

Illinois Midstream Commercial Foodservice Program Foodservice Equipment Rebates

Prepared by

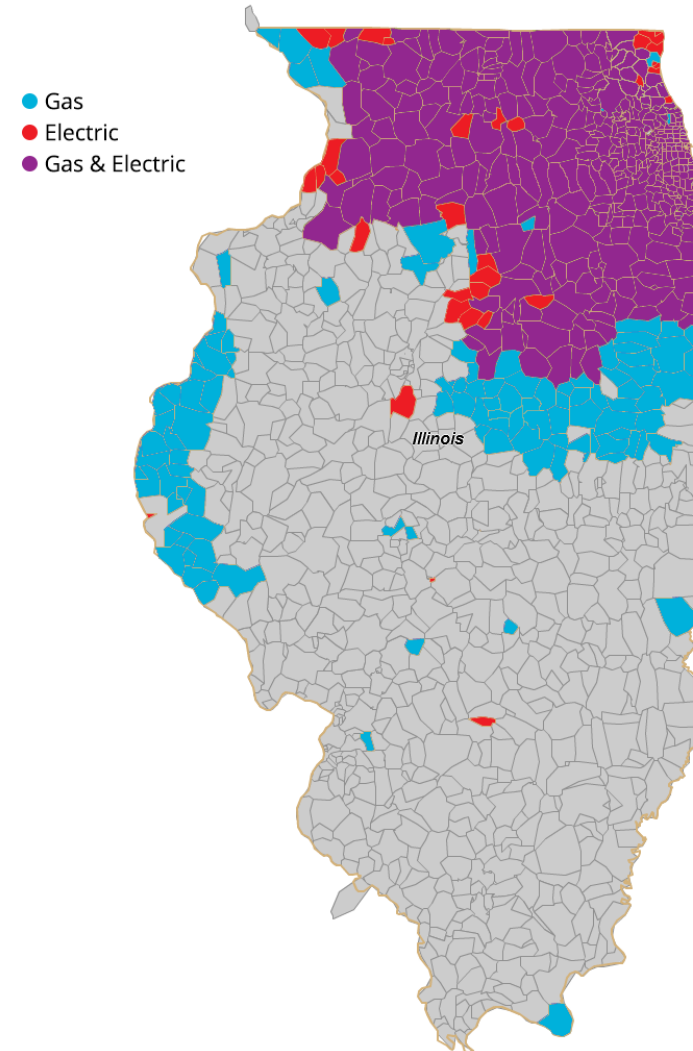


For the Illinois SAG – October 16, 2020



Program Highlights

- Sponsored by ComEd, Nicor Gas, Peoples Gas, and North Shore Gas.
- Phase 1 Market Study
- Launched September 2019
- 22 Enrolled Participating Dealers
- Electric and Gas Measures including:
 - Cooking
 - Refrigeration
 - Sanitizing
 - Ventilation
- www.il-foodserviceequipmentrebates.com



Program Structure

- Participating dealers provide rebates at point-of-sale on **qualifying equipment** being purchased and installed **at eligible locations**
- Dealers submit rebate applications through on-line portal by providing
 - Customer contact information
 - Address of installation location
 - Rebated equipment
 - Copy of paid invoice
 - Visual Inspection Authorization Form
- Dealers are reimbursed and paid a modest incentive
- Randomly selected customers are subject to a visual inspection after the rebate has been reimbursed



ComEd Energy Efficiency Program **Nicor Gas** **PEOPLES GAS** ENERGY EFFICIENCY PROGRAM **NORTH SHORE GAS** ENERGY EFFICIENCY PROGRAM

Save money and energy in your commercial kitchen

The Foodservice Equipment Rebates offering provides instant discounts for qualifying high-efficiency kitchen equipment.

The right equipment for your kitchen at the right price

Energy-efficient foodservice equipment can offer energy savings of 10 to 70 percent over standard models, depending on product category.* That means for every \$1,000 spent on utility bills, you could be spending up to \$700 in unnecessary energy use.

Foodservice equipment has come a long way. These energy-efficient models are reliable and can help you save money. And with discounts up to \$3,000, you can choose the right equipment for your kitchen, for the best price and performance.

Instant discounts

Forget about doing paperwork and waiting for a rebate check. When you work with a participating supplier, your instant discount will appear on your invoice. Instant discounts are available for several types of equipment, including:

Equipment	Discounts up to...
Ovens	\$2,000
Infrared charbroilers	\$1,000
Griddles	\$600
Fryers	\$750
Ice machines	\$300
Freezers	\$200

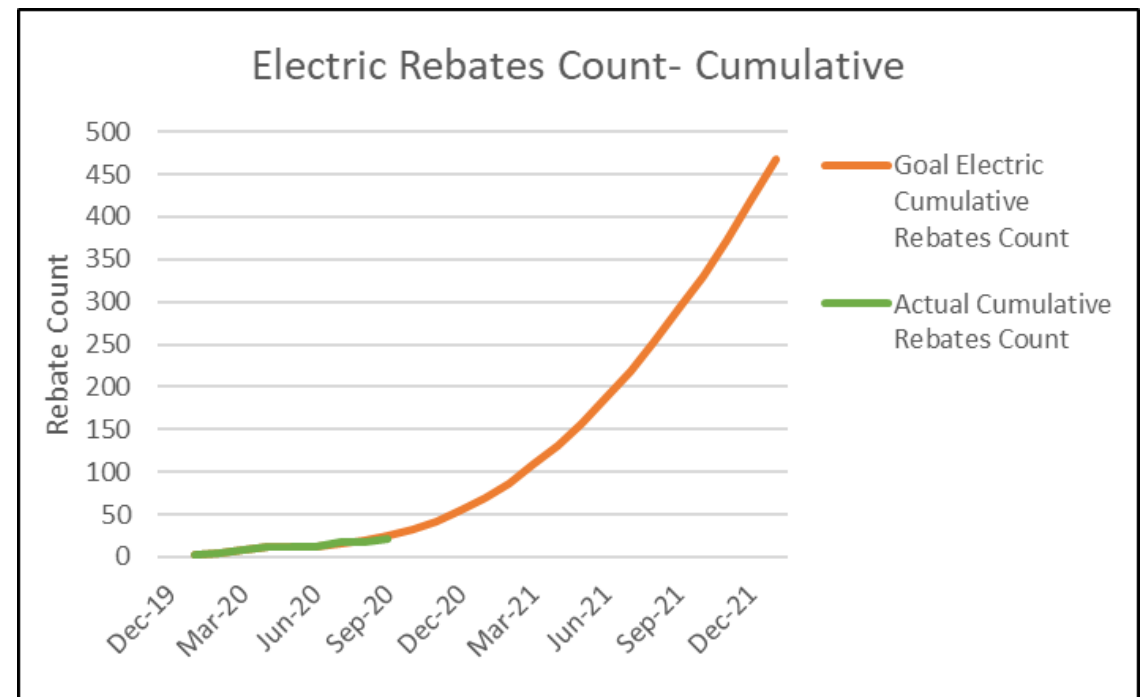
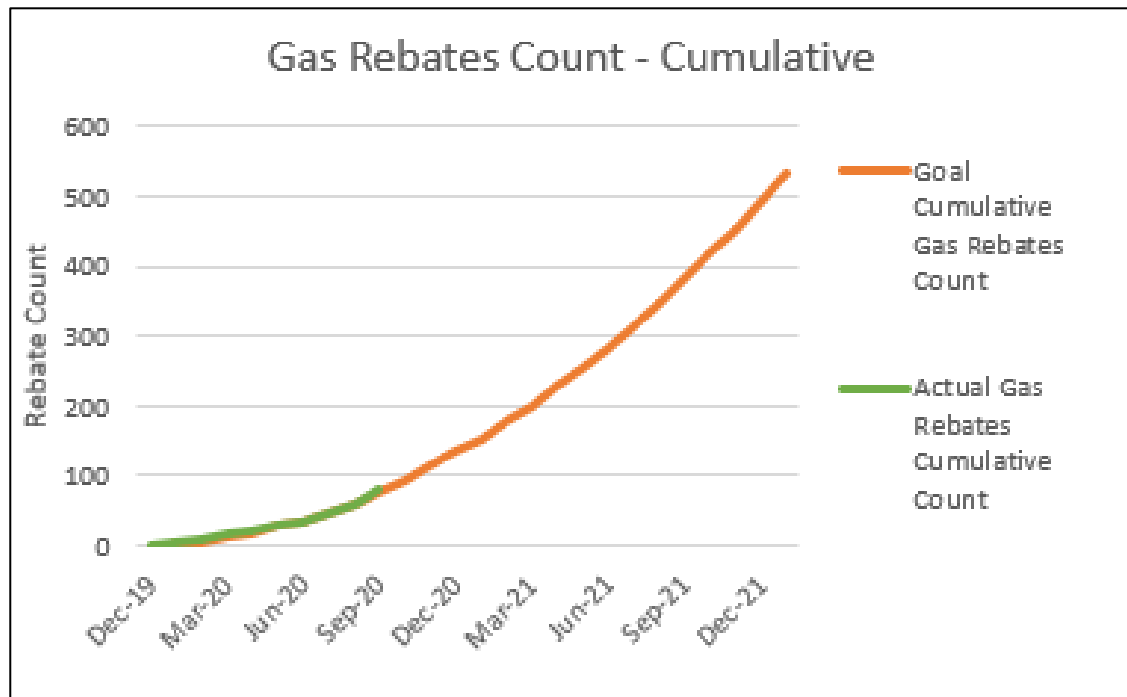
*energy.gov

Find a comprehensive list of these and other qualifying equipment types at IL-FoodserviceRebates.com

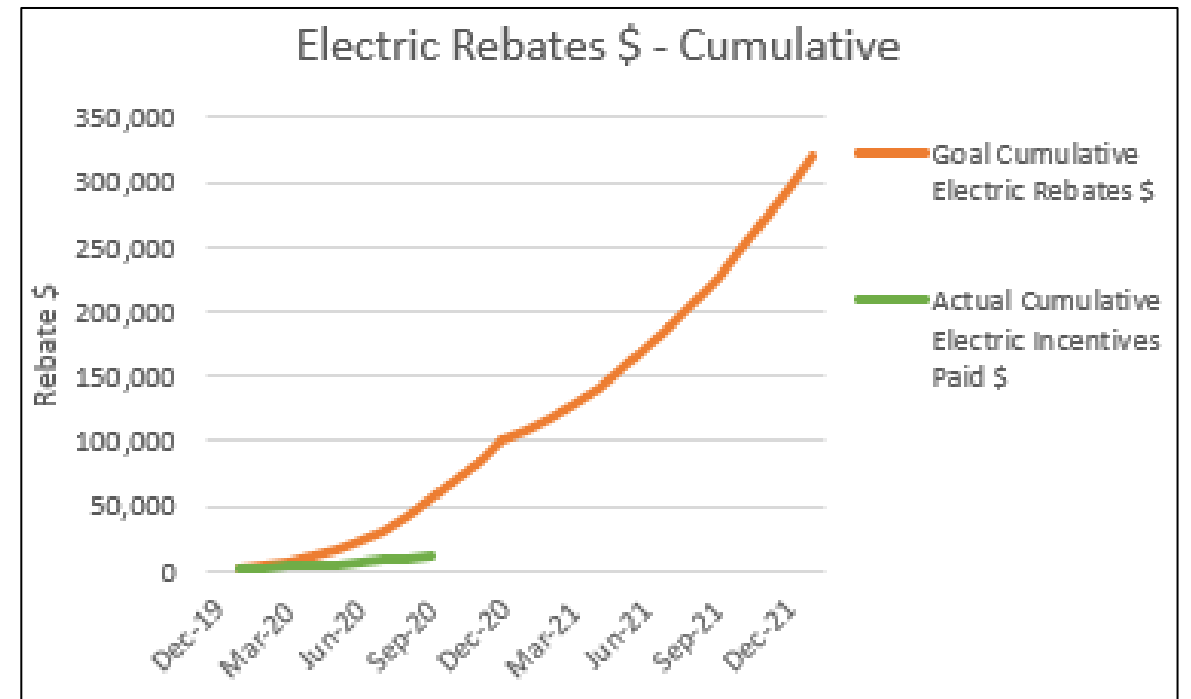
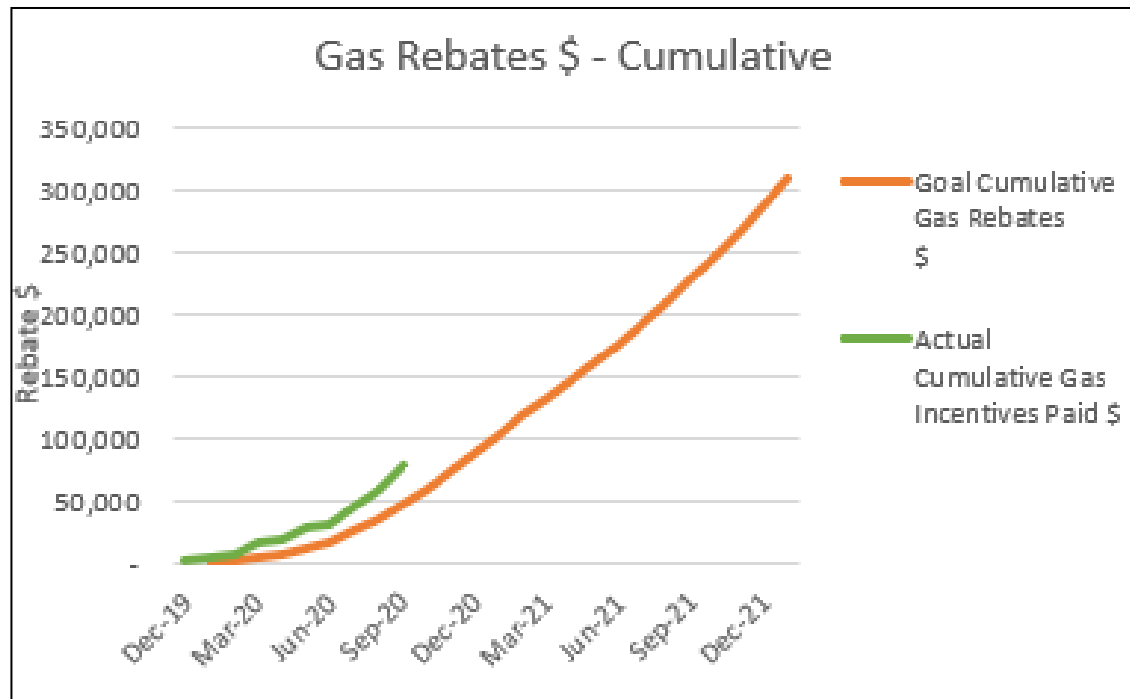
22 Participating Dealers



Program Goals vs. Actuals – Rebated Items



Program Goals vs. Actuals – Rebates \$



COVID-19 : Immediate Effect

- The foodservice industry was severely impacted by the pandemic as well as by the state and local responses
 - Many foodservice businesses temporarily or permanently closed
 - Local dealers closed showrooms and furloughed employees
 - Projects that were in development were cancelled or postponed
- Impact on the IL Commercial Foodservice Rebate Program
 - Rebate applications slowed
 - Institutional and healthcare applications continued
 - Larger projects that were already budgeted or under construction
 - As businesses opened, new dealers were added

COVID-19: Immediate Program Response

- Adjusted Projections
- Bonus SPIF
 - Increased the dealer incentive (SPIF) to promote and encourage dealers
 - August and September
- Virtual Inspection Plan

COVID-19: Longer-Term Effect

- National Chains and Local Restaurants will close
 - Estimated 10-30% of restaurants will close
- Smaller market for CFS equipment
- Growth of used equipment market
- Takeout/Delivery Foodservice
 - Driving demand for equipment supporting these services (hot food holding cabinets)
 - Increasing market of prepared foods at grocery stores

Feedback from Dealers

- Program helps them promote the sale of energy efficient equipment
- Program design is straightforward
- Dealers been able to integrate the rebate into their respective internal processes
 - Through dealer training & support
- Co-branded marketing material is useful



Going Forward

- Get greater involvement by more dealers
- Larger projects have longer lead-times and dealers want assurances about future of the program
- Evaluate the current rebate and dealer incentive levels
- Survey Participating Dealers and Customers
- Consider expanding the Qualified Products List

Questions?

Kevin Cullather, Program Consultant
Frontier Energy
866-838-0603

FER@frontierenergy.com

www.il-foodservicerebates.com

ComEd
Energy Efficiency Program

 Nicor Gas

PEOPLES GAS[®]
ENERGY EFFICIENCY PROGRAM

NORTH SHORE GAS[®]
ENERGY EFFICIENCY PROGRAM