



ENERGY SAVINGS FOR BUSINESS

Investing to keep businesses competitive

Now Open to Applications

Presenters



Steve MacDonald
Chief Executive Officer, ERA



Luca Jungen
Program Manager, ERA



Patrick McMahon
Support Manager, Enerva
& Summerhill



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Agenda

- ERA background
- Program overview
- Program eligibility
- Measures and incentive levels
- Application overview and demonstration
- Q&A



About ERA

MANDATE

Reduce GHG emissions and grow Alberta's economy by accelerating the development and adoption of innovative technology solutions.

VISION

Alberta has competitive industries that deliver sustainable environmental outcomes, attract investment, and are building a diversified, lower carbon economy.

STRATEGIC PRIORITIES



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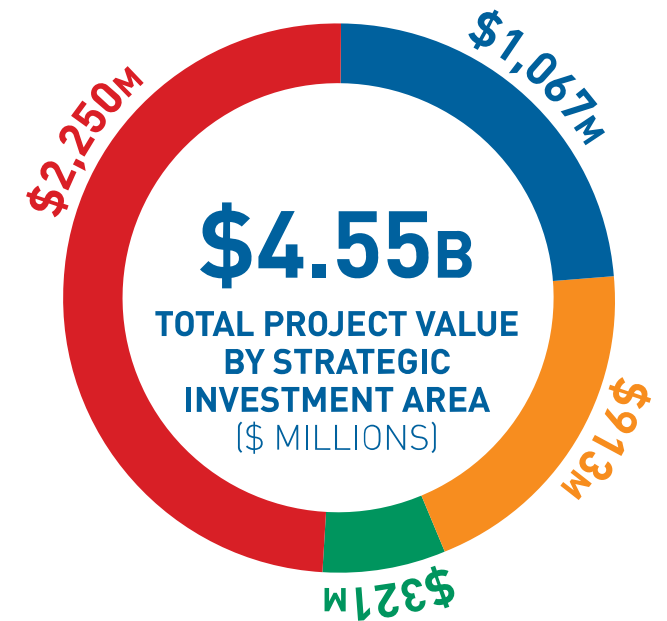
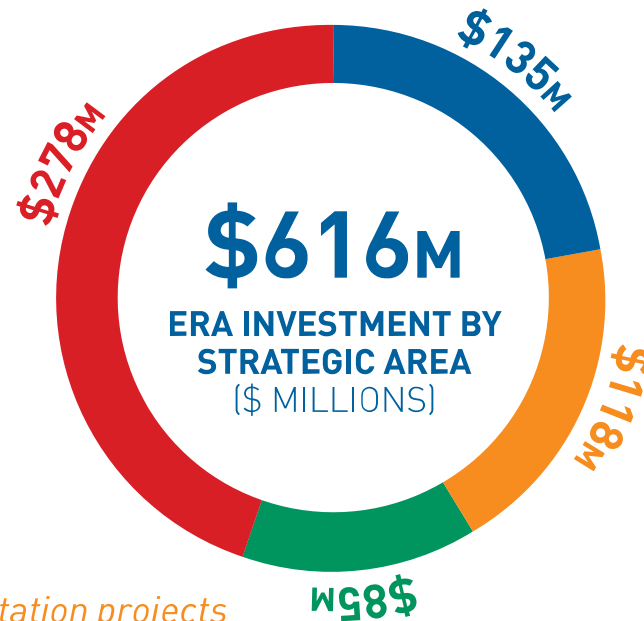


ERA Investments

186 Projects

- ▶ **Cleaner Oil & Gas**
(71 Projects)
- ▶ **Low Emitting Electricity Supply & Demand** (25 Projects)
- ▶ **Food, Fibre, & Bioindustries***
(46 Projects)
- ▶ **Low Carbon Industrial Processes & Products** (44 Projects)

**In 2012, ERA provided funding for three adaptation projects in consultation with Alberta Environment and Parks.*



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Expanding the ERA Mandate

- Support small and medium-sized businesses
- Stimulate the economy by creating jobs
- Relies on local skilled trades and suppliers
- Adopting proven technologies across Alberta
- Cost savings and emissions reductions
- Streamlined offering; more funds directed to projects



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ESB Program Objectives

- Up to \$55 million in incentives
- The Program will offer incentives to small and medium-scale industrial and commercial projects to:
 - Create and preserve jobs
 - Generate energy cost savings
 - Stimulate the economy
 - Reduce GHG emissions

Create skilled
jobs

Increase business
competitiveness

Boost economic
recovery

Lower carbon
future



Program Benefits



>160,000 small- and medium-sized enterprises



>1,400 local jobs

5x

Provincial investment leveraged >5 times with public and private investment



\$300M GDP Impact/
Economic Activity



1.1M TCo₂ lifetime
GHG reductions



\$183M Energy
Savings over lifetime



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How Will ESB Make Your Business More Competitive?

- Largest program of its kind in North America
- Alberta businesses are ready for ESB
- Streamlined application process
- Expanded measures list
- Measures are accessible to all businesses



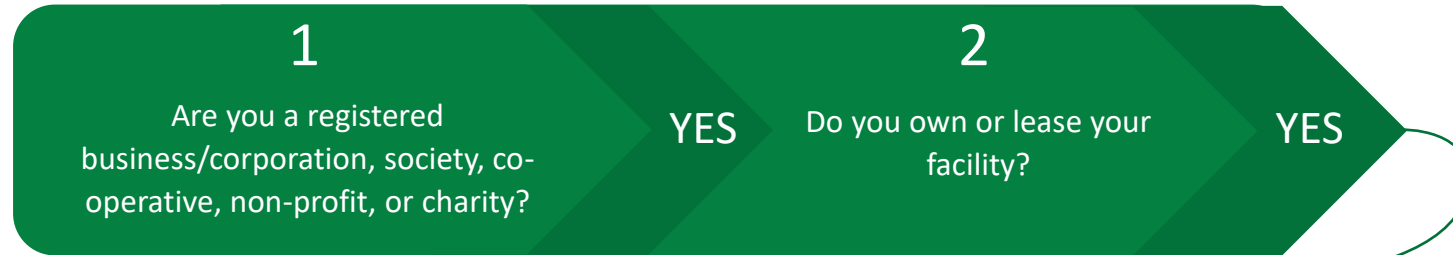
Program Overview

- Applications opened February 1, 2021
 - Eligible projects that incurred expenses on or after November 2, 2020 are eligible to apply retro-actively
 - These projects must be submitted by March 1, 2021
- Incentives of:
 - **Up to \$250,000** available per project
 - **Up to \$500,000** available per parent company
 - Minimum incentive amount of \$1,000



Are you Eligible?

Participants



Facilities



You're eligible

Ineligible:

- Residences,
- Municipally, federally and provincially owned buildings,
- Publicly funded institutions,
- Large Emitters, and
- New construction*.



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Eligible Measures

A Measure must meet all the requirements in the Terms and Conditions, including:

- Meets Eligible Measures List specifications.
- Designed, sold and/or installed by an Eligible Contractor.
- NOT used, refurbished or rebuilt.
- No part of the Measure is associated with routine maintenance.
- Meets Canadian Certification Standards.
- Required permits, licenses, approvals and authorizations are obtained.



How to Read the Measures List

Measure category → **MOTORS AND DRIVES**

Measure type → **Variable Frequency Drive (VFD)**

Measure Code	Measure and Minimum Eligibility	Incentive Value	Maximum % of Eligible Expense
	<ul style="list-style-type: none"> Motor size on which VFD is installed is between 1 to 100 hp Specification sheet to be provided 	Specific Requirements	Incentive value per measure cap
ESB-MDZVFD-0001 to 0005	VFD for fan or pump motor	\$125	50%

Incentive value per hp

Incentive value



Incentive Levels

Incentive Level Types:

- \$/product
- \$/ft
- \$/sq ft
- \$/hp
- \$/W
- \$/kW
- \$/MBtu
- \$/lb
- \$/ton
- \$/CFM

Example:

Measure Code	Measure and Minimum Eligibility	Incentive Value	Maximum % of Eligible Expense
Nozzles <ul style="list-style-type: none"> • Must be installed on an open pipe or replace non-commercial nozzle • Specification sheet to be provided 			
		Incentive value per nozzle ← Per unit	
ESB-CAZNZZ-0001 to 0004	Engineered Nozzle <ul style="list-style-type: none"> • 1/16", 1/8", 1/4", 3/8" 	\$25	50%



Measure Categories

Launched Feb. 1:

- Compressed Air
- Geothermal
- Refrigeration
- Motors and drives
- Solar PV
- Combined heat and power (CHP)
- Lighting systems

Coming soon:

- Process heating
- Water heating
- Food service
- HVAC
- Building envelope and windows



Measures and Incentives

Motors and Drives	Incentive
VFD for Fan or Pump Motor (1-100 hp)	\$125/hp
Premium Efficient Motors – ODP or TEFC (1 hp to 500 hp)	\$15 - \$2,087
Notched or Synchronous Belt Retrofits	\$20 - \$40



Measures and Incentives

Compressed Air	Incentive
VFD-Integrated Compressor (>10 HP capacity)	\$1,500 - \$30,000
Zero Loss Drain	\$200
Nozzles (1/16'-3/8")	\$25
Primary Air Receiver Tank (1 to more than 3150 USG)	\$440 - \$10,240
Cycling, Thermal Mass Refrigerated or Desiccant DDC Dryer (0-750 SCFM)	\$650 - \$2,750
Low Pressure Drop Filter (0-110 HP)	\$120 - \$720



Measures and Incentives

Refrigeration	Incentive
Anti-sweat Heater Controls	\$400
Automatic Door Closer	\$75
Evaporator Fan Control	\$115
Night Cover	\$20
Strip Curtain	\$5/sqft



Measures and Incentives

Lighting Systems	Incentive
Downlight Fixtures and Retrofit Kits (400+ Lumens)	\$5 - \$12
LED Exit Signs	\$12
Troffer Fixture (1,500 to > 7,500 Lumens)	\$20 - \$30
Refrigerated Case Lighting (2'-4' ft horizontal or 4'-6' ft vertical)	\$20 - \$25
Exterior LED Fixture - Wall Pack or Canopy (<5000 to > 30,000 Lumens)	\$35 - \$80
Exterior LED Fixture - Flood, Pole-Mount or Other (<5000 to > 30,000 Lumens)	\$50 - \$150
Accent/Track Lighting (<10 to >15W)	\$20
Linear LED Fixture (<3000 to >7500 Lumens)	\$20 - \$45
Bay LED Fixture (<10,000 to >30,000 Lumens, <100 to 400W)	\$30 - \$100
Lighting Controls	Incentive
Daylight Controls	\$22 - \$30
Occupancy Controls	\$20 - \$22
Exterior Fixture Bi-Level Control	\$120 - \$160



Measures and Incentives

Onsite Generation	Incentive
Solar PV (< 15 kW)	\$0.65/Watt
Solar PV (15 kW – 2 MW)	\$0.50/Watt
CHP 50% overall efficiency @ 27.5% heat recovery	\$400/kW
CHP 60% overall efficiency @ 53.5% heat recovery	\$500/kW
Geothermal	Incentive
Geothermal – GSHP	\$2,500/ton



Key Program Documents

- Participant Terms and Conditions
- Measures List
- Program Guidebook (coming soon)
- Application checklists
- Contractor Code of Conduct
- Application guide (coming soon)
- Additional resources
 - Program Brochure
 - FAQs for participants and contractors

PROGRAM RESOURCES

[Back to Energy Savings for Business](#)

[APPLICATION PROCESS](#)

[FOR CONTRACTORS](#)

[PROGRAM RESOURCES](#)

Site updated for more resources to come when the program launches!

IMPORTANT PROGRAM DOCUMENTS

- [Terms and Conditions](#)
- [Contractor Code of Conduct](#)

ADDITIONAL RESOURCES



WATCH THE WEBINARS

READY TO GET STARTED?

Register/Login to the program portal now. Contractors are able to register today. Applications open to Participants on February 1st.

[Register / Login](#)

RECEIVE UPDATES ON THE PROGRAM

Sign up to the Energy Savings for Business mailing list to receive program updates and learn about training opportunities. If you sign up for the Expression of Interest, you're already on the list.

[Sign Up](#)

eralberta.ca/esb



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Application Overview

How to submit an application through the ESB Program Portal



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User Journey

1 Register



Review program materials



Register on the program portal

2 Pre-Approval



Complete pre-approval application

~2 days



ERA approval



Accept program terms

3 Project Installation



Project initiation

Up to 6 months



Project complete

4 Post-Project Approval



Complete post-project application

~2-10 days



ERA approval

5 Incentive Payment



Provide banking information

~4-6 weeks



Receive incentive



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Welcome, Patrick

Account Overview | Customer

Company Name: Summer Palace Hospitality LLC

Customer ID: CUS-1129

Contact Name: Patrick McMahon

Phone Number: 17081238123

Email ID: minimaj456@jentrix.com

Address: 111 Lake Louise Drive
Lake Louise, Alberta
T0L 1E0

 [Change Password](#)

 [Edit Details](#)

Applications Overview | Post-Project Applications ▾

START NEW APPLICATION

Application 10

Company Name : Enerva Energy Solutions

Application 7

Company Name : Enerva Energy Solutions



START A NEW APPLICATION

This will start a new application process.
Are you sure?

START NEW APPLICATION

GO BACK

Account Overview

Full Name: M

Company Name: E

Phone Number: 6

Email ID: 7

Get Support 

Applications Overview

Contractor View

START NEW APPLICATION

There are no applications in progress. Click on 'Start New Application' and view the progress of your applications and incentives here.



< Cancel Application

Application ID #ESB00125



Contractor Details

Who is your contractor?

Advantek Lighting Inc. ▾

Do you want the contractor to be given access to help you complete the application?

Yes, I want to give access ▾



Note: If you choose to give your contractor access to add/edit details of this application, we will inform the contractor on your behalf and provide the contractor access to add/edit certain sections of the application form.

You will have to:

1. Coordinate and submit the application after the application is filled.
2. Ensure that the data provided is accurate before submitting the application.

SAVE & EXIT

SAVE & PROCEED

< Back

Application ID #ESB00125



Project Details

Application (or) Project Name

ABEGBCRA125



Estimated Project Start Date

MM/DD/YYYY



Estimated Date of Project Completion

MM/DD/YYYY



Is the project receiving other funding, financial incentives, grants or subsidies?

Yes

No

Sources of all other funding, financial incentives, grants and subsidies (Optional)

Share names of your sources separated by a comma



Total Amount of all other funding, financial incentives, grants or subsidies (Optional)

XXX,XXX,XXX



Amount of Eligible Expenses incurred Prior to Application Submission

XXX,XXX,XXX

SAVE & EXIT

SAVE & PROCEED



< Back

Application ID #ESB00125



Project Facility Summary

ADD FACILITY



There are no facilities added currently. Add a facility above to attach it to this application and save it for future applications.

SAVE & EXIT

SAVE & PROCEED

< Back

Application ID #ESB00125



Project Facility Summary

ADD FACILITY

There are no facilities added currently. Add a facility above to attach it to this application and save it for future applications.

SAVE & EXIT



Developed by Envia Energy Solutions, Inc

Facility Name ⓘ

Give your project facility a name

Facility Address Line 1

Address Line 1

Facility Address Line 2

Address Line 2

Facility City

City

Facility Type ⓘ

Select a facility type

Facility Electricity Utility ⓘ

Select a facility type

Facility Estimated Natural Gas Consumption (Optional) ⓘ

In Cubic Feet

Facility Ownership

Owned

Leased

SAVE



< Back

Application ID #ESB00125



Project Facility Summary

ADD FACILITY



Attach to Application	Facility Name	Applications Currently Attached to Facility	Address of Facility
<input checked="" type="radio"/>	ERA Edmonton Office		10104 103 Avenue Northwest, Edmonton, AB, Canada Edmonton

SAVE & EXIT

SAVE & PROCEED



< Back

Application ID #ESB00125



Project Facility Summary

ADD FACILITY



Attach to Application	Facility Name	Applications Currently Attached to Facility	Address of Facility
<input checked="" type="radio"/>	ERA Edmonton Office		10104 103 Avenue Northwest, Edmonton, AB, Canada Edmonton

The next step in the process will open soon.

SAVE & EXIT

SAVE & PROCEED



< Back

Application ID #ESB00125



Measure and Project Summary

ADD MEASURE

There are no measures added currently. Add a Measure above to view measure specific details here.

SAVE & EXIT

SAVE & PROCEED

< Back

Application ID #ESB00125

Measure and Project Summary

There are no measures added currently. Add a Measure above to view measure specific details.



Developed by Enerva Energy Solutions Inc.

Measure Category ⓘ

Select a measure category

Measure Type

Select a measure type

Measure

Select a measure

MEASURE SPECIFIC INFORMATION

Quantity

15,000

Equipment and Material Costs

\$ 700,000

Labour Costs

\$ 350,000

Design Costs

\$ 150,000

Measure Incentive

\$ 50,000

SAVE



< Back

Application ID #ESB00125

Measure and Project Summary

ADD MEASURE

Measure	Quantity	Emissions Reduction	Estimated Incentive	Estimated Energy Savings (kWh)	
LED Exit Sign	20	44.9 tonnes	\$240	78,840 kWh	 Edit  Delete
5 HP Fan Motor	1	37.1 tonnes	\$ 150	65,000 kWh	 Edit  Delete
Total		82.0 tonnes	\$ 450	143,840 kWh	







SAVE & EXIT

SAVE & PROCEED



Select from computer (or) Drag and Drop **Invoices** and **Quotes** to upload.
Acceptable file types: .JPEG, .PNG, .PDF, .Docx

Upload Summary

Document Name	
PIC.0123.Whatsapp.jpeg	 View  Edit Name  Delete
invoice.0123.pdf	 View  Edit Name  Delete

SAVE & EXIT

SAVE & PROCEED



< Back

Application ID #ESB00125



Application Summary

Facility Details

Facility Name	Region	Facility Address	Facility Ownership	Facility Type	Facility Owner Approval Obtained
Summer Hill Condos	Edmonton and Area	30 Commercial Road Edmonton, Alberta M4G 1Z4	Leased	Other	Yes

Measures Details

Measure	Quantity	Emissions Reduction (tonnes)	Estimated Incentive (\$)	Estimated Energy Savings (kWh)	Estimated Natural Gas Savings (m3)
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Measures Details

Measure	Quantity	Emissions Reduction (tonnes)	Estimated Incentive (\$)	Estimated Energy Savings (kWh)	Estimated Natural Gas Savings (m3)
LED Exit Sign	20	44.9 tonnes	\$240	78,840 kWh	0 m3
5 HP Fan Motor	1	37.1 tonnes	\$ 150	65,000 kWh	0 m3
Total		82.0 tonnes	\$ 450	143,840 kWh	0 m3

Documents Summary

Document Name	
PIC.0123.Whatsapp.jpeg	 View
invoice.0123.pdf	 View

Project Summary

Project Summary

Contractor Name	Advantek Lighting Inc.
Application Name	ABESBCRA125
Estimated Project Start Date	02/02/2021
Estimated Date of Project Completion	06/02/2021
Is the project receiving other funding, financial incentives, grants or subsidies?	Yes
Sources of all other funding, financial incentives, grants and subsidies (Optional)	RBC Bank, BER Program
Total Amount of all other funding, financial incentives, grants or subsidies (Optional)	\$ 400,000
Amount of Eligible Expenses incurred Prior to Application Submission	\$ 200,000

Requirements for Submission

The Applicant represents and warrants as follows:

- 1 All information set out in this Application is complete, true and accurate.
- 2 The Applicant meets the eligibility requirements set out in the [Terms and Conditions](#) to be a Participant.

Requirements for Submission

The Applicant represents and warrants as follows:

- 1 All information set out in this Application is complete, true and accurate.
- 2 The Applicant meets the eligibility requirements set out in the [Terms and Conditions](#) to be a Participant.
- 3 The facility meets the requirements set out in the [Terms and Conditions](#) to be an Eligible Facility.
- 4 The Measures meet the requirements set out in the [Terms and Conditions](#) to be Eligible Measures.
- 5 The Participant has not received, is not receiving nor will receive any financial incentives, funding, subsidies, grants or other monies as a result (directly or indirectly) of the TIER Regulation.

The Applicant agrees and acknowledges as follows:

- This Application creates no legally binding obligations whatsoever on the part of ERA. Without limiting the foregoing, the Applicant agrees (i) that no "Contract 'A'" is created, and (ii) that ERA is in no way obligated to provide
- 1 any funding or other benefit whatsoever to the Applicant as a result of submitting this Application. Project Incentives may be payable only pursuant to a legally binding Participant Acceptance and subject to acceptance of this Application.
 - 2 All costs to prepare and submit this Application are the sole responsibility of the Applicant.
 - 3 ERA may verify with any Applicant or with any third party any information set out in this Application, and may share information with such third party in order to do so.

5 In order to participate in the Program, the Applicant understands that it must enter into a Participant Acceptance and comply with all terms and conditions thereof.

6 Prior to entering into a Participant Acceptance, any amounts spent by the Applicant on the purchase and installation of Eligible Measures may not be eligible for and may not receive a Project Incentive. Any such amounts are at the sole risk of the Applicant.

7 ERA may waive any informality or irregularity at its discretion or to otherwise exercise administrative discretion with respect to an Applicant or its compliance with the Program requirements.

8 Payment of any Project Incentive or other amount by ERA is subject to the availability of Program funding. Program funding may cease without notice.

9 ERA may make changes, including substantial changes, to this Program or its documents (including the Eligible Measures List, Application and Participant Acceptance) without any liability whatsoever to the Applicant.

10 The Program or any part of it, including the incentives for the project or any Eligible Measure, may be changed, reduced, increased, amended, suspended, cancelled or terminated at any time and for any reason whatsoever without prior notice to the Participant, in each case without any obligation, liability or any reimbursement to the Applicant.

The applicant agrees to the above representations, warranties, acknowledgments, terms and conditions

SAVE & EXIT

SUBMIT FOR REVIEW



Developed by Enerva Energy Solutions Inc.



Application Draft Submitted for Review

A draft of your application has been submitted for review and pre-approval.

Your application ID# is **ESB00125**.

You can view the status of your application at any time. You should expect an update from our team within the next two business days.

GO TO ACCOUNT PAGE

LOGOUT



Applications Overview | Post-Project Applications ▾

START NEW APPLICATION

Application 10

Company Name : Enerva Energy Solutions

Application # : #ESBERA0123

Status : Application Approved and
Incentive Payment Recom...

Submission Date : 11/16/2020

[View Details >](#)

Application 7

Company Name : Enerva Energy Solutions

Application # : #ESBERA0115

Status : Application Approved and
Incentive Payment Recom...

Submission Date : 10/12/2020

[View Details >](#)

Application 1

Company Name : Enerva Energy Solutions

Application # : #ESBERA0123

Status : Application Draft

[Complete Application >](#)





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Support Team

Website: eralberta.ca/esb

Email: support@esbprogram.ca

Phone: 1-844-407-0025

LinkedIn: Emissions Reduction Alberta (ERA)

Twitter: [@ERAlberta_](https://twitter.com/ERAlberta)

Thank you. See you next time.



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