

Save on Energy Retrofit Program

November 18, 2026

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Please type any questions in the Q&A section



Background

- Save on Energy (SoE) is a provincial suite of energy efficiency programs delivered by the Independent Electricity System Operator (IESO)
- Programs are available for residential, small business, commercial, industrial and institutional customers
- The Government of Ontario announced a 12 year, $10.9B framework to deliver SoE programs from 2025-2036, paid through Global Adjustment

Energy Management Programs for Business

Equipment & System Upgrades

Upgrade aging equipment & improve efficiency

Capital incentives for equipment & system improvements.

Programs:
- Retrofit
- XLerate
- Instant Discounts
- Local initiatives – BizEnergy Saver

Outcomes:
- Lower operating cost
- Reduced energy consumption
- Improved reliability
- Faster project payback

Optimize Building & Operational Performance

Optimize how your facility operates

Operational & behavioural improvements with no / low-cost opportunities.

Programs:
- Existing Building Commissioning (EBCx)
- Energy Performance Program (EPP)

Outcomes:
- Reduce waste
- Improved building & process improvement
- Persistent savings
- Better energy visibility into operations

Energy Management Capability

Build a long-term energy management roadmap

Strategic energy management support and embedded expertise.

Programs:
- Expanded Energy Management (EEM)
- 2 streams Strategic Energy Management (SEM) & Energy Manager

Outcomes:
- Energy roadmap development
- Dedicated energy management resources
- Strategic project pipeline
- Continuous improvement culture

Demand Flexibility

Create value through operational flexibility

Flexibility programs and grid reliability support.

Programs:
- Industrial Conservation Initiative class A (IESO)
- Capacity Auction class A (IESO)
- Peak Performance class B (SOE - IESO)
- Hydro One Flexibility Initiative class A & B constrained area

Outcomes:
- Incentive revenue opportunities
- Improved operational flexibility
- Supports system reliability

Equipment & System Upgrades

	Retrofit Program	XLerate Program	Instant Discounts Program
Focus	Planning major capital upgrades	Large industrial process / facility improvements with ≥ 600 MWh annual savings	Lighting upgrades for immediate cost savings with minimal effort
Typical projects	• HVAC equipment • Motors & pumps • Controls • Industrial systems (process & chiller upgrades, compressed air) • Solar load displacement • Sector specific (horticulture lighting)	• Waste heat recovery generators • HVAC ventilation • Industrial heat pumps • Compressed air systems • Process optimization • Large motors and VFDs	• Energy-efficient LED lighting products & controls • Retrofit projects & interior lighting only
Customer Eligibility	Commercial, industrial, agricultural, institutional & multi-unit residential buildings including Social Housing	Industrial, institutional, large-scale, complex energy-efficiency projects	Commercial, industrial, agricultural, institutional & multi-unit residential buildings
Complexity	●●○	●●●	●○○
Incentives	Up to 50% of eligible eligible costs prescriptive & custom incentives	Up to 75% of eligible project costs, $15 million max Feasibility study funding, 50% cost share up to $100K	Upfront, point-of-sale discounts
Outcome	Lower operating costs, reduced energy consumption	Deep energy savings, process modernization	Quick payback, reduced upfront costs

Optimize Building & Operational Performance

	Existing Building Commissioning (EBCx) Program	Energy Performance Program (EPP) Program
Focus	Optimize existing building systems and controls for buildings with BAS/control issues, comfort complaints, or operational inefficiencies	Energy reduction through integrated operational & strategic capital improvements for organizations ready for ongoing data-driven energy management
Typical projects / activities	• HVAC optimization • scheduling, setpoint resets • ventilation optimization • simultaneous heating/cooling elimination • BAS tuning	Whole-facility optimization: • Capital Upgrades examples: HVAC, chiller, refrigeration replacements, VFDs, compressed air optimization • Operational & Behavioural Improvements examples: scheduling, setpoint, BAS optimization, equipment sequencing, occupant engagement, operational best practices
Customer Eligibility	Commercial, institutional, multi-unit residential Select industrial/agricultural facilities since process loads excluded	Commercial, institutional, industrial, agricultural and multi-unit residential
Complexity	●●○	●●●
Incentives	Investigation, implementation and persistence incentives up to $150,000 total	Annual performance incentives based on verified savings over a 3-year period
Outcome	Low-cost operational savings, improved comfort, reduced waste	Persistent annual savings and improved energy visibility

Energy Management Capability

	Strategic Energy Management (SEM) Expanded Energy Management (EEM) program	Energy Manager Support	Energy Management Information System (EMIS) Retrofit Program Measure
Focus	Build organizational energy management practices	Fund dedicated energy management leadership for large organizations creating dedicated internal expertise	Implement advanced energy monitoring & analytics for industrial facilities seeking real-time energy visibility
Typical projects / activities	• Energy management planning • Opportunity identification, prioritization & implementation for operational & behavioural improvements • Energy performance monitoring	• Project coordination & incentive applications (capital & operational) • Energy tracking & reporting • Data analysis & benchmarking • Cross functional energy management	• EMIS platforms dashboards • Metering integration • Analytics systems
Customer Eligibility	Large industrial, commercial & institutional customers	Large industrial & C&I organizations with sufficient scale for dedicated staff	Eligible industrial facilities
Complexity	●●○	●●●	●●○
Incentives	SEM coaching + up to $5,000 enabling incentives + up to $100,000 performance incentives	Up to $100,000, capped at 50% funding support for Energy Manager salary	Up to 50% of eligible EMIS project costs **Must be completed, approved and invoiced by March 31, 2027**
Outcome	Stronger energy culture and project pipeline	Dedicated internal energy leadership	Improved operational visibility and continuous optimization

How Hydro One Supports Customers

Before you commit to purchasing new equipment, we can help:

- Identify project opportunities
- Determine the best incentive program for your needs
- Coordinate technical support
- Support long-term planning

Business need	Programs	Best for
Equipment & system upgrades	**Retrofit**	Small to large capital projects
Deep industrial/large project savings	**XLerate**	Custom capital projects, process-driven w/ min. savings 600 MWh/yr
Facility optimization	**EPP**, **EBCx, SEM (EEM)**	Whole-facility performance
Energy management capability	**Expanded Energy Management (EEM)**	Long-term savings
Quick, low-effort savings	**Instant Discounts**	Fast deployment lighting

Retrofit Service Areas

- Hydro One can discuss your project opportunities with you, guide you towards the right program for your project and connect you with Save on Energy service providers
- Save on Energy has 3 contracted service providers based on your facility's location:
  - Postal codes starting with P & K: **ICF**
  - Postal codes starting with L & N: **CLEAResult**
  - Postal codes starting with M: **Enerva**
- Contact Hydro One's Conservation Team at Conservation@HydroOne.com

Save on Energy Retrofit Program

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Serving Northern and Eastern Regions – P and K Postal Codes

Retrofit Program: Who are we?

- IESO Representatives
- Administer the Retrofit program
- Eastern and Northern Ontario
- Manage all applications
- Assist seeing projects get through
- Payment to the customer



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Retrofit Program

- Commercial, industrial, institutional, multi-residential and agricultural businesses
- Offers financial incentives for equipment upgrades that reduce facility electricity consumption
- Designed to help Ontario businesses save energy, reduce costs and increase productivity



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Retrofit Program

Key benefits

- Reduced electricity costs
- Immediate operational and maintenance savings
- Up-to-date efficient equipment and technology
- Greater employee comfort and productivity



Instant Discount Lighting program

- Lighting was removed from Retrofit in December 2023
- Midstream Model similar in other North American jurisdictions
- Point-of-sale discounts delivered through participating distributors
- Customer no longer applies for incentives
- Incentives flow through lighting distributors

Instant Discounts Program | Business and Industry incentives | Save on Energy

Instant Discount Lighting program

- Funded through 2027
- Retrofits only – New construction projects are NOT eligible
- Fixtures must be installed in Ontario (excluding Cornwall)

Instant Discount Lighting program

- Incentive changes to recessed downlights, troffers, low-bay and high-bay, and linear ambient categories.
- Building Type (please be specific and select a value).
- Outdoor Lighting incentives are still to be determined.

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Instant Discount Lighting program: New Measures

- Occupancy sensors are expected to maintain their discount value.
- Energy saving from sensors offer a great ROI for your Customer.
- Lower light levels or lights off provide a low-cost solution for your customer.

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Retrofit Program

- Comprised of:
- Prescriptive track
- Custom track
- Solar Distributed Energy Resource (DER)



Program Requirements

- Incentive capped at 50% of eligible project costs. Must meet minimum incentive of $500 per facility for prescriptive and $1,500 for custom
- Applicants must apply on the Retrofit Portal before starting the project
- QA/QC verification photos are randomly selected for small projects and required for projects with incentives over $20K
- Measurement and Verification, M&V, for incentives over $120K
- The Disposal Confirmation Form is required with post-project submissions to verify proper disposal or decommissioning

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Retrofit Program: Custom Track

- Incentive structure

MB [2]3

  - Currently $1,800/kW saved, or $0.20/kWh saved, whichever is higher
  - M&V plan required for projects with incentives of $120,000 or greater
  - No incentive cap for Retrofit projects
  - Capped at 50% of total project costs

Slide 20

MB [2]3 Edits made to align with current messaging
Mary Bernard, 5/23/2023

Custom example: Compressed Air Replacement

Five older units replaced with 2 new VSD units and Controls

1. PROJECT DESCRIPTION

a. Base Case

Describe the **existing** equipment, operation, process or service of your facility to be retrofitted. Include descriptions of existing equipment and identify manufacturer(s) and model number(s).

The existing system consists of five (5) air compressors. The compressors have older controls that are unable to effeciently manage the five compressors with fluctuations in demand.
Ingersoll Rand SSR-XFE100-2S, rated FAD = 560 cfm, rated operating pressure = 110 psig
Gardner-Denver ECMOLC, rated FAD = 308 cfm, rated operating pressure = 100psig
Sullair 20-150L WCAC, rated FAD = 826 cfm, rated operating pressure = 110 psig
Gardner-Denver ECMOLC, rated FAD = 308 cfm, rated operating pressure = 100psig
Boge-S101-3, rated FAD = 464 cfm, rated operating pressure = 100 psig

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Custom example: Compressed Air Replacement

Five older units replaced with 2 new VSD units and Controls

b. Energy Efficient Case
Describe the **proposed** equipment, operation, process or service of your facility to be retrofitted. Include descriptions of proposed equipment and identify manufacturer(s) and model number(s).

The proposed system is two (2) 200HP Sullair LS16008S compressors with variable displacement controls.

These compressors are more appropriately sized for the demand profile at this facility. This will simplify the system by having fewer compressors to control, and the variable displacement controls will provide increased energy efficiency at part loads.

(note: Sullair refers to their variable displacement controls as "Spiral Valve")

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Custom example: Compressed Air Replacement

Five older units replaced with 2 new VSD units and Controls

Measure	Incentive Metric (kW or kWh)	Base Case		Energy Efficient Case		Estimated Savings		Calculated Participant Incentive ($1200/kW of Demand Savings or $0.13/kWh of Energy Savings)
		electricity demand (kW)	annual electricity consumption (kWh)	electricity demand (kW)	annual electricity consumption (kWh)	Demand Savings (kW)	Energy Savings (kWh)	
Two (2) 200HP Sullair LS16008S with variable displacement	kW	297	2,600,569	223.3	1,956,008	73.7	644,561	$88,440.00
						0	0	
						0	0	
						0	0	
						0	0	
	TOTAL	**297**	**2,600,569**	**223.30**	**1,956,008**	**73.7**	**644,561**	**$88,440.00**

Note: 2024 Project. Incentives $1,200/kW and $0.13/kWh

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Custom example: Compressed Air Replacement

Two 200 HP air compressors with variable displacement controls

Peak Demand Savings (kW)	73.7	
Energy Savings (kWh)	644,561	
Incentive at $1,200/kW*	$88,440.00	
Eligible Costs	$242,312.26	
Total Project Cost	$153,872.26	
Cost Savings @ $0.15/kWh	$96,684.15	per year
Simple Payback	1.59	year payback

*Note: 2024 project, custom incentive $1,200/kW and $0.13/kWh

2026 incentive at $1,800 = $132,660. Would have been capped at 50% or $121,156

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Retrofit Program: Prescriptive Track

Lighting

- Horticulture
- Lighting Controls

HVAC

- Chillers
- Rooftop units
- Cooling Units
- Fan motors
- HVAC and Ventilation Controls

Manufacturing and Other

- Agriculture
- Compressed Air
- Process Equipment
- Process Chillers
- Manufacturing Controls
- Motors
- Building Automation Systems
- VFDs
- Energy Management Information Systems

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Prescriptive example: HVAC Chiller-Air-Cooled Chillers

Replace 2 HVAC Chiller-Air-Cooled Chillers (149 Tons each)

Prescriptive worksheets are no longer required to submit Retrofit incentive applications. This is an optional worksheet, made available to assist Retrofit applicants with calculating incentives

Version 1.0 - Retrofit Program - HVAC Chiller Eligible Measures Worksheet - January 1, 2025

SAVE ON ENERGY POWER WHAT'S NEXT

Eligibility Criterias:
1. This incentive is only applicable to systems used for space cooling. Process cooling systems are not eligible for this incentive.
2. Must have a rated kW/ton for the Integrated Part Load Value (IPLV) that is less than the qualifying efficiency.
3. Efficiency rating must be based on AHRI Standard 550/590 (I-P)-2018 for Integrated Part-Load Value (IPLV) conditions and not based on full-load conditions.
4. Must qualify for either ASHRAE 90.1-2016 Table 6.8.1-3 Path A or B efficiency.
5. Efficiency incentive is based on efficiency rating above the minimum efficiency level.
6. Refrigerant must comply with local codes and authorities having jurisdiction.
7. The AHRI net capacity value should be used to determine the chiller tonnage.
8. A manufacturer's specification sheet with the rated kW/ton-IPLV or EER-IPLV and nominal tonnage must accompany the application. The specification sheet must also break out the kW/ton values at 100%, 75%, 50%, and 25% load per AHRI Standard 550/590 (I-P)-2018. Refer to AHRI Standard 550/590 (I-P)-2018 Table 2 for Full and Part-load Application Rating Conditions.
9. Redundant chillers are not eligible for incentives.
10. The qualifying incentive for maximum equipment capacity is equal to or less than 1,000 tons.

Disclaimer: This worksheet made available by the IESO to Participants and Applicant Representatives under the Retrofit Program is for informational purposes only and intended to serve as a tool to aid with the calculation of estimated Participant Incentive and savings values, which may differ from the actual values that are calculated within the Retrofit Portal. This worksheet and any values that are calculated using this worksheet, including any automatically-populated values, are not intended to be final or binding on the IESO and are subject to the terms and conditions of the applicable Program Requirements and form of Participant Agreement. In the event and to the extent of any conflict or inconsistency between the values calculated using this worksheet and those calculated within the Retrofit Portal, the values in the Retrofit Portal will prevail. The IESO makes no guarantees, representations or warranties, express or implied, with respect to the accuracy, reliability, sufficiency, or completeness of this worksheet, including any results that may be obtained as a result of the use of the information provided herein, and expressly disclaims any and all liability associated therewith (whether arising under contract, common-law or equitable principles) and any express or implied warranties related to the use of this worksheet or its suitability for any particular purpose. The IESO shall not be held liable for any claims, actions, causes of action, demands, judgments, losses or damages whatsoever (including any direct, indirect, consequential, 'lost profit' damages or other damages), and any legal costs or other expenses arising out of or resulting from any inaccuracies, errors or omissions, use, misuse or reliance on the worksheet, whether in whole or in part. For greater certainty, this worksheet does not constitute 'advice' that should be relied upon. Participants and Applicant Representatives are encouraged to obtain their own independent business, technical and legal advice prior to submitting an Application to the Retrofit Program.

AIR COOLED HVAC CHILLERS

Equipment Type	Assumed Base Case*	IPLV Efficiency of Base Case Unit	IPLV Efficiency of Unit Installed	IPLV Improvement Below Assumed Base Case	Unit Size (tons)	Quantity	Participant Incentive ($/ton/0.01 kW/ton IPLV Improvement)	Total Participant Incentive
Air-cooled Chillers	<150 tons ≤0.876 kW/ton IPLV.IP	0.876	0.7079	0.168	149	2	21.00	$105,197
	≥150 tons ≤0.857 kW/ton IPLV.IP	0.857		0.000			21.00	$0

WATER COOLED HVAC CHILLERS

Equipment Type	Assumed Base Case*	IPLV Efficiency of Base Case Unit	IPLV Efficiency of Unit Installed	IPLV Improvement Below Assumed Base Case	Unit Size (tons)	Quantity	Participant Incentive ($/ton/0.01 kW/ton IPLV Improvement)	Total Participant Incentive
Water-cooled, Electrically Operated, Positive Displacement	<75 tons ≤0.600 kW/ton IPLV.IP	0.60		0.000			21.00	$0
	≥75 tons and <150 tons ≤0.560 kW/ton IPLV.IP	0.56		0.000			21.00	$0
	≥150 tons and <300 tons ≤0.540 kW/ton IPLV.IP	0.54		0.000			21.00	$0
	≥300 tons and <600 tons ≤0.520 kW/ton IPLV.IP	0.52		0.000			21.00	$0
	≥600 tons ≤0.500 kW/ton IPLV.IP	0.50		0.000			21.00	$0
Water-cooled, Electrically Operated, Centrifugal	<75 tons ≤0.550 kW/ton IPLV.IP	0.55		0.000			21.00	$0
	≥75 tons and <150 tons ≤0.550 kW/ton IPLV.IP	0.55		0.000			21.00	$0
	≥150 tons and <300 tons ≤0.520 kW/ton IPLV.IP	0.52		0.000			21.00	$0
	≥300 tons and <600 tons ≤0.500 kW/ton IPLV.IP	0.50		0.000			21.00	$0
	≥600 tons ≤0.500 kW/ton IPLV.IP	0.50		0.000			21.00	$0

* The assumed base case is based on O.Reg.509/18 Schedule 4 Section 21 Prescribed Efficiency Standard Table 6.8.1-3 of ASHRAE 90.1-2016 Energy Standard for Building Except Low-Rise Residential Buildings. Only Path A is shown in table below.

Note: The Eligible Measures Lists and Eligible Measures Worksheets are based on assumptions and are subject to change and the incentive amounts do not include HST or other applicable taxes.

TOTAL PARTICIPANT INCENTIVE REQUESTED	$105,196.98

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Prescriptive example: HVAC Chiller-Air-Cooled Chillers

Replace 2 HVAC Chiller-Air-Cooled Chillers (149 Tons each)

AIR COOLED HVAC CHILLERS								
Equipment Type	**Assumed Base Case***	**IPLV Efficiency of Base Case Unit**	**IPLV Efficiency of Unit Installed**	**IPLV Improvement Below Assumed Base Case**	**Unit Size (tons)**	**Quantity**	**Participant Incentive ($/ton/0.01 kW/ton IPLV Improvement)**	**Total Participant Incentive**
Air-cooled Chillers	<150 tons ≤0.876 kW/ton IPLV.IP	0.876	0.7079	0.168	149	2	21.00	$105,197
	≥150 tons ≤0.857 kW/ton IPLV.IP	0.857		0.000			21.00	$0

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Prescriptive example: HVAC Chiller-Air-Cooled Chillers

Replace 2 HVAC Chiller-Air-Cooled Chillers (149 Tons each)

Peak Demand Savings (kW)	25.548	
Energy Savings (kWh)	50,093.80	
Incentive	$105,196.98	
Eligible Costs	$448,741.84	
Total Project Cost	$343,544.86	
Cost Savings @ $0.15/kWh	$7,514.07	per year
Simple Payback	45.72	year payback

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Prescriptive example: HVAC Chiller-Air-Cooled Chillers

Chiller Incentive Using **Custom** calculations

Peak Demand Savings (kW)	**25.548**
Energy Savings (kWh)	**50,093.80**
Demand incentive $1,800/kW	**$45,986**
Energy Incentive $0.20/kWh	$10,019
Prescriptive Incentive	**$105,197**
Custom Incentive	**$45,986**
Difference	**$59,210.58**

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Retrofit Program: Prescriptive vs Custom

- Prescriptive is “one for one”
- Plug and play
- Simple application form
- No calculations
- VFD, Motors, HVAC etc.
- Enter your numbers and incentives calculate automatically



Retrofit Program: Prescriptive vs Custom

- Custom requires more thought
- Requires knowledge of existing loads
- Hours of operation for existing
- Requires knowledge of proposed loads
- Hours of operation for proposed
- Compare the existing to the proposed to find kW and kWh savings
- These savings will drive the incentive



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Retrofit Program: Prescriptive vs Custom

- Custom can be applied to projects that fall under prescriptive
- Custom covers projects not under prescriptive
- Process changes / Production changes
- Process improvement. Making same or more product using less energy



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Retrofit Program: Prescriptive vs Custom

- Given choice of Prescriptive vs Custom
- Custom tends to provide higher incentives
- Custom tends to favour 24 x 7 operations
- Custom will require more work
- May require Measurement and Verification (M&V) before and after
- Is it worth the effort?



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Prescriptive vs Custom example: VFD installation on a Cooling Tower

- Ontario College. ESCO project
- Submitted as custom as part of overall project
- Low operating hours = small custom incentive
- No significant kW savings and small kWh savings
- Calculated options
- Resubmitted as Prescriptive



Prescriptive vs Custom example: VFD installation on a Cooling Tower

Custom Calculation:

Base Case:	2 x 20 HP Constant Speed Fan Motors
Proposed Case:	1 x 40 HP Variable Speed Fan Motor
Base Case:	23,499 kWh /yr
Proposed Case:	10,518 kWh/yr
Savings:	12,981 kWh/yr
Incentive at $0.20/kWh	**$2,596**



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Prescriptive vs Custom example: VFD installation on a Cooling Tower

Prescriptive Calculation:

Variable Frequency Drive (VFD) Incentives																
Motor Size on which VFD is installed (HP)	1	1.5	2	3	5	7.5	10	15	20	25	30	40	50	60	75	100
Participant Incentive ($/VFD)	$210	$300	$420	$600	$1,050	$1,500	$2,040	$3,000	$3,900	$5,100	$6,000	$7,800	$9,900	$11,700	$14,700	$19,500
Motor Size on which VFD is installed (HP)	125	150	200	250	300											
Participant Incentive ($/VFD)	$24,300	$29,400	$39,000	$48,600	$58,500											

Incentive 1 x 40 HP VFD $7,800

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Prescriptive vs Custom example: VFD installation on a Cooling Tower

Incentive difference:

Custom Incentive at $0.20/kWh:	$2,596
Prescriptive Incentive:	$7,800
Difference:	$5,204

Customer should maximize each incentive.

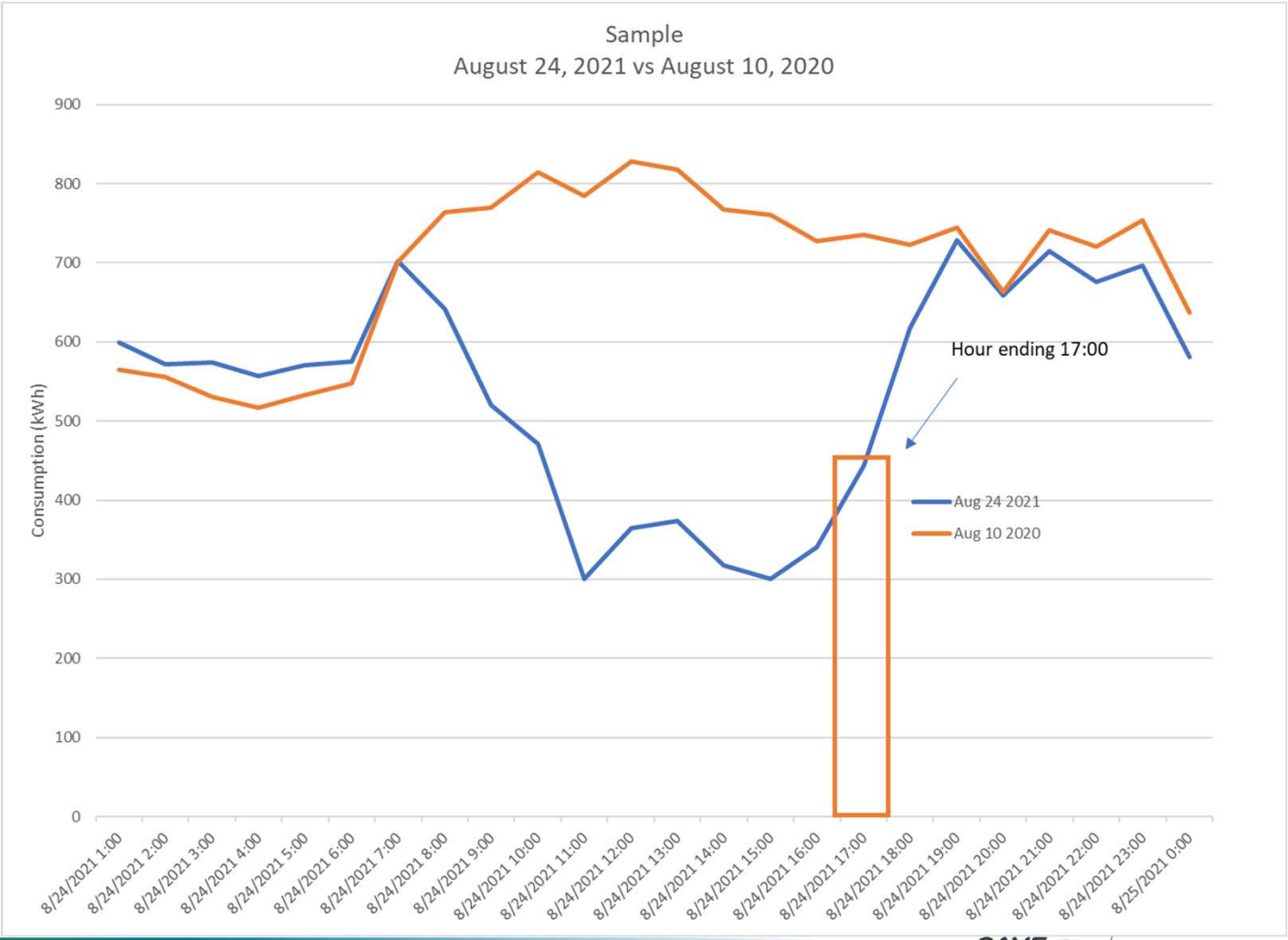


Why go Solar?

- Reduce costs by lowering metered energy consumption (Load Displacement)
- Decrease greenhouse gas emissions
- Increase system reliability
- Class A Global Adjustment benefits



Why go Solar?



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Large Solar Distributed Energy Resources (DER)

- $770 per AC kW output
- Minimum 10 kW AC output
- Maximum 1,000 kW AC output*
- Cannot exceed monthly peak demand
- No Ground mount. Roof top only (includes covered parking)
- No Net Metering
- **Load Displacement only**

* Systems larger than 1,000 kW AC can be eligible, however the incentive amount will be capped at 1,000 kW AC

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LDC Requirements for Solar DERs

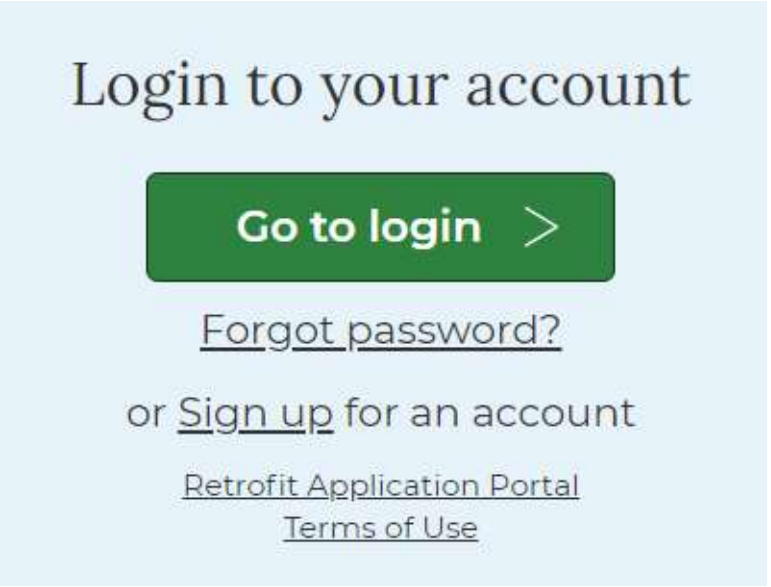


- Local Utility to confirm the connection process and the allowable maximum capacity of the solar PV system
- Projects Must be completed with a Connection Impact Assessment (CIA)
- CIA not necessary for Pre-approval
- Appropriate Protection and Control (P&C)
- SOE Incentive Approval does NOT mean connection approval

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Retrofit Application: How to Apply

- To start an application, sign up for an account in the Retrofit Application Portal:
- Set up your account
- Log in
- Set up password etc.
- Facility address



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Retrofit Application: How to Apply

- To participate, your project must be pre-approved with a minimum incentive
- Apply online to find out the incentive amount your project is eligible for
- Please refer to participant agreement and program requirements for further details
- For application support, visit SaveOnEnergy.ca or contact a Save on Energy representative



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Retrofit Application: Follows These Steps Through The Portal

Pre-Project Stage

1. Pre-project Application Submitted
2. Application Reviewed by Technical Reviewer
3. Pre-project Application Approved

Project Installation

Post-Project Stage

4. Post-Project Application Submitted
5. Application Reviewed by Technical Reviewer
6. Post-project Application Approved
7. Incentive Invoice Submitted and Approved for payment

Get started at **SaveOnEnergy.ca/Retrofit**

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Retrofit Application: Pre Approval Requirements

- Make Applications Bullet Proof!
- Project estimated start and end date
- Electricity account number(s)
- Documents matter
- Quotes or estimates. Itemized equipment count with model numbers
- Spec sheets
- Minimum application incentives: Prescriptive $500, Custom $1,500
- **Pre-Approval is Mandatory!**



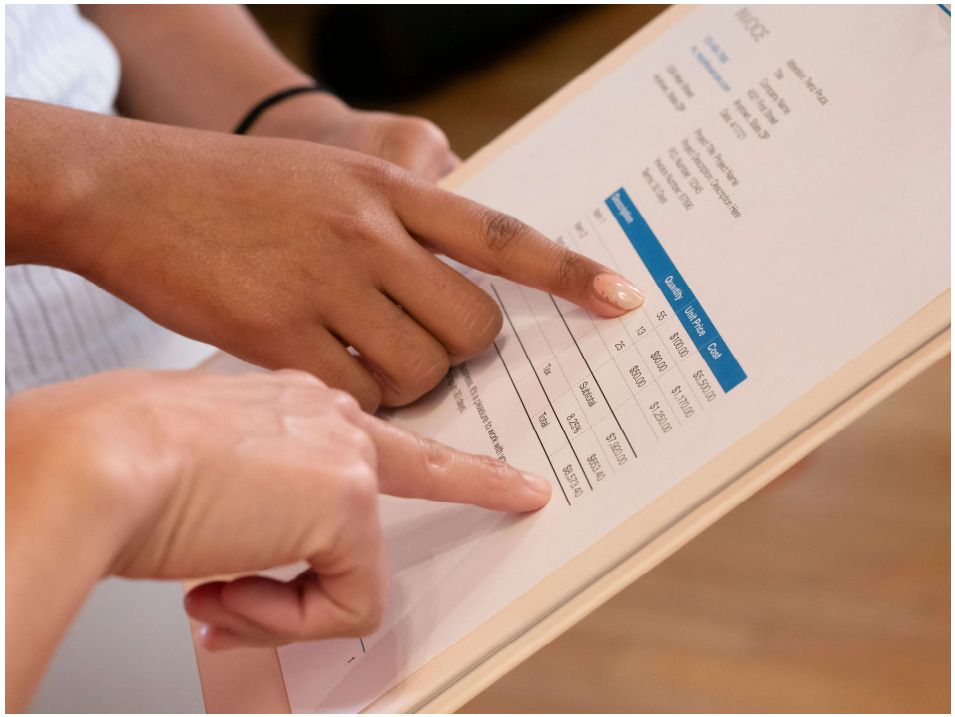
Retrofit Application: Completed Projects Post Stage

- Make Applications Bullet Proof!
- Documents matter
- Itemized invoice. Equipment count with model numbers
- Proof of Payment
- Disposal and Decommissioning form
- Old equipment May Not be reused elsewhere
- QA/QC photos for larger projects required



Solar DER Application: Completed Projects Post Stage

- Make Applications Bullet Proof!
- Documents matter
- Itemized invoice.
- Proof of Payment
- As-built single line diagram
- Connection Impact Assessment
- A copy of the signed generation authorization from the appropriate connection authority



Online Resources

Support Guides & Documents

- Application Tips
- Application Step Chart
- Best Practice Documents
- Pre & Post Project Checklists
- How-To Guides
- Incentive Invoice Guides
- Key Documents

SaveOnEnergy.ca/Retrofit-resources



RETROFIT PROGRAM

Tips to make your technical review go smoothly

Does the quote you are including have all the required information?

Ensure your submitted quote includes the following required equipment information:

- Full quantities
- Model numbers
- Costs

If what you received from your supplier does not include this information, it can be supplemented with notes or emails.

Have you included Design Lights Consortium or ENERGY STAR listings for the equipment to be used in your project?

This can be done with screen shots or by providing a code that is searchable in one of these databases.

Have you filled in all necessary fields?

Avoid using placeholder data. Using real values in all data fields will save time and effort.

Have you submitted the required equipment information?

Ensure you include a full base case inventory - information on the equipment you are replacing so the electricity savings can be accurately calculated. This would include the following:

- Type of equipment - for example:
  - Lighting: incandescent, halogen, fluorescent, etc.
  - Pumps: centrifugal, displacement, etc.
  - Compressors: rotary screw, scroll, etc.
- Quantity of equipment
- Wattage or horsepower of the equipment
- Number of lamps per fixture (for lighting)
- Model number of equipment (for non-lighting)

SAVE ON ENERGY POWER WHAT'S NEXT

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Retrofit Program Resources

- Retrofit program | Business and Industry incentives | Save on Energy
- Application documents for the Retrofit program | Save on Energy

Retrofit Program Support

- The customer must register as the Applicant
- Contractors, sales, consultants may be applicant reps
- Channel Partners, Distributors
- Hydro One Account Reps
- They know the rules



Retrofit Program Support

- Customer Site Visits
- High level walk through of facility
- Understand your processes, production, services etc.
- Advice on where projects may be found
- Technology advice
- Advice on proceeding with projects
- Assistance with first time set up
- Ask us anything!



Local Team Regions



- Central Team – L Postal Code
- Southwest Team – N Postal Code
- Toronto Team – M Postal Code
- Northeastern Team – P and K Postal Code

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Outreach & Support Services

Services Offered

- Can act as your applicant representative
- Opportunity identification – in-person and virtual
- Application creation support
- Support addressing technical review requirements and requests for information

Note: In-person services are subject to provincial public health guidelines

Contact Information

Central Team CentralOutreach@retrofitprogram.ca **Southwest Team** SouthwesternOutreach@retrofitprogram.ca	**1-877-595-2491**
Toronto Team Shivansh.Singh@retrofitprogram.ca	**1-519-588-1835**
Eastern Team Giorgio.Boccalon@retrofitprogram.ca **Northern Team** Giorgio.Boccalon@retrofitprogram.ca	**1-519-546-2996**

Next Steps

- Let’s talk
- Do you have projects?
- Set up a meeting
- Discuss potential projects
- Discuss future projects
- Let's get applications in now…



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Q&A

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