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## Duke Energy's Smart \$aver Incentives

Let us pay you to use less of our product!



# Why does Duke Energy Want to pay you to use less of our product?

## Traditional Utility Model

Utilities earn a return on capital invested in power plants



## New Utility Model

Utilities earn a return on capital invested in energy efficiency



More cost-effective for customers

Better for the environment



## We're talking Big Money

- Since 2009, Duke Energy has paid out over **\$36 million** in incentives to help commercial, industrial and institutional customers save energy in Ohio and Kentucky alone!
- Saving these customers over **\$40 million** in annual energy costs!
- You can leverage Duke Energy's energy efficiency incentives to help your clients save energy and money.



## Duke Energy's Energy Efficiency Programs

- **Energy Assessments**
  - Existing construction
  - New building design
- **Smart Saver<sup>®</sup> Incentive Program**
  - Prescriptive
  - Custom



## Energy Assessments

### We Give You the Power to Take Control

- Our Energy Assessment Program will identify solutions to your problems, such as
  - Driving down operational costs
  - Increasing efficiency
  - Meeting corporate sustainability goals, or
  - Addressing aging infrastructure

### We Partner With You From Start to Finish

- Using our engineering and energy-related expertise to guide you from assessment through implementation

### Did You Know?

- According to the United States Environmental Protection Agency, 30% of commercial building energy is lost to waste or inefficiency
- We can follow ASHRAE energy audit guidelines or tailor each energy assessment to meet your individual needs

## Energy Design Assistance

- Energy modeling and consulting
- Duke Energy has selected four highly skilled Energy Assessment Vendors
- Customers pay 50% of the cost of energy design assessment and modeling
  - Includes Smart \$aver application

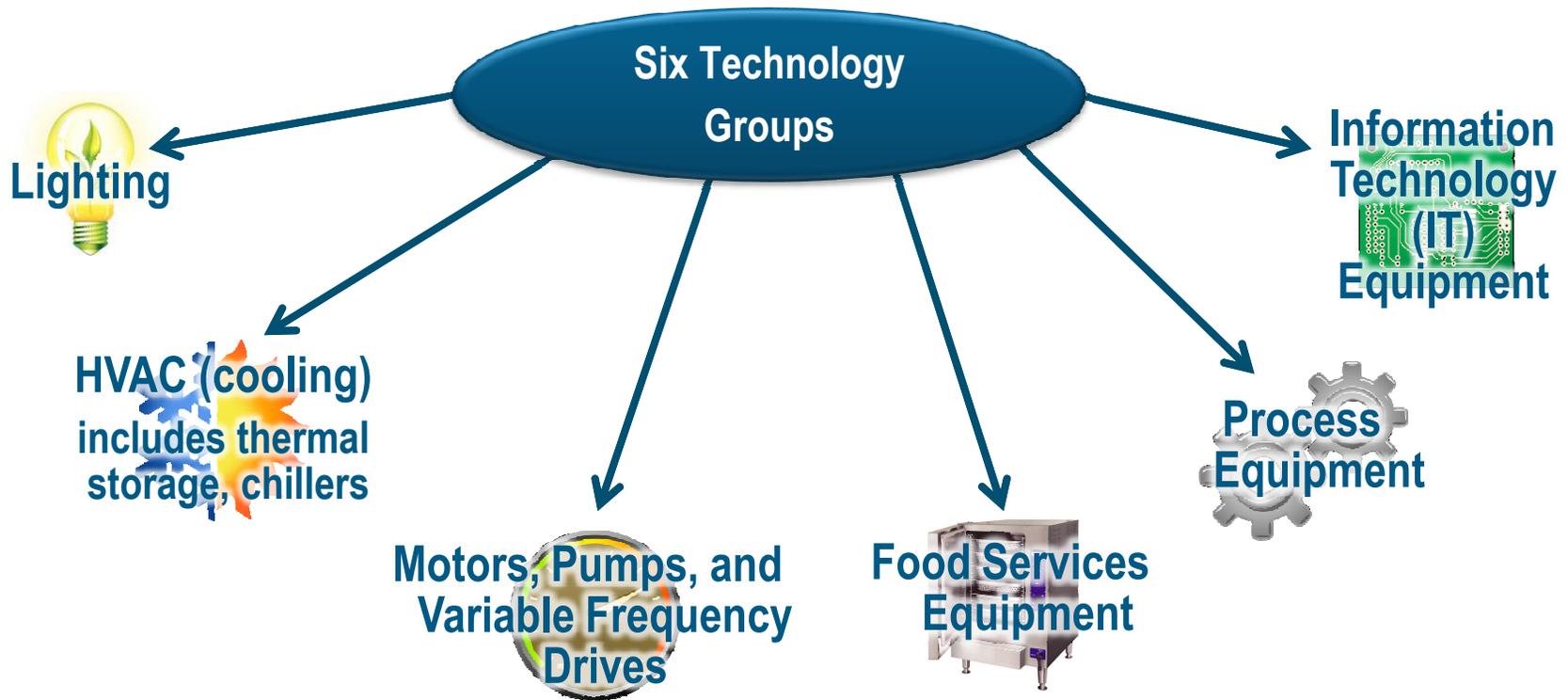


## Smart \$aver Incentive Program

- Cash incentives/rebates help buy down the incremental cost of higher efficiency equipment
- Incentives available for new construction, retrofit, and replacing failed equipment
- Two components of the program:
  - Prescriptive
  - Custom



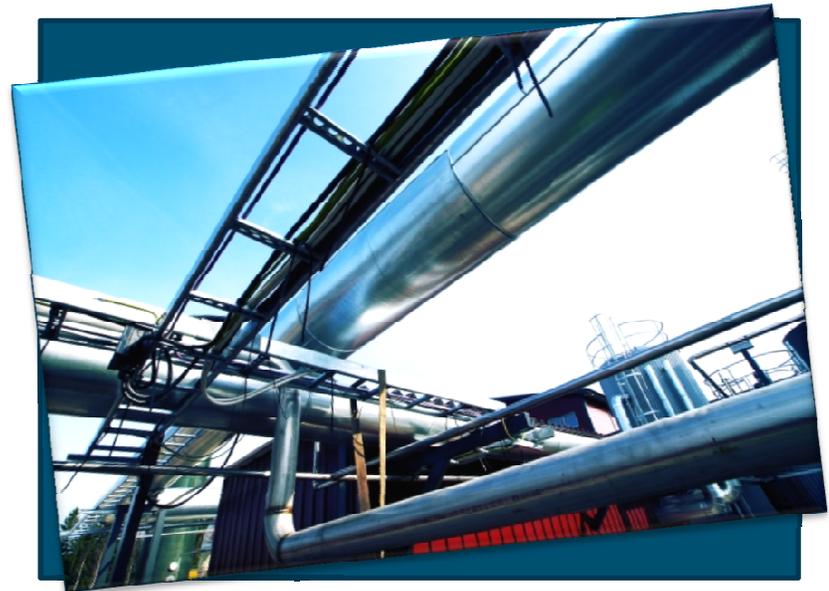
## Smart \$aver Prescriptive Incentives



**270+ incentive possibilities**

## Smart \$aver Custom Incentives

- Any energy saving measure not covered by Prescriptive program
  - Provides an opportunity to receive incentives for all energy conservation measures not addressed by the prescriptive program.
  - Give our customers more reason to implement these measures
- Custom Incentives require *PRE-APPROVAL*. Allow for at least one month for application review.
- Rule of thumb – Incentives can be *estimated* at \$0.065/kWh and \$150/kW.
  - Actual incentive will depend on specific project parameters.



## Duke Energy Kroger Partnership 2009 and Beyond



**DUKE  
ENERGY®**





## Kroger: Who we are?



## Recognition



**EPA Food  
Recovery  
Challenge  
Winner**

**MEMBER OF**

**Dow Jones  
Sustainability Indices**

**In Collaboration with RobecoSAM** 

# Energy Reduction

**35%**  
REDUCTION  
SINCE 2000

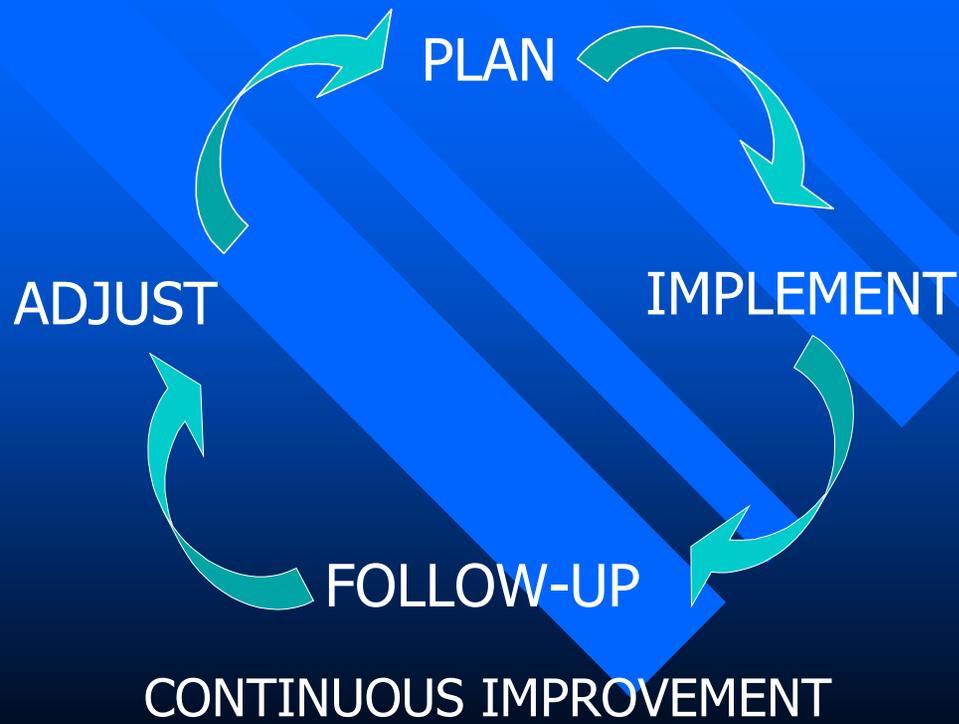
**Kroger**

CONSUMPTION REDUCTION

ENERGY & CARBON



## Kroger Energy Program Model



## Kroger & Duke Energy Partnership: Measure Overview

- Overhead Lighting Upgrades (T-12 to T-8)
- LED Case Lighting Upgrades
  - Refrigerated Cases
  - Walkin Coolers / Freezers
  - Freshmeat Cases
- Window Film
- Food Service Equipment
- Motion Sensors & Timers
- Chiller upgrade at Data Center (CDC)
- Mercantile applications
  - Electrically Commuted Motors
  - HID
- Wrapper Sealers
- Fuel Center LED
- Remodels
- New Store Construction

## Program Highlights: Business Case Discussion

Kroger Data Center Upgrade



Kroger LED Case Lighting



## Business Case #1: Chiller Upgrade at Data Center

**Executive Summary:** Upgrade the existing process water chillers, glycol coolers and pumps that provided cooling to computer servers in the North Data Center.

**Project Cost:** \$1,512,439

**kWh Saved:** 1,012,608

**Duke Incentive:** \$130,000 incentive

**Project Payback:** 14.5 year

**Implementation:** Modular chilled water system that included (1) 240-ton multistack air cooled chiller that was broken down into (9) 30-ton compressorized modules and (8) 30-ton free cooling modules. The ninth compressorized modules provided the N+1 redundancy.

## Business Case #2: LED Glass Door Retrofit

**Executive Summary:** Replaced existing 60W T-8 fluorescent lighting in our frozen food and dairy cases with 17W LED fixtures and motion sensors.

**Project Cost:** \$1,515,603

**kWh Saved:** 6,427,396

**Duke Incentive:** \$490,000 incentive

**Project Payback:** 1.88 year

**Implementation:** A total of 9,802 LED fixtures have been changed out. The LED lighting provided a 43 Watt savings per fixture along with reduced run time savings of 2,628 hours. This equated to a savings of \$1,000 per store per month.

## Kroger and Duke: When partnership works!

[Play Video](#)

# Thank you

