

# EnergyWise for Your Business

Solutions and Incentives for  
Industrial Customers



Actions Speak Louder

**Dominion Energy South Carolina (DESC)** offers a wide variety of solutions and incentives, both prescriptive and custom, for eligible non-residential customers. Serving businesses and organizations – large and small – our standard incentives include energy-efficient heating and cooling systems, food service refrigeration equipment, lighting, and HVAC variable frequency drives.

In addition, we offer custom incentives for improvements of motor systems, air compressor systems, process equipment, installation of controls for industrial equipment and upgrades to existing energy-efficient equipment. Incentives for custom projects also include whole building systems, energy management systems and new construction.

In 2019, industrial electricity use in DESC's service territory represented 27% of total estimated retail GWh sales.<sup>1</sup> By no surprise, energy management is and will continue to be a top priority in the success and ongoing energy-saving strategies of the industrial market.

**DESC's EnergyWise for Your Business Program is here to help, offering:**

- Financial incentives to reduce the upfront cost of energy efficiency improvements
- Technical assistance to provide you with guidance on energy efficiency opportunities
- Flexibility:
  - Customers engage their own contractor or in-house staff
  - Convenience of incentives paid directly to you or your contractor

**Contact us today to get started.**

[DominionEnergySC.com/ForYourBusiness](https://www.dominionenergy.com/for-your-business)

**1.877.784.7234**

[SCEnergyExperts@DominionEnergySC.com](mailto:SCEnergyExperts@DominionEnergySC.com)

**"The more efficient we are, the less costs that we incur, and the faster we can run our machines because we can see and operate them better under the new lighting— all that means that our customers are getting a better product for potentially a lower price."**

**— Ashley Cline, CEM  
Procurement Segment Category Manager,  
DS Smith**



## Some Facts about Energy Usage for Industrial Customers

- In South Carolina, some primary industrial sectors include automotive and tire manufacturers, aircraft and parts manufacturers, glass, metal, plastic and other manufacturers.<sup>2</sup>
- Within DESC's service territory, the food production and transportation equipment industries account for 34% of total industrial energy use, followed by small industrial (15%), plastic and polymers (11%) and machinery (10%).<sup>1</sup>

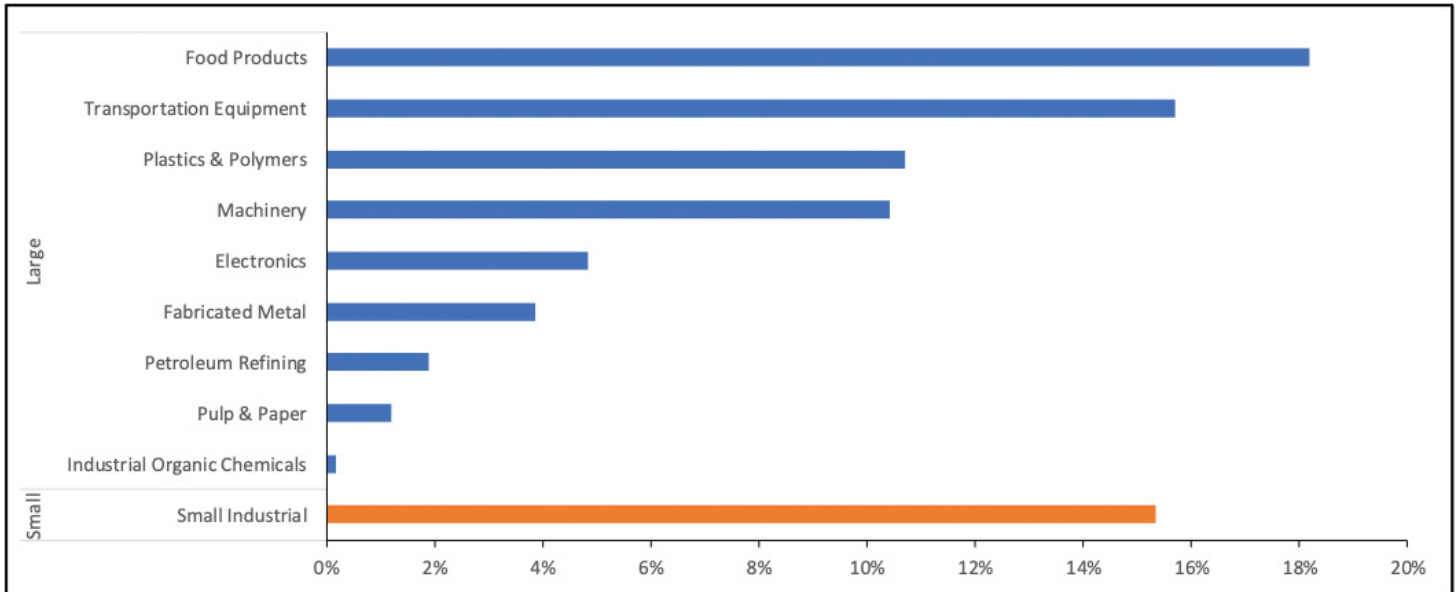
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## Distribution of Industrial Electricity Use by Subsector (Total: 983 GWh)



## Industrial Electricity Use by End-Use (Total: 983 GWh)

- Primary electrical usage for industrial sectors is from equipment/products consisting of motor drives, compressed air systems, lighting, fans, HVAC/refrigeration and pumps for processes.
- Machine drive applications consume 44% of electric energy in large facilities and 23% is used in process heating and cooling. The combined share of electricity used by facility lighting and facility HVAC is 25% in large industrial plants and 16% in small industrial plants.

% kWh Use	Large Industrial	Small Industrial
Machine Drive	44%	52%
– Pumps	11%	14%
– Fans	6%	8%
– Compressed Air	6%	9%
– Motor - Other	21%	22%
Process Heating	12%	11%
Process Cooling	11%	7%
Other Process Uses	3%	2%
Electro-Chemical	4%	9%
Facility HVAC	15%	10%
Facility Lighting	10%	6%
Other Non-Process Use	2%	2%

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EnergyWise for Your Business incentives are limited, offered on a first-come/first-serve basis, and are subject to project and customer eligibility and funds availability. For each program year (December 1 – November 30), EnergyWise for Your Business incentive payments are capped per Customer Federal tax ID number at \$100,000 per Project type. Project types include Lighting, HVAC, Food Service and Custom.

LIGHTING EQUIPMENT TYPE	INCENTIVE*	UNIT
All Energy Star and DLC lamps and Fixtures	\$0.35/Watt reduced	Fixture or Lamp
LED Exit Sign	\$10/Sign	Fixture
Lighting Controls	\$15 - \$35/Control	Control

*\*Incentive capped at 50% of Total Project Cost.*

NEW CONSTRUCTION – INTERIOR LIGHTING		
LPD 15% Less than Code	\$0.40	Watt Reduced
Lighting measure incentives are calculated based on lighting power density (LPD). Please consult the application for full program details.		

NEW CONSTRUCTION – EXTERIOR LIGHTING		
New construction exterior lighting incentives are applied for using the Custom Application. Please consult the application for full program details.		

HVAC	INCENTIVE	UNIT
Air Conditioner – Heat pumps	\$15 - \$125	Ton

UNITARY HVAC CHILLERS	INCENTIVE	UNIT
Chillers	\$10 - \$39	Ton

DRIVES	INCENTIVE	UNIT
Variable Frequency Drives	\$50 - \$75	HP

RECEPTACLE LOAD CONTROLS	INCENTIVE	UNIT
Vending Machine Controls (Vending Misers)	\$10 - \$20	Unit
Personal Receptacle Occupancy Sensors	\$5	Control

CUSTOM MEASURES	INCENTIVE	UNIT
Labor and Material Costs – Retrofit Projects	Up to 50%	NA
Incremental material costs for new construction or end of life. Please consult application for full program details.	Up to 75%	NA
Whole Building Solutions, LEED Projects	Varies	NA
<i>Technical Services and Building Tune-up incentives are also available. See website for details.</i>		

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"I would rate our experience working with Dominion Energy with five stars. It was very, very simple. Filling out the application, getting the designs in, getting answers to our questions—it was very easy to communicate with Dominion Energy. It was very streamlined."

— Ashley Cline, CEM  
Procurement Segment  
Category Manager,  
DS Smith

## Examples of Custom Measures *(See chart on page 3)*

### Motor Systems

Install Centralized Process Control System

### Compressed Air Systems

Explore lowering pressure requirements of end uses

Minimize compressed air leaks

Provide compressed air of appropriate pressure and quality for manufacturing processes

### Process Cooling and HVAC

Design hydronic loops to operate chillers near design temperature differential

Reset chilled water supply temperature setpoints based on process load

### Pumps

Trim or change pump impellers or oversized pumps

Reduce pipe and valve pressure loss

Re-optimize pumping system when system requirements change

Most projects require pre-approval prior to ordering, purchasing or installing equipment. Please check program requirements with the EnergyWise for Your Business team.

Available exclusively to eligible Dominion Energy South Carolina non-residential electric customers.

### Sources:

<sup>1</sup>DESC: 2020-2029 Achievable DSM Potential & PY10–PY14 Program Plan

<sup>2</sup>southcarolinamanufacturing.com, sciway.net, greerdevelopment.com