# 2027 Commercial & Industrial (C&I) Energy Efficiency and Electrification Program Updates

## October 14, 2026

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*Colin Rojas*

*Andrew Kringas*

# Helpful Resources

**C&I Energy Efficiency and Electrification Website**

- ConEd.com/largecommercial

**Program Inquiries**

- Commercial@coned.com

**Incentive Navigator**

- Incentivenavigator.coned.com

**Participating Contractor Portal**

- Participating Contractor Portal/s/

**Case Studies**

- Link

**Tools and Technical Guidelines**

- Link

# Audience

- Information specific to the Commercial & Industrial EE-E Program in Con Edison's service territory.
- Target Audience:
  - Con Edison C&I Customers
  - C&I Participating Contractors
  - Contractors interested in becoming Participating Contractors

# Agenda

- **C&I Program Overview**
  - About the C&I Program
  - Program & Measure Eligibility
  - How to Apply
    - Program Documents
  - 2026 Program Year Closeout
- **2027 Program Update**
  - Program Objectives
  - Incentive Rates
- **Case Studies & Additional Opportunities**
  - Neighborhood Program Incentives
  - Commercial & Multifamily Geothermal Incentives
- **C&I Participating Contractors**
  - How to Apply
  - Benefits of becoming a Participating Contractor
  - PC Incentive Payments
- **Q&A**

# C&I Team

A dedicated team here to help make your energy efficiency and electrification projects easier from start to finish.

**Program Team**

- Michael Tierney – Program Manager, tierneym@coned.com
- Stephanie King – Deputy Program Manager, kingste@coned.com
- Alex Ambrozinski – Deputy Program Manager, ambrozinskia@coned.com

**Dedicated In-House Team**

- Business Development Managers
- Energy Advisors
- Engineers
- Inspectors
- Operations
- Trade Ally Management

# C&I Program Overview

*Presented by Stephanie King*

# Benefits and Background

Con Edison's C&I Energy Efficiency and Electrification Program provides incentives for energy-efficient equipment and technologies that help customers.

- ✓ Lower energy use and operating costs
- ✓ Reduce maintenance expenses
- ✓ Improve operational efficiency
- ✓ Reduce environmental impact

Our team makes participation easy, providing dedicated support throughout the entire process, from application to project completion and incentive payment.

- ✓ C&I Expertise You Can Trust
- ✓ Dedicated Account Support
- ✓ Strong Contractor Partnerships
- ✓ Simple Incentive Process

# Eligible Measures

- **Building Envelope**
  - Air Sealing
  - Exterior Wall Insulation
  - Secondary Window Systems
  - Window Replacement
- **Building Electrification**
  - Air Source Variable Refrigerant Flow (VRF) Heat Pump
  - Commercial Unitary Air Source Heat Pump
  - Energy Recovery / Heat Recovery Ventilator
  - Heat Recovery Chiller
  - Heat Pump Hot Water Heater
- **HVAC & HVAC Controls**
  - Fuel Switching - HVAC
  - Building Automation Systems (BAS) & Controls
- **Motors and Drives**
  - Air Compressor
  - Elevator Modernization
  - Variable Frequency Drives (VFDs)
- **Refrigeration**
  - Anti-Condensation Heater Controls
  - Evaporator Fan Controls
  - Refrigerated Case Replacement
  - Compressor Rack System
- **Other Eligible Measures**
  - Pipe Insulation
  - Waste Heat Recovery

# Account Eligibility

**Eligibility for Projects with Building Electrification or Electric Saving Measures**

- All customers with a Con Edison commercial electric account over 100 kW average peak demand on a rolling 12-month basis are eligible for C&I incentives, excluding Multifamily buildings.

**Eligibility for Projects with Gas Saving Measures**

- All customers with Con Edison commercial gas accounts are eligible except customers with a service class of SC-14 or customers receiving service via a negotiated contract.

**Eligibility for Projects with Secondary Steam Saving Measures**

- Have an eligible Con Edison electric account, active Con Edison steam service.
- Measure must save both Con Edison electric energy and Con Edison steam energy.

**Eligibility for Projects with Fuel Oil Measures**

- Have an eligible Con Edison electric account
- Provide annual fuel oil usage and proof of purchase
- Measure must save both Con Edison electric energy and fuel oil

# Project Eligibility

**General Requirements**

- Project must be in an existing facility.
- Equipment must be installed after customer receives a Notice to Proceed from Con Edison.
- Cannot apply or received an incentive from NYSERDA, Con Edison or another utility for the same project.

**Installation Deadlines**

- All projects must be completed (all documents received, and project is ready for post inspection) by October 15, 2027 to be guaranteed for 2027 incentive rates. Incentives for projects completed after this date may be reduced.

- **Customers may request 2027 incentive rates to be guaranteed through 2029** for projects completed by October 15, 2029.

- To apply for consideration, Customers must submit a **Project Completion Plan (PCP)**.

# Prescriptive and Custom Measure Definitions

## Prescriptive Measures

- Prescriptive measures are those listed in the New York State Technical Resource Manual (TRM) and use the TRM calculation.

## Custom Measures

- Custom measures are eligible measures that are not listed in the New York State Technical Resources Manual or are in the NYS TRM and are using custom calculations.
- Custom incentives are available for energy efficiency upgrades not listed in the program manual, as well as for complex technologies and unique facility processes in large facilities.
- Provide savings calculations, assumptions, and supporting sources.
- Use approved tools for complex energy modeling and include annual energy use for impacted fuels.
- Submit any documentation that helps support your savings estimate.

# How to Apply

## Get Started and Unlock Your Incentive

Submit your application package with just 5 key documents:

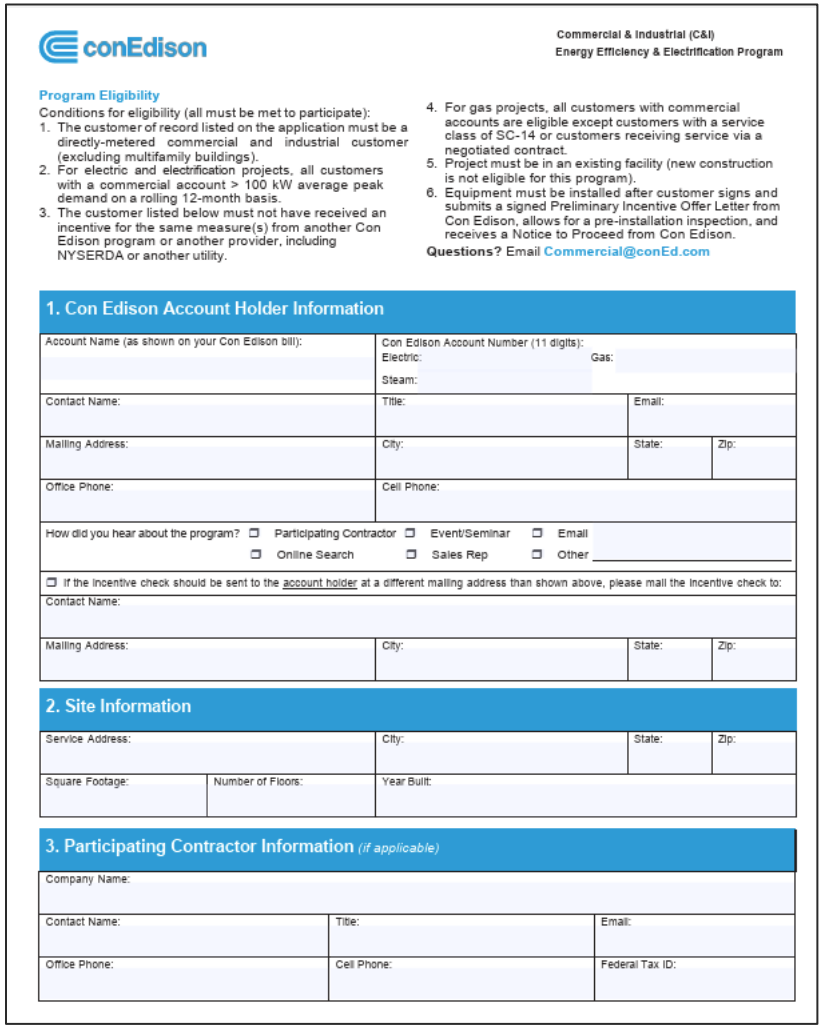
1. C&I Program Application
2. Customer Proposal / Detailed Scope of Work
3. Tool, Calculator, or Energy Analysis
4. Equipment Cut Sheets
5. W-9 for the Payee Recipient

### Customers

Submit your application to: commercial@coned.com

### Approved Participating Contractors

Submit your application through Incentive Navigator



conEdison

Commercial & Industrial (C&I)
Energy Efficiency & Electrification Program

**Program Eligibility**

Conditions for eligibility (all must be met to participate):

1. The customer of record listed on the application must be a directly-metered commercial and industrial customer (excluding multifamily buildings).
2. For electric and electrification projects, all customers with a commercial account > 100 kW average peak demand on a rolling 12-month basis.
3. The customer listed below must not have received an incentive for the same measure(s) from another Con Edison program or another provider, including NYSERDA or another utility.
4. For gas projects, all customers with commercial accounts are eligible except customers with a service class of SC-14 or customers receiving service via a negotiated contract.
5. Project must be in an existing facility (new construction is not eligible for this program).
6. Equipment must be installed after customer signs and submits a signed Preliminary Incentive Offer Letter from Con Edison, allows for a pre-installation inspection, and receives a Notice to Proceed from Con Edison.

**Questions?** Email Commercial@conEd.com

**1. Con Edison Account Holder Information**

| | | | |
|---|---|---|---|
| Account Name (as shown on your Con Edison bill): | Con Edison Account Number (11 digits): Electric: Gas: Steam: | | |
| Contact Name: | Title: | Email: | |
| Mailing Address: | City: | State: | Zip: |
| Office Phone: | Cell Phone: | | |
| How did you hear about the program? ❒ Participating Contractor ❒ Event/Seminar ❒ Email ❒ Online Search ❒ Sales Rep ❒ Other _____ | | | |
| ❒ If the incentive check should be sent to the account holder at a different mailing address than shown above, please mail the incentive check to: | | | |
| Contact Name: | | | |
| Mailing Address: | City: | State: | Zip: |

**2. Site Information**

| | | | |
|---|---|---|---|
| Service Address: | City: | State: | Zip: |
| Square Footage: | Number of Floors: | Year Built: | |

**3. Participating Contractor Information** *(if applicable)*

| | | |
|---|---|---|
| Company Name: | | |
| Contact Name: | Title: | Email: |
| Office Phone: | Cell Phone: | Federal Tax ID: |

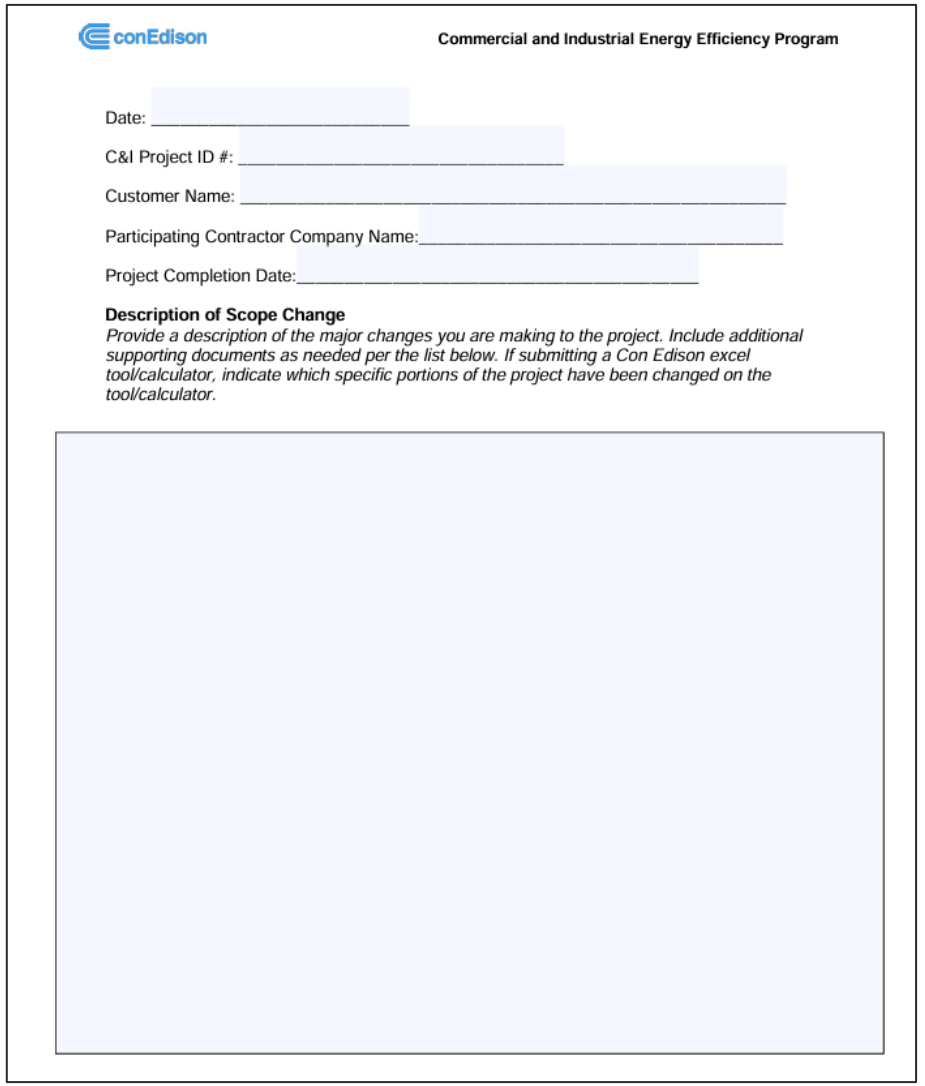
program-application.pdf

# Measure Guidance, Tools and Calculators

- Visit our Tools & Technical Guidelines page for measure-specific guidance and helpful program tools.
  - Link to site is here.
- Our guidance documents explain project requirements, while our tools help estimate potential incentives.
- Program Year 2027 tools will start with version 27 and reflect the new incentive rates discussed today.

# Change in Scope?

- Plans change, and that's okay. We're here to help make the process simple.
- If your project scope changes from the original application or NTP, simply submit a **Scope of Work Change Form to** the C&I team **before starting the new work**. We'll review the proposed changes with you to make sure everything stays on track.
- Once approved, we'll issue an NTP so you can move forward with installation.



conEdison Commercial and Industrial Energy Efficiency Program

Date: _____

C&I Project ID #: _____

Customer Name: _____

Participating Contractor Company Name:_____

Project Completion Date:_____

**Description of Scope Change**

*Provide a description of the major changes you are making to the project. Include additional supporting documents as needed per the list below. If submitting a Con Edison excel tool/calculator, indicate which specific portions of the project have been changed on the tool/calculator.*

[scope-of-work-change-order-form.pdf]

# Multi-Year Projects

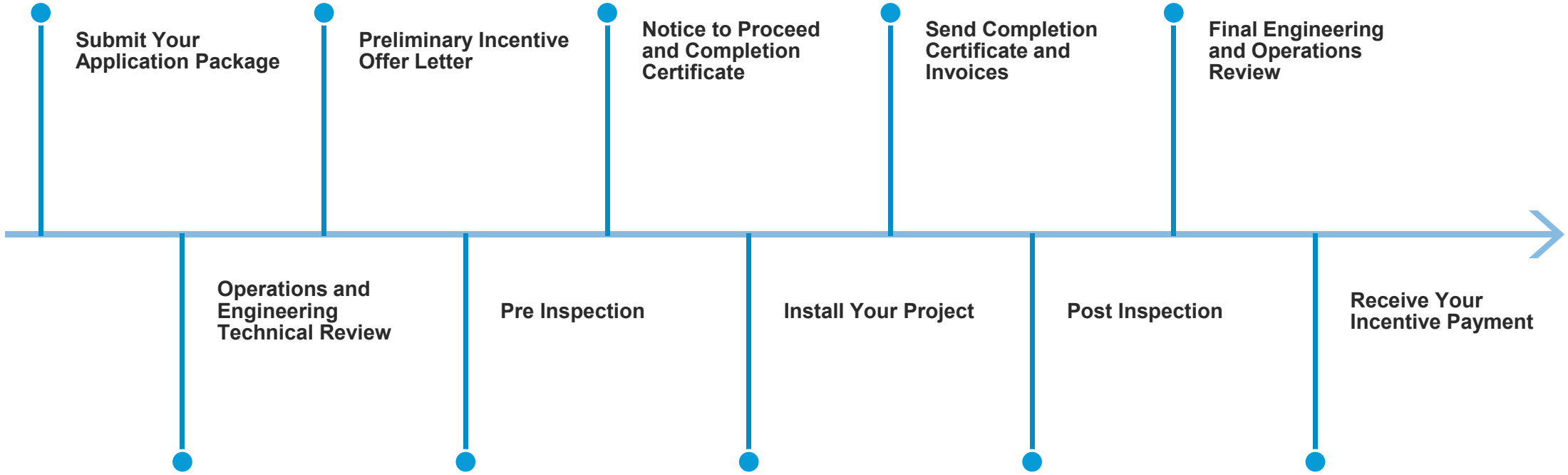
Big Projects Take Big Planning.

Planning a multi-year project? The C&I Program supports large-scale investments with longer installation timelines. Just provide a project completion plan and schedule with your submission.

- **Go Bigger** with multi-year incentives for building envelope upgrades.
- **Go Electric** with incentives for heat pumps and heating electrification.
- **Get Smarter** with advanced HVAC controls.

Ready to get started? Submit your application to: commercial@coned.com.

# C&I Project Lifecycle




**Equipment must be installed after customer receives a Notice to Proceed from Con Edison.*

# Best Practices

- When submitting project application or completion paperwork, ensure:
  - Correct information and all project documentation
  - Payee information accurate
  - Complete and Detailed Scope of Work
  - Load Calculations are submitted for electrification projects
- Prior to starting your installation:
  - Project must receive a Preliminary Incentive Offer Letter (PIOL)
  - Project must receive a Pre-Inspection (Result = Pass or Cured)
  - Project must receive a Notice to Proceed (NTP)
- When requesting a Final Post Inspection, ensure:
  - Project installation is complete
  - Equipment is fully installed, connected & operational
- During Initial & Final Engineering Review:
  - Respond promptly to queries

# 2026 Program Year Closeout

Let’s Finish 2026 Strong!

- Installed your 2026 project? Send us your completion certificate and invoices ASAP so we can finalize your project and issue your incentive payment. Documents are due 10/15.
- Our Q4 priority: Closing out 2026 projects, including outstanding post-inspections and final engineering reviews.
- Have a 2027 project? Keep the applications coming! Submit when ready.
- A quick heads-up: As we prioritize 2026 closeouts, new applications may experience longer review times. We appreciate your patience.

# Program Updates

*Presented by Michael Tierney*

# Program Objectives

Power Bigger Projects. Grow the Pipeline.

Expand customer reach and build a strong multi-year pipeline with guaranteed offers that make larger projects more achievable and cost-effective.

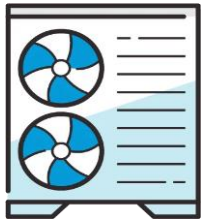
Accelerate decarbonization with heat pumps that help customers meet Local Law 97 and sustainability goals.

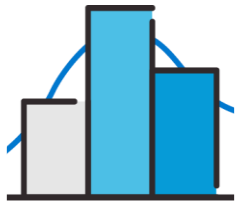
Unlock new opportunities through innovative C&I energy efficiency and building electrification technologies.

Support customers and Participating Contractors every step of the way to successfully deliver projects from concept to completion.

Building Envelope

Heating Electrification





+1 Program Experience

# Program Updates

More Funding. More Possibilities. More Impact.

Increased incentives and expanded opportunities through the 2027 C&I Program, designed to help bring bigger energy projects to life.

- Project incentive cap increased from $1M to $2.5M per account annually
- 21 measure offerings now offer higher incentives
- Simplified Building Electrification incentives and increased them up to 186%
- Select Refrigeration, VFD, and Pipe Insulation incentives have more than doubled

Enhanced incentives help make deeper energy efficiency and building electrification investments more achievable than ever.

*Note: Incentive rates will be effective with the release of the Program Manual, scheduled for December 15, 2026, and remain subject to change. Incentives cannot exceed 50% of the customer's project cost for eligible measure(s) and 100% of each measure cost.*

# Program Updates

Think Bigger with an Increased Project Cap.

- The total incentive cap has increased from $1M to **$2.5M** per account
- PIOL Requirements
  - Installation Schedule and Project Completion Plan
  - Kickoff call to review project scope and installation schedule
- New Projects Only: Increased project cap does not apply to existing projects already in the pipeline

Greater incentive potential to help grow the pipeline and advance larger opportunities

*Note: Incentive rates will be effective with the release of the Program Manual, scheduled for December 15, 2026, and remain subject to change. Incentives cannot exceed 50% of the customer's project cost for eligible measure(s) and 100% of each measure cost.*

# 2027 C&I Building Electrification Incentive Rates

Simplified and Increased, Incentives. Expanded Opportunities.

| Building Electrification Measures | Incentive Rate |
|---|---|
| Space Heating: Full Building Load Electrification | $200 / MMBtu |
| Space Heating: Phased Load Electrification | |

| Hot Water Electrification Measures | Incentive Rate |
|---|---|
| Domestic Hot Water: Full Load Electrification | $200 / MMBtu |
| Domestic Hot Water: Phased Load Electrification | |

*Note: Incentive rates will be effective with the release of the Program Manual, scheduled for December 15, 2026, and remain subject to change. Incentives cannot exceed 50% of the customer's project cost for eligible measure(s) and 100% of each measure cost.*

# 2027 C&I Envelope Incentive Rates

| HVAC Measures | Commodity | Incentive Rate |
|---|---|---|
| Building Envelope | Electric | $1.10 / kWh |
| | Secondary Steam* | $250 / Mlbs |
| | Gas | $32.50 / Therm |
| | Secondary Fuel Oil* | $10 / Gal of Fuel Oil |

** Secondary Steam and Fuel oil savings must also save Con Edison Electric.*

*Note: Incentive rates will be effective with the release of the Program Manual, scheduled for December 15, 2026, and remain subject to change. Incentives cannot exceed 50% of the customer's project cost for eligible measure(s) and 100% of each measure cost.*

# 2027 C&I BAS Incentive Rates

| HVAC Measures | Commodity | Incentive Rate |
|---|---|---|
| Building Automation Systems | Electric | $0.45 / kWh |
| | Secondary Steam* | $100 / Mlbs |
| | Gas | $8 / Therm |
| | Secondary Fuel Oil* | $10 / Gal of Fuel Oil |

** Secondary Steam and Fuel oil savings must also save Con Edison Electric.*

*Note: Incentive rates will be effective with the release of the Program Manual, scheduled for December 15, 2026, and remain subject to change. Incentives cannot exceed 50% of the customer's project cost for eligible measure(s) and 100% of each measure cost.*

# 2027 C&I Electric Measure Incentive Rates

| Measure Name | Incentive Rate |
|---|---|
| Air Compressor | $300 / HP |
| Elevator Modernization | $0.45 / kWh |
| Variable Frequency Drives (VFD) – Prescriptive and Custom | |
| Evaporator Fan Control - Walk-in Cooler or Freezer | |
| Refrigerated Case Replacement | |
| Compressor Rack System | |
| Custom - Refrigeration | $0.19 / kWh |
| Anti-Sweat Heater Control - Reach-in Cooler or Freezer | $25 / Door |

*Note: Incentive rates will be effective with the release of the Program Manual, scheduled for December 15, 2026, and remain subject to change. Incentives cannot exceed 50% of the customer's project cost for eligible measure(s) and 100% of each measure cost.*

# 2027 C&I Gas Measure Incentive Rates

| Other Efficiency Measures | Commodity | Incentive Rate |
|---|---|---|
| Linear Pipe Insulation | Bare pipe with diameter up to 2“ | $12 / Linear Foot of Piping |
| | Bare pipe with diameter greater than 2", up to 8” | |
| | Bare pipe with diameter greater than 8", up to 16” | |
| Custom Pipe Insulation | Custom insulation for piping, pipe fittings, equipment jackets, and similar equipment. | $5 / Therm |

| Custom Measures | Incentive Rate |
|---|---|
| Boiler Outside Air Reset Controls | $1 / Therm |
| TRM measures with an EUL Greater than 6 Years not listed in this manual | $2 / Therm |
| Other Custom gas measures | $8 / Therm |

*Note: Incentive rates will be effective with the release of the Program Manual, scheduled for December 15, 2026, and remain subject to change. Incentives cannot exceed 50% of the customer’s project cost for eligible measure(s) and 100% of each measure cost.*

# 2027 Waste Heat Recovery Incentive Rates

| Other Efficiency Measures | Commodity | Incentive Rate |
|---|---|---|
| Waste Heat Recovery* | Electric | $0.56 / kWh |
| | Secondary Steam** | $100 / Mlbs |
| | Gas | $10 / Therm |

**Waste heat recovery technologies include all non-heat pump HVAC measures. If your waste heat recovery technology includes a heat pump technology, please refer to the building electrification measures section.*
*** Secondary Steam must also save Con Edison Electric.*

*Note: Incentive rates will be effective with the release of the Program Manual, scheduled for December 15, 2026, and remain subject to change. Incentives cannot exceed 50% of the customer's project cost for eligible measure(s) and 100% of each measure cost.*

# Case Studies & Additional Opportunities

**C&I Case Studies** – *Alex Ambrozinski*

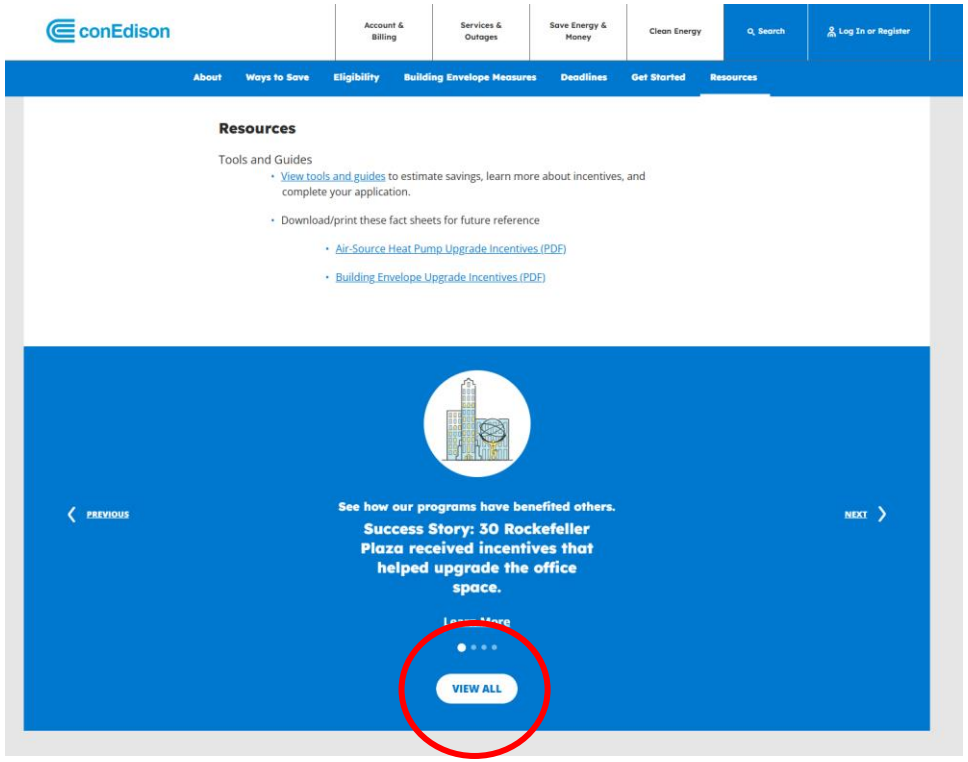
**C&I Neighborhood Program** – *Alex Ambrozinski*

**Commercial and Multi-Family GSHP Program** – *Colin Rojas*

# Have You Heard of Our Success ?

Navigate to our Success Stories page

- Success Stories | Con Edison
- From the carousel at the bottom of our main webpage (coned.com/largecommercial)




## Success Stories

Check out real-life stories from New Yorkers who reduced their energy consumption using incentives from Con Edison.

**Roof Insulation - Department of Parks**

See how the Crotona Park Pool Bathhouse improved energy efficiency and building performance through electrification and energy upgrades, with support from Con Edison incentives and NYC sustainability initiatives.

**Fuel Switching-Atkins Companies**

See how electrification helped lower greenhouse gas emissions, improve air quality, and reduce this building's environmental impact.

**Waste Heat Recovery - One Manhattan West**

See how One Manhattan West partnered with Con Edison to install a heat recovery system that repurposes steam condensate for hot water, cutting energy use and boosting sustainability

**Building Electrification Program - NYU**

See how NYU transformed Rubin Hall into a LEED Platinum and Passive House pre-certified building by replacing fossil-fuel systems with clean energy solutions and adding modern comfort with support from Con Edison's Building Electrification Program.

**Window Replacement - Sage Realty**

See how focused upgrades delivered measurable energy savings and lasting value for both the tenants and property managers.

# Case Study – Roof Insulation

**Overview**
To improve the building's energy performance and extend the roof life – NYC Parks Department and DCAS partnered with Con Ed's C&I Team to receive an incentive.

**Energy Efficiency Upgrades**
- Roof Insulation - replaced the roof insulation with R-34.8 opaque shell insulation

**Highlights**
The upgrade improves the building's energy performance, reduces heat loss, extends roof life, lowers fuel use, and cuts greenhouse gas emissions.

As a result, the bathhouse can now be used more comfortably year-round while supporting New York City's sustainability goals.

Together, NYC Parks, DCAS, and Con Edison helped protect a historic community asset while making Crotona Park more comfortable, energy efficient, and sustainable for the New Yorkers who rely on it every day.

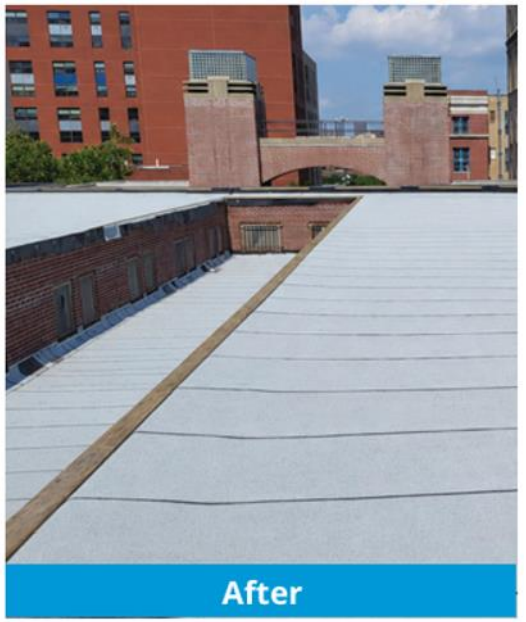
**Highlights**

| Total Project Cost: | Con Edison Incentive: | % of Project Cost Covered by Con Edison: |
|---|---|---|
| $363,000 | $35,587 | 9.8% |

Total Energy Savings (Therms):

**1,483**

Before


After

# Case Study – HVAC Controls

**Overview**
To improve energy efficiency without compromising its strict environmental requirements – building management partnered with Con Ed's C&I Team to receive an incentive.

**Energy Efficiency Upgrades**
- Building Automation System (BAS) enhancements to improve visibility and control
  - Implemented across 100 air handling units

**Highlights**
The project enhanced the Building Automation System (BAS) to improve visibility, control, and performance by integrating leak detection, expanding conservation-level environmental data logging, and adding energy metering and monitoring.

Advanced fan control sequences were implemented across six air-handling units to optimize airflow and fan performance while maintaining rigorous environmental conditions.

These upgrades resulted in total energy savings of 26,957 MMBtu.

## Highlights

| First-Year Total Energy Use Reduction:* | Annual Electricity Reduction: | Annual Steam Reduction: |
|---|---|---|
| 24% | 12% | 30% |

| Annual GHG Savings:** | Con Edison Incentive: |
|---|---|
| 2,125 MTCOe | $1,000,000 |

* Compared to pre-retrofit use
** Compared to baseline design

*The Museum of Modern Art*

# Case Study – Heat Pumps & Heat Recovery

**Overview**
As part of a major building electrification and gut renovation project, the fossil fuel-based heating infrastructure was replaced with air-source heat pump technology and heat recovery systems, creating an all-electric heating and cooling solution for a 140,000-square-foot academic facility.

**Energy Efficiency Upgrades**
Installed Air Source Heat Pump (ASHP) chillers to provide building heating and cooling as well as heat recovery units (HRUs/ERVs) to capture and reuse waste heat from building exhaust air streams.

**Highlights**
Eliminated reliance on traditional fossil fuel heating systems through a comprehensive building electrification strategy

Integrated new HVAC equipment with the building management system and high-efficiency variable-speed operation.

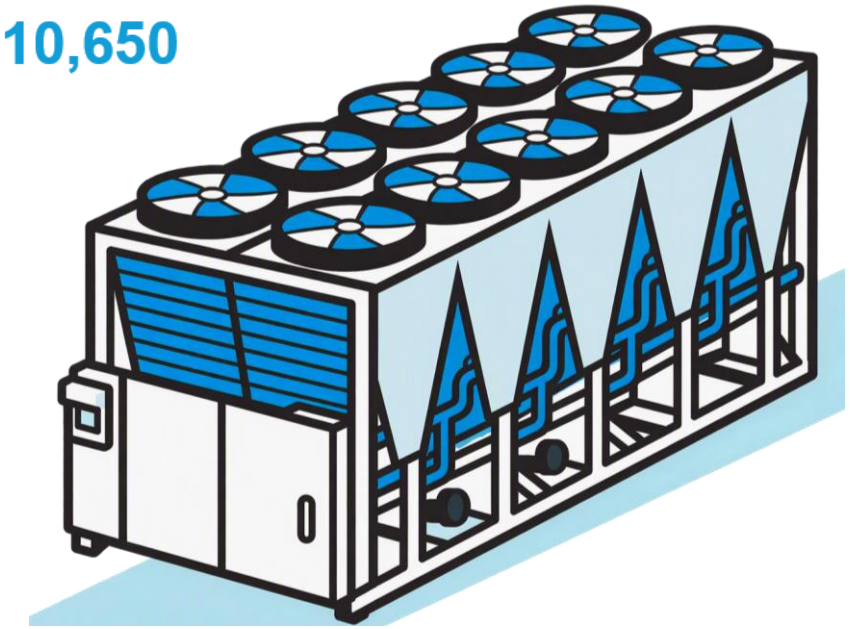
Transitioned to All-Electric Operations by replacing conventional gas-fired heating equipment with modern air-source heat pumps, supporting long-term decarbonization goals.

**Highlights**

| Con Edison Incentive: | % of Project Cost Covered by Con Edison: |
|---|---|
| $1,200,000 | 15% |

Total Energy Savings (MMBtu):

10,650



# Neighborhood Program Incentives

## Who's Eligible:

**Neighborhood bonus incentives are for eligible Southeast Queens neighborhoods.**

## Bonus Incentive Details:

**Eligible customers can receive $2,000/kW for eligible electric upgrades, capped at 100% of each project measure cost, including all offers through the C&I Energy Efficiency Program.**

## Prescriptive Measures:

- **Air Compressors (single-system replacement)**
- **Refrigerated Display Case Replacements**

## Custom Measures:

- **Air Compressors (multi-system replacement)**
- **Building Envelope**
- **Compressor Racks**
- **Elevator Modernization**
- **Evaporator Fan Controls**
- **Other Custom Electric Measures***

***For more information on eligible custom measures, refer to the latest C&I Program Manual.**

# 2027 Commercial & Multifamily Geothermal Incentive Rates

## Custom Incentive Rates (Commercial & Multifamily)

| Measure | New Construction ($/MMBtu) | Existing Building ($/MMBtu) |
|---|---|---|
| Space Heating Electrification | $175 | $400 |
| Space Heating Electrification and Envelope [1] | $200 | $425 |
| Domestic Hot Water Electrification | $175 | $400 |

## Prescriptive Incentive Rates (Multifamily Only)

| Measure | New Construction ($/apartment) | Existing Building ($/apartment) |
|---|---|---|
| Space Heating: Full Building Electrification | $2,000 | $10,500 |
| Space Heating: Full Building Electrification and Envelope [1] | $4,000 | $13,000 |
| Domestic Hot Water Electrification | $1,000 | $2,000 |

*Incentive rates will be effective with the release of the Commercial & Multifamily Geothermal Heat Pump Program Manual, scheduled for December 15, 2026, and remain subject to change.
[1] To be eligible for space heating and envelope measures, projects must lower their dominant load by at least 10% relative to applicable code minimum.
[2] All projects are subject to an incentive cap of $2,500,000 or 50% of total project cost, whichever is lesser
**Questions?** Email: rojasc@coned.com

# Case Study – Variety Boys & Girls Club of Queens

**Overview**
The redevelopment of the Variety Boys & Girls Club of Queens will entail the construction of a new 5-story VB&G club facility topped by 229-units of supportive housing.

**Energy Efficiency Upgrades**
- Geothermal heat pumps will satisfy the entire club space's heating and cooling loads.
- Domestic hot water heat pumps provide hot water to the entire building.

**Incentive**
A combined **$1,500,000** to support the thermal conductivity testing and deployment of geothermal heat pumps on this project.

**Highlights**
Designed the serve 16,000 youth annually the club will include amenities like a charter school, pools, a teaching kitchen, planetarium, ice rink and other community-focus programming space.

# C&I Participating Contractors

*Presented by Andrew Kringas*

# Becoming a Participating Contractor (PC)

## Requirements to Become a PC

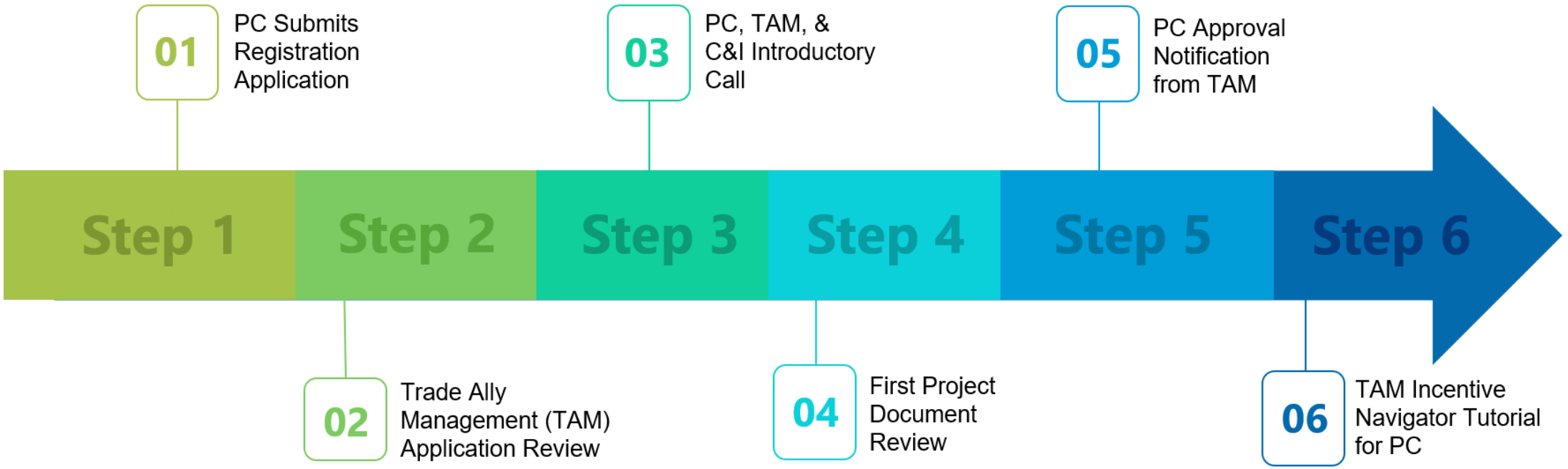
- Certificate of Insurance Information (COI) - Minimum $1 million general liability coverage
- The latest version of the W-9 form available on the IRS website
- Workers Compensation certificate (if applicable)
- At least one project ready for submission to the C&I Program
- Three (3) customer references

Apply to become a Participating Contractor

## Requirements to Maintain PC Status

- Maintain a valid, dated Certificate of Insurance
- Submit an eligible project on an annual basis
- Attend C&I program training(s)
- Timely responses for Business Development Managers and Trade Ally team
- Adhere to program participation requirements (including Code of Conduct)

# Onboarding Process




- Steps 1-3 (completed within 5-7 days)
- Steps 4-6 (timeline may vary)
- PC must submit **one** project to be an approved contractor

# We've Got Your Back

The right support, the right answers, when you need them most.

**Trade Ally Management Team**

- Reviews your PC application
- Maintains program documents
- Answers Incentive Navigator questions

**Business Development Manager**

- Helps with project submissions
- Answers project eligibility questions
- Provides updates on your existing project pipeline

# C&I Participating Contractor Benefits

- ✓ PC Monthly Meetings
- ✓ Listing in C&I PC Directory
- ✓ Program and Marketing Tools
- ✓ Access to Incentive Navigator
- ✓ Co-Branding Opportunity
- ✓ Utility Trainings, Webinars, and Events
- ✓ Rebate and Technical Support
- ✓ Direct Deposit Incentive Payments

# Participating Contractor Monthly Meeting

## 2026 Monthly Topics Breakdown

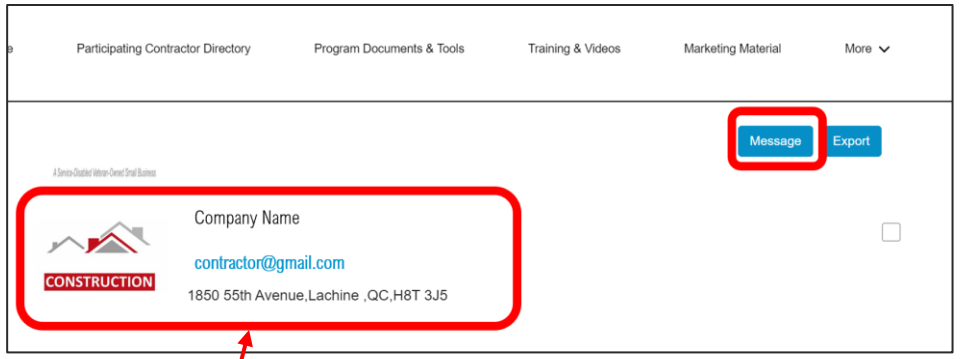
- **January:** Con Edison | Recap of 2025 Program Performance & Upcoming 2026 Items
- **February:** Con Edison | Program Success Stories
- **March:** Con Edison | Co-Branding Workshop
- **April:** ACEEE | Industry Research with the American Council for an Energy-Efficient Economy*
- **May:** Con Edison | Participating Contractor Resources: Performance Metrics & AI
- **June:** NYSERDA | On-the-Job Training Program with NYSERDA*
- **July:** The Green Launchpad | Build Your Energy Efficiency Workforce: Employer Workforce Toolkit*
- **August:** Con Edison | Flip the Switch on the Energy Exchange Program
- **September:** We Source NYC | Leveraging the BOC Network to Advance Building Electrification*
- **October:** Con Edison | Full and Partial Electrification Strategies for Commercial Building Retrofits
- **November:** Con Edison | Program Year-End Closeout

**External guest speaker*

# C&I Participating Contractor Benefits

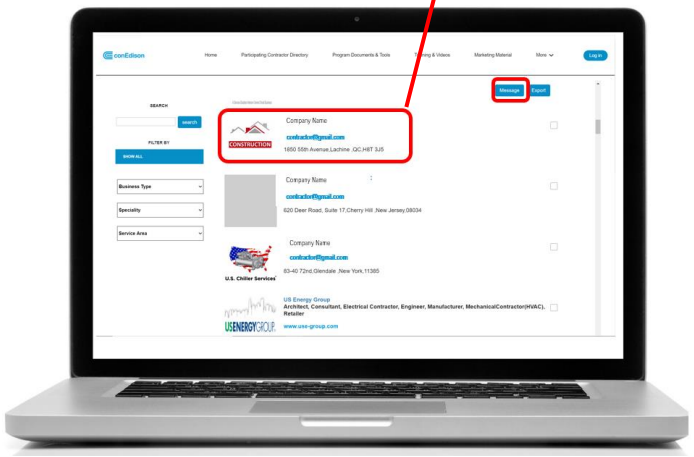
## Gain exposure with Con Edison's customer network

- PC profile displayed with Badge ID number
- Logo can be added to brand your listing




## Message Feature

- Customers can reach out to PCs directly through the portal

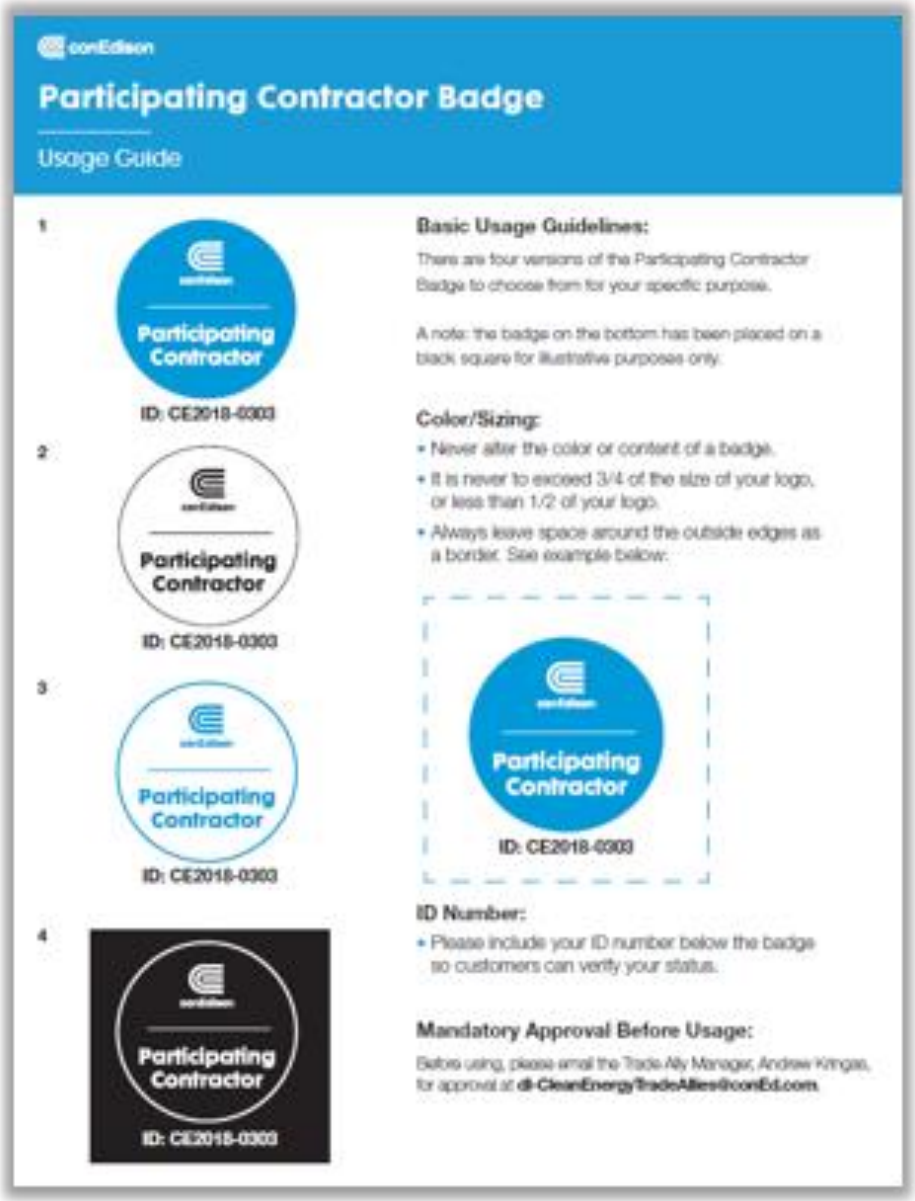


# Co-Branding

## How Participating Contractor Badge IDs Boost Program Participation:

- **Trust:** Badge and ID number reassure customers that a Participating Contractor is approved to work in Con Edison Programs
- **Awareness:** Boosts visibility and recognition as an official Con Edison Participating Contractor
- **Branding:** Provides a unique ID that is consistent across all Con Edison Programs

**Approvals must come from Con Edison**



# Co-Branding

**The PC Badge is aligned with Con Edison's Corporate Guidelines**

- Represents authenticity and trust between Con Edison and it's Participating Contractors
- Cannot be edited or modified in any way
- Modifying the Badge ID will be considered a violation and leaves the PC open to a perception of a **scam**
  - PCs should **NOT**:
  - Reconfigure ANY elements of the Badge (*picture 2*)
  - Use stock images of the Con Edison logo in ANY way (*picture 3*)

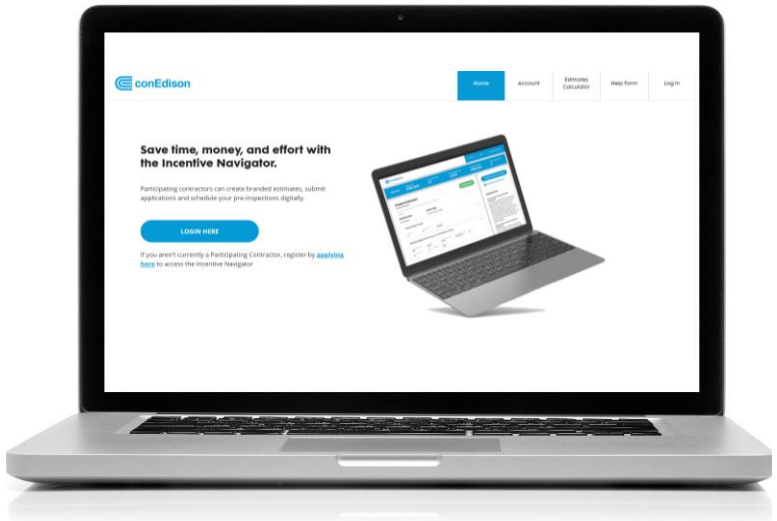
1

2

3

# Incentive Navigator

- **Create & Download Your Estimate**
  - Create and download a simple, branded estimate that maximizes incentives
  - Share the estimate with your customer to help close the deal
- **Generate, Submit, & Track Projects**
  - Convert your estimate to a project to get a jump-start on your rebate application, providing visibility across the lifecycle of your project
  - Communicate directly with the C&I team throughout the lifecycle of your projects using Incentive Navigator
- **Schedule Your Inspection**
  - More control over the scheduling process
  - Schedule your pre-inspection appointment after submitting your application



# Standardized Objective Performance Metrics

- The Standardized Objective Performance Metrics is a structured framework designed to establish clear, consistent, and measurable performance expectations for our C&I PCs

- Benefits to the Participating Contractor:
  - Clear Expectations
  - Greater Transparency
  - Actionable Insights
  - Stronger Customer Outcomes
  - Recognition of High Performance

- Keep an eye out for the project launch in Q1 2027!

**Pictured:** Example of the Performance Metrics dashboard

# PC Incentive Payments

## What is “ACH”?

- Automated Clearing House, or an electronic transaction between banks and credit unions

## Why Enroll?

- Mandatory program requirement by March 31, 2027 (*end of Q1*)
- Speedier timelines, automation of payments, and reducing admin burdens of physical checks

## What is Required to Enroll?

- Latest W9 version, found here
- Void Check or Bank Letter
- ACH Form (*provided by Con Edison*)
  - *The “Company Name” on the ACH Form and Bank Letter must match W9 exactly or request is rejected*

# Q&A

# Q&A

**Are transformer replacement projects eligible for C&I incentives?**

- No, Transformers are not eligible for C&I incentives.

**When will the updated C&I Program Manual be released?**

- The Program Manual will be published on 12/15/2026.

**Does Con Edison manage the C&I program directly, or does it go through Willdan?**

- The C&I program is managed directly through Con Edison. It is not managed by Willdan.

**Is an Extended Life measure still eligible for the custom incentive rate?**

- Yes, measures that qualify for extended life will receive the custom incentive rate.

# Q&A

## Where can we find C&I case studies and technical guidance?

- Our Success Stories and Technical Guidelines are posted on our webpage:
  - Success Stories
  - Tools and Tech Guides

## Where can I access the slides?

- The slide deck from today's call be available on the C&I News and Events webpage:
  - C&I News and Events

## Who can receive incentives and how?

- Customers can receive incentives and this is paid out with a physical check.
- Participating Contractors can receive incentives and are paid out through direct deposit.

# Q&A

**Can C&I incentives can be stacked with NYSERDA FlexTech incentives for a geothermal project?**

- Projects that received incentives through NYSERDA's FlexTech Program may still qualify for incentives. However, incentives cannot be combined for the same installation.