

From Surviving to Thriving: How FlexTech Can Help Your Business Achieve Long-term Success

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Agenda

- What is the FlexTech Program
- Who can apply
- Why FlexTech?
- Guest Speakers
- Q & A
- Wrap up



FlexTech Program

Provides credible, objective, site-specific targeted technical assistance and analysis to help customers make informed clean energy investment decisions that result in the implementation of clean energy technologies.

Over **\$10M** in funding available.

100s of customers served to date.

Flexible Technical Assistance Program (FlexTech)

✓ Clean Heating and Cooling system studies
(including ASHP**, GSHP**, VRF**, Solar Heating)

✓ Comprehensive ASHRAE Level 2 or Level 3 audit

✓ Custom pilot projects

✓ Distributed Energy Resource studies
(Energy Storage)

✓ Energy Advisor scopes of work

✓ Energy master planning and phased studies

✓ Energy studies with schematic design

✓ Level 1+ audit

✓ Net Zero energy/ Carbon reduction studies

✓ Retro-commissioning

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ASHP = Air source heat pump

GSHP = Ground source heat pump

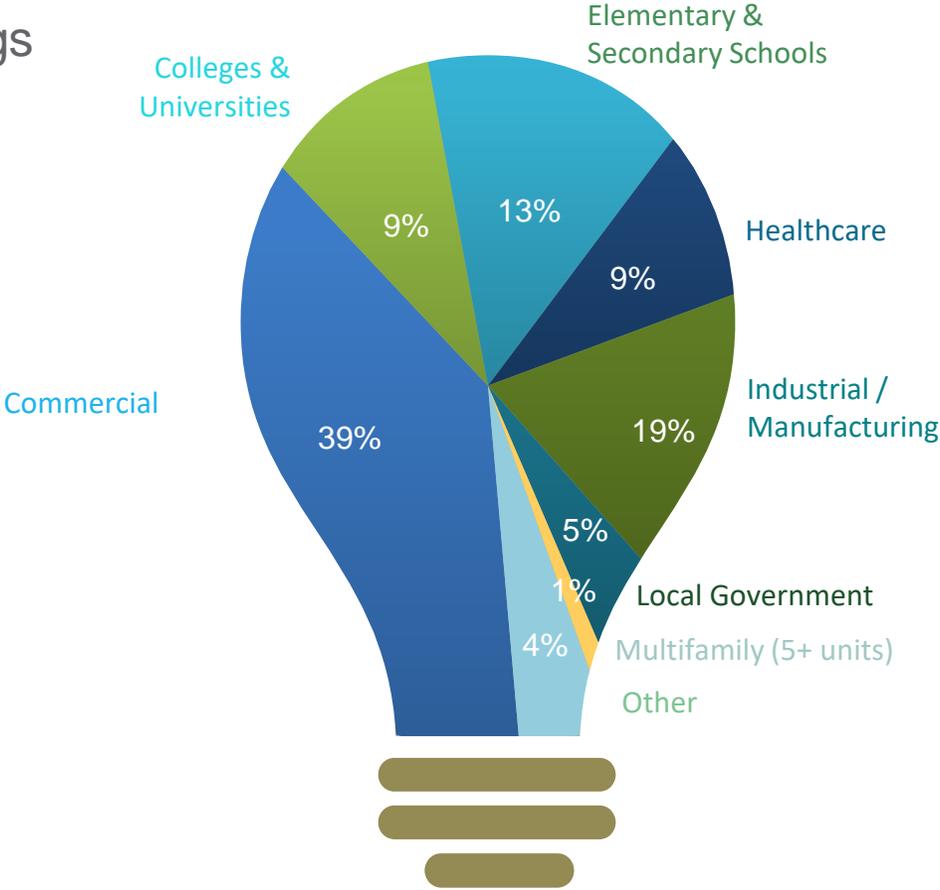
VRF = Variable refrigerant flow

FlexTech – Eligible Sectors

Commercial Commercial Real Estate/Office Buildings
 Hospitals/Healthcare
 Colleges & Universities
 Municipal Buildings
 Non-Profits
 Retail
 Stadiums, Theatres, etc.

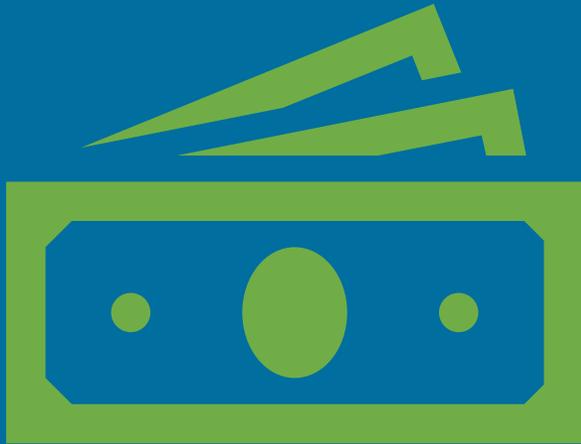
Industrial Industrial Parks,
 Manufacturing Facilities,
 Wastewater Treatment Plants
 Data Centers

Multifamily 5+ Residential Units



Flexible Technical Assistance Program (FlexTech)

Addendum



Visit nyserderda.ny.gov/FlexTech for complete details

Questions:

FlexTech@nyserderda.ny.gov

Up to 100% of eligible study costs for applications submitted between 6/15/20 and 12/31/20

- Step 1:
 - Complete NYSERDA approved FlexTech study and FlexTech will cover up to 50%* of project costs
- Step 2:
 - Install measure(s) recommended through approved FlexTech study within 2 years of Purchase Order date.
- Step 3:
 - Submit reimbursement form for eligible measures along with required documentation for lesser of:
 - Balance of qualifying study cost
 - Installed measure cost(s)

Why FlexTech?

Customer Advocacy

Identify energy opportunities

Inform Capital Planning



FlexTech Consultants

50+ qualified consultants

Expert, objective and customized technical services to inform clean energy investment decisions.

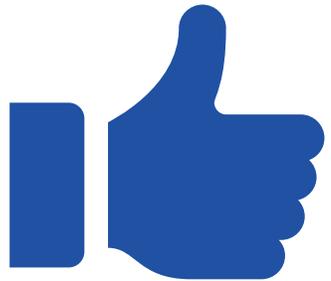
Firms with over 20+ years of FlexTech program experience

UPFRONT study cost contribution

FlexTech Customer Satisfaction

90%

of customers had a good experience with FlexTech and would participate again



93%

of customers would work with their Energy Consultant again



86%

of customers have already, or plan to, install recommended measures

Vornado Overview

- Portfolio of 28 MMSF in owned and managed assets in New York City
- NYC Portfolio uses 300 million kWh (\$51 million) each year; \$28 million recovered through tenant submeters
- 600,000 mLbs of Steam (\$19 million)
- 300,000 kGal of Water (\$6 million)
- \$1 million in combined oil and natural gas expenses



Vornado and FlexTech

- Study types:
 - Energy audits (updated on a 5-year cycle)
 - Engineering feasibility studies
- Cost share of \$40K received in 2018 and 2019
- Energy savings of 1 million kWh and 19,000 MMBTU
- Cost share of \$170K anticipated in 2020

About Tishman Speyer

Commitment to the Environment:

Since inception in 1978, we've been committed to environmental efficiency.

Awarded **Energy Star Partner of the Year** in 2019 for sustained excellence in energy management for the sixth consecutive year:

- Actively benchmarking
- Energy efficiency training programs for building engineering teams
- Implementation of energy efficiency projects from small lighting to large infrastructure upgrades
- Occupant facing Energy Star promotion

Tishman Speyer strives to be a leader in sustainable development and property operations. Operating our businesses sustainably enhances the quality of life of every one of our tenants and employees and creates lasting value for our investors and communities. This ethos is reflected in our mission to:



Utilize suppliers that work to reduce & minimize construction waste throughout the construction process



Reduce the amount of water & energy consumption during the life cycle of a building, through the use of a real time & quarterly data tracking systems



Employ alternative energy supplies when possible



Drive the value of our assets through the implementation of sustainable operating methodologies & technologies

Tishman Speyer and FlexTech

- Utilize the FlexTech program for multiple buildings across portfolio
- Have been leveraging cost sharing for identification of Efficiency Opportunities, Capital & Retro Commissioning measures since 2009
- Currently have multiple studies underway



Tishman Speyer and FlexTech: Project Case Study

Retro Commissioning Effort:

- \$96,000 Study
- \$48,000 cost-share by NYSERDA
- Identified 21 deficiencies with an average simple payback of less than 1 year
 - Primarily Controls and HVAC improvements
- Identified cost savings of \$490,000 annually
- ~416,000 kWh savings & ~19,300 MMBTu savings



Questions?



Contact Us

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FlexTech website: nyserda.ny.gov/FlexTech

FlexTech Inbox: flextech@nyserda.ny.gov

Take advantage of up to 100% of eligible study costs today!

Vornado

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