult.com

ENERGY COACH SERVICES

SERVICE DESCRIPTION

Energy Coach Services (ECS) provides incentives for commercial businesses to hire or retain an individual (referred to as an Energy Champion (EC)) to take charge of their energy use and help them become more energy efficient through energy coaching. These services include support such as opportunity identification, project planning, implementation by accessing available capital incentives or external funding, training, measurement and verification (M&V) support, employee engagement, and building certifications.

PARTICIPANT ELIGIBILITY

Participants must be a commercial customer. For this offer, the ideal customer would be a large business, or business portfolio (per facility or aggregate) with consumption around or above >2 GWh/Year. Commercial customers include office buildings, retail and restaurants, multi-family residential buildings, hospitality facilities, public, indigenous/municipal, institutional buildings, and healthcare facilities.

Facilities used for the primary purpose of manufacturing, processing of goods, or extraction of raw materials are not eligible for CEOP support.

SUMMARY OF SERVICES AVAILABLE

The SaskPower Commercial ECS offering provides participants with access to the coaching necessary to achieve their energy efficiency goals. The following services will be provided under the initiative:

- Up to \$30,000 in financial incentives for achieving specific energy milestones;
- Dedicated Energy Coach;
- Identification of top energy users within a business (single or multiple buildings);
- An energy audit on the highest energy-consuming building(s) to identify energy conservation measures;
- A customized energy management plan;
- Support for the creation of business plan(s) for specific projects;
- Implementation support by identifying available funding, vendors, and application support;
- Technical support to quantify project savings and build capacity for ECs to perform a similar analysis;
- Technical webinars and workshops on stakeholder engagement, ISO 50001 Ready, RETScreen, etc.;
- Energy coaching to provide technical and organization support with deep retrofit project development; and
- Encouragement for peer-to-peer learning through an ECS network.
- For program participants, 75% of the eligible cost, up to \$50,000 would be covered for the following activities:
 - Technical studies/feasibility studies that require ASHRAE level 2 audits
 - Commissioning/recommissioning activities
 - Green Building Certifications

ECS MILESTONES

A comprehensive payment structure tailored to milestones is embedded in the program deliverables to ensure transparency and accountability at each stage. These payments are linked to the achievement of these milestones, incentivizing the efforts of each site team, while supporting to mitigate any financial risk of the stakeholders involved. The initial ECS offering has the milestones below. If facilities are further along in their energy management journey, please contact us to discuss next steps.

Milestone #	Milestone Description	Activity	Incentive (\$)	Timeline
1	Onboarding	Sign-up and kick-off for ECS 1. Kick-off call introducing coaching services, timelines, and deliverables 2. Complete the data collection form for opportunity assessment	\$5,000	Month 1
2	Energy Management Plan (EMP) creation	Participate in the EMP creation session 1. Complete Opportunity Assessment 2. Review the Project Register 3. Prioritize and develop EMP	\$5,000	Month 3
3	Project planning	Begin project planning based on EMP 1. Develop a business case (for 2 projects) 2. Identify funding streams	\$4,000	Month 5
4	Energy modeling/ Measurement & verification	Implement a system for collecting and analyzing energy data to identify trends 1. Collect energy and production data 2. Develop appropriate data analyzing methods – KPI, regression analysis, or RETScreen	\$4,000	Month 7
5	Project implementation	Implementation of at least 1 project based on EMP	\$7,000	Month 10
6	Technical training and webinars	Participate in all organized group workshops	\$2,500	Month 12
7	Report out	Deliver annual report summarizing projects implemented and savings achieved	\$ 3,500	Month 12

ACTIVITY DETAILS

The deliverables outlined below describe activities a participant will engage in year 1 of ECS. If the participant is further along in their energy management journey, customized milestones can be developed to support the participant in realizing deeper savings in the current and subsequent years.

KICK-OFF CALL

A kick-off call will be scheduled between the site team, utility, and Coach to introduce members and discuss coaching services and other deliverables. A segment of this call will involve discussing site related data which will be utilized to plan the upcoming opportunity assessment/site visit. During the call, the Coach will review a data collection form and guide participants through each section to gather necessary information and request any additional site data as required. Timelines for data sharing and scheduling of the opportunity assessment/site visit will also be established during the call.

OPPORTUNITY ASSESSMENT (OA)

A site visit, also referred to as the Opportunity Assessment (OA), is scheduled at the first available opportunity. The information shared in the data collection form will be utilized to prepare for this visit. Our team is prepared and available to assist in the initial opportunity identification process at your facility. Prior to the visit, a call will be arranged between the site team and CLEAResult to understand the site processes and systems. The OA will commence with a two-hour preliminary discussion, focusing on facility systems and processes, including a brainstorming session on potential opportunities based on common energy waste categories. This will be followed by a walk-through of the facility with facility staff to identify additional energy conservation measures and potential projects, along with discussions/interviews with operations and maintenance personnel at site. A close-out meeting will be held to discuss findings including quick strike projects for implementation.

PROJECT REGISTER

The potential opportunities that include low/no-cost and capital energy saving projects identified during the OA will be documented and delivered in an excel based project register. Upon delivery, the Energy Champion and the Participating Organization are responsible for maintaining the document and ensuring it is up to date. The project register consists of the following information pertaining to each opportunity:

1. Opportunity area – E.g. Compressed air, lighting, boiler, motors and pumps, HVAC
2. Existing condition
3. Recommended project - description of the opportunity
4. Project details and next steps
5. Efforts and savings rating
6. Targeted completion date

PROJECT PRIORITIZATION

Once the project register is delivered, the Coach will conduct a prioritization activity in discussion with site teams. This activity evaluates each opportunity against cost savings and investment/efforts involved. In turn this allows the team to identify the practical opportunities to pursue for implementation. The exercise will involve categorizing each opportunity based on the following prioritization:

Priority 1 - High savings, Low effort

Priority 2 - Low savings, Low effort

Priority 3 - High savings, High effort

Priority 4 - High effort, Low savings

ENERGY MANAGEMENT PLAN

The outcome of the prioritization activity, based on predetermined criteria such as cost-effectiveness and implementation efforts, will serve as the basis for determining which projects to pursue. Subsequently, a timeline can be established, considering the level of risk associated with each project. Projects deemed to have low risk may be allocated shorter implementation timelines, while those with higher risk may be scheduled for a later phase. These varying levels of risk, categorized into four priorities, guide the decision-making process. The overarching strategy behind this approach is to implement low-risk opportunities at an early stage to realize immediate benefits, while allowing more time for mitigating risks associated with other opportunities. Once the timelines are established, the projects will be integrated into a 12-month plan, forming part of the comprehensive energy management plan.



ENERGY MODELING/ MEASUREMENT & VERIFICATION (M&V)

Energy modeling involves the creation of mathematical representations of building systems or processes to simulate energy usage and identify opportunities for optimization. M&V complement energy modeling by validating the actual performance of implemented energy saving initiatives against predicted outcomes. The program hopes to achieve this by utilizing advanced software such as RETScreen for data analytics and energy modeling to assess and quantify the impact of energy-saving measures. Training and licensing support related to RETScreen will be provided through the program.

ORGANIZATIONAL TRAINING AND MONITORING OPPORTUNITIES

From a more holistic standpoint, our team will be available to help support training initiatives and educate key stakeholders on energy efficiency. A program representative will be available to provide the following:

- Development of personalized communications and awareness programs for your organization. This includes but is not limited to, one-on-one key stakeholder training sessions, hosting of webinars and broader scale information/training sessions;
- Training for key personnel/retrofit coordinators within your organization to drive energy efficiency projects within their facilities;
- Selecting, configuring, operating, or training organizations in the use of monitoring and tracking systems;
- Training for organizations to encourage using energy benchmarking/reporting at their facilities; and
- Training for key stakeholders on how to properly conduct M&V for their energy efficiency projects.

For more information surrounding this exciting opportunity and how your facility can begin to take advantage of this offering, please contact us through email at:

SaskPowerCEOP@Cleareresult.com



CUSTOM INCENTIVE SERVICES

SERVICE DESCRIPTION

The SaskPower Commercial Energy Optimization Program provides participant incentives to upgrade facilities with measures to reduce electricity and/or natural gas consumption.

PARTICIPANT INCENTIVE

The participant incentives will apply only to those projects that received pre-approval by December 31, 2026, and the measures have a project completion date no later than December 31, 2027.

The participant will only receive their incentive upon project completion, review, and approval by SaskPower, SaskEnergy or their service delivery partner, CLEAResult.

The custom incentive will be calculated based on actual savings achieved. These incentives will be paid out on a rate of \$0.13 per kWh for electrical non-lighting projects, and \$0.06 per kWh for lighting projects, and \$15/GJ for natural gas projects, up to 50% of the eligible project costs. Note that all savings values provided must be substantiated through engineering calculations.

Incentives totaling greater than \$75,000 will be subject to International Performance Measurement and Verification Protocol adherent M&V criteria for both natural gas and electrical measures.

Incentives will be capped to a maximum of \$100,000. Both electrical and natural gas savings will have separate incentive caps up to this amount. For clarity, participants can receive up to a maximum of \$100,000 in incentives for electricity savings, and a maximum of \$100,000 for natural gas savings.

PARTICIPANT ELIGIBILITY

Participants must be a commercial customer.

Commercial customers include: office buildings, retail and restaurants, multi-family residential buildings, hospitality facilities, public/municipal/indigenous, and institutional buildings, and healthcare facilities.

The participants in the program are owners and operators of commercial buildings, multi-family residential buildings, or persons with the rights and authority to have the measures installed.

Facilities used for the primary purpose of manufacturing, processing of goods, or extraction of raw materials are not eligible for CEOP support.

FACILITY ELIGIBILITY

A facility must be a single facility and be connected to the provincial power grid. In the event a participant has multiple facilities they wish to apply to the program for, the participant may be eligible to combine these as a "Multi-Site Application". Additional information on these application types is available upon request.

PROJECT ELIGIBILITY

A project must comprise of one or more measures that will reduce electricity and/or natural gas consumption and result in energy or demand savings.

The following projects would be deemed eligible:

- Avoided consumption

The following projects would be deemed ineligible:

- New construction measures, i.e. any measures considered a part of a new facility construction, addition, or large usage restructure;
- Any measures related to the implementation of renewable energy;
- Fuel switching measures; and
- Emergency replacements, where the current equipment is deemed non-functional at the same time of application.

To be eligible for capital incentives, the measure must yield a minimum participant incentive of \$1,500. Please note that ineligibility under the SaskEnergy Prescriptive Program does not necessarily constitute ineligibility under the CEOP Custom Program or vice versa. However, participants may only apply for custom or prescriptive incentives for a singular measure. It is the participant's responsibility to ensure that they have not applied to both programs for a singular measure.

ELIGIBLE PROJECT COSTS

Eligible project costs include:

- a. Cost of the equipment purchased and installed;
- b. Costs of external labour for the installation and the equipment of suppliers; and
- c. Costs to dispose of or decommission the replaced equipment.

If projects are receiving incentives/funding from other programs, this should be subtracted from the total eligible project cost.

M&V GUIDELINES

For applications equal to or greater than the \$75,000 incentive threshold, M&V supported engineering calculations will be required. Project details and metering requirements will be provided in the form of an M&V Plan prior to program project approval. The proposed M&V criteria used will be reviewed and adjusted as necessary based on project complexity and reasonability during the M&V Plan review.

M&V Plans should include but are not limited to facility descriptions, existing equipment descriptions, proposed equipment descriptions, metering methodology (what will be metered, and for how long), efficiency calculations, routine, or non-routine adjustment allowances.

PRE-APPROVAL PROCESS

Participants will apply to the SaskPower CEOP Custom Incentives offering via an email submission. Participants can apply on their own or utilize an Account Manager or Energy Coach associated with the CEOP as their representative.

Each project will be reviewed for eligibility and will require the following documents as part of the submission:

1. Participant Agreement
2. Quotation for proposed equipment
3. Specification sheets for proposed equipment
4. Custom Incentives Worksheet
5. Energy savings calculations
6. M&V (if applicable)

Participants should be aware that they must apply for the CEOP Custom Incentives Program prior to entering any binding commitment. In doing so, the application will be made ineligible.

Engineered calculations will be required to substantiate the estimated energy savings provided for pre-approval. Calculations will need to be based on actual equipment details such as but not limited to; operating profiles, nameplate information, existing operation data (as available), spot metering, etc.

Similarly, the proposed equipment specifications and expected operation must be utilized to calculate proposed consumption.

All supporting documentation must be provided as part of the application process.

Design Light Consortium (DLC) and/or Energy Star Listings are required to be provided for all claimed lighting efficiency measures.

Projects with estimated incentive amounts over \$75,000 may be subject to Quality Assurance and Quality Control (QA/QC) verification.

Once pre-approved, the Participant will be notified of the estimated incentive that will be available upon project completion and verification. At which, the Participant may begin implementation.

POST-APPROVAL PROCESS

A project can be deemed complete when:

- a. Identified measures have been installed and are operating as intended;
- b. Metering has been completed and provided if required; and
- c. Project has been paid for in full.

A post-project submission must be provided for review. The submission should include:

1. Invoice(s)
2. Updated Custom Incentives Worksheet
3. Updated energy savings calculations
4. M&V (if applicable)

During the post review process, the technical reviewer will request email confirmation of equipment installation, and payment of invoices to be provided. For any application where Measurement and Verification is deemed required, proof of purchase will be request via stamped or signed invoices stating the payment is complete.

SaskPower, SaskEnergy or service delivery partner, CLEAResult, will review documents and calculations to determine the actual participant incentive. Once approved, the participant will be notified. If a project yields higher actual savings, and therefore incentive, than the original pre-approved estimated amount, the participant is eligible to receive the difference in incentive up to an additional 50% over their pre-approved estimated incentive amount for electrical savings only.

PAYMENT PROCESS

After receiving post-project approval, which will include the finalized and approved incentive amount, SaskPower will send an incentive cheque to the participant as listed in the application via mail or electronic fund transfer.

For more information surrounding this exciting opportunity and how your facility can begin to take advantage of this offering, please contact us through email at:

SaskPowerCEOP@Clearesult.com