

Dominion Custom Analyst Incentive



In addition to the custom incentive available to the customer for direct gas savings, Dominion will now offer an additional rebate directly to the analyst who prepares and directs a custom gas efficiency project. The purpose of this rebate is to allow for qualified energy analysts to be compensated for their efforts to influence participation in the Dominion Custom program. Analysts are responsible for the following tasks associated with the Custom program:

- Identify and promote natural gas efficiency projects, whether they are standalone efforts or arise from related electricity efficiency projects.
- Prepare an accurate engineering analysis to show firm quantity of natural gas savings, including documenting baseline and proposed gas usage and describing analysis methodology.
- Submit a complete Pre-installation report (PIR) to the Thermwise program, respond to technical review comments, and facilitate site visits if requested by technical review personnel.
- Prepare and implement the measurement and verification (M&V) or commissioning plan to verify predicted savings are actually achieved.
- Submit a final Post-installation Report (POR) with final verified savings to the Thermwise program and respond to technical review comments as needed.

The analyst rebate is paid upon completion of the POR and is offered in a tiered structure as follows:

- \$2.50 per DTH for all project savings up to 1,000 DTH/yr, plus
- \$2.00 per DTH for project savings greater than 1,000 and up to 2,500 DTH/yr, plus
- \$1.00 per DTH for all project savings greater than 2,500 DTH/yr.
- Cap of \$10,000

FAQs:

Q: What types of custom measures or projects are eligible for analyst rebates?

A: Analyst rebates are only available for capital upgrades with a useful life of at least seven years. Also excluded from consideration are measures that could receive a rebate through any other Dominion energy efficiency program, including streamlined (post-purchase) custom measures; any measure that relies on changes to customer behavior, merely terminates existing processes or operations, or is based on fuel-switching; or upgrades that are required by state or federal law, building or energy code, or are standard industry practice. Consult the Custom Rebates Program Manual for all other terms and conditions for the Custom program.

Q: What qualifications are required to be considered an energy analyst?

A: Analyst rebates are available to professional energy engineering firms (whether associated with a utility or not), to in-house energy management personnel, and to third-party energy service providers. While there is no defined minimum qualification needed to be eligible for the analyst incentive, calculations must be defensible and adhere to generally accepted engineering principles and will be subject to technical review including site visits if deemed necessary to validate savings calculations. Technical reviews will be conducted based solely on the quality of the engineering analysis.

Q: What happens during the technical review process?

A: When a project is submitted to the Thermwise Business Custom program, an energy engineer from Nexant, Dominion's contracted third-party program implementer, will conduct a review of the submission. This technical review will ensure the submission complies with program rules, that the engineering analysis is reasonable, that baseline and proposed energy use is well documented and assumptions are justified, and that the proposed M&V plan is sufficient to verify the savings being claimed. Nexant engineers may contact the analyst directly to clarify questions or resolve concerns and work to come to an accord if disagreements arise. However, final approval is at the sole discretion of the technical reviewer.

Q: What level of analysis is required for the preliminary and post-project reports? Should more effort be put on the preliminary report or the post-project report?

A: A less detailed effort resulting in a ballpark estimate is acceptable for the preliminary report. This should be an explicit calculation, not a "rule-of-thumb," but a preliminary value of $\pm 25\%$ of actual gas savings is an acceptable range. Calculations should be presented in enough depth to understand savings methodology and should be commensurate with the magnitude of predicted savings. Evaluating gas usage history is recommended to gauge

what may be considered a reasonable savings value. More emphasis should be placed on post-project analysis, making use of M&V results such as trends or post-project utility billing history to confirm assumptions and develop a more accurate final savings number.

Q: What level of M&V effort will be required?

A: Appropriate M&V procedures will be determined by the magnitude of the savings value and the complexity of the project. Gas usage history is always acceptable to confirm gas savings and analysts may back into savings calculations from utility bill analysis alone. Weather or other normalization will be required if this route is taken. Dominion will work with the analyst to provide billing history if requested. Verification efforts should take place when the building is operating at normal occupancy and use conditions when the equipment is expected to operate. In many cases, this will require M&V to take place during heating season when actual operation can be verified. For smaller projects, simple M&V such as spot measurements, functional testing, short term trends or BMS screenshots are acceptable to confirm calculations. For larger savings (customer incentive >\$25,000), an enhanced approach may be required. Complex systems with a variable load will need to be fully characterized over a period of time using data loggers, BAS trends, or advanced meter reading interval data to precisely determine gas use.

Q: Can I re-use an energy savings report from another utility or energy service provider for my Dominion PIR/POR submission?

A: Yes, to some extent. Dominion PIR and POR report templates may be found here. While there is room for flexibility in format and styling of a submitted PIR or POR, it must at a minimum describe the baseline and proposed measures, demonstrate a firm gas savings calculation, and contain an M&V plan and project cost. In many cases, a Rocky Mountain Power SIR or SVR may be used as the basis of the PIR and POR reports, with minor gas-specific updates to measures, M&V plan, and insertion of gas savings analysis.

Q: How can I obtain gas billing history for a project I'm working on?

A: Dominion will provide it to the customer who may then share it with a third party analyst.