



## Small Business Energy Saver Overview



## SBES: Program Offering



*Steve Katsadourous, Owner. Hot Dog World, Hendersonville, NC*

Turn-key EE upgrades with big discounts exclusively for small business customers.

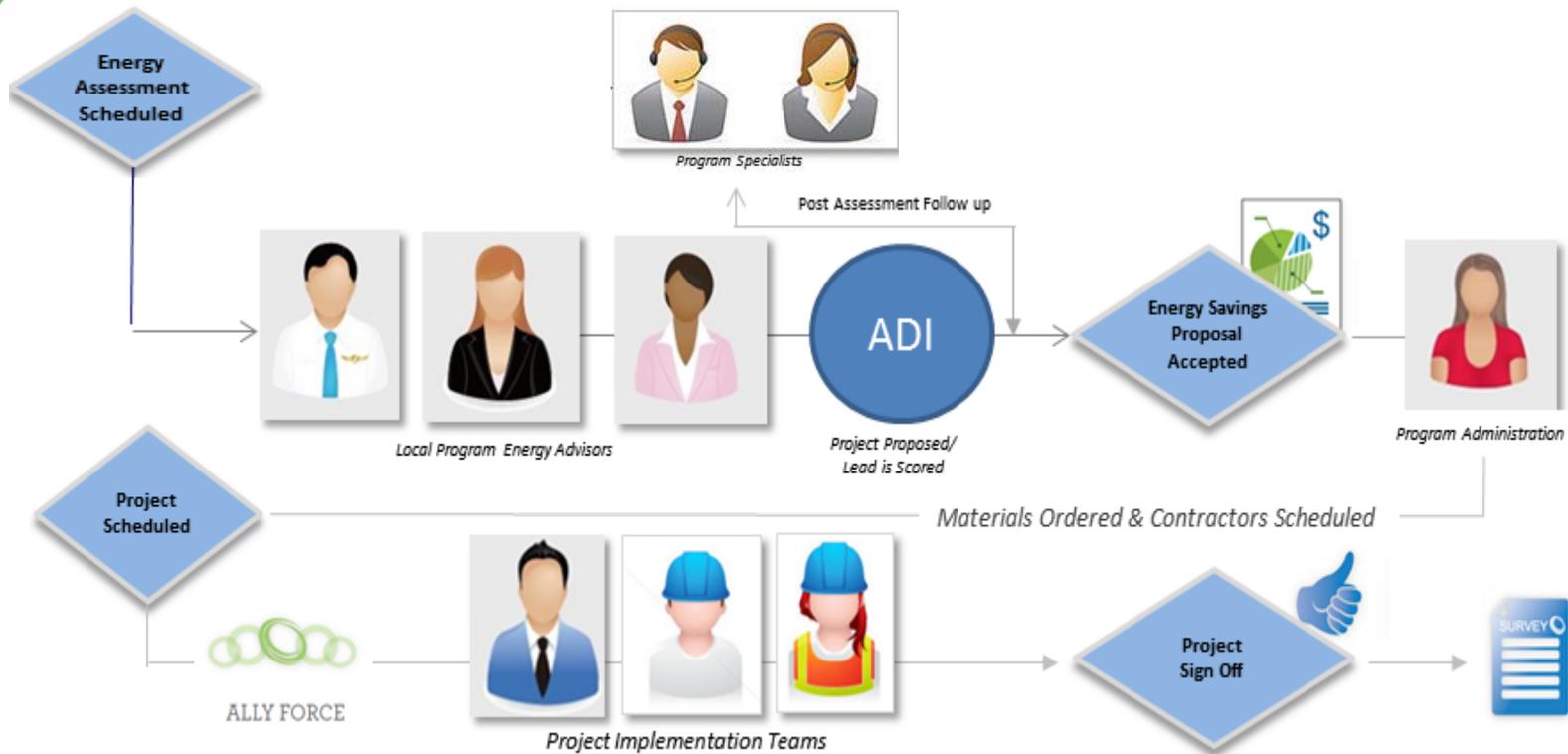
### The program offers:

- A free, no obligation energy assessment
- Specific energy-saving recommendations tailored to each business
- Complete, upfront discount of **up to 80 percent** of all materials and installation costs
- Convenient installation scheduled around the small business's needs
- No interest financing for customer's portion available!

- Eligibility
  - Non-residential accounts with average annual demand of 180 kW or less
    - Participation per “business entity” limited to 5 premises per year in DEC & DEP
- Measures
  - Lighting (T5 & T8 fluorescents, LEDs: interior & exterior - building & poles)
  - Refrigeration (improvements for small groceries & convenience stores)
  - HVAC (limited, new system upgrades)
  - Warranty on parts and labor & waste disposal included
- Incentive
  - **Up to 80%:** Based on est. kWh savings vs. project cost
- Program Administrator: **Lime Energy**

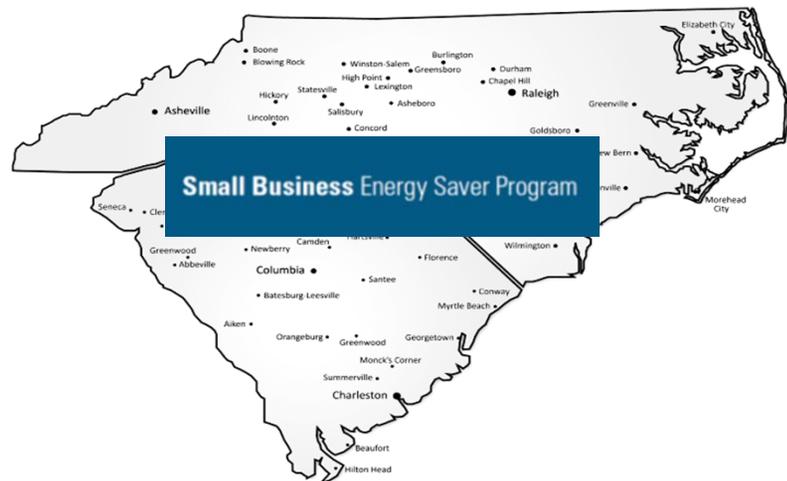


# SBES Customer Engagement Process



## Program Success

- Over **4,000** projects completed YTD in the Carolinas (DEC+DEP)
- Over **10,000** projects completed in the Carolinas since Program launch!
  - Program has been in operation since 2013



## Program Testimonials



*Our showroom lighting is fantastic! Along with the new lighting in our shop and customer service areas, all of the improvements have made the project worthwhile. I look forward to our improved energy savings, too.*

*Jim Burgin  
Owner, John Hester Chevrolet*

## Program Testimonials



*Our store is much brighter, therefore easier for us to match colors and assist customers in choosing colors for their home. Plus, in our first month, our store saved \$115 on our Duke Energy bill.*

*Monica Davis  
Owner, Merrell Paint and  
Decorating*

## Program Testimonials



*"Overall, I am extremely happy with this experience. Our Energy Advisor was very knowledgeable and followed up promptly when I had questions. To date, we have saved almost \$900 on our Duke Energy bill. I would recommend that any eligible business consider participating in this program."*

*Mary Catherine Berube  
Manager, United States Power  
Squadrons*

## A Brief Overview of Duke EE Program Offerings

- Duke has offered a number of programs historically to promote improved energy efficiency for business customers.
- These programs and services include, but are not limited to:
  - Online Business Savings Store (DEC only)
  - Energy Design Assistance
  - Energy Profiler Online
  - EnergyWise Business
  - Onsite Generation
  - Outdoor Lighting
  - PowerShare
  - Small & Medium Business Connection
  - **Small Business Energy Saver**
  - **Smart \$aver**
  - Strategic Energy Management Plan

## A Brief Overview of Duke EE Program Offerings

- Not every program is for every customer.
- Smart \$aver been in operation the longest and has the widest offering of eligible equipment.

### The Smart \$aver<sup>®</sup> Incentive Program Carolinas



#### Our incentives

We provide cash incentives to encourage the purchase and installation of high-efficiency lighting, HVAC systems, pumps and qualifying process, food service and information technology equipment.

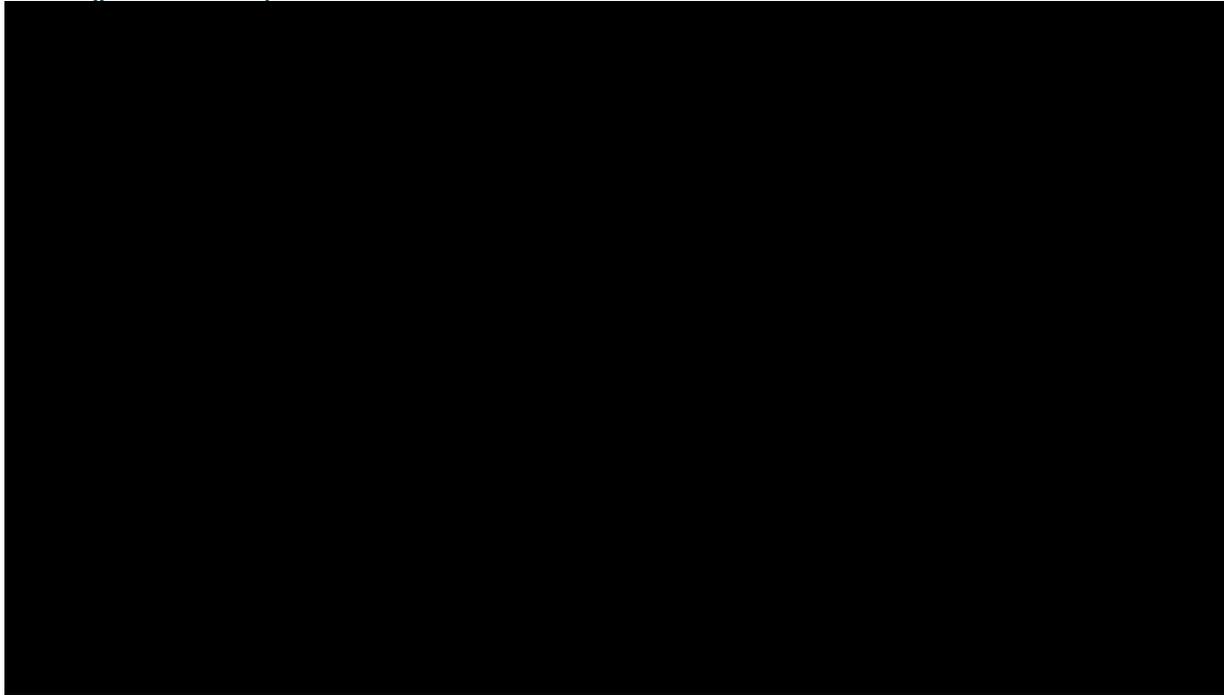
Incentives paid may vary based on individual equipment applications determined by Duke Energy. Additional information about the program, including incentive applications, can be found at [duke-energy.com/SaveMoney](http://duke-energy.com/SaveMoney).

#### Important notes about Smart \$aver Incentives

1. Incentives are available for new construction and retrofit of existing and/or replacement of failed equipment.
2. As federal energy policy laws change, equipment efficiency levels may change.
3. Notification of any program changes will be posted on [duke-energy.com](http://duke-energy.com).
4. Equipment must be installed and operable before Prescriptive Incentives are awarded.
5. Prescriptive Incentives cannot exceed 75 percent of the customer cost.
6. If a lighting project is anything other than a 1:1 replacement, it must be applied for through the Smart \$aver Custom Incentive program.

## A Brief Overview of Duke EE Program Offerings

- [Small Business Energy Saver Program \(SBES\)](#) was designed to decrease paperwork, reduce time to incentive funding and provide financing for business and C&I customers with 0-180kW rolling demand (per meter).



- Which program(s) does my organization qualify for?
- Who do I contact to get started?
- What program best suits my facility needs?
- Other questions?

