

Helping Businesses Reach Their Energy Goals

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Enjoy the good things
efficiency brings.



Quiz

<https://www.menti.com/alw8uxp2m9mp>



About Us

- Efficiency Nova Scotia is Canada's first electricity efficiency utility.
- We are an independent not-for-profit organization
- Our goal is to help businesses of all types save energy, money, and reduce their carbon footprint.



Program updates

- Small Business support is now accepting electrically heated businesses up to 600,000 kWh per year
- Small Business Rebates for projects with electrical savings increasing by up to 30%
- New solar PV rebates program for systems 100 kW or less. Almost double our previous rebate



New Solar PV Program

- Supports systems up to 100 kW capacity
- Supports new systems, increasing a system (up to 100 kW), but not replacing current systems
- Rebates up to \$30,000 (based on \$0.25 / kWh)
- Pre-approval required



Which program is best & how we help

Which program you participate in depends on your energy use, chat with us directly to find the best fit for your next efficiency project!

We support Nova Scotia businesses with:

- Rebates
- Audits / Feasibility Studies
- Finding a contractor / consultant
- Interest Free Financing for electrically heated customers



Products

- Heat pumps
- LED lighting
- Agricultural products
- Commercial kitchen equipment
- Laundry equipment
- Pool equipment
- Pumping equipment
- Refrigeration equipment
- Solar projects
- Variable Frequency Drives
- Water heating

Must meet our qualifications



White Point Beach Resort

The issue

- High costs & an uncomfortable kitchen in the summer months

Project

- Upgraded to demand-controlled kitchen ventilation Equipment

Results

- Kitchen is cooler in the summer
- New equipment is quieter
- Lowered costs



Efficiency Nova Scotia Support
\$10,000 rebate amount



Noveltea Bookstore & Cafe

[Success Story: NovelTea Café](#)
[\(youtube.com\)](#)



Keith Hazzard
NovelTea Co-Owner



Commercial Kitchen Rebates

- We offer a range of rebates for commercial kitchen equipment
- Highest rebates are received when applying for preapprovals.
- After you buy rebates available for projects with electrical savings
- Food handling cabinets
- Dishwashers
- Fryers
- Ovens
- Refrigerators
- Freezers
- Ice machines
- Variable Speed Drive for Kitchen Exhaust Fans
- & more.



Program: SBES

Small Business Energy Solutions

- Rebates up to 80% **of the project cost** based on energy savings
- Preapproval program
- Rebates & financing for projects with electrical savings



Program: BER

Business Energy Rebates

- Before & after you buy options
- Prescriptive rebates up to 50% on the **product cost**
- Supports new construction projects
- Rebates **or** financing available



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Interest Free Financing

- Available to NS Power customers who **currently heat with electricity**
- Payment added to NS Power bill
- 0% interest over 24 months

BER – must choose financing OR rebate

SBES – receive financing & rebates



Guest Room Heating and Controls

- We offer a \$500 per unit rebate on heat pump guest room units (PTHP).
- Rebates for thermostats with occupancy sensors (\$50 or \$75 per unit). These units automatically adjust the guest room temperature when the space is not occupied.
- Our Small Business program may be able to offer enhanced rebates and financing for these upgrades



Steps to Apply

1. Choose a contractor / consultant
2. Get a project quote for qualifying products
3. Fill out the application
4. Include a quote, recent electric bill & oil bill (if applicable)

If you aren't sure where to start, connect with us or fill out an Opportunities Worksheet on our website



Energy Benchmarking

- Track & manage energy/, water and waste consumption using free and secure ~ Portfolio Manager (web based tool)
- Identify potential areas for improvement and savings
- Compare energy usage to similar buildings in your area
- Quickly generate reports
- Support from Efficiency Nova Scotia



Pay for Performance

- Supports creative and ambitious projects utilizing whole-building energy modelling
- Targeting deeper multi-measure electrical energy savings (Minimum 10% reduction)
- Freedom and flexibility to retrofit buildings how you want
- Includes capital projects as well as behavioral and operational changes



Pay for Performance

- Ideally suited for commercial and institutional (Incl. MUSH sector)
- 1,000,000 kWh annual consumption or 5 smaller sites
- Supports all electrical energy savings measures except fuel switching and solar PV (requires M&V adjustments in those instances)
- Performance incentives are paid (\$0.15 kWh) based on realized (achieved) energy savings
- Does not require invoices or detailed energy savings calculations



Custom Retrofit

- Detailed savings estimate calculations required
- Examples of projects we support through Custom Retrofit:
 - Compressed Air
 - Heating Ventilation Air Conditioning Refrigeration
 - Motors and Variable Frequency Drives



Custom Retrofit

FEASIBILITY STUDY

IMPLEMENTATION

100% of the study cost, up to \$15,000

If the study doesn't result in a project:
50% of the study cost, up to \$7,500

The lesser of:
50% of total costs | \$0.15/kWh saved

(less study incentives)



Building Optimization

- Low-cost, quick payback recommissioning measures
- Investigation study funded **up to \$5000**
- Implementation incentives up to **75%** at **\$0.10** kWh (less study funding)

- Time of day scheduling
- Temperature setbacks
- Lighting controls
- Repairing broken dampers and more.



Building Optimization

FEASIBILITY STUDY

IMPLEMENTATION

- 100% of the study cost, up to \$5,000

- The lesser of:
 - 75% of total costs
 - \$0.10/kWh saved
 - (less study incentives)



New Construction

- New construction, major addition or renovation
- Targeting **20,000** sq ft and up
- Whole-building energy modelling through our qualified service providers of up to **\$15,000**
- Typical incentives ranging from **\$20,000– \$300,000**
- Incentivizing from **25%** beyond code to Net Zero



New Construction

Tier	Criteria	Incentive Rate
Tier 1	Total performance 25-50% better than baseline	\$0.13 per kWh
Tier 2	Total performance 51-60% better than baseline	\$0.14 per kWh
Tier 3	Total performance 61-99% better than baseline	\$0.15 per kWh
Tier 4	Total performance 100% better than baseline (Net Zero)	\$0.18 per kWh

Thank you!



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Efficiency Preferred Partner

- Network of 300+ to help Nova Scotians with energy efficient projects
- Made up of General Trades, Professionals, Distributors, Solar Installers, and Builders



Noveltea Bookstore & Cafe

The issue

- After a fire had them move into a new space, the space was uncomfortable & creating condensation in their display cases

Project

- Installed efficient heat pumps

Results

- More comfortable for customers
- Able to see in display cases
- Increased customers & sales



Financial Benefits

\$2,500 savings annually
75% of project covered by rebates
Increase sales for the business

