

**FOCUS FORWARD**  
IMPROVEMENTS IN YOUR COMMUNITY

**Kenny Blum**  
**Community & Public Relations**

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## SAFETY VIDEO

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### Safety – Electricity & Natural Gas

- Ameren Illinois response method
- Natural disaster recovery efforts
- Safety precautions for downed power lines and natural gas leaks
- Smart meters and spotting outages almost immediately

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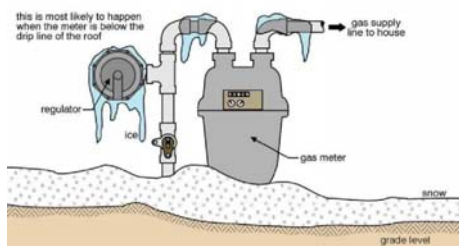
## Gas Meter Safety



### Ice on regulator

ice build-up on regulators can block the vents and potentially allow excess gas pressure into the house

this is most likely to happen when the meter is below the drip line of the roof



## ENERGY EFFICIENCY PROGRAMS

**John Beintema**  
**Market Segment Manager**



## The \$500,000 Light Bulb

## Sherman's Distribution Center



**ENERGY EFFICIENCY PROGRAM**

**NEW LIGHTING FURNISHES SAVINGS FOR SHERMAN'S**

Four decades later, needs planted by Jack and Sharon Sherman continue to grow. Today, the modest microwave oven business they began in 1976 has 100 employees in three Illinois locations — and far more than microwaves in the showroom. These days, customer love to Sherman's for fashionable furniture, comfortable bedding, and most of all, appliance and electronics.

In 2015, Sherman's purchased a 127,000 square foot building in Peoria Heights to serve as a distribution center and to keep pace with steady growth. To ready the building, an improvement plan was developed that put lighting upgrades on the spotlight.

"The building had been vacant for 10 years. The hundreds of metal halide fixtures were inefficient and dim," says General Manager Paul Sherman, son of Jack and Sharon. "I was aware there were incentives out there, and our lighting contractor helped identify options."

The Ameren Illinois Energy Efficiency Program quickly landed at the top of that list.

The program features almost ten dozen measures — from LED and other lighting upgrades, to new construction, exterior fixtures, wall signs, and occupancy sensors. Participants receive cash incentives for energy not produced by switching from an existing fixture to a new lighting solution.

"Ameren Illinois offers incentives to all sizes of businesses to offset the cost to upgrade lighting," says Energy Advisor Chad Whitehead. "There are literally five barriers to energy efficiency: time, money, skill, knowledge, and comfort. Our program is designed to eliminate all of those barriers." Sherman's easily surpassed those barriers with more than \$25,000 in incentives from Ameren Illinois. These funds made it far more affordable to replace 230 outdated metal halide light fixtures using a mix of LEDs and T5's.

"The building has two levels — the primary level is used 18 hours a day, so we chose LED to accommodate more usage. We chose T5 lighting for the upper level, where usage is more sporadic," says Sherman. "Without the incentives, we probably would have only done one level."

About 80 employees work at the facility, which has become the company's administrative headquarters, as well as a warehouse and distribution center. The new lights made for a far warmer welcome when staff moved in February 2016.

**Spotlight on Safety**

The Peoria Heights building purchased by Sherman's in 2015 was once used as a distribution center for another local furniture company. That business suffered a multi-million dollar loss of inventory when a metal halide lamp burst and set fire to a sofa.

Fortunately, the new lighting installed by Sherman's is far safer. Unlike metal halide, LED lights do not heat or glow operating under extreme pressures or very high temperatures.

Because they produce less heat, LED bulbs significantly reduce the risk of accidental burns or fires. They are also shatter resistant, making them safer than old glass bulbs.

The new lighting even caught the eye of inspectors when Paul Sherman proactively invited the Occupational Safety & Health Administration (OSHA) to inspect the company's new facility.

"We didn't mention the new lighting to them, but they called out the lighting as 'exceptional' and noted that it really adds to the safety of what we are doing."

- Previous owners
  - Metal halide burst and set fire to a sofa
  - Multi-million dollar loss of inventory
- 2015 Sherman's bought building and installed LED's
  - LED's do not produce heat or operate under gas pressure
  - LED's are shatter resistant making them safer than glass bulbs
- Lower maintenance cost
- Better lighting helps with inspections and preparing products for delivery
- Upgraded 230 fixtures with LED's and T5's
- Savings & Incentives
  - \$17,000 & \$20,000

*"We didn't mention the new lighting to them (OSHA), but they called out the lighting as 'exceptional' and noted that it really adds to the safety of what we are doing."*

- Paul Sherman, General Manager

## Uftring Car Dealership's



**Uftring Dealerships Drive Energy Savings With LED Lighting**

**Brighten Your Business & Boost Your Bottom Line**

**Savings & Incentives**

- \$27,000 & \$27,000
- \$70,000 & \$90,000 for all Uftring locations

- Lights for display and security
  - Dimmers and sensors installed
- Mercury halide bulbs to LED
  - Reduced the number of outside lights
  - Increased number of lights in showroom
- Lower maintenance cost
  - Almost monthly replacements with halide bulbs
- Bugs!
- Savings & Incentives
  - \$27,000 & \$27,000
  - \$70,000 & \$90,000 for all Uftring locations

*"...The new lighting provides a better work environment, more security and a better environment for our customers."*

- Mike Bambrick, General Manager

## Flex-N-Gate



**LED LIGHTING CREATES BUMPER-TO-BUMPER SAVINGS**

**Benefits to Flex-N-Gate**

- Nearly \$90,000 in annual savings
- \$71,000 in incentives
- Better quality of light
- Less impact on the environment

**Pay the Switch on Energy Waste**

**Payback period under 2 years**

- Installed 700 LED lights throughout facility
- Maintenance costs have been reduced
- Better light leads to quality inspections & increase safety
- Savings & Incentives
  - \$90,000 & \$71,000
- Payback period under 2 years

*"The new lighting helped in all areas: safety, profits and customer and employee satisfaction."*

- Mike Mattern, Process Engineer

## BUSINESS PROGRAM INCENTIVES



- » **Cash Incentive**
- » **Two Types of Incentives**
  - Standard or Prescriptive – pre-determined incentive
  - Custom – anything not Standard (1 – 10 year payback)
  - Incentives based on Watts and Therm reduction
- » **Application Process**
- » **Pre-Approval**
  - Under \$10,000 incentive – NO
  - At or Over \$10,000 incentive – YES

AND

  - All Custom, Retro-Commissioning and New Construction Projects require pre-approval



## INSTANT INCENTIVES



- » No application or forms to fill out
- » Instant discount at point of purchase through lighting distributors
- » Includes LED light bulbs and LED tube lamps
- » Customer eligibility: non-residential Ameren Illinois electric customer
- » No purchase limits
- » Save up to 80% off retail pricing
- » Go to [AmerenIllinoisSavings.com/Instant](http://AmerenIllinoisSavings.com/Instant) for more information

*Instant*  
**INCENTIVES**  
 from  
 Ameren Illinois



## Small Facility Incentives

- Ameren Illinois DS2/GDS2 customer qualify
- Free energy assessment
  - Free Smart Thermostat with assessment (\$69+ value)
    - No obligation
    - Low out of pocket costs & minimal paperwork
- Installation work performed by a Program Ally
- Upgrades include
  - Lighting (interior & exterior)
  - HVAC Controls
  - Refrigeration equipment



## 2019 EARLY COMPLETION BONUS

Complete projects early in 2019 and receive additional cash incentives!

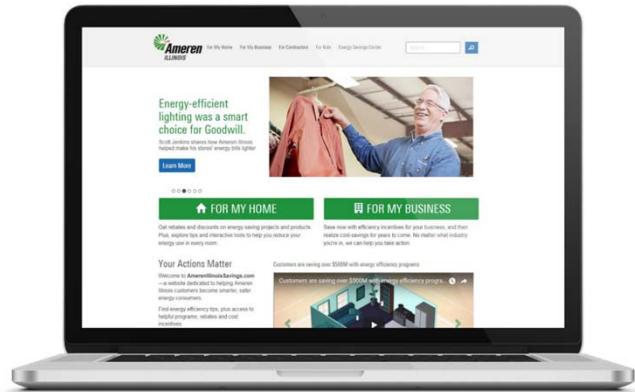


COMPLETE YOUR PROJECT BY:	TO RECEIVE AN ADDITIONAL:
March 31, 2019	15% bonus
June 30, 2019	10% bonus
Sept. 30, 2019	5% bonus

# AmerenIllinoisSavings.com



- » Website always has the most up-to-date information on incentives
- » Find applications, application guides, and other necessary forms
- » View videos, case studies, and other educational content
- » Program Contact information
- » Monthly Newsletter



# CEM & EEP Training



## WE'RE SAVING A SEAT FOR YOU!

Enroll in the CEM/EEP Certification Class today — save energy and money tomorrow.

The Ameren Illinois Energy Efficiency Program is partnering with the Association of Energy Engineers (AEE) Central Illinois Chapter to host a Certified Energy Manager (CEM) and Energy Efficiency Practitioner (EEP) training this spring.

### ENERGY EFFICIENCY PRACTITIONER

The Energy Efficiency Practitioner (EEP) program covers the core energy efficiency essentials and is geared towards energy transformers, new energy professionals, energy practitioners, facility managers, maintenance managers, building operators, and government energy & facility personnel. The program serves as a foundational building block for additional individual professional development such as obtaining the Certified Energy Manager (CEM) or Business Energy Professional (BEP) designation.

### CERTIFIED ENERGY MANAGER

The Certified Energy Manager is an individual who optimizes the energy performance of a facility, building or industrial plant. The CEM is a systems integrator for electrical, mechanical, process and building infrastructure, analyzing the systems solutions to reduce energy consumption in a cost-effective approach. CEM's are often team leaders and help to develop and implement their organizations' energy management strategies.

### CEM/EEP CERTIFICATION CLASS

<b>DATES:</b>	March 18-21, 2019 March 22 (Exam Day)	<b>\$1,895.00 – EARLY BIRD SPECIAL</b> (until Feb. 18, 2019 for Ameren Illinois business customers only)
<b>TIME:</b>	8 a.m. to 5 p.m.	
<b>LOCATION:</b>	Ameren Illinois 300 Liberty Street 1st Floor Training Room Peoria, IL 61602	<b>\$2,000.00 – GENERAL PUBLIC</b> (includes 1-yr. membership in the AEE Central Illinois chapter)

To register for the CEM/EEP certification class, visit  
[AmerenIllinoisSavings.com/CEM](http://AmerenIllinoisSavings.com/CEM)

For any additional information on this training contact Angela Holloway at 1.309.677.5116 or aholloway2@ameren.com.

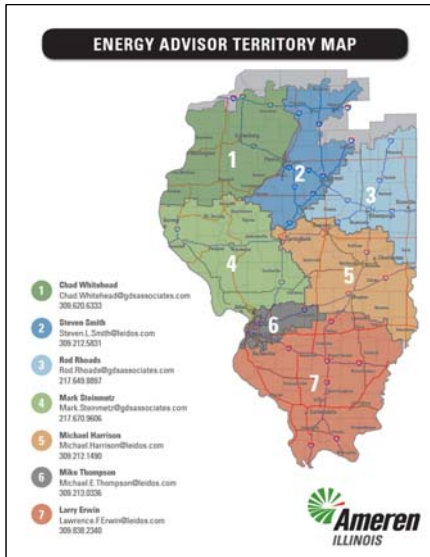


## Certified Energy Manager & Energy Efficiency Practitioner

- Training & Certification from the Association of Energy Engineers
- March 18-21 2019 (Classroom)
- March 22 (Open Book Exam Day)
- Peoria, IL
- \$1,895.00 Early Bird Special\*
- [AmerenIllinoisSavings.com/CEM](http://AmerenIllinoisSavings.com/CEM)



## Energy Advisors



- Free site walk-throughs and consultations
- Assist customers locating energy efficient needs
- Assist with application process
- Project consultation

To Schedule a meeting:  
**1.866.800.0747**  
**IllinoisnBusinessEE@Ameren.com**



## PROGRAM ALLIES



- » Contractors who have registered and received training from Ameren Illinois.
- » Familiar with application forms and processes.
- » Help customers complete energy efficiency projects.
- » Look for a Program Ally by visiting [AmerenIllinoisSavings.com](http://AmerenIllinoisSavings.com) and click on "Find a Contractor".
- » Interested in becoming a Program Ally?
  - "For Contractors" tab of the website



### Energy Efficiency Residential Program

### RESIDENTIAL PROGRAM INCENTIVES



**Lighting**



**Smart Thermostats**



**Home Income Qualified**



**Heating & Cooling**



**Appliance Recycling**



**Multi Family Properties**



## QUESTIONS?



### **For My Home**

IllinoisResidentialEE@Ameren.com

**1.866.838.6918**



### **For My Business**

IllinoisBusinessEE@ameren.com

**1.866.800.0747**