



BTU

MAY 2020

Your Brief Trade Update



New online assessment for small and midsize business

Introducing a new online tool helping business owners understand their energy usage. The online assessment provides customers with a custom energy report with tips and explanations on rebates and EE program offerings.

There is a space for a contractor referral name right on the intake form. Please send this to your customers and let them know about this new field to ensure they provide your valuable information.

[Goto Assessment](#)

Recap: April PGL/NSG monthly trade ally-call



In the first five minutes of this webinar there is a message from Jean Gibson the PGL/NSG Business Energy Efficiency Program Manager to you our valued partners on conducting business and their approach during these challenging times.

The webinar also has updates on:

Bonuses starting May 1, 2020, for a limited time while funds are available.

Customers eligible

- **Commercial and Industrial**
- **Public Sector**
- **Small and Midsize Business**

Boiler tune-up incentives

- Increased to **\$.50 per MBH**
- Rebates capped at \$1,500 for space heating and \$3,000 on process

New measure! Laminar flow faucet inserts

- Prevent bacterial growth
- Available for fixtures with a current flow rate of at least 3.74 gallons per minute
- Incentives range from \$10 - \$24 for each installed insert

Ozone laundry

- Incentive increased to **\$35 per pound** capacity
- Applies to on-premise laundry operations including hotels/motels with less than 250 rooms, fitness and recreational sports centers, healthcare (excluding hospitals), and assisted living facilities.

Small and Midsize Business Bonuses (less than 400,000 therm users)

- Multi measure prescriptive applications received after May 1, 2020, receive at 20% bonus toward the second project at that same address. Bonus can be applied as follows:
 - 20% bonus on two projects combined and submitted at the same time
 - 20% bonus toward the 2nd project, please reference the previous project.
 - Bonus will be applied to the second project and won't be paid out until the first project is complete.
 - For projects already completed before May 1, 2020, the second project submitted after May 1, 2020, will qualify for a 20% bonus.
 - Incentive may not exceed 100% of project costs and bonus will be capped at \$2,000
 - Bonus may also qualify for certain custom projects

New customer bonus! **\$500 (limited time)**

- A customer that has never participated in the programs can receive **\$500**
- Customers applying for a new customer bonus must e-mail their information to the SMB Program SMB.peoplesnorthshore@Franklinenergy.com and state the following:
 - E-mail subject: \$500 New Customer Bonus
 - Name
 - Address, city, and zip code where the gift card is to be sent
 - Details of project they applied for which include:
 - Location
 - Project description
 - Rebate amount
- After the program team verifies that it's the customer's first project, gift cards will be mailed to the customer

The second half of the presentation is hosted by Mike Smid who is the Vice President of Commercial Sales at TEC and has over 24 years of experience in the HVAC industry and speaks about heat recovery chillers.

[View the recap](#)

Steam trap testing update

For a limited time, the Energy Efficiency Program will allow all steam traps to be tested regardless of the trap type (e.g. space heating, process, dry cleaning) that have not been tested within the previous 12 months.



All replacement requirements still apply, including:

- The testing rebate will be paid only after a minimum of 50% of the identified failed open traps are replaced.
- If no failed open traps are identified, the project is ineligible for testing rebates.

Please refer to page 4 of the Peoples Gas and North Shore Gas [Prescriptive Application](#) to apply and for specifications.

We understand customers have had to reschedule or cancel their surveys due to COVID-19 and as a result we are removing the time frame of seasonal space heating steam trap testing. If there was a customer that wanted steam trap testing, but had to postpone the survey until conditions improve, we will allow a survey to be conducted **outside of the testing window of September 15 – March 31.**

Please notify the program team a week before testing so we can try to meet you onsite.

Reminder to residential HVAC contractors

When possible, please provide photos of installations with your Residential rebate applications.

Photos should include:

- Equipment being replaced
- New equipment data plate
- New equipment installed

[Robyn Munci](#)

Home Energy Rebates Program Manager

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