

Welcome to Today's Webinar

Energy Saving Strategies during COVID-19: *Incentives and Services: Duke Energy and Dominion Energy with NC Business Highlights*

August 12, 2020
1:30 – 3:00 pm EDT

Presented by
NC Department of Environmental Quality and
Waste Reduction Partners

Event Hosted By



Today's Agenda

- Welcome, Logistics
- Four Panelist Presentation (45 minutes)
- Q&A Session & Discussion (20 minutes)
- Resources

Webinar Housekeeping & Questions

- **Audio Issues? Use your Phone**
 - United States: +1 (562) 247-8321
 - Access Code: 560-964-156
 - Webinar ID: 704-634-579
- Resource Slides and Recording will be e-mail to you:
- **How to Ask Questions**: Use the Questions Tool on your GoToWebinar menu to type in your questions.
- Questions will be addressed during the Q&A Session.

Today's Panelists



Wesley Sprouse

Energy Conservation Program Manager
Dominion Energy

Adonai Colon

Business Energy Advisor
Duke Energy

Tink Willis

CBM Precision Parts Manufacturer
Bessemer City, NC

Steve Cardone

Adams Beverages of North Carolina
Charlotte, NC



**Dominion
Energy®**

Non-Residential Energy Efficiency Programs

www.dominionenergy.com

Dominion Energy's Commitment to Energy Conservation

Dominion Energy is committed to helping Virginia and North Carolina meet state energy goals. That's why we're offering programs designed to help our customers conserve energy. Our programs not only save energy in a cost-effective manner that can translate into financial savings for our customers but also provide environmental benefits.

CURRENT ENERGY CONSERVATION PROGRAMS



Non-Residential Programs

- **Small Business Improvement (EE)** – Provides an energy assessment and rebates for customers with monthly demand of less than 100kW
- **Prescriptive (EE)**– Provides incentives for EE measures including duct testing and sealing, HVAC system tune-up and upgrades to refrigeration systems and commercial kitchen appliances
- **Lighting Systems & Controls (EE)** – Provides incentives to implement more efficient lighting technologies such as LEDs and occupancy sensors
- **Heating & Cooling Efficiency (EE)** – Provides incentives for the installation of high efficiency HVAC equipment
- **Window Film (EE)** – Provides incentives for installing solar reduction window film

CURRENT ENERGY CONSERVATION PROGRAMS



Non-Residential Programs (cont'd)

- **Office Program (EE)** – Provides incentives for recommissioning improvements to energy management systems. Some of the available measures include lighting and HVAC equipment scheduling, night temperature setback, and supply air temperature reset.
- **Small Manufacturing Program (EE)** Provides incentives for energy efficiency improvements to compressed air systems. Some of the measures include compressed air leak repair, non-loss condensate drains, efficient VSD compressors, and cycling refrigerant dryers. Eligible customers have electric demand of no greater than 100 KW.

PROPOSED ENERGY CONSERVATION PROGRAMS TO BE FILED WITH NCUC

Non-residential

- 1. Upstream Midstream EE Products Program (EE)** – Program to encourage participating retailers/vendors to stock EE equipment by providing incentives for sales of qualifying equipment
- 2. New Construction Program (EE)** - Provides qualifying facility owners incentives to install EE measures in their new construction project
- 3. Small Business Improvement Enhanced (EE)** - Provides enhanced measures to existing SBI program

Dominion Energy is continuing to look for cost effective programs to bring to its residential and business customers to help them save energy and reduce usage.

For Additional Program Information:

Visit Dominion Energy's website at

www.dominionenergy.com/north-carolina-electric/save-energy

Then scroll down to Business Programs

Or call 1-888-366-8280

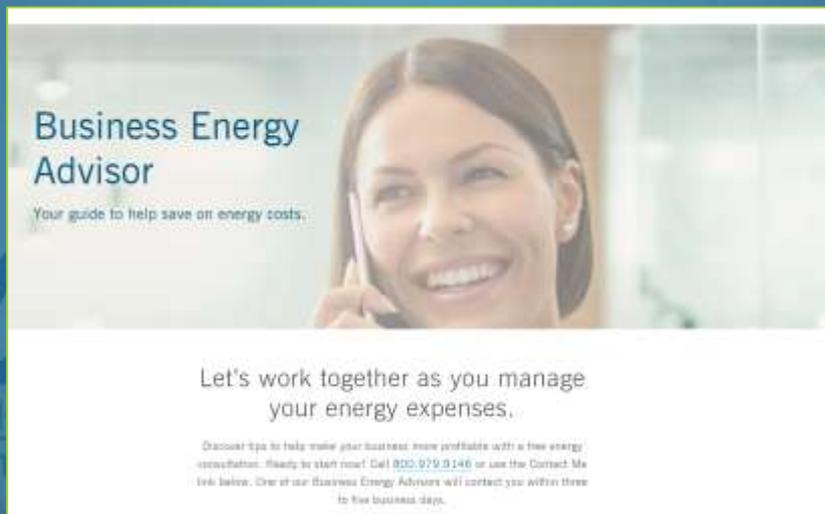


North Carolina Department of Environmental Quality Energy Solutions Meeting

WORKING TOGETHER TO BETTER SERVE AND SUPPORT OUR COMMUNITY



Business Energy Advisor



**Business Energy
Advisor**

Your guide to help save on energy costs.

Let's work together as you manage
your energy expenses.

Discover tips to help make your business more profitable with a free energy
consultation. Ready to start now? Call [800-979-9146](tel:800-979-9146) or use the Contact Us
link below. One of our Business Energy Advisors will contact you within three
to five business days.

Outages

- ▶ New Proactive outage alert
- ▶ Smart meters
- ▶ Virtual Meter status check



More New Features

- ▶ Usage Alerts
- ▶ High Bill Alerts
- ▶ Pick your own Due Date
- ▶ Payment Confirmation



What to look for on your bill



DUKE ENERGY
 COMPANY
 0000 STREET

Account Number: 000000000
 Verification Code: 0
 Bill Date: 06/21/2014
 Current Charges Past Due After: 06/07/2014

Service From: APR 23 to MAY 23 (30 Days) Your next scheduled meter reading will occur between: JUN 22 and JUN 27

| PREVIOUS BILL AMOUNT | PAYMENTS (-) | NEW CHARGES (+) | ADJUSTMENTS (+ OR -) | AMOUNT DUE (-) |
|----------------------|--------------|-----------------|----------------------|----------------|
| \$3,823.87 | \$3,823.87 | \$4,318.97 | \$0.00 | \$4,318.97 |

| METER NUMBER | METER READINGS PREVIOUS | METER READINGS PRESENT | MULTIPLIER | TOTAL USAGE | RATE SCHEDULE DESCRIPTION | AMOUNT |
|-------------------|-------------------------|------------------------|------------|-------------|---------------------------|-----------------|
| 000000 | 0.00 | 0.31 | 380 | 112 KW | LOS-Large General Service | |
| | 170 | 317 | 380 | 112 KW | Actual Demand | |
| | | | | 67,920 kWh | Billing Demand | 4,026.42 |
| | | | | | Electricity Usage | 262.55 |
| | | | | | Sales Tax | |
| Amount Due | | | | | | 4,318.97 |

| Electricity Usage | This Month | Last Year |
|-------------------|------------|-----------|
| Total kWh | 52,920 | N/A |
| DAYS | 30 | N/A |
| Avg kWh per Day | 1,764 | N/A |
| Avg Cost per Day | \$134.65 | N/A |

Our records indicate your telephone number is 000-000-0000. If this is incorrect, please follow the instructions on the back of the bill.

A late payment charge of 1.5% will be added to any past due utility balances not paid within 25 days of the bill date.

Duke Energy offers a green power choice for customers
 Make a contribution to the solution and support a cleaner environment with solar or wind power for as little as \$4 a month. All contributions are tax-free and tax-deductible. Find out how at www.duke-energy.com/green or call 1-800-943-7585.

For Correspondence: PO BOX 1090 CHARLOTTE NC 28203-1090
 DUKE PHONE: 800-653-5307 www.duke-energy.com

RETURN THIS PORTION WITH YOUR PAYMENT TO THE ADDRESS BELOW. THANK YOU FOR YOUR BUSINESS.
 06/21/14
 381

082346 2 AT 0 637 **8020

Account Number: 000000000
 Verification Code: 0
 Amount Due: \$4,318.97
 Current Charges Past Due After: 06/07/2014

COMPANY
 0000 STREET
 CITY ST 00000-0000





DUKE ENERGY Products & Services

Business Savings Store

Water-saving deals for World Water Day! Sale ends March 28.

[WATER SAVING SALE](#)

| | | |
|--|--|--|
|  Compare 10 LED light bulbs. Year Price \$0.00 Add to Cart |  Compare 20 LED light bulbs. Year Price \$0.00 Add to Cart |  Compare 30 LED light bulbs. Year Price \$0.00 Add to Cart |
|  Compare 40 LED light bulbs. Year Price \$0.00 Add to Cart |  Compare 50 LED light bulbs. Year Price \$0.00 Add to Cart |  Compare 60 LED light bulbs. Year Price \$0.00 Add to Cart |

DUKE ENERGY Products & Services

Business Savings Store

We're here to help you save. Offering smart deals on thermostats.

[SALE ENDS MAY 8](#)

Duke Energy Savings Store



Energy Efficient Solutions

Energy Efficiency Solutions



Energy Assessments >

Professional engineering studies that identify energy conservation measures and assist in lowering energy costs.



Energy Design Assistance >

Discover options for energy-efficient equipment during the early stages of building design.



EnergyWise®
Business >

You have enough to do. Our FREE Wi-Fi thermostat can help.

Energy Wise

Energy Efficient Rebates and Incentives

- ▶ Available online
- ▶ Only available to customers on EE Rate
- ▶ Rebates help offset the cost



Energy Efficient Rebates Changes

- ▶ More money for LED lights
- ▶ Money for Roofs
- ▶ VFD'S



One View

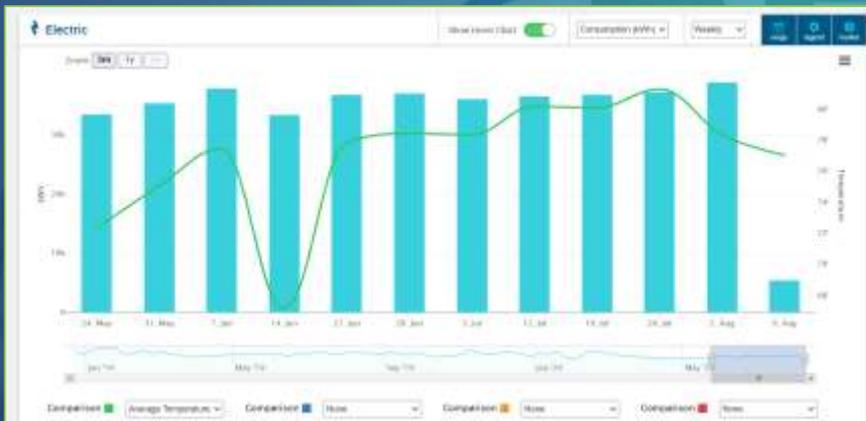


▶ <https://oneview.duke-energy.com/>



One View

► <https://oneview.duke-energy.com/>



The table displays electricity consumption data by month and year. The columns represent months from August 2020 to December 2019, and the rows represent years from 2020 to 2019. The data is presented in a grid format with numerical values for each month-year combination. A green arrow points from the dashboard view to this table view.

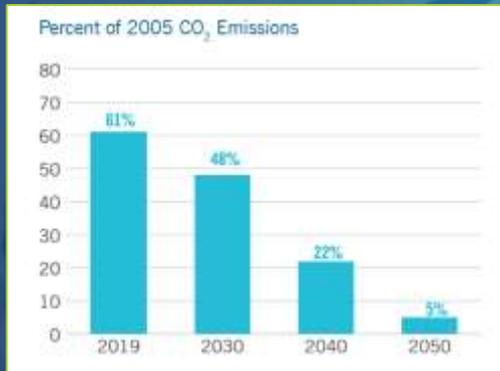
| City by Month | Aug 2020 | Jul 2020 | Jun 2020 | May 2020 | Apr 2020 | Mar 2020 | Feb 2020 | Jan 2020 | Dec 2019 | Nov 2019 | Oct 2019 | Sep 2019 | Aug 2019 | Jul 2019 | Jun 2019 | May 2019 | Apr 2019 | Mar 2019 | Feb 2019 | Jan 2019 | Dec 2018 | |
|---------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|---------|
| Aug 2020 | 7244.48 | 6386.32 | 6232.58 | 6759.99 | 6627.68 | 6789.18 | 6881.28 | 6822.88 | 6447.88 | | | | | | | | | | | | | |
| Jul 2020 | 6417.28 | 5888.32 | 5884.88 | 6322.58 | 6245.88 | 6284.88 | 6322.48 | 6378.88 | 6718.88 | 6428.32 | 6612.28 | 6362.88 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 |
| Jun 2020 | 6659.88 | 6666.88 | 6822.22 | 6654.88 | 6276.78 | 6322.78 | 6322.48 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 |
| May 2020 | 6322.22 | 6442.22 | 6661.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 | 6761.18 |
| Apr 2020 | 6873.48 | 6329.88 | 6329.88 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 |
| Mar 2020 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 |
| Feb 2020 | 6748.88 | 6428.32 | 6384.88 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 | 6759.99 |
| Jan 2020 | 6767.68 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 |
| Dec 2019 | 6486.88 | 6561.78 | 6718.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 |
| Nov 2019 | 6288.88 | 6288.88 | 6766.22 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 |
| Oct 2019 | 6876.88 | 6767.68 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 |
| Sep 2019 | 6488.88 | 6882.88 | 6759.99 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 |
| Aug 2019 | 6418.88 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 |
| Jul 2019 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 |
| Jun 2019 | 6425.88 | 6661.18 | 6322.58 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 | 6661.18 |
| May 2019 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 | 6382.88 |
| Apr 2019 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 | 6882.88 |
| Mar 2019 | 6879.88 | 6759.99 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 |
| Feb 2019 | 6722.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 |
| Jan 2019 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 | 6322.58 |
| Dec 2018 | | | | | | | | | | | | | | | | | | | | | | |

Other Energy Services

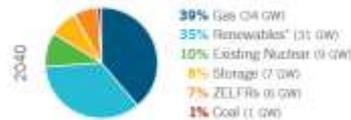
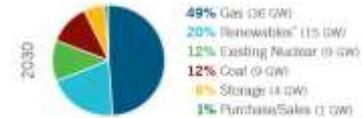
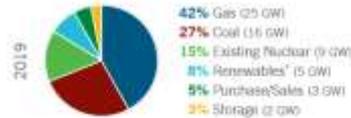
- ▶ LED lighting projects
- ▶ Outdoor Lighting
- ▶ Back Up Generation
- ▶ EV-Charging
- ▶ Power Quality
- ▶ Interior Lighting
- ▶ We can provide these products and services with no upfront capital



Green Energy



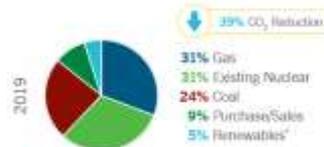
Duke Energy Regulated Generating Capacity, GW



*Renewables include hydro, wind, solar, landfill gas, biomass, etc.

The following charts show the company's 2019 actual regulated electric utility generation (energy) mix and potential 2030, 2040 and 2050 generation mixes (megawatt-hours) under a net-zero carbon scenario analysis.

Duke Energy Regulated Generation, MWh



Thank you all for your time.



Business Energy Upgrade Projects



Tink Willis

CBM Precision Parts Manufacturer
Bessemer City, NC

Business Energy Upgrade Projects



Steve Cardone

Chief Operating Officer

Adams Beverages of North Carolina

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Q & A | Discussion

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Thanks for Attending

Watch for a follow-up e-mail with a link to the event recording and other resources