

Welcome

2025 COMMERCIAL KICKOFF PRESENTATION



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Matt Taylor & Greg Kraemer | 01-22-2025

Meet Your Commercial Team

Paul Jacks
Operations Manager



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Sr. Program Manager



Graham Thurman
Inspection Manager



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Agenda

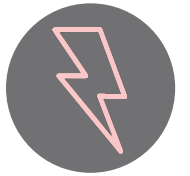
2025 COMMERCIAL KICKOFF PRESENTATION

2024 Program Overview

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average kW

37



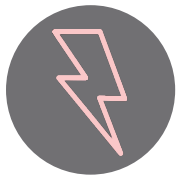
incentives paid

\$6,048,237



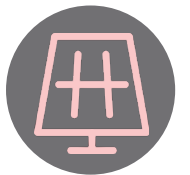
average kWh

276,028



total projects

207



2024 Program Overview

2025 COMMERCIAL KICKOFF PRESENTATION

Measure Highlights

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Measure and Resource Highlights

New Commercial Measures

- Lodging Occupancy Controls (hotels, motels, and dorm rooms)
- Refrigeration Zero Energy Doors

New Commercial Resources

- Sample measure files

2025 Program Budget

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Commercial Budget

Programs	2025 Incentive Budget *
Commercial SOP	\$7+ Million

Approximately \$2.3M in 2024 Carry-over Projects in 2025

Incentives are limited to 20% of the program budget (incentive cap) for each Service Provider (in combination with its affiliates). Oncor may raise the incentive cap based on program performance.

*Oncor reserves the right to increase or decrease the program's actual incentive budget during the program year as needed to achieve the Energy Efficiency program objectives.

Program Overview & Requirements

2025 COMMERCIAL KICKOFF PRESENTATION

Program Overview

The Commercial Standard Offer Program provides incentives to approved participating Service Providers who implement qualifying peak demand and/or energy-saving projects for eligible Oncor commercial customers.

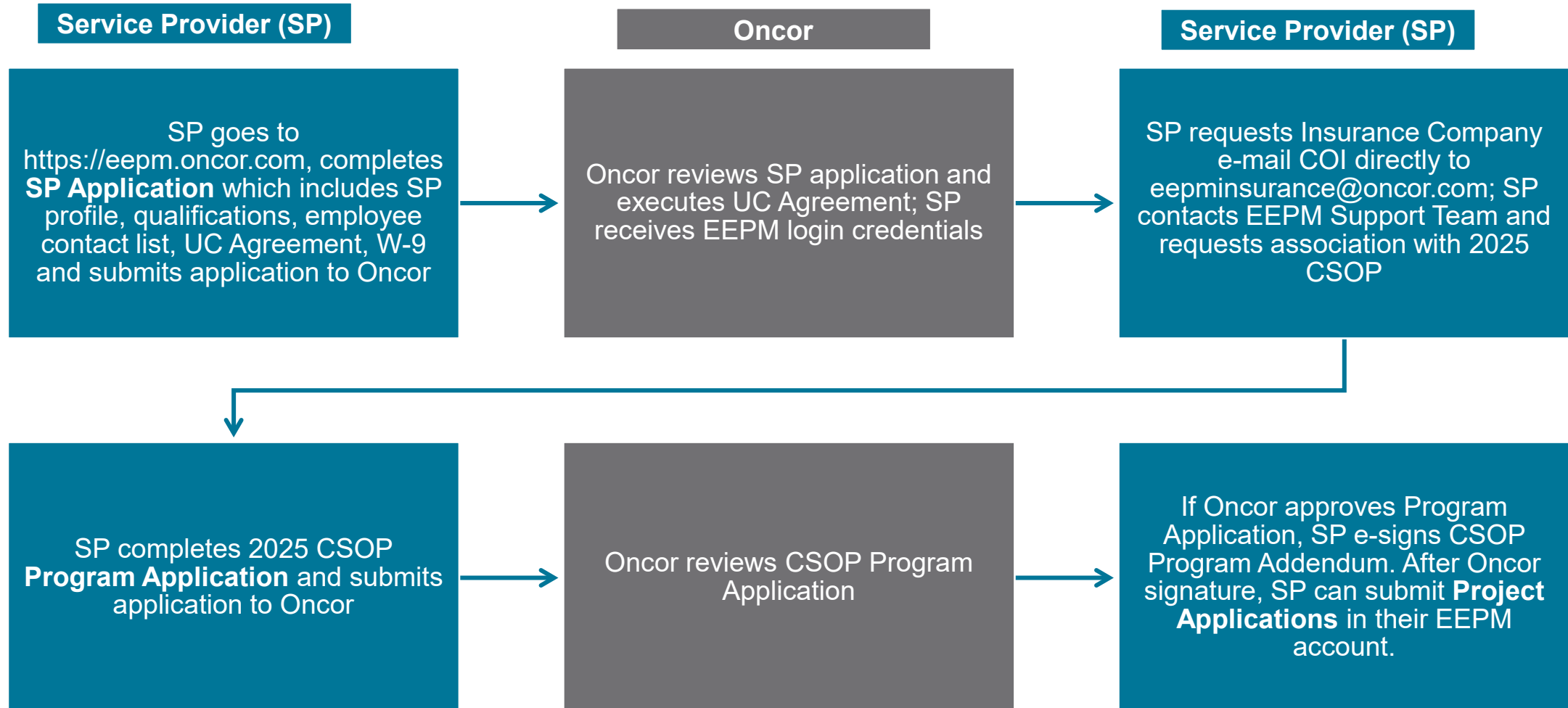
- Retrofit Projects require a pre- and post-inspection
- New Construction Projects require a post-inspection

2025 Program Open Dates

Service Provider Application in EEPM: December 2024

Project Application in EEPM: January 2025

How to Enroll as a Service Provider



Visit <https://eepm.oncor.com/commercial-provider.aspx> for more information and to sign up.

Insurance

TYPE	MINIMUM COVERAGE LIMITS
Bodily Injury and Property Damage	
Each Occurrence	\$1,000,000
General Aggregate	\$1,000,000
Product Comp/Op Aggregate	\$1,000,000
Automobile	\$500,000
Workers Compensation	
Each Accident	\$500,000
Disease Policy	\$500,000
Disease Employee Limit	\$500,000

Quick Tip: See “2025 Insurance Guidelines” for specific requirements.

Insurance Acord **should be completed and emailed** to eepminsuranc@oncor.com by the **insurance agent**. Insurance certificates **cannot** be accepted directly from the Service Provider.

Expired insurance will result in lock-out. All service provider companies must keep insurance current and active.

Program Qualifications

- Eligible Service Providers may include:
- National or local energy service companies
- Retail Electric Providers
- National or local companies that provide energy-related services (e.g., contracting) or products (e.g., lighting and HVAC equipment manufacturers and distributors).

All participating customers must be eligible commercial customers served by Oncor.

Due to opt-out provisions and transmission level, for-profit customers are excluded from the Program.

Incentives are not available for commercial customers (only those classified as manufacturing) who have selected to opt out of paying into the Energy Efficiency Cost Recovery Fund (EECRF).

Program Requirements

Eligible Customer ESI IDs

- ESI IDs must be served by Oncor.
- Oncor meters contain one of the following company codes. The last seven digits are the premise (account) or meter numbers in EEPM.



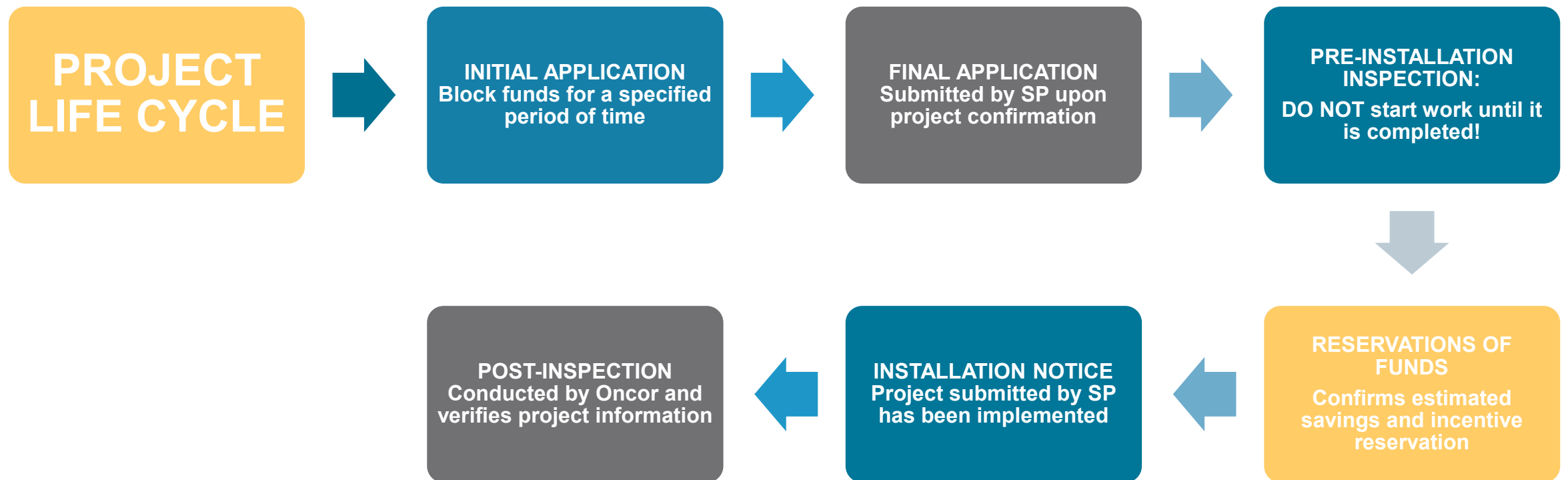
Found throughout the service area



Found in East Texas

NOTE: Check the premise ID in EEPM to verify the rate code. Customers who have a “Commercial” rate code and contribute to the Energy Efficiency Cost Recovery Fund are eligible.

Program Process



Program Evaluation

The Public Utility Commission of Texas uses an outside contractor (EM&V Team) to evaluate all the utility-sponsored energy efficiency programs.

- Responsible for verifying reported savings, estimating free-ridership and calculating program cost-effectiveness.
- You may be contacted by the evaluator to answer a survey.
- Some projects may be selected for an on-site inspection by the evaluator.

Program Information

Program Manuals

- Available on eepm.oncor.com in the Resources/Commercial section.
- Program Manuals include program processes and procedures.

State of Texas Technical Reference Manual (TRM)

- Available on eepm.oncor.com in the Resources/Commercial section.
- The TRM compiles all PUCT-approved deemed savings and measure requirements into one document for easy reference.
- The TRM is updated annually. Always refer to the latest version of the TRM.

Incentives

2025 COMMERCIAL KICKOFF PRESENTATION

Popular Measures* - Lighting

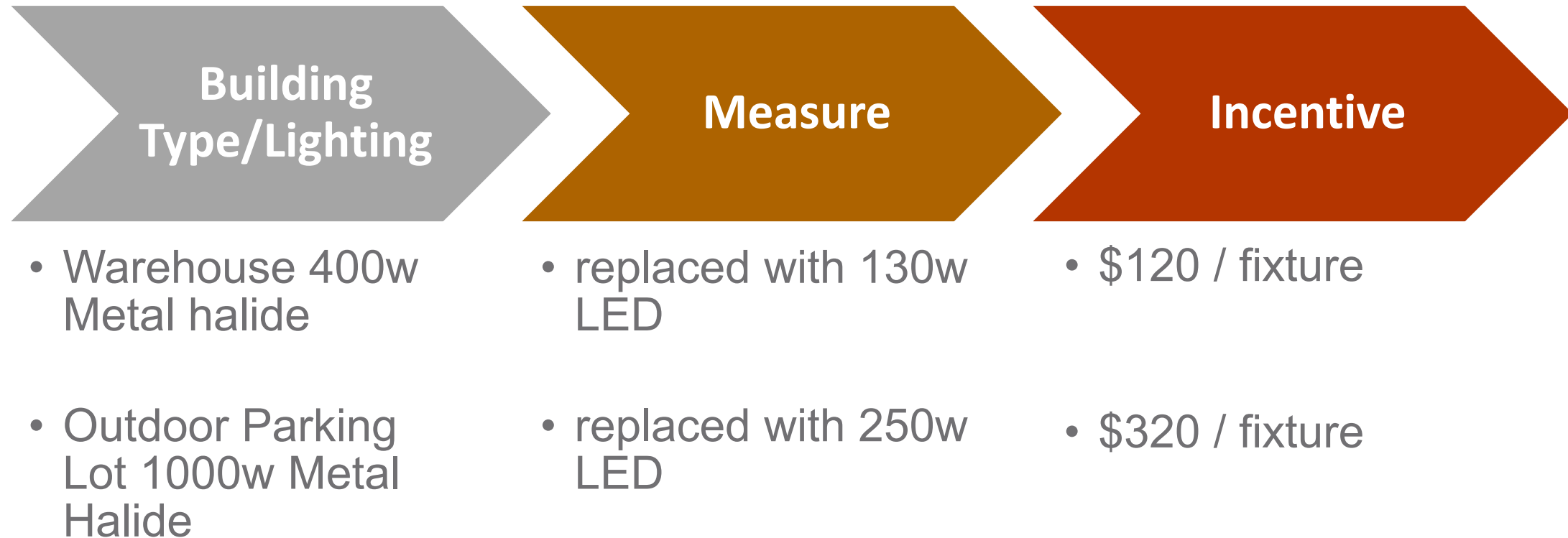
Lighting Type **	\$/kW NPV	\$/kWh NPV
Light Emitting Diode (LED) Fixture	\$209.21	\$0.057
LED Screw-in	\$146.58	\$0.040
LED Screw-in Corncob	\$209.21	\$0.057
LED Tube (Only DLC Type "C") ***	\$6 / fixture	-
Linear Fluorescent T8 and T5 Fixture	\$213.44	\$0.058
Modular CFL and CCFL Fixtures	\$217.67	\$0.059

* A list of all CSOP Measures and Incentive Rates can be found at eepm.oncor.com under the Resources/Commercial Program section. Oncor reserves the right to change the incentive rates for all CSOP measures at any time during the program year.

** LEDs require ENERGY STAR® or Design Lights Consortium (DLC) certification sheets. T12 fixtures and magnetic ballasts qualify for retrofit using a T8 lamp and electronic ballast baseline.

*** Fixed incentive paid per fixture, not by tube. Multiple fixtures with one ballast converting to one driver is considered one fixture.

Lighting Incentive Examples



Click here to access the [Incentive Calculator](#)

Popular Measures* - HVAC

HVAC Type**	\$/kW NPV	\$/kWh NPV
Chiller – Air and Water Cooled Centrifugal	\$387.81	\$0.125
Chiller – Air and Water Cooled Screw/Scroll	\$348.13	\$0.112
DX Air Conditioner / Heat Pump	\$294.79	\$0.095
Package Terminal Air Conditioner	\$239.46	\$0.077
Variable Refrigerant Flow	\$294.79	\$0.095
Geothermal (Ground Source Heat Pump)	\$294.79	\$0.095
Condenser Air Evaporative Pre-Cooling	\$294.79	\$0.095
High Efficiency Data Center Air Conditioner	\$294.79	\$0.095

* A list of all CSOP Measures and Incentive Rates can be found at eepm.oncor.com under the Resources/Commercial Program section. Oncor reserves the right to change the incentive rates for all CSOP measures at any time during the program year.

** All HVAC units require an AHRI certification sheet. For larger units, Chillers, and Water Cooled DX units that do not have an AHRI certificate, a manufacturer simulation is required showing unit performance at 100% load and at AHRI conditions (required temperature and flow rate inputs for the simulation can be requested from the Program Manager).

Other Popular Measures*

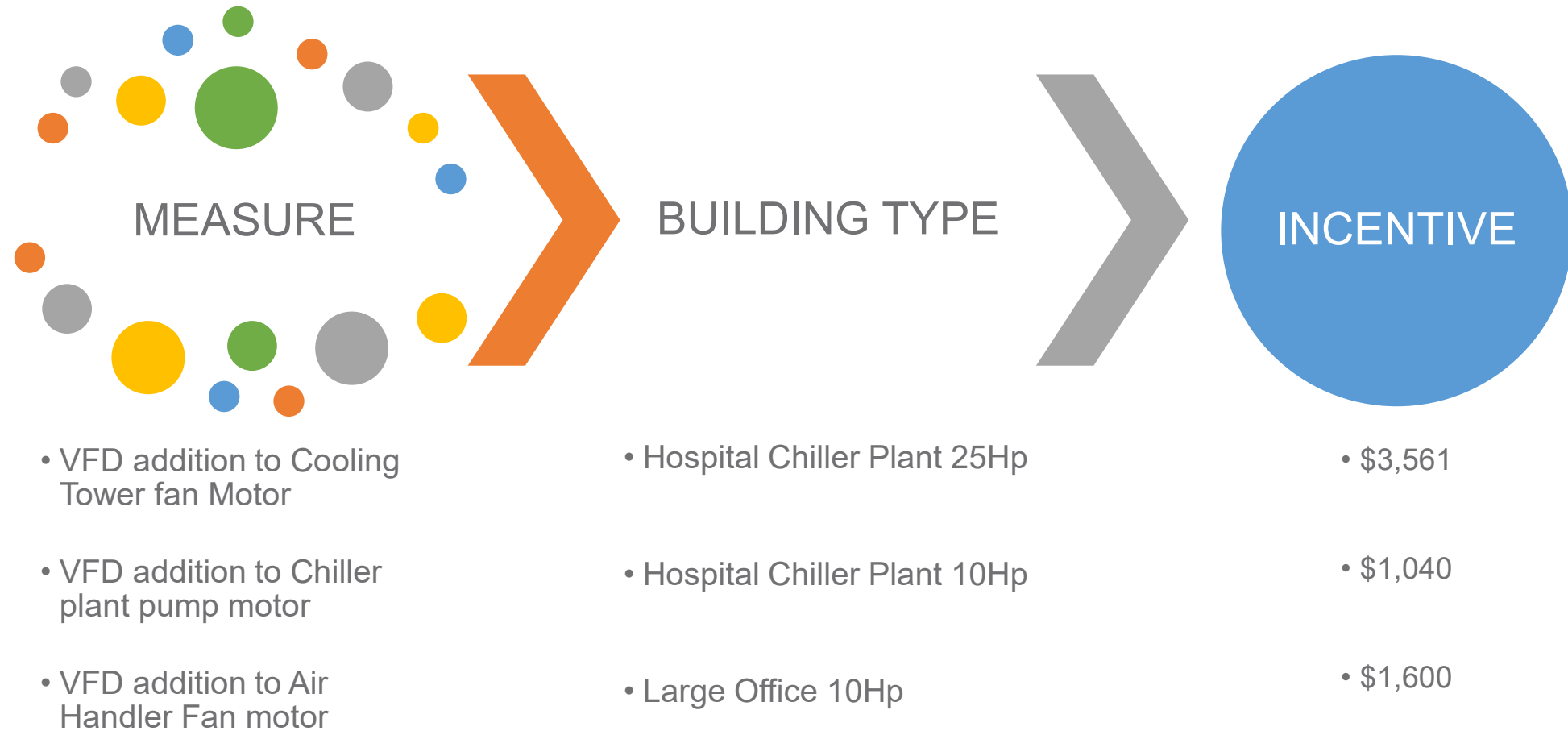
Measure Type	\$/kW NPV	\$/kWh NPV
NEMA Premium Efficiency Motor**	\$100 - \$5,000 / motor	-
Variable Frequency Drive (VFD) / Electronic Commutated Motor (ECM)*** <ul style="list-style-type: none"> VFD on HVAC Air Handling Unit (AHU) VFD / ECM on Data Center Computer Room AC Unit VFD on HVAC Chilled / Hot Water Pump System VFD on Condenser Water Pump Motor VFD on Cooling Tower Fan Motor 	\$285.29	\$0.086
Pool Pumps (Energy Star)	\$600 / pump	-
Vending Machine Controls	\$105 / refrigerated unit \$35 / snack machine	*
Food Service Measures	*	*
Lodging Guest Room Temperature Setback Controls	\$80 / room	-
Cool Roof	*	*
Master Metered Multi-Family Units / Common Areas	*	*

* A list of all CSOP Measures and Incentive Rates can be found at eepm.oncor.com under the Resources/Commercial Program section. Oncor reserves the right to change the incentive rates for all CSOP measures during the program year.

** Tiered incentive per HP.

*** VFD / ECM must be added to an existing constant-speed fan/motor.

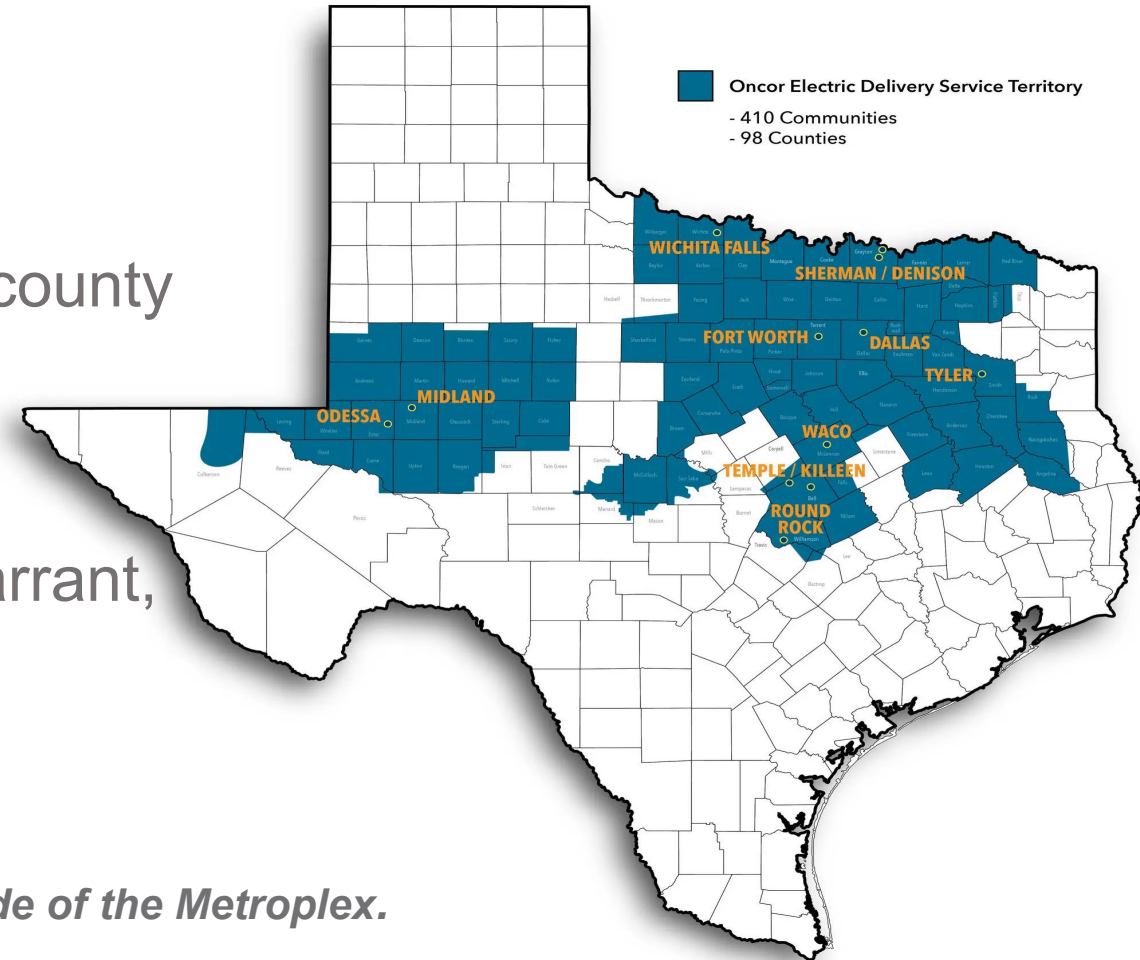
VFD Addition – Motor Examples



Geographic Adjustments

An additional 15% payment for all projects, calculated on a site basis, outside the five-county Metroplex area.

- ❖ The Metroplex area includes Dallas, Tarrant, Rockwall, Denton, and Collin counties.



Incentive Example: \$10,000 incentive becomes \$11,500 outside of the Metroplex.

Inspections

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Pre-Inspection Photos for Lighting

- Service Provider should provide photos of pre-equipment for each unique existing fixture type, including:
 - Close-up of wattage stamp on the lamp (must be legible)
 - Profile of fixture where the reported lamp can be seen
 - Profile of the area to be retrofitted
- Inspection contact will be required to access outdoor light controls during pre-inspection.
- Need photos of each space type to verify existing controls such as occupancy sensors, switches, personal tuning, etc.
- Consolidate all pre-equipment photos into a single PDF file and label each unique fixture within the file.



To remain eligible for an incentive, DO NOT start work or remove any existing equipment until the pre-inspection is complete and approved by the Program Manager.

Post-Inspection Photos for Lighting

Service Provider should provide photos of post-equipment for each unique installed fixture type, including:

- Close-up of the actual fixture nameplate with the model number (must be legible, especially for each unique LED fixture)
- Profile of the fixture (close-up of the fixture)
- Profile of the area where the fixture is installed (where the fixtures listed on the measure line can be seen)
- Photos of various controls that are installed as part of this project (please zoom into areas where this would apply)
- Consolidate all post-equipment photos into a single PDF file and label each unique fixture within the file

Pre-Inspection Photos for HVAC

Service Provider should provide existing condition photos for each Early Retirement HVAC unit:

- Profile of HVAC unit
- Nameplate photo with make, model, and serial number. Must be legible.
- Label each photo to match the respective Unit ID listed in the Measure File
- For Split Units, nameplate photos must be taken of each component (e.g., condenser, evaporator, furnace)
- Consolidate all pre-equipment photos into a single PDF file and label each Unit ID within the file

To remain eligible for an incentive, **DO NOT** start work or remove any existing equipment until the pre-inspection is complete and approved by the Program Manager.



Post-Inspection Photos for HVAC

- Service Provider should provide existing condition photos for each Early Retirement HVAC unit:
 - Profile of HVAC unit
 - Nameplate photo with make, model, and serial number. Must be legible.
 - Label each photo to match the respective Unit ID listed in the Measure File
 - For Split Units, nameplate photos must be taken of each component (e.g., condenser, evaporator, furnace)
 - Consolidate all post-equipment photos into a single PDF file and label each Unit ID within the file

To remain eligible for an incentive, **DO NOT** start work or remove any existing equipment until the pre-inspection is complete and approved by the Program Manager.

Pre- and Post-Inspection Photos for other Measures

- Service Provider should provide pre- and post-inspection photos for all existing and/or new equipment, including:
 - Profile of equipment.
 - Nameplate photo with make, model, and serial number. Must be legible.
 - Label each photo to match the respective Unit ID listed in the Measure File.
 - If unsure of the photo requirements for any Measure, please contact a Program Manager before you submit your project.
 - Consolidate all pre-equipment and post-equipment photos into separate, single PDF files and label each Unit ID within the file.

To remain eligible for an incentive, **DO NOT** start work or remove any existing equipment until the pre-inspection is complete and approved by the Program Manager.

Photo File Requirements

- Create a separate PDF file for each site. If there is only one site, you should upload only one PDF file in EEPM containing all of your photos (keep the pre- and post-equipment files separate).
- For each site, consolidate all photos into a single PDF file. **DO NOT** attach multiple files with a single photo or a ZIP file; your project will be rejected for correction.
- All photos must be labeled. The label will help verify the area represented by line number, circuit ID, or Unit ID.
- Oncor reserves the right to request additional photos if images are blurred or cannot identify which area the photo represents.
- Projects with missing photos will require the Service Provider to obtain the required photos during the pre- and post-inspections.



Service Provider Inspections Contact



- Cannot be the Customer
- The site auditor must be present for the inspections
- Knowledgeable of the Measure File, site, and project details, and the location of the listed specific equipment
- Able to provide full access to the measures selected by the Inspector for the inspection

Equipment and Tools

- At the pre- and post-inspections, the Service Provider is responsible for providing the equipment and tools necessary to retrieve model numbers and lamp wattages for selected fixtures. This includes ladders, lifts, and any other equipment the Service Provider may need to prove reported project information.
- Service Provider should provide good pre- and post-photos of each fixture type such that Oncor understands, through photo documentation, the pre-and post-site conditions (this minimizes inspection time during an on-site inspection).
- Please refer to the Commercial Desk Inspection Checklists for Service Providers.

Facility and Map Drawings

- Service Provider should provide a map or floor plan to help the Program Manager and Inspector locate all measures (fixtures) listed in the measures tab.
- For retrofit projects, a hand-drawn sketch can be used.
- Break down fixture locations with a Map ID reference in the measure file that is shown on the map or drawing.
- Service Provider should upload a PDF copy of all Maps for the project in EEPM and bring two copies to each inspection.



Lighting, Fixtures and Conditions

Outdoor Lighting Operation

- Service Provider must show that any selected fixtures are operating during pre-inspection. This may include covering photocells, bypassing the timers, or overriding controls.

Non-Operational Fixtures

- The Service Provider is responsible for an accurate count of the fixtures that are not operating when filling out the data entry information in EEPM.

Existing Conditions

- Service Provider is responsible for capturing the pre- and post-conditions accurately. If controls and/or HVAC exist before a project is started, be sure to identify these areas correctly for any fixture lines in the data entry fields in EEPM

Lighting Tips

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Building Type, Controls, and Fixtures

- Pick one building type and stay with it! (Exception: Outdoor Lighting).
- For Outdoor Lighting, select “Outdoor” for the pre-and post-equipment controls.
- Outdoor Lighting – Dusk to Dawn Building Type requires a Customer e-mail or letter stating the lights operate dusk to dawn via photocell, timer, or other controls.
- 2 or 3 Shift Manufacturing Building Type requires a Customer email or letter stating the actual hours and weekdays of operation for each Shift and if the hours are seasonal.
- In spaces with large areas of the same fixture, do not combine. These should be broken down into smaller segments and fixture quantities (e.g., Row A, Row B - 1, Row 1 starting at the north wall).
- In rooms to be retrofitted, list all fixtures, even the lighting that is not planned for replacement.

Removing a Site

- If your final project has fewer sites than originally uploaded, edit the data entry information to make the pre- and post-equipment and quantities the same for the sites that are not included (zero out).
- Do not delete a site ESI ID. Contact a Program Manager.
- Add comments in EEPM that the site savings were zeroed out.

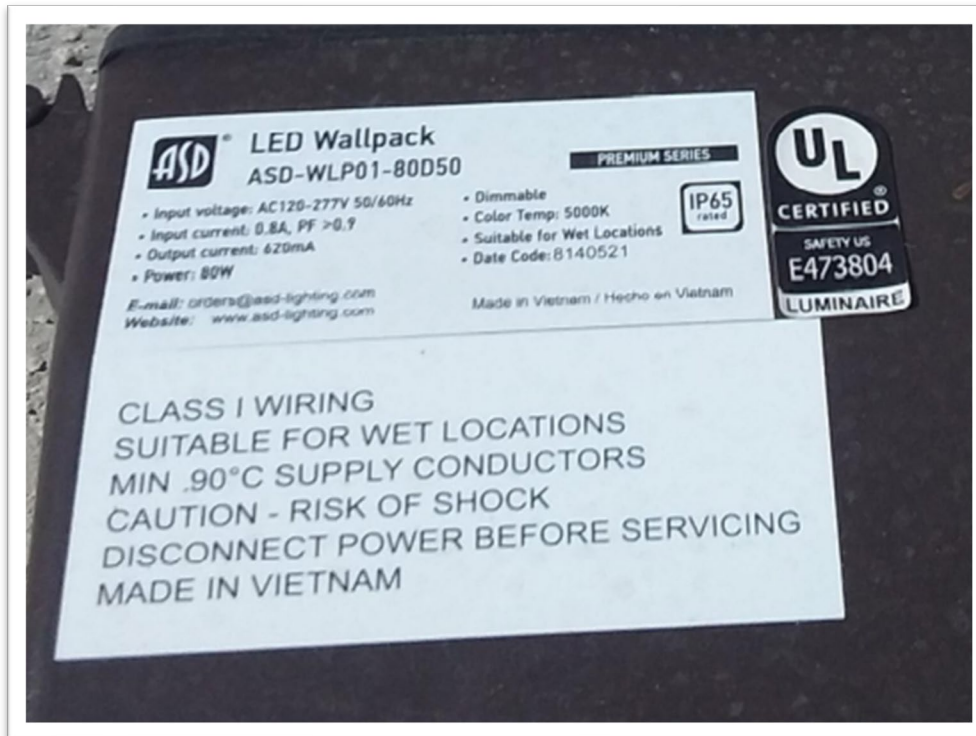


Qualified LEDs

- Make sure the post-retrofit fixture wattage matches what is installed. For LEDs, this should be the DLC or ENERGY STAR® wattage, rounded up or down to the closest ½ watt.
- Screw-in LEDs are eligible for incentives in appropriate applications (i.e., no track lighting, heat lamps, or plug loads).
- Only Type “C” LED tubes are allowed and must be qualified by DLC. The incentive is a flat \$6.00 per fixture (not tube).
- Make sure the reported LED model number in EEPM matches the installed LED nameplate and is consistent with the DLC or ENERGY STAR® documentation/screenshot. List the model number found on the fixture, and do not use the wildcard characters found in DLC or ES. Please see the next slide as an example.

DLC Screenshot Example

The reported LED Fixture Code in EEPM for this example should be: LED080-FIXT



The reported LED Model in EEPM for this example should be: **ASD-WLP01-80D50**

DesignLights Consortium	
Classification	Premium
Primary Use	Outdoor Non-Cutoff and Semi-Cutoff Wall-Mounted Area Luminaires
Reported Input Wattage	80 W
Reported Light Output	11280 lm
Reported CCT	5000 K
Reported CRI (Ra)	70
Product ID	P11DW8MP
DLC Family Code	EEEGCX
Listing Status	Listed
Date Qualified	2021-04-27
PRODUCT INFORMATION VIEW DETAILS	
Qualified Product List	Solid State Lighting
Technical Requirements Version	5.1
Product ID	P11DW8MP
Manufacturer	ASD Lighting Corp
Brand	ASD Lighting
Model Number	ASD-WLP01-80D50-[BLANK,PC]-[PRM,BLANK]
Parent	No
Classification	Premium
DLC Family Code	EEEGCX
Input Power Type	AC
PRODUCT CATEGORIZATION VIEW DETAILS	
Category	Outdoor Luminaires
General Application	High Output
Primary Use Designation	Outdoor Non-Cutoff and Semi-Cutoff Wall-Mounted Area Luminaires
PRODUCT CAPABILITIES VIEW DETAILS	
Integral Controls	Yes

Non-Qualifying Lighting

- LEDs that are not ENERGY STAR® or Design Lights Consortium (DLC) qualified
- Plug Load and Track Lighting
- LEDs used as heat lamps
- Use of non-qualified LED in new construction may reduce the incentive amount
- Incentives are not paid when metal halides and high- and low-pressure sodium are installed as post-fixtures
- Any LED tubes other than DLC Type C are not eligible for incentives

Light Levels, Retrofits and Ballasts

IES Recommended Light Levels

- Lighting Projects must meet Illumination Engineering Society's (IES) recommended light levels to qualify for an incentive.
- Lighting retrofits that reduce the number of fixtures by 15% or more may be required to submit a lighting simulation that includes all lighting being installed.

Fluorescent Luminary Retrofits

- T-12 lamps and magnetic ballasts qualify for retrofit using a T-8 lamp and electronic ballast baseline.

Electronic Ballasts

- Electronic ballasts must be CEE-approved and/or classified as NEMA Premium and have a Total Harmonic Distortion (THD) of no greater than 20%.

Project Documentation Reminders

Indoor and Outdoor Lighting

- Consolidate each of the following in separate and single PDF files:
- Pre and Post nameplate, fixture, and area photos (if multiple sites, provide separate files for each site)
- DLC and ENERGY STAR® certification sheets
- LED manufacturer specification sheets (should show ordering code breakdown and descriptions)

Outdoor Lighting

- Outdoor Lighting – Dusk to Dawn Building Type requires a Customer e-mail or letter stating the lights operate dusk to dawn via photocell, timer, or other controls.

Manufacturing Shifts

- 2 or 3 Shift Manufacturing Building Type requires a Customer email or letter stating the actual hours and weekdays of operation for each Shift and if the hours are seasonal. Also, provide a description of the type of business operation and, for manufacturing, the product produced.

Project Documentation - New Construction

- Plans of the facility must be signed and stamped by an Architect/Engineer (A/E) showing the square footage for the indoor and outdoor areas (paved parking/driveways square footage only; non-parking areas should not be included). Also, the A/E lighting schedule and lighting layout must be provided. Circle or highlight the square footage numbers on the plans.
- A COMcheck document may be used in lieu of the A/E plans for the square footage. Contact a Program Manager to verify document acceptance.

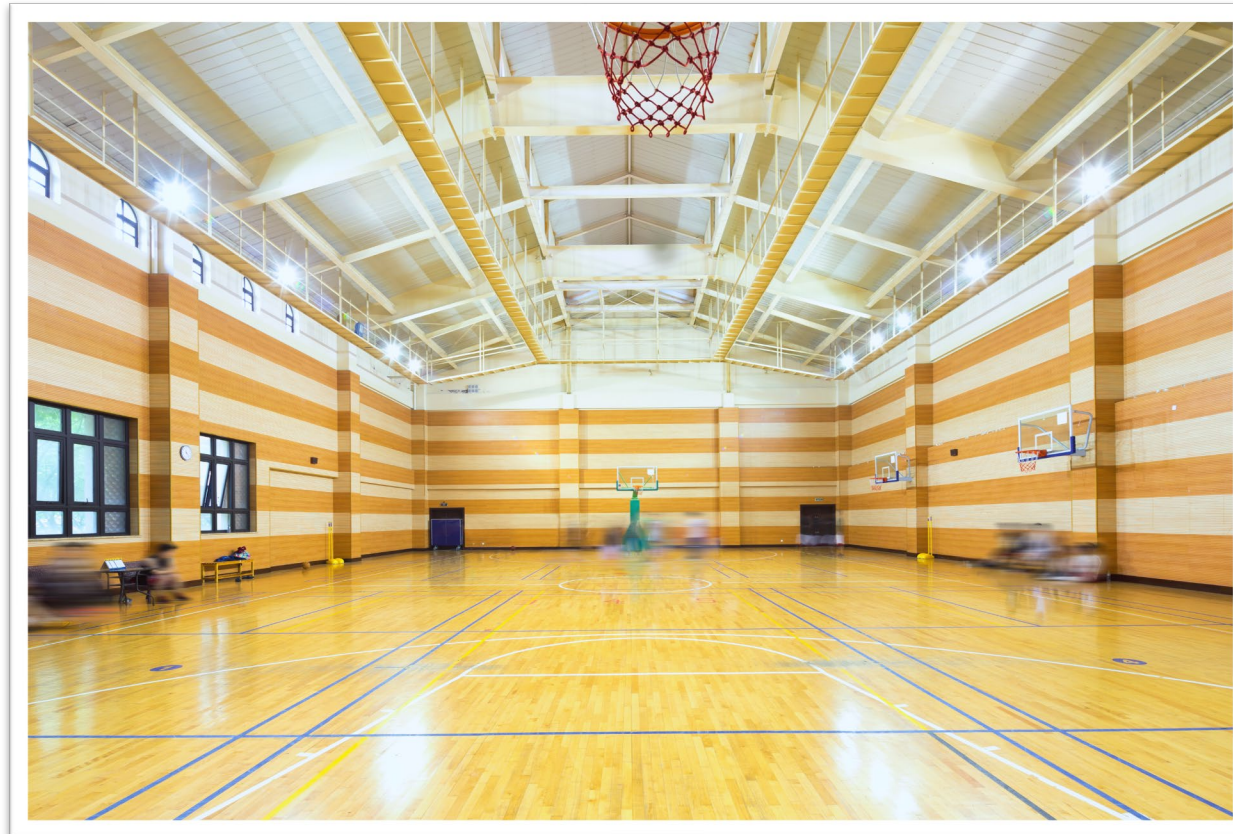


Minimum Equipment Standards & Program Reminders

2025 COMMERCIAL KICKOFF PRESENTATION

LED Lighting

- Must be listed with DLC or ENERGY STAR®



HVAC (Minimum Equipment Standards)

- Must be AHRI certified (consolidate all AHRI certificates in a single PDF file).
 - Unit model number must exactly match the AHRI certificate model number.
 - Post unit photos required of nameplate (showing model and serial number) and entire unit (consolidate all photos in a single PDF file).
-
- For larger units, Chillers, and Water Cooled DX units that do not have an AHRI certificate, a manufacturer simulation is required showing unit performance at 100% load and at AHRI conditions (required temperature and flow rate inputs for the simulation can be requested from the Program Manager).



Program Reminders

Insurance

- Keep insurance current throughout the calendar year!
- Start renewing your insurance at least one month before it expires.

Company Name and Tax ID

- If you change your company name or Tax ID during the year, contact the Program Manager immediately!

Pre-inspection Approval

- DO NOT start work or remove any existing equipment until the Program Manager completes the pre-inspection. The Reservation of funds document must be signed before starting work.
- The Program Manager will notify the Service Provider when they can begin installation.

Post-inspection

- SPs must update the measure file post-equipment data (e.g., fixtures quantities, codes, and models) on what is installed before submitting it for post-inspection.



Program Reminders

Rollover Projects

- Projects that cannot be completed in 2025 may be allowed to “roll over” to the next program year if the project has passed a pre-inspection by December 31, 2025.
- Projects may be submitted until November 15, 2025, and may be completed in the next year.
- Rollover projects must be completed by May 31 of the following year or will be subject to cancellation.
- View Inspections [Checklist](#).

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CONTACT US

Q&A

Q: Do previous providers have to re-apply?

A: Existing Service Providers will need to re-apply to the current program year CSOP each year via a link provided in their EEPM account. Make sure your Insurance COI is current when applying.

Q: What if you are installing a selectable wattage fixture and is being installed at a lower wattage than DLC has listed?

A: For variable wattage LED fixtures, you have to report the maximum fixture wattage even if you or the Customer selects a lower wattage during installation. The DLC certificate will list the maximum wattage for a variable wattage LED.

Q: Is there still a \$500 minimum requirement for rebate filing?

A: There is a \$500 minimum estimated incentive for 2025 CSOP projects. Each project may include multiple Customer sites and/or multiple measures, which can all be counted to achieve this minimum incentive threshold.

Q&A

Q: Is there a way to start a project for pre-installation inspection prior to the application being approved for our company for the current year?

A: A pre-inspection can only be scheduled after an approved Service Provider has created a project in our EEPM system and submitted a Final Application with the required measure file data and documents.

For retrofit projects, the pre-equipment must not be removed or disabled until after Oncor completes a pre-inspection and Oncor provides permission to begin installation.

Q: Is How do we receive a copy of today's presentation, including the Residential Kick-Off call material?

A: A copy of this presentation and webinar, as well as the Residential Program's Kick-Off materials, will be available on our EEPM website, <https://www.oncor.com/eepm>. These resources, including the updated 2025 CSOP Program Manual, will be located under the Residential/Commercial Program Resources section.



thank you