

A utility worker wearing a bright yellow-green hard hat with the Ameren logo, safety glasses, and a high-visibility yellow-green vest over a brown long-sleeved shirt. He is holding a pair of pliers and looking off to the side. The background shows a utility site with power lines and a worker on a lift in the distance.

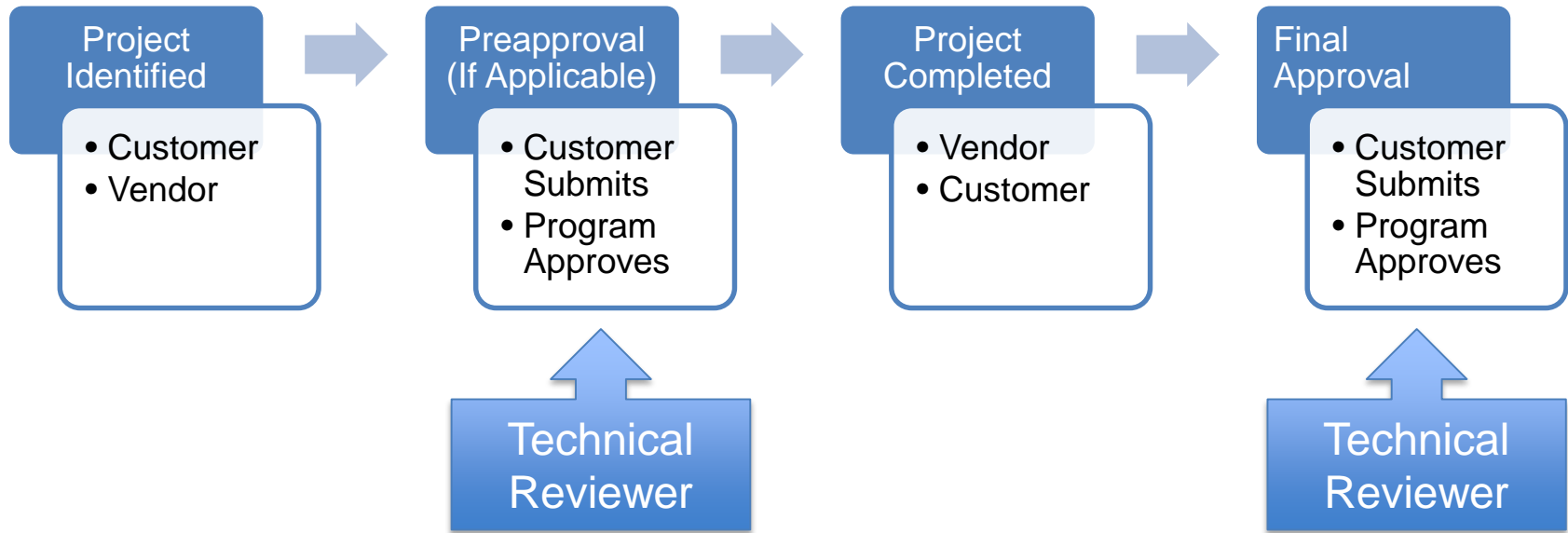
Small Business Considerations Outside of Lighting

Standard Business Program: Layout



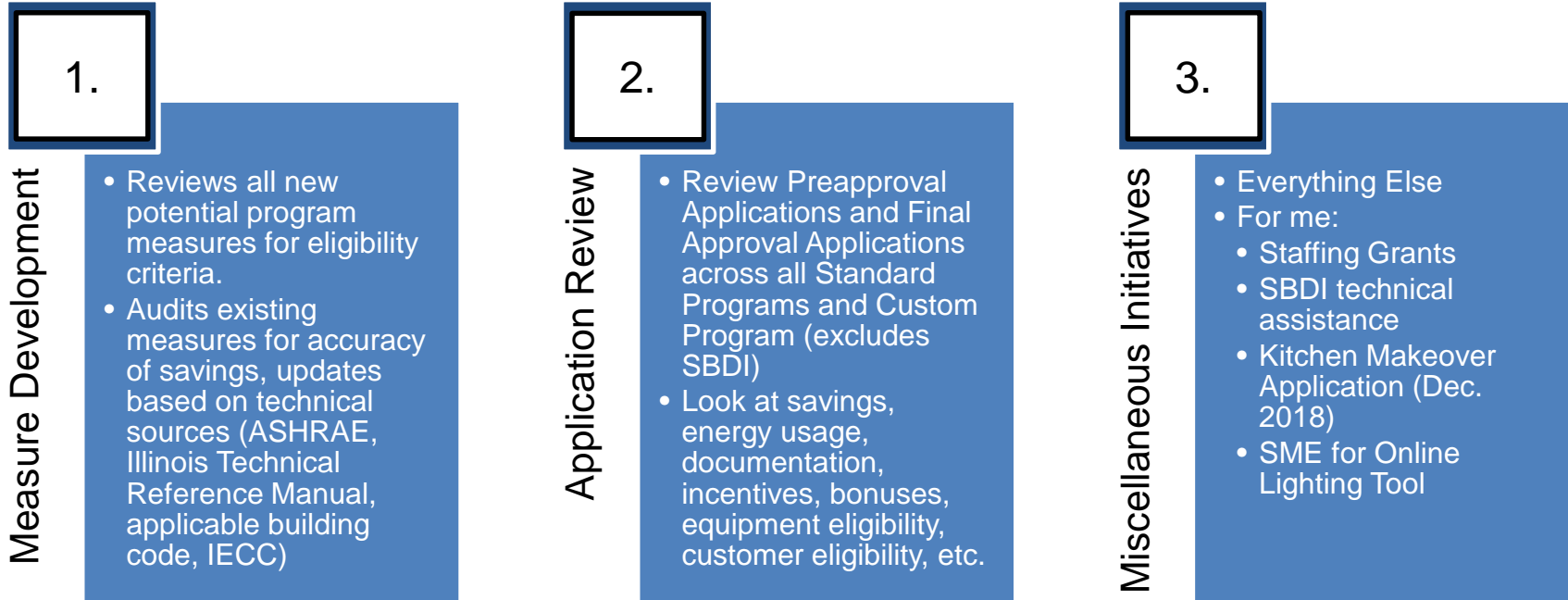
- **Standard Business Programs**
- Serves Ameren Illinois Business Electric customers with rate codes between DS2-DS6 with some caveats (size of account, etc.)
- Serves Ameren Illinois Business Gas customers with rate codes between GDS2-GDS7.
- Basically covers anything that saves electricity or gas that can be *proven* (i.e. data).
- If it saves energy (electric or gas), it likely has a prescriptive measure.
- If it doesn't have a prescriptive measure, it can qualify for the custom program.

Business Standard Program: Technical Reviewers



Business Standard Program: Technical Reviewer Role

- Technical Reviewers operate in a number of capacities including:



Average Commercial Electric Bill: Illinois



2017 Average Monthly Bill - Commercial				
State	Number of Customers	Average Monthly Consumption (kWh)	Average Price (cents/kWh)	Average Monthly Bill (Dollar and cents)
Illinois	611670	6810	\$ 9.09	\$ 618.88
Indiana	352015	5600	\$ 10.54	\$ 590.55
Missouri	381634	6589	\$ 9.47	\$ 624.12
Kentucky	304457	5281	\$ 9.85	\$ 520.17
				Source: US Energy Information Administration

Average Bill Per Year for Illinois Electric Business Customers in 2017:
\$7,489.44

Average Price Electric:
9.09 cents/kWh

Business Standard Program: Small Business Considerations



Small Businesses are not one size fits all.

Auto Dealerships:

Compressors (VFDs, notched belts)
Paint Booths
Car Wash and Detailing Facilities

Grocery/Convenience Stores

Refrigeration, Refrigeration, Refrigeration!
Heating and Cooling

Hotels/Lodging

Heating and Cooling (40%)
Energy Management Systems
Air Sealing around windows and doors
Low Occupancy Energy Policies

Restaurants

Energy Star Kitchen Equipment
Maintenance on Aging Equipment
 Recalibration of thermostats
 Resealing Freezer Doors
Heating, Cooling, Ventilation

Business Standard Program: Auto Dealerships



Use more energy per square foot than the average office space.

Highlighted Recommendation with Ameren IL Incentives: LIGHTING

Energy Savings Case and Point:

Exterior Parking Lot Lighting Replacements (70 fixtures)

Cost: \$40,526 (All included)

Incentive: \$24,251.40

Program Energy Savings: 252,779

Payback Estimate: **Less than a year (If SBDI eligible, even better!)**

Business Standard Program: Grocery/Convenience Stores



Highlighted Recommendation with Ameren IL Incentives: REFRIGERATION

- 1) Automatic Door Closers for Walk-In Freezers/Coolers: \$120/Closer
- 2) Strip Curtains on Walk-in Coolers or Freezers: \$30/Cooler and \$200/Freezer
- 3) Night Covers on Refrigerated Display Cases: \$25/Linear Foot
- 4) Energy Star Qualified Freezers: \$35-\$500/Freezer

Energy Savings Case and Point:
2 Cooler Strip Curtains, 1 Freezer Strip Curtain

Cost: \$364.00

Incentive: \$286.00

Program Energy Savings: 20,600

Payback Period: **Within 2 months**



Business Standard Program: Lodging



Highlighted Recommendation with Ameren IL Incentives: HVAC

- 1) Advanced thermostats: \$100/thermostat
- 2) PTAC/PTHP Units: \$35-\$40/unit installed
- 3) Energy Management Systems: Custom. Can link reservation system to HVAC systems to provide data-driven heating and cooling when necessary.

(Hypothetical PTAC):

Cost: \$899 Plus Labor

Incentive: \$40

Program Energy Savings: 3,557 (if existing PTAC)

Payback: **Year 3**

Highlighted Recommendation with Ameren IL Incentives: Hospitality Specialty Application

- 1) Replacement of Kitchen Equipment:
 - 1) Hot Holding Cabinets: \$700-\$1100/Cabinet
 - 2) Electric Griddle: \$180/Griddle
 - 3) Electric Convection Oven: \$500/Oven
 - 4) Combination Electric Oven: \$500/Oven
 - 5) Steamers: \$1,000-\$2,000
 - 6) Dishwashers (High Temp): \$400-\$2,000
- 2) Kitchen Demand Ventilation Controls: \$400/HP
- 3) Green Nozzle (Low-Flow): **FREE**

Business Standard Program: Churches



Use more energy per square foot than the average office space.

Highlighted Recommendation with Ameren IL Incentives:

Smart Thermostats

Energy Savings Case and Point:

6 Smart Thermostats replacing existing Programmable Thermostats

Cost: \$800+tax and any install labor

Incentive: \$600

Program Energy Savings: 1,299 kWh

Payback Estimate: **Less than 2 Years**