

Minimizing the Cost Impact of Cap and Trade through Energy Efficiency

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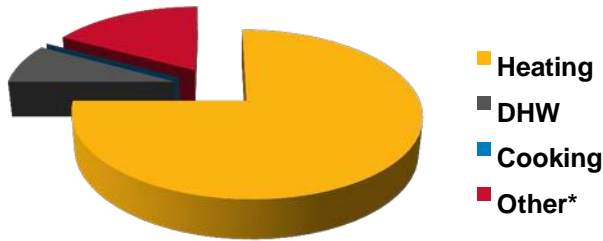


Agenda

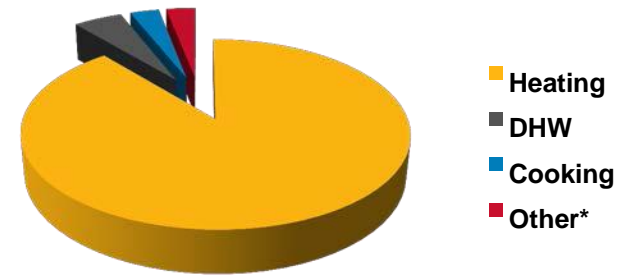
- Enbridge's Energy Efficiency Programs and Services
- Q&A

Typical Gas Usage : Commercial Buildings

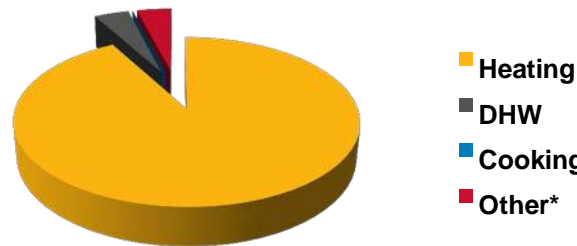
Office Building



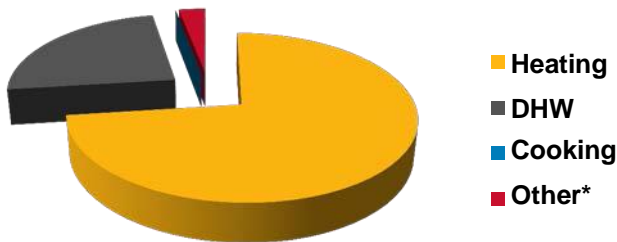
Retail



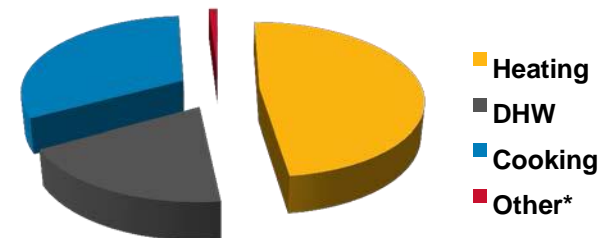
Warehouse



Apartment



Food Service



Example Project: Church

Customer Information:

Annual Consumption: 28,500 m³/yr

Assuming gas rate at \$0.25/m³

Assuming Cap & Trade cost at \$0.033518/m³

Base Case: Gas Cost

Current natural gas cost = 28,500 m³ x 0.25/m³ = **\$7,125 /yr**

Natural gas cost with Cap & Trade = 28,500 m³ x (\$0.25/m³+ \$0.033518/m³) = **\$8,080 /yr**

Project: Replace 1 heating boiler @95% efficiency

Natural gas savings 8,605 m³ (~ 30% reduction)

Natural gas cost savings **\$3,052/yr**

After Project Cost

Natural gas cost with Cap & Trade **\$5,028 /yr**

Enbridge Incentive \$ 2,010

Annual Savings-Total \$ 3,052

Overview of Enbridge's Energy Efficiency Programs and Incentives



What We Offer

Since 1995, is a leader in Demand-Side Management and have been supporting commercial customers each year with developing and implementing energy efficiency solutions by providing:

- Education and knowledge
- Advice on technology and/or operational solutions
- Calculations, analysis and opportunity identification
- Monetary incentives to assist with costs related to assessments, measurements and implementation of initiatives

Over the past three years, Enbridge has helped save our Commercial and Industrial customers over **235,000,000 cubic metres of natural gas!**

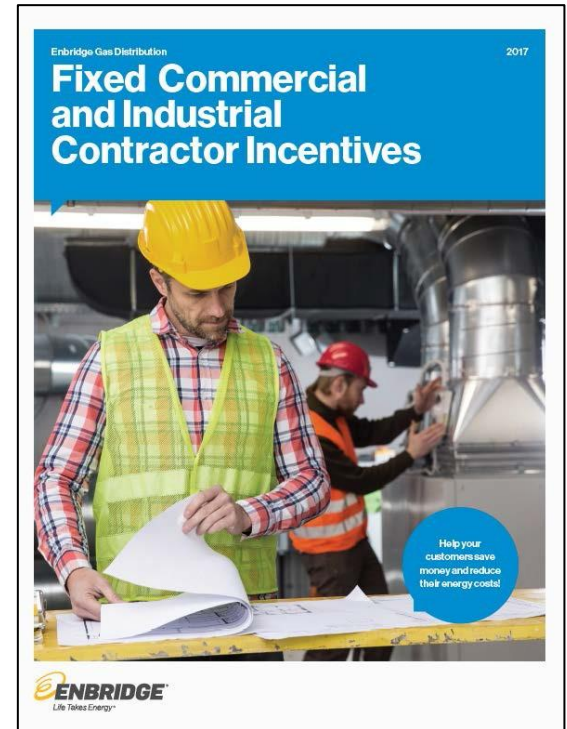
Project Qualification

How do I qualify? ...

What does not qualify? ...

Commercial Prescriptive Incentive Program

- Prescribed rebates for the purchase of energy efficient products
- 20 different technologies that Enbridge supports through this Program
- Program works like a coupon where rebates are provided upon proof of purchase
- Customer rebates typically cover between 25% to 45% of incremental costs
- Contractor/Distributor rebates ranging from \$50 to \$100/project also available



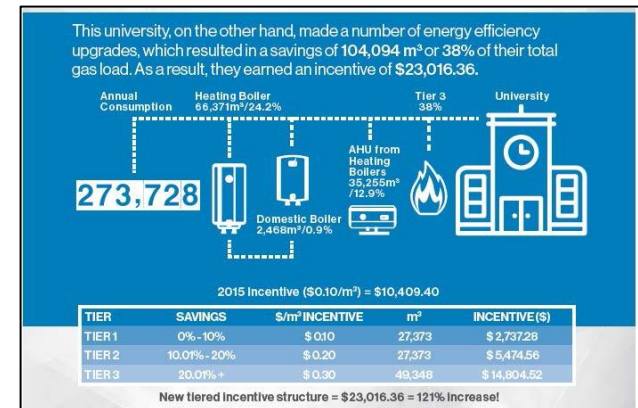
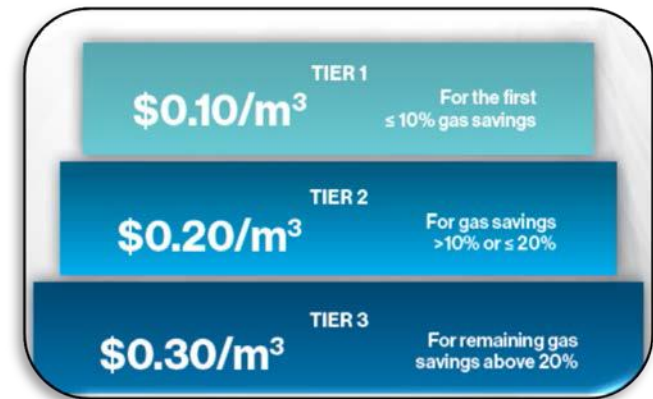
Commercial Prescriptive Program Technologies

Space Heating	Water Heating	Food Services
<ul style="list-style-type: none"> • Condensing Boilers* • Condensing Furnaces • Condensing Make-up Air Units • Condensing Unit Heaters • Demand Control Ventilators • Destratification Fans • Energy Recovery Ventilators • Heat Recovery Ventilators • High-Efficiency Boilers* • Infrared Heaters 	<ul style="list-style-type: none"> • Condensing Storage Water Heaters • Condensing Tankless Water Heaters • Low-Flow Showerheads* • Ozone Laundry System 	<ul style="list-style-type: none"> • Demand Control Kitchen Ventilation System • ENERGY STAR® Qualified Dishwashers • ENERGY STAR® Qualified Natural Gas Fryers • ENERGY STAR® Qualified Natural Gas Steam Cookers • High Efficiency Under-Fired Broilers

*Not applicable for New Construction

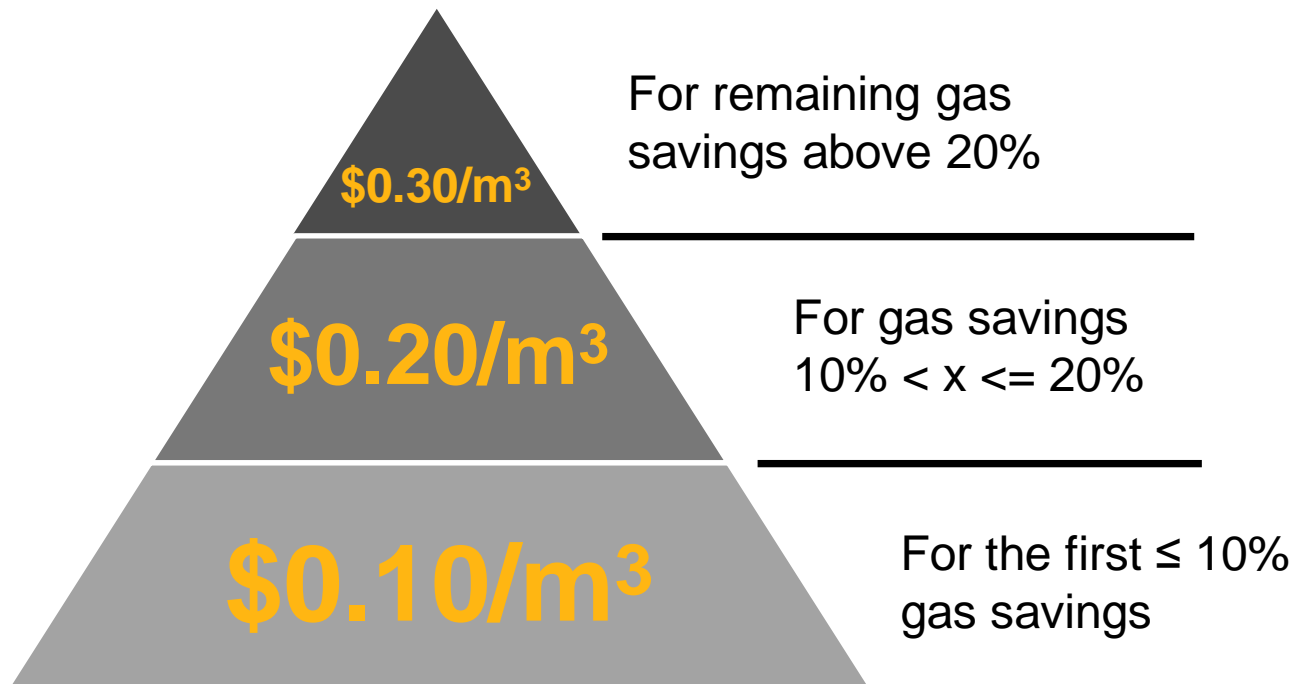
Commercial Custom Incentive Program

- Incentives available for energy efficiency projects that yield natural gas savings.
- Tiered incentive structure whereby incentives are paid out based on $\$/\text{m}^3$ saved and % of total natural gas savings.
- Incentives will cover up to 50% of the project cost to a maximum of \$100,000/project.
- Incentives paid to customers upon proof of purchase and installation.



Commercial Custom Incentive Program

- Incentive based on calculated savings from equipment/operational improvements
- Cumulative tiered incentive structure based on overall gas consumption saved:



Sales Support Tools: Energy Solutions Portal

- Offers free online access to:
 - Information about latest energy efficiency technologies
 - Energy savings calculators
 - Technical workshop videos
 - Enbridge online incentive applications



www.enbridgegas.com/energysolutionsportal

Information on Enbridge Incentives

- For more information on our incentives or to participate in one of our energy efficiency programs:
 - Contact Jeff Blunt
 - Call: 416-795-8346
 - Email: jeffrey.blunt@enbridge.com
 - Visit: enbridgegas.com/businesses/energy-management

Questions?

