

# Greening Your Business: Funding & Expert Assistance

Oak Park Sustainable Business Program Webinar

May 18, 2023  
9am-10am



# Today's Speakers



**Cassie Carroll** – Program Director, Smart Energy Design Assistance Center (SEDAC) at UIUC



**Ricardo Magallon** – Manager, Air Inspection Division, Cook County Department of Environment and Sustainability



Energy  
Efficiency

**Adam Koch and Danny Walker** – Outreach Specialists, ComEd Energy Efficiency Program



# The Illinois & Oak Park Green Business Program



# We are focused on sustainable business.

The Illinois Green Business Program was founded in 2008 by the Illinois Green Business Association (IGBA)

- Mission: make it easier for businesses to go green
- Bring national expertise to Illinois businesses
- Sustainable business as a standard practice

**Partnership** between IGBA and the Smart Energy Design Assistance Center (SEDAC) at the University of Illinois



# Oak Park Green Business Program



Oak Park



# Sustainability in Business.

In business, sustainability refers to doing business without negatively impacting the environment, community, or society as a whole

**Shared Value Opportunity:** “doing good” can have a direct impact on your company’s ability to do well

**Where can you start? *Anywhere!***



# Sustainability Trends

## What makes a “good company”?

The Shelton Group found that consumers think that a “good company” is one that:



Makes a real  
commitment  
to climate  
change

Recycles or  
produces  
recyclable  
items

Works to  
reduce waste

Carries U.S.  
made or eco-  
friendly  
products

Treats its  
employees  
well

**EDAC**  
ENERGY DESIGN ASSISTANCE CENTER



**Sustainable business is the NEW  
standard of business.**



**SEDAC**  
SMART ENERGY DESIGN ASSISTANCE CENTER



**ILLINOIS GREEN  
BUSINESS ASSOCIATION**



# What is a “Green Business”?

- Saves money by wasting less
- Creates cleaner and healthier places to live and work
- Engages employees and their community in green practices
- On a journey of continuous improvement



# What is a Green Business Program?

**Team of sustainability specialists** uncovering opportunities for your unique business.

**One-stop shop** for sustainability resources, incentives, etc. and support to start your sustainability journey.

**Recognition for your green efforts.**

Helps businesses **reach goals** and provides a **green marketplace** for consumers



# Benefits to your business.

**Save money by wasting less.**

Identify unique sustainability solutions that **increase efficiency.**

**Enhance your brand** with positive, sustainable PR and **differentiation in the regional market.**

**Attract customers** who care about their community and the environment.

**Save time and valuable resources** by not approaching sustainability alone.



# Starting your Sustainability Journey



# How we help your business.

We are the one-stop shop for sustainability and a partner with your business on your sustainability journey.

Three key steps:

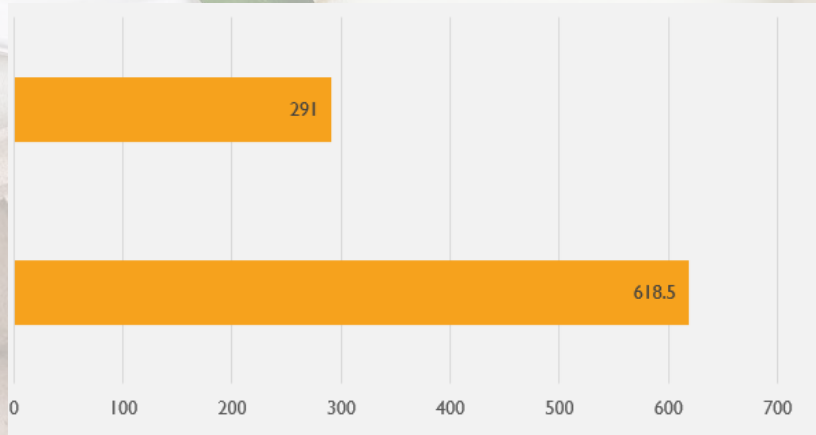
**Assess  
Opportunities**

**Take Action**

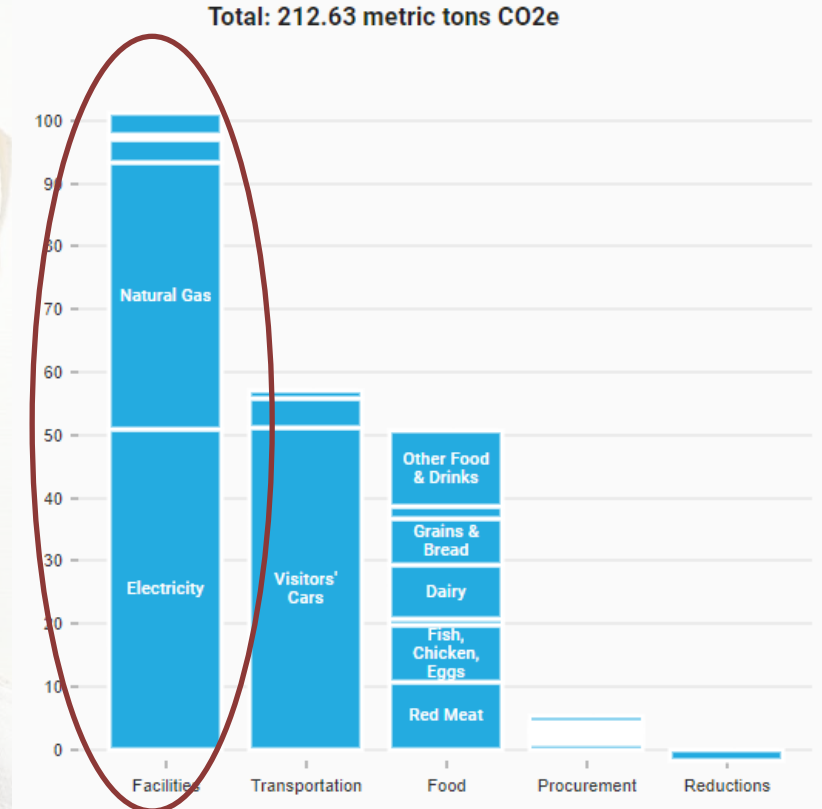
**Get  
Recognized!**

# Step 1: Assess Opportunities

We focus your efforts through benchmarking.



Restaurant Example



# Step 1: Assess Opportunities

We assess your operations.



# Step 1: Assess Opportunities

We build a green action plan.

## Recommendation

SEDAC recommends replacing the three faucet aerators in the back of house kitchen and 2 faucet aerators in the front of house restrooms with 0.5 gpm faucet aerators. A faucet aerator is a small fixture that can be screwed at the tip of the faucet to create a steady flow of water. They create a mixture of air and water and thereby reduce the amount of water consumed. It is a low-cost measure (available for less than \$5) and easy to install. Estimated savings from installing 0.5 gpm aerators are shown in Table x.

Replacing kitchen faucet aerators		Replacing restroom faucet aerators		Total
Cost of water (per gal)	\$ 0.01	Cost of water (per gal)	\$ 0.01	
Number of faucets	3	Number of faucets	2	
Old gpm	2.2	Old gpm	2	
New gpm	0.5	New gpm	0.5	
Number of employees per day	4	Number of customers per day	700	
Water saved per year (gal)	11,169	Water saved per year (gal)	172,463	<b>183,632</b>
Monetary savings (\$/year)	78	Monetary savings (\$/year)	1,725	<b>1,803</b>



# Step 2: Take Action

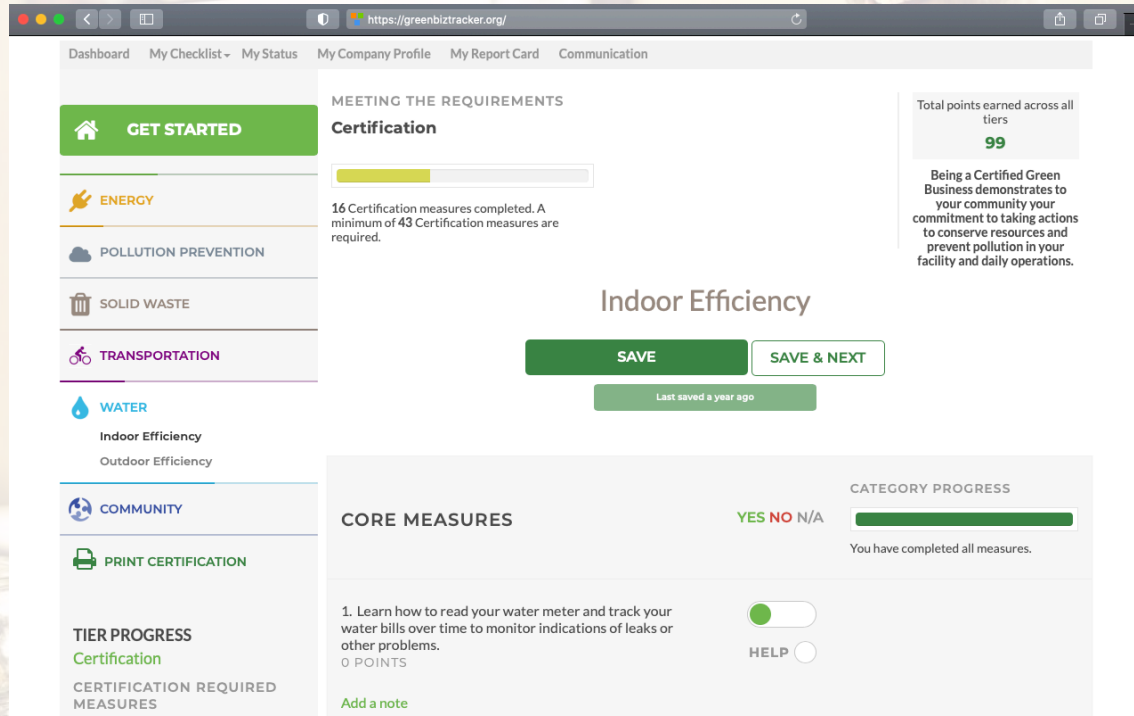
We help you move projects forward.

## Goal: Reduce Energy Use

- Pursue green action plan items that reduce energy
- Connect to ComEd and Nicor Energy Efficiency Programs
  - FREE energy assessments
  - Instant Discounts
  - Free equipment
  - Incentives!
- Navigate equipment replacements

# Step 2: Take Action

We help you track progress.



The screenshot displays the GreenBiz Tracker web application interface. The browser address bar shows the URL <https://greenbiztracker.org/>. The navigation menu includes Dashboard, My Checklist, My Status, My Company Profile, My Report Card, and Communication.

**GET STARTED**

- ENERGY
- POLLUTION PREVENTION
- SOLID WASTE
- TRANSPORTATION
- WATER**

**WATER**

- Indoor Efficiency
- Outdoor Efficiency

**COMMUNITY**

**PRINT CERTIFICATION**

**TIER PROGRESS**

Certification

CERTIFICATION REQUIRED MEASURES

**MEETING THE REQUIREMENTS**

**Certification**

16 Certification measures completed. A minimum of 43 Certification measures are required.

**Indoor Efficiency**

**SAVE** **SAVE & NEXT**

Last saved a year ago

**CORE MEASURES**

1. Learn how to read your water meter and track your water bills over time to monitor indications of leaks or other problems. 0 POINTS

**HELP**

**CATEGORY PROGRESS**

You have completed all measures.

Total points earned across all tiers: **99**

Being a Certified Green Business demonstrates to your community your commitment to taking actions to conserve resources and prevent pollution in your facility and daily operations.

# Step 3: Get Recognized

We amplify your accomplishments!

- Press release
- Social media
- Listing on Climate Ready Oak Park
- Listing on SEDAC & IGBA websites



CERTIFICATE  
OF ACHIEVEMENT

**Business Name**

is participating in the  
Illinois Green Business Program

*This business has achieved Green Business Certification from the Illinois Green Business Program by meeting or exceeding program standards across six areas of sustainability. We applaud you for your efforts!*

Date Last Updated:

Certificate #:



# The Illinois Green Business Program can help!

For a limited time, we are offering our support at no-cost to interested organizations.



# Thank you!

Cassie Carroll  
217-300-6477  
[ccarrol2@illinois.edu](mailto:ccarrol2@illinois.edu)



# Businesses Reducing Impact on the Environment (BRITE) Program | Program Overview

## Goal of the Program:

- Reduce pollution from business operations by offering free on-site technical assessments that help businesses identify pollution reduction opportunities, costs of implementation, and business cost savings. Grant funding may be offered to qualified businesses.

## Participant Eligibility:

- The BRITE Program will initially focus on **dry cleaners, auto body & auto repair shops, metal finishers, and food and beverage manufacturers** in socially vulnerable areas of Suburban Cook County.

## Why these businesses?

- These business types have a large environmental footprint and are a primary focus of the Environmental Protection Agency (EPA). Many of these businesses are also located in socially vulnerable areas throughout the County.
- Cook County Department of Environment and Sustainability expects to reduce pollution at these businesses while supporting the enhancement of business operations.

## Program Details:

- Will open to Food and Beverage Manufacturers this summer
- Webpage: [www.cookcountyl.gov/BRITE](http://www.cookcountyl.gov/BRITE) and Interest Surveys in [English](#), [Spanish](#), and [Korean](#)
- Questions? Email [BRITE@cookcountyl.gov](mailto:BRITE@cookcountyl.gov)

# BRITE Program Eligibility and Process Overview

## BRITE Program and Grant Eligibility

Businesses must meet the following criteria to be considered for the program:

- Must be located within suburban Cook County, IL
- Must have no more than 50 full-time employees
- Must have been in operation prior to January 1, 2020
- Must have experienced negative economic impacts due to the COVID-19 pandemic, demonstrated by proof of revenue loss
- To receive grant support, must agree and demonstrate that grants will be used to improve business practices that have been identified through the pollution prevention technical assessment

Priority for scheduling and funding opportunities will be given to businesses located within socially vulnerable communities, as defined by the Centers for Disease Control and Prevention. If you have questions about your eligibility, please email [BRITE@cookcountyil.gov](mailto:BRITE@cookcountyil.gov).

## Program Process Overview



# Dry Cleaner BRITE Checklist



GBT FEEDBACK

FIND GREEN BUSINESSES

Logout

Dashboard Sectors Measures Resources Checklists Tier Notification Users Reports Video Tutorials Cook County

application details

Energy

Pollution Prevention

Solid Waste

Reduce Waste

Transportation

Water

Community

DELETE APPLICATION

BUSINESS LOGIN

GET NEW CHECKLIST

PRINT ENTRY LEVEL

TIER PROGRESS

Entry Level

ENTRY LEVEL REQUIRED MEASURES

MEETING THE REQUIREMENTS

Entry Level

0 Entry Level measures completed. A minimum of 0 Entry Level measures are required.

Reduce Waste

Last Saved: Oct 26, 2022 @ 04:40 PM

ELECTIVE MEASURES

Complete at least 0 of the 3 Measures

YES NO N/A

CATEGORY PROGRESS

You have completed all measures.

1. For folded shirts and wash-and-fold garments, use paper wrapping with recycled content in place of plastic packaging.

FLAG

POST

HELP

> Pounds (lbs) of plastic packaging eliminated annually.

Add a note

Upload

2. Use durable, reusable garment bags in place of single use plastic garment bags. Also offer durable, reusable garment bags for purchase by customers.

FLAG

<https://www.greenbiztracker.org/>



# BRITE Assessment Report

## CONTENTS

- Site Information.....3
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## Water Assessment

Utility Provider	Annual Consumption	Annual Total Cost	Unit Cost*
City	151,844 Gallons	\$2,399.14	\$0.0158/Gal

### Water Use Reduction Measures:

#### 1. Install Water Tower/Water Chiller on Hydrocarbon Dry to Dry Machine

- **Observations:** Moisture that condensed into water drains to the Chicago Heights POTW. According to A3, 500 gallons of water per load are produced.
- **Recommendations:** The installation of a water tower/water chiller can recover the water to reuse in the wet cleaning system. Wet cleaning uses 100 gallons water per load and water tower/chiller can recover 500 gallons water per load with two to three loads of dry to dry hydrocarbon dry cleaning conducted per day on average. Two 350-gallon totes already stored at facility can be used to store recovered water and connected to wet washer.

#### 2. Install Heat Exchanger/Steam Trap on Boiler

- **Observations:** Boiler does not have steam trap which allows steam energy to be lost to atmosphere.
- **Recommendations:** Attach a heat exchanger/steam trap to the boiler and connect the exchanger to the hot water heater for captured water reuse in the water heater. Results in decreased water usage and energy efficiency.

#### 3. Upgrade Wet Washers to Energy Efficient (Energy Star) Washers

- **Observations:** Currently use two wet washing machines and one dryer. Wet washing machine was installed in 2005.
- **Recommendations:** Evaluate upgrading wet washer to more energy efficient options that use less energy and water and also does not sacrifice quality [https://www.energystar.gov/products/commercial\\_clothes\\_washers](https://www.energystar.gov/products/commercial_clothes_washers)

# BRITE Assessment Report

## Recommended Business Enhancements

Energy Reduction Top Recommendations					
Project	Estimated Cost	Estimated Annual Cost Savings*	Estimated Return on investment timeframe (years)	Estimated Annual Energy Reduced (kWh) <sup>1</sup>	Estimated Annual Greenhouse Gas Reduced (metric tons of CO <sub>2</sub> e) <sup>2</sup>
Upgrade to Energy Efficient Lighting (Relamp T8 Lighting)	\$1,500	\$230	6.5	2,400	1.7
Insulate ¾, ½ Inch Pipes	\$2.30/ 6-feet Materials: \$30	3-4% of annual cost for water heater natural gas usage <sup>3</sup>	1		
Repair Compressed Air Leaks In Garment Pressing Equipment	\$250-300	\$150	2	1,500	1.1
Upgrade Wet Washers to Energy Star Washers	\$1,000-2,000 per washer	No Estimate	>10	280 <sup>4</sup>	0.2

# BRITE Grant Info

- Assessment required prior to applying to BRITE Grant
  - We also work to find other funding opportunities, such as utility rebates
- Once assessment is conducted, [Apply Here](#)
  - Please be sure to upload a copy of your assessment report to this application
  - If you need support, please contact us at [BRITE@cookcountyil.gov](mailto:BRITE@cookcountyil.gov)
    - A member of our team can assist you through this process
- Not qualified for BRITE grants? Try our CPACE program (see next slide)

# Commercial Property Assessed Clean Energy Program (CPACE)



Introduced in 2019, C-PACE financing is an innovative tool that provides low-cost, long-term financing for energy efficiency, renewable energy, water conservation, EV charging stations, and resiliency projects in commercially-owned buildings.

- Funded by private capital and generally repaid through the property tax bill as a line item.
- Finance up to 100% of eligible costs
  - No personal guarantees, hence non-recourse
  - Upon sale of the property, the loan stays with the property and paid by the next owner
- Fixed rate, long-term: up to 30 years
  - Yields positive cash flow
  - Boost Property Value



To find out more about Cook County's program, go to [www.cookcountyil.gov/service/clean-energy-cpace-program](http://www.cookcountyil.gov/service/clean-energy-cpace-program).

# Begin Project Implementation



- Once you receive your funding, begin conducting work!
  - Funding is currently reimbursed
    - Please be sure you get approval of funding before conducting work
  - Remember to save your receipts, invoices, quotes, etc. and send them back to your BRITE Coordinator
  - Keep in touch and spread the word!

# Thank You!



- Webpage: [www.cookcountyil.gov/BRITE](http://www.cookcountyil.gov/BRITE) and Interest Surveys in [English](#), [Spanish](#), and [Korean](#)
- [BRITE Grant: Apply Here](#)
- Questions? Email [BRITE@cookcountyil.gov](mailto:BRITE@cookcountyil.gov)



Energy Efficiency

# Energy Efficiency Opportunities

Adam Koch and Danny Walker

# Agenda

- Introductions
- Overview of the ComEd Energy Efficiency Program (CEEP)
- Offerings and Case Studies
- How to get started with the ComEd Energy Efficiency Program
- Q&A





# Presenters



**Adam Koch**  
Outreach Manager,  
Michaels Energy



**Danny Walker**  
Outreach Service Provider,  
Michaels Energy

# Spring safety message – "Spring Cleaning" Checklist

- Check building fire extinguishers and replace batteries in building smoke alarms at least once per year (and test them monthly)
- Replace batteries in building carbon monoxide detectors at least once per year (and test them monthly)
  - Ensure vents for gas appliances are clear of debris
- Review building emergency plans with staff
  - Ensure any associated emergency kits are stocked
- With warmer temperatures arriving, check building windows for safety measure installations
- As spring approaches, temperatures can still dip below freezing overnight. That can be troublesome if ice melts during the day and refreezes overnight, creating dangerous conditions on walkways and driveways.
  - Have salt or sand readily available to treat surfaces until temperatures remain above freezing.



# Overview of the ComEd Energy Efficiency Program

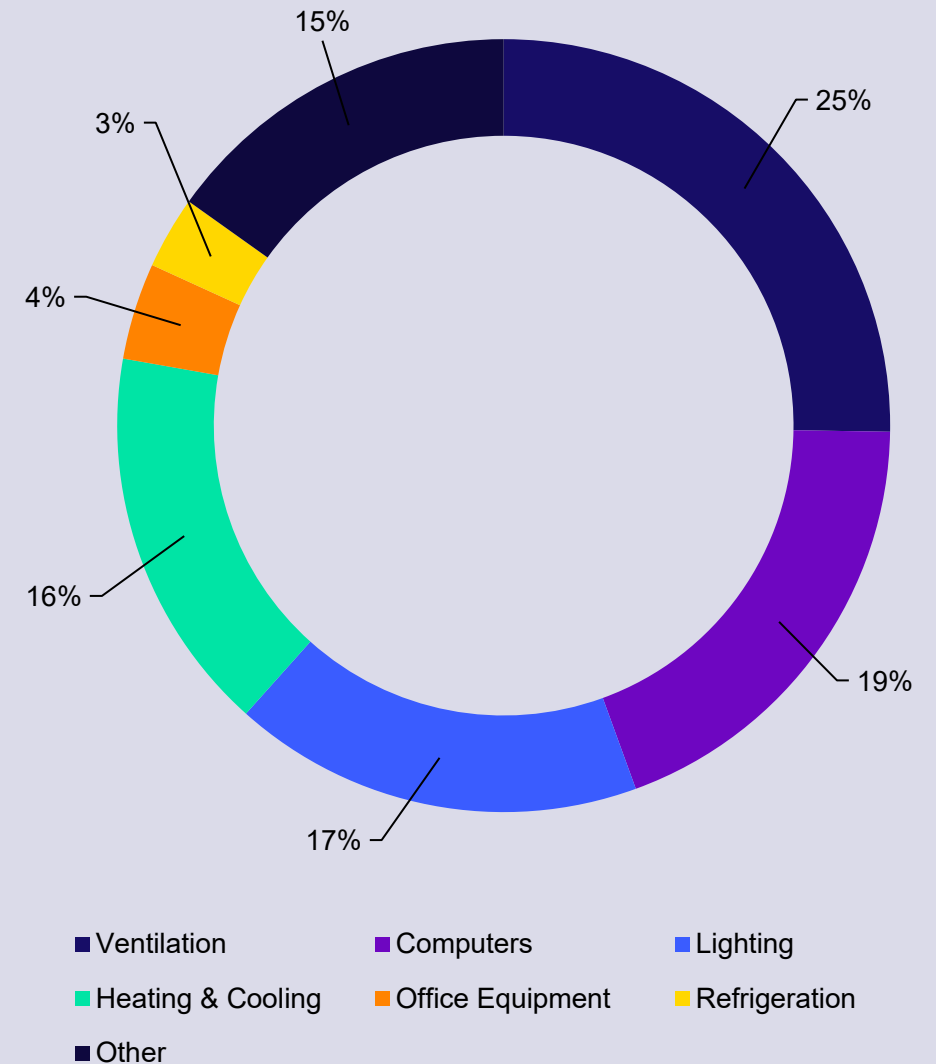


**Adam Koch**  
Outreach Manager

# Common municipal energy efficiency project hurdles

- Lack of funding and/or high upfront costs
- Difficulty navigating program/offering details
- Uncertainty with project savings
- Project timelines and ROI
- Lack of staff time, bandwidth, and/or expertise
- Internal decision-making process
- Prioritizing energy efficiency amongst competing needs

Electricity Consumption by Local Government Facilities



# This program is funded by ComEd customers!

- A charge on the monthly bill of all ComEd customers funds this program.
- Based on customer kWh usage.
- Over \$7 billion saved since 2008

**ComEd**  
An Exelon Company

Page 1 of 2

Account Number 0000000000

Bill Summary

▶ Previous Balance	\$503.36
▶ Total Payments - Thank You	\$503.36
▶ Amount Due on February 26, 2016	\$485.86

com.ed.com  
Customer Service / Power Outage  
English 1-877-4COMED1 (1-877-426-6331)  
Español 1-800-95-LICES (1-800-955-8237)  
Hearing/Speech Impaired 1-800-572-5789 (TTY)  
For Electric Supply Choices visit pluginillinois.org

Your Usage Profile  
13-Month Usage (Total kWh)

Electric Usage

Month	kWh
Feb-15	4680
Mar-15	4440
Apr-15	3720
May-15	3960
Jun-15	3800
Jul-15	3840
Aug-15	4560
Sep-15	3960
Oct-15	3940
Nov-15	4080
Dec-15	4200
Jan-15	5280
Feb-15	4800

Average Daily

Month Billed	kWh	Temp
Last Year	156.0	27
Last Month	155.3	37
Current Month	160.0	27

Meter Information

Read Date	Meter Number	Load Type	Reading Type	Previous	Meter Reading	Difference	Multiplier	Usage
1/12/2016	000000000	General Service	Total kWh	513 Actual	553 Actual	40	120	4800
1/12/2016	000000001	General Service	kWh	1.11 Actual	1.19 Actual	0.08	120	9.60

Service from 1/12/2016 to 2/11/2016 - 30 Days

Commercial Demand - 0 to 100 kW

Electricity Supply Services \$310.90

▶ Electricity Supply Charge	4,800 kWh	X	0.05857	281.14
▶ Transmission Services Charge	4,800 kWh	X	0.01095	52.56
▶ Purchased Electricity Adjustment				-22.80

Delivery Services - ComEd \$94.54

▶ Customer Charge				17.31
▶ Standard Metering Charge				12.38
▶ Distribution Facilities Charge	9.60 kWh	X	6.18000	59.33
▶ IL Electricity Distribution Charge	4,800 kWh	X	0.00115	5.52

Taxes and Other \$80.42

▶ Environmental Cost Recovery Adj	4,800 kWh	X	0.00038	1.82
▶ Renewable Portfolio Standard	4,800 kWh	X	0.00189	9.07
▶ Zero Emission Standard	4,800 kWh	X	0.00195	9.36
▶ Energy Efficiency Programs	4,800 kWh	X	0.00434	20.83
▶ Franchise Cost	\$89.24	X	2.18900%	1.95
▶ State Tax				15.53

(continued on next page)

**Taxes and Other \$80.42**

▶ Environmental Cost Recovery Adj	4,800 kWh	X	0.00038	1.82
▶ Renewable Portfolio Standard	4,800 kWh	X	0.00189	9.07
▶ Zero Emission Standard	4,800 kWh	X	0.00195	9.36
▶ Energy Efficiency Programs	4,800 kWh	X	0.00434	20.83
▶ Franchise Cost	\$89.24	X	2.18900%	1.95
▶ State Tax				15.53

Rates will vary based on customer demand category and monthly kWh usage. Customers should ask their Account Manager or EE POC for their specific cost estimates.

# ComEd Energy Efficiency Program overview



## Facility Assessments

- FREE
- Whole facilities
- Virtual walk-thru option
- Public School Carbon Free Assessment



## Incentives

- Customer covers project costs, then receives incentive to help offset those costs
- If using an EESP, Customer typically only pays balance after incentives are applied
- Often the more energy you save, the more you earn in incentives



## Instant Discounts

Point-of-sale discounts on:

- Lighting
- HVAC
- Commercial Kitchen Equipment
- Forklift battery chargers
- Fork Trucks



## Optimization

- Whole-building retro-commissioning
- Rooftop units
- Refrigeration and cooling
- Compressed air
- Strategic Energy Management (SEM)

# Standard offering

## Standard Offering Provides Incentives on a Per-Unit or Per-Fixture Basis

- Incentives for upgrades: [lighting, HVAC, energy management, compressed air and more](#)
- Most projects require a pre-application
- Wait for reservation letter before starting a project (do not sign PO or buy equipment)
- Most projects require ICC certified EESP

## Measure Categories include:

- Indoor/Outdoor Lighting
- HVAC
- Industrial Systems
- Energy Management Systems
- DX Tune-Up
- Refrigeration
- Commercial Appliances



# Key Standard measure incentives updates 2022 to 2023

Measure Name*	2022 Incentive	2023 Incentive
Indoor LED Fixtures and Retrofits	\$0.70 per Watt Reduced	\$0.80 per Watt Reduced
Outdoor and Garage - LED Fixtures and Retrofits	\$0.70 per Watt Reduced	\$0.80 per Watt Reduced
Indoor and Outdoor Networked Lighting Measures	\$0.85 per Watt Reduced	\$1 per Watt Reduced
Occupancy Sensors	\$0.16 per Watt Controlled	\$0.25 per Watt Controlled
Chillers with Integrated VSD	\$100 per Ton	\$150 per Ton
Oil-Free Bearing Chiller	\$200 per Ton	\$250 per Ton
Compressed Air - Air Compressor(s) with Integrated VSD <= 200 HP	\$130 per HP	\$200 per HP
Hybrid Injection Molding Machine	\$55 per Ton	\$75 per Ton
All Electric Injection Molding Machine	\$65 per Ton	\$75 per Ton
Fiber Laser Cutting Machines	\$2,500 per output KW	\$3,000 per output KW

\*This is not an all-inclusive list, please see link for additional incentives – [Standard Incentives](#)

\*Incentives are subject to change




# Case Study: Salt Creek Park District

Salt Creek Park District implemented LED exterior lighting upgrades at their golf course and recreation area.

## Project Snapshot

- **Total project cost: \$11,000**
- **ComEd Energy Efficiency Program incentive: \$7,600**
- **Project cost after incentive: \$3,400**
- **Estimated annual electric savings cost: \$5,500**
- **Estimated payback after incentive: 7 months**



**comed™** | Energy Efficiency  
AN EXELON COMPANY

## Salt Creek Park District

### LED Lighting Upgrades – Case Study

#### Project Summary

The Salt Creek Rural Park District, which serves portions of Arlington Heights, Palatine and Rolling Meadows, features a nine-hole golf course, aquatic golf driving range, fishing lake and walking path. Park district facilities had exterior lighting that was dim and required frequent bulb changes. The park district decided to make lighting improvements and turned to the ComEd Energy Efficiency Program for incentives to make the project more affordable.

#### The Solution

The ComEd team worked with Chris Paisley, superintendent of parks and golf, and his staff throughout the process to identify money-saving opportunities with LED lighting upgrades at the park district's Twin Lakes Golf Course and Recreation Area. Additionally, the park district took advantage of incentives offered by ComEd to reduce project and operational costs.

Paisley directed numerous upgrades to building perimeters. The park district installed new exterior LED wall pack lighting and replaced conventional high-intensity discharge fixtures with energy-efficient LEDs, giving the perimeter of the building a cleaner appearance.

(Continued)

#### Project Snapshot

<b>Energy-Saving Improvements</b>	LED Exterior Lighting
<b>Estimated Annual Energy Savings</b>	62,000 kWh*
<b>Total Project Cost</b>	\$11,000
<b>ComEd Energy Efficiency Program Incentive</b>	\$7,600
<b>Estimated Annual Cost Savings</b>	\$5,500
<b>Estimated Payback After Incentives</b>	7 months

\*Estimated annual cost savings are based on an electricity rate of 6.62 cents per kWh.

**“It’s been great. We used the ComEd incentive to help offset the cost of the project. It really has worked out very nice, knowing what incentives we could expect...” -Chris Paisley, Superintendent of Parks and Golf**

Email: [BUSINESSEE@COMED.COM](mailto:BUSINESSEE@COMED.COM)  
Call: 855-433-2700  
Visit: [ComEd.com/WaysToSave/ForYourBusiness](http://ComEd.com/WaysToSave/ForYourBusiness)

Terms and conditions apply. Offers subject to change. Actual savings will vary by customer's energy usage and rate. The ComEd Energy Efficiency Program is funded in compliance with state law.  
© Commonwealth Edison Company, LLC.

Program and will  
In addition to the  
ve also contributed  
pole bulb changes  
ounding park  
park district facilities

# Checking DLC listing

## DesignLights Consortium



Classification	Standard
Primary Use	Outdoor Pole/Arm-Mounted Area and Roadway Luminaires
Reported Input Wattage	265 W
Reported Light Output	32000 lm
Reported CCT	4000 K
Reported CRI (Ra)	70
Product ID	PIVBM46M
DLC Family Code	<a href="#">PPPTQB</a>
Listing Status	Listed
Date Qualified	2021-09-21

### PRODUCT INFORMATION VIEW DETAILS

Qualified Product List	Solid State Lighting
Technical Requirements Version	5.1
Product ID	PIVBM46M
Manufacturer	Current
Brand	Evolve
Model Number	ERL2-[0,1,2,3,4,5,D,H]-32-E5-40-X-XXXX-XXXXXX
Parent	No
Classification	Standard
DLC Family Code	PPPTQB
Input Power Type	AC

### PRODUCT CATEGORIZATION VIEW DETAILS

Category	Outdoor Luminaires
General Application	Very High Output
Primary Use Designation	Outdoor Pole/Arm-Mounted Area and Roadway Luminaires

### PRODUCT CAPABILITIES VIEW DETAILS

Integral Controls	Yes
Dimming Capability and Range	Continuous Dimming to 10% or below

## Evolve® LED Roadway Lighting Cobra Head (ERL2)



Project Name \_\_\_\_\_  
Date \_\_\_\_\_ Type \_\_\_\_\_  
Notes \_\_\_\_\_

The **Evolve®** LED Roadway ERL2 Luminaire is optimized utilizing advanced LED reflective optical system for local, collector and major roadways. The modern design incorporates the heat sink directly into the unit for heat transfer to prolong LED life.

### CONSTRUCTION

<b>Housing:</b>	Aluminum die cast enclosure. Casting Integral heat sink for maximum heat transfer
<b>Lens:</b>	Impact resistant tempered glass
<b>Paint:</b>	Corrosion resistant polyester powder painted, minimum 2.0 mil thickness <i>(RAL &amp; custom colors available)</i> Standard = Black, Dark Bronze Gray, White Optional = Coastal Finish
<b>Weight:</b>	24.0 lbs (10.9 kgs)

### OPTICAL SYSTEM

<b>Lumens:</b>	16,000 - 32,000
<b>Distribution:</b>	Type II Narrow, Type II Wide, Type III, Type IV and Type II Enhanced Back light
<b>Efficacy:</b>	112-140 LPW
<b>CCT:</b>	2700K, 3000K, 4000K, 5000K
<b>CRI (Min):</b>	70 CRI

### ELECTRICAL

<b>Input Voltage:</b>	120-277V or 347-480V
<b>Input Frequency:</b>	50/60Hz
<b>Power Factor:</b>	≥ 90% at rated watts
<b>Total Harmonic Distortion:</b>	≤ 20% at rated watts

### SURGE PROTECTION\*

Standard	Optional
<input type="checkbox"/> 10kV/5kA	<input type="checkbox"/> Secondary 10kV/5kA (R Option) or <input type="checkbox"/> Secondary 20kV/10kA (T Option)

\*Per ANSI C136.2-2018

### LUMEN MAINTENANCE

Projected Lxx per IES TM-21-11 at 25°C

Lumen Codes	Distributions	LXX(10K) @ Hours		
		25,000 HR	50,000 HR	60,000 HR
16	A5, B5, C5, D5, E5	L99	L99	L99
18	A5, B5, C5, D5, E5	L99	L98	L98
19	A5, B5, C5, D5, E5	L99	L98	L97
21	A5, B5, C5, D5, E5	L94	L87	L85
23	A5, B5, C5, D5, E5	L97	L96	L95
25	A5, B5, C5, D5, E5	L96	L95	L95
27	A5, B5, C5, D5, E5	L96	L94	L94
28	A5, B5, C5, D5, E5	L96	L94	L93
30,31	A5, B5, C5, D5, E5	L95	L93	L92
32	A5, B5, C5, D5, E5	L94	L91	L90

Note: Projected Lxx based on LM80 (≥ 10,000 hour testing). Accepted Industry tolerances apply to initial luminous flux and lumen maintenance measurements.

### RATINGS

<b>Operating Temp:</b>	-40°C to 50°C †
<b>Vibration:</b>	3G per ANSI C136.31-2018
<b>LM-79:</b>	Testing in accordance with IES Standards
<b>EMI:</b>	Title 47 CFR Part 15 Class A
<b>RoHS:</b>	Complies with the material restrictions of RoHS

\*ERL2 (32K Lumen 347-480V SKU) operates at -40°C to 45°C

### CONTROLS

<b>Dimming:</b>	Standard-0-10V <input type="checkbox"/> Optional-DALI (Option U) <input type="checkbox"/>
<b>Sensors:</b>	Photo Electric Sensors (PE) available LightGrid Compatible

### WARRANTY

5 Year (Standard)  10 Year (Optional)



# Case Study: Village of Carol Stream

The Village of Carol Stream reduced energy use from streetlighting by more than 50 percent after upgrading its high-pressure sodium and mercury vapor streetlights to LEDs.

## Project Snapshot

- **Total project cost: \$26,100**
- **ComEd Energy Efficiency Program incentive: \$19,600**
- **Project cost after incentive: \$6,500**
- **Estimated annual electric savings cost: \$4,900\***
- **Estimated payback after incentive: 16 months\***

\*Assumes 4,104 dawn-to-dusk operating hours per year and an electricity rate of 4 cents per kWh




# Custom offering

- Provides incentives for complex, non-prescriptive projects
  - Including retrofits, replacements, upgrades and more!
- For project ideas, download the custom incentive ideas at [ComEd.com/Custom](https://ComEd.com/Custom) for energy efficiency improvements that are not included in the standard offering
  - i.e. VFD motor > 200 Hp
- Download the Custom incentives fact sheet at [ComEd.com/BizIncentives](https://ComEd.com/BizIncentives)
- For projects in development, submit an optional Custom Intake Form to receive feedback from our engineering team before applying for incentives.
  - Contact your Outreach Professional or email [BusinessEE@ComEd.com](mailto:BusinessEE@ComEd.com) to request a form



# Instant Discounts

- Includes point-of-sale discounts on qualified lighting, HVAC equipment and battery charger products
- Instant savings through over 110 participating distributors
- Product categories:
  - Screw-in, pin base, wall packs, linear products, exit signs, commercial kitchen equipment, fork trucks, forklift battery chargers and HVAC
- Download the program guides from [ComEd.com/BizLights](https://ComEd.com/BizLights) and [ComEd.com/BizHVAC](https://ComEd.com/BizHVAC)


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## Instant Discounts

### HVAC Products & Specifications

Valid January 1 through December 31, 2023

ComEd commercial, industrial and public sector customers are eligible for instant incentives at the time of purchase on qualifying HVAC products through participating distributors.

Find a participating distributor at [ComEd.com/BizHVAC](https://ComEd.com/BizHVAC)

Save at the time of purchase! No paperwork necessary.

**Rooftop Unit, non-Heat Pump**

	Unit Size	Efficiency Requirement
<b>Tier 2</b> (High Efficiency)	<5.4 tons / <65 MBH	
	5.4 to <11.25 tons / 65 to < 135 MBH	
	11.25 to < 20 tons / 135 to < 240 MBH	
	20 to < 50 tons / 240 to < 600 MBH	
	50 to < 100 tons / 500 to < 1200 MBH	
<b>Tier 3</b> (Ultra High Efficiency)	<5.4 tons / <65 MBH	
	5.4 to <11.25 tons / 65 to < 135 MBH	
	11.25 to < 20 tons / 135 to < 240 MBH	
	20 to < 50 tons / 240 to < 600 MBH	
	50 to < 100 tons / 500 to < 1200 MBH	


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## Instant Discounts

### Lighting Product Categories & Eligibility

Valid January 1 through December 31, 2023

ComEd commercial, industrial and public sector customers are eligible for instant incentives at the time of purchase on qualifying lighting and exit sign products through participating distributors.

Find a participating distributor at [ComEd.com/BizLights](https://ComEd.com/BizLights)

Save at the time of purchase! No paperwork necessary.

Screw-In / Pin-Base / Other Products	Incentives	Specifications			
		ENERGY STAR®	DLC® Listed	UL® LISTED*	Non-Listed Category
Decorative lamps <310 lumens	\$6 / Lamp	X			
Screw-in HID LED - mogul base ≤ 100 watts	\$25 / Lamp		X		
Screw-in HID LED - mogul base > 100 watts	\$55 / Lamp		X		
Screw-in HID LED - medium base	\$25 / Lamp				X
4 Pin-base LED	\$10 / Lamp		X		
4 Pin-base LED (G24q/GX24q > 18W)	\$10 / Lamp				X
2 Pin-base LED	\$10 / Lamp				X

DLC Listed Fixtures**	Incentives	Specifications			
		ENERGY STAR®	DLC® Listed	UL® LISTED*	Non-Listed Category
DLC listed fixtures 0 - 80 watts	\$20 / Fixture		X		
DLC listed fixtures >80 - 200 watts	\$50 / Fixture		X		
DLC listed fixtures >200 - 300 watts	\$100 / Fixture		X		
DLC listed fixtures >300 - 500 watts	\$300 / Fixture		X		

\* Must be UL listed in addition to other specifications noted above.

\*\* Limit 250 units per account per year. For orders over 250 units, we suggest you apply for ComEd's **Small Business or Standard Incentives**.

# Strategic Energy Management (SEM)

- Recruits annual cohorts of commercial, industrial or public sector peers to find and complete energy savings projects, track energy performance, and build energy-saving practices
- Learn how to make long-term changes to improve your overall energy management approach
- Gain additional support for your energy team
- Incentive for implementing no- and low- cost energy efficiency opportunities
- Learn more at [ComEd.com/SEM](https://www.comed.com/SEM)



# What SEM enrolled sites can expect to gain

- **5% O&M savings in the first year** across a typical cohort. Every site is different, but this is a good rule of thumb.
- **20% or higher total energy savings over a multi-year horizon** can be achieved by sites that embrace SEM through O&M and capital projects combined.
- **Benefits**
  - Improved bottom line
  - Receive personalized technical support
  - Develop your staff and increase engagement
  - Build and strengthen relationships



# Other program offerings

## New Construction

- Provides technical assistance and incentives for new construction or major renovation
- Design must exceed current Illinois Energy Conservation Code requirements

## Retro-Commissioning (RCx)

- Engineering study of building systems to identify low-cost improvements to building operations with simple paybacks of <18 months

## Industrial Systems Studies

- Investigates opportunities for upgrades and more efficient operation, with up to 100% of project costs able to be covered

## Industrial-Fix it Now

- Fix it Now captures savings from improved operations and maintenance by fixing compressed air leaks, optimizing refrigeration, and tuning chillers





# Overview of the Small Business Offering



**Danny Walker**  
Outreach Service Provider

# Small Business offering details

- Eligible customers:
  - Small businesses and public facilities
    - Private & Public: < 400 kW Peak Demand
- Closed network of 79 professional, qualified, trained, and approved Energy Efficiency Service Providers
- Incentives typically cover 50% - 75% of the project cost
- Equipment categories include:
  - Indoor and Outdoor Lighting
  - Refrigeration
  - HVAC
  - Compressed Air
  - Building Envelope



# Benefits to customers

- Local and authorized Energy Efficiency Service Providers eager to review your facility
- Free Small Business Energy Assessment for your facility conducted by an Energy Efficiency Service Provider
- A customized report of recommended improvements including energy and cost savings
- Energy efficiency improvements that qualify for incentives
- Installation of new equipment, removal and recycling of old equipment

\*Customers with > 400 kW peak demand are eligible for a Standard Facility Assessment



# Case study: McDonald's Arlington Heights

The Arlington Heights McDonald's saved on energy costs through installing LED lights with occupancy sensors and replacing old HVAC systems to more energy efficient units.

## Project Snapshot

- **Total project cost: \$74,502**
- **ComEd Energy Efficiency Program incentive: \$45,909**
- **Project cost after incentive: \$28,593**
- **Estimated annual electric savings cost: \$13,424**
- **Estimated payback after incentive: 2.12 years**



Energy Efficiency



## McDonald's in Arlington Heights

### Small Business Offering – Case Study

#### Project Summary

Edgar Herrera and his family have owned 12 McDonald's restaurants, including an Arlington Heights location, since 1991. Over the years, maintenance costs rose and aging HVAC equipment failure resulted in loss of business on hot days. When Herrera attended a McDonald's event, he learned about the ComEd Energy Efficiency Program. This led him on a path to successfully upgrade his air conditioning units which saved him money and energy.

ComEd connected Herrera with an authorized Energy Efficiency Service Provider to provide a free assessment, and help with installations and paperwork.

#### The Solution

The Service Provider made sure Herrera understood the program benefits, the financials, and the energy-saving equipment options for his facilities. He started by upgrading to LED lights and moved on to the HVAC units.

"The assessment was straightforward and easy to understand. They came out one day to check out my restaurants and within a couple days had an assessment for me that explained the costs and how much money I would save. I used that to make a decision and realized it was in my best interest to replace HVAC units," said Herrera.

(Continued)

#### Project Snapshot

<b>Energy Saving Improvements</b>
AC replacement Economizer with demand control ventilation New LED fixtures with occupancy sensors
<b>Estimated Annual Energy Savings</b>
95,482 kWh
<b>Total Project Cost</b>
\$74,502
<b>ComEd Energy Efficiency Program Incentive</b>
\$45,909
<b>Project Cost After Incentive</b>
\$28,593
<b>Estimated Annual Electric Cost Savings</b>
\$13,424
<b>Estimated Payback After Incentives</b>
2.12 years

"The ComEd Energy Efficiency Program is fantastic and only possible for me thanks to the incentives and the help of the Service Provider." - Edgar Herrera, McDonald's Franchise Owner

# Small Business process

- Schedule an assessment with an Energy Efficiency Service Provider
  - [ComEd.com/SmallBiz](https://www.comed.com/SmallBiz)
    - “Get Started”
- Allow access to all areas of your facility to identify all old existing equipment
- Review the recommended equipment upgrades with the available incentives from ComEd
- Make any adjustments to ensure your goals are met
- Sign the application to confirm your project scope
- Upon application approval, the Energy Efficiency Service Provider will install the new efficient equipment
- Your signature confirms proper installation completion with the project and releases the ComEd incentives



# Overview of the Home Energy Savings Offering



**Danny Walker**  
Outreach Service Provider

# Home Energy Savings Offering

- Who is Eligible?
  - Home owners
  - Renters (with landlord's permission)
  - Customers with a ComEd, Nicor Gas, Peoples Gas or North Shore Gas account
- What types of homes?
  - Single family homes; Condos; Townhomes; 2-flat buildings
- **FREE** energy-saving products with installation included
  - Can include WaterSense® certified Showerheads, LED light bulbs, programmable thermostats, pipe insulation, and more
- **FREE** personalized home assessment report
  - In home and virtual options

For more information visit us online at  
[www.eesavings.com](http://www.eesavings.com)  
or give us a call at **855-660-9378**



# EE Program inquiries and consultation

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## **Small Business Offering**

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For more information visit us online at

[ComEd.com/BusinessSavings](http://ComEd.com/BusinessSavings)

or send us an email at [BusinessEE@ComEd.com](mailto:BusinessEE@ComEd.com).





# Energy Management Resources

## Request a FREE Standard Facility Assessment

- [ComEd.com/FacilityAssessment](https://www.comed.com/FacilityAssessment)

## Enroll in ComEd's Energy Usage Data System

- [ComEd.com/EnergyUsageData](https://www.comed.com/EnergyUsageData)

## Learn what qualifies for point-of-sale Instant Discounts

- [ComEd.com/InstantDiscounts](https://www.comed.com/InstantDiscounts)

## Enroll in the Building Operator Certification (BOC) Program

- [Boccentral.org](https://www.boccentral.org)

## Get Started With Business Energy Analyzer, a free online tool to help you manage energy use!

- [ComEd.com/BEA](https://www.comed.com/BEA)

## Earn Financial Rewards for Reducing Electricity Use During Peak Usage Periods

- [Enroll In Smart Returns Voluntary Load Reduction \(VLR\) Program](https://www.comed.com/SmartReturns)

## Take The First Step To Go Solar By Learning About Your Solar Options Today

- [ComEd.com/Solar](https://www.comed.com/Solar)

## Learn more about EV

- [Comed EV savings, benefits and incentives](https://www.comed.com/EV)

# Q&A



Energy Efficiency

Thank you