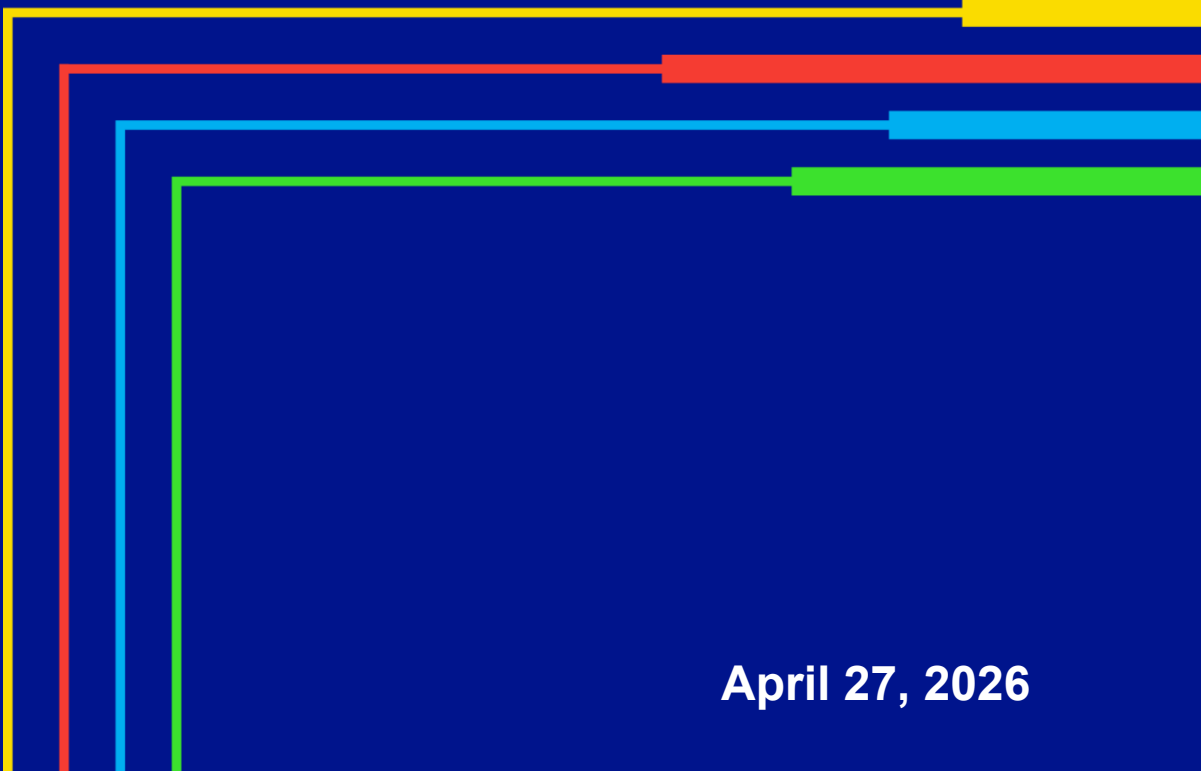


# LCI Weatherization Program 2026



- Safety Moment
- Introduction to Wx Programs
  - Program Eligibility
  - Application Process
  - DNY and UNY Commercial Incentives - Gas
  - UNY Commercial Incentives – Electric
  - Small & Medium Business (SMB) Incentives
- Wx Application/Calculation Tool
- Professional Network - ProNet
  - Registration Process
- Key Contact Information, Additional Resources & Other Energy Efficiency Programs
- Questions



# Safety Message - April is Distracted Driving Month

## What distracted driving looks like

If something requires your hands, your eyes or your attention while you're driving, it's a distraction.

### Distractions can include:

The infographic is divided into two columns. The left column has a blue background and lists 'Cell phone use' with sub-points: Texting (even if you're using voice commands), Taking or making phone calls (even hands-free), Recording videos, Using social media, and Checking or sending emails. The right column has a green background and lists: Passengers and pets inside the vehicle, Events outside the vehicle, Eating, Adjusting your GPS, music, podcast or audiobook, Using your vehicle's touchscreens, and Handling dispatching devices and mobile data terminals. Three circular images are placed between the columns: a hand holding a phone, a hand on a car's touchscreen, and a dog in a car seat.

- **Cell phone use**
  - Texting (even if you're using voice commands)
  - Taking or making phone calls (even hands-free)
  - Recording videos
  - Using social media
  - Checking or sending emails
- **Passengers and pets inside the vehicle**
- **Events outside the vehicle**
- **Eating**
- **Adjusting your GPS, music, podcast or audiobook**
- **Using your vehicle's touchscreens**
- **Handling dispatching devices and mobile data terminals**

These habits may be common, but they're still distracting and dangerous for you and everyone else on the road.

When you're behind the wheel, your only job is to drive.


## Just Drive.



## What can you do?

- **Pre-Drive Preparation** - Make calls or send texts beforehand
- **Pre-Drive Readiness** - Finish dressing or grooming at home
- **Clutter Management** - Put away loose items
- **Impairment Avoidance** - Use a designated driver or avoid driving impaired
- **Phone Silencing** - Set phone to do not disturb
- **Pre-Drive Setup** - Adjust your mirrors, space conditioning and navigation
- **Emotional Control** – Avoid driving if angry or tired
- **Focus Maintenance** – Keep eyes on road and hands on the wheel
- **Tech-Free Driving** – Avoid using phone or in-vehicle technology
- **Surrounding Awareness** – Check mirrors every 5-8 seconds
- **Task Postponement** – Wait to do anything that takes attention off the road
- **Safe Eating** – Find a spot to park if eating
- **Attention Redirection** – Pull off if something demands attention

# Weatherization Program Updates



Angelica Quintero, PM  
Janet Roods, PM

nationalgrid

# Program Eligibility

- **Customers** must be on a qualified Commercial Gas or Electric Rate Code that pays the System Benefits Charge (SBC)
- **Electric:** Must have hard-wired electric heating system (i.e., electric resistance, Heat Pump) that services at least 50% of the calculated heating load of the building.
- **Delivered fuel** customers are eligible if they are on a National Grid Commercial **Electric** rate code that pays the System Benefits Charge (SBC)
- **Review** the Program Application for detailed product eligibility criteria.
- **Projects must be in an existing building – either a retrofit or gut rehab**
- **Gut Rehabs** - Gut Rehabs as defined as Change of Occupancy with Full Reconstruction; or Reconstruction of a Vacant Structure or Space
- **New Construction** - including building additions as define in the Energy Conservation Construction Code of New York State (ECCCNYS), **are not eligible**
- **Incentives For Disadvantaged Communities and Passive Buildings**
  - Customers located in Disadvantaged Communities may be eligible for increased incentives. Work with your National Grid representative to check eligibility [Disadvantaged Communities - NYSERDA](#)
  - Ask your National Grid representative about Passive Building Incentives offered under the Commercial Electric Weatherization program – *UNY Electric Only*
  - **Passive Building** – Phius passive building refers to a certification program that promotes the design and construction of energy efficient, resilient, and comfortable buildings – continuous insulation, airtight building envelope, high performance windows, balanced ventilation, and minimal space conditioning – <https://www.phius.org/passive-building/what-passive-building>

# How to Participate

1. Engage early with National Grid and schedule pre-inspection

2. Submit project scope and sign Offer Letter to reserve funding

3. Complete installation

4. Schedule post-inspection and submit documentation for final review

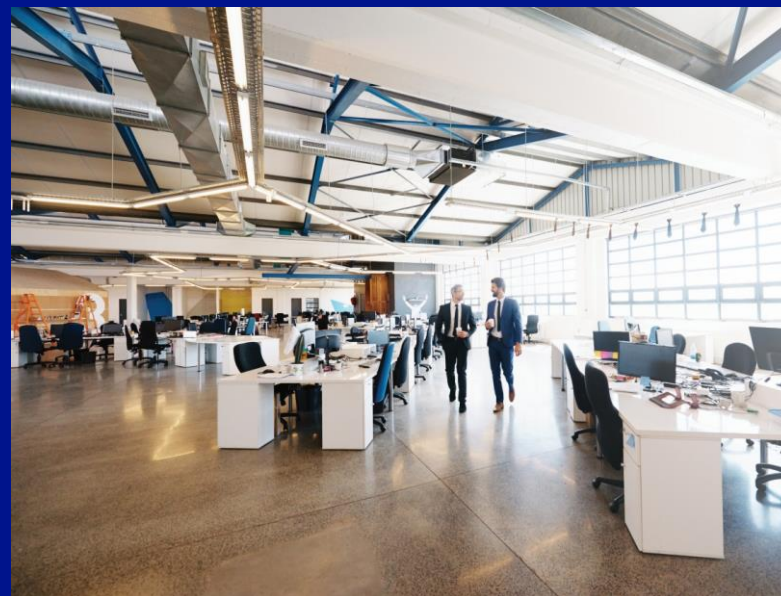
- **Documents Required:**

- Completed and signed Application
- Detailed description of facility project
- Account numbers
- Specification sheets with measure performance ratings
- Pre-Inspection photos
- Total cost of project
- Federal Tax ID and W9 – must be completed and signed by customer
- Signed Offer Letter and MRD

- **Completed Construction:**

- Detailed and Paid in full Invoices
- Post Installation Photos
- National Grid may schedule a post-inspection site visit to confirm all work was done in accordance with the MRD.

# DNY and UNY C&I Gas Weatherization Incentives

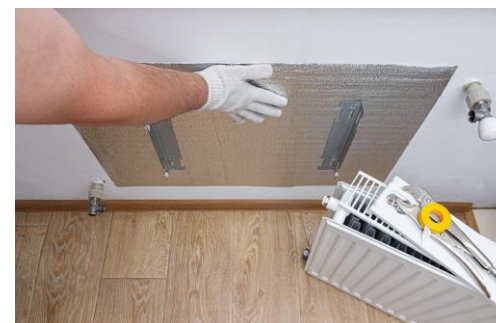


Angela Quintero  
Program Manager

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# DNY and UNY Commercial Weatherization (Wx) Gas Program Incentives

Gas DNY	Incentive	DAC Incentive	Project Cap
<b>Air Curtains</b>	\$3000/Unit		Up to 100% of the Project Cost, with a maximum incentive cap of \$45,000
<b>Wall/Roof Insulation</b>			
R value Improvement 4-10	\$0.15/sq ft	\$1.15/sq ft	Up to 85% of the Project Cost, with a maximum incentive cap of \$250,000 per project
R value Improvement 11-20	\$1.5/sq ft	\$2.5/sq ft	
R value Improvement 21-30	\$1.75/sq ft	\$2.75/sq ft	
R value Improvement 31-40	\$1.9/sq ft	\$2.9/sq ft	
R value Improvement 41-60	\$2/sq ft	\$3/sq ft	
<b>Window Replacement</b>			
U Factor $\leq 0.27$	\$8/sq ft	\$9/sq ft	
U Factor 0.28-0.38	\$5.5/sq ft	\$6.5/sq ft	
<b>Window Insert</b>	\$3.5/sq ft	\$4.5/sq ft	
<b>Radiator Radiant Barrier</b>	\$20/Unit		
<b>Air Sealing</b>	\$6/LF	\$7LF	



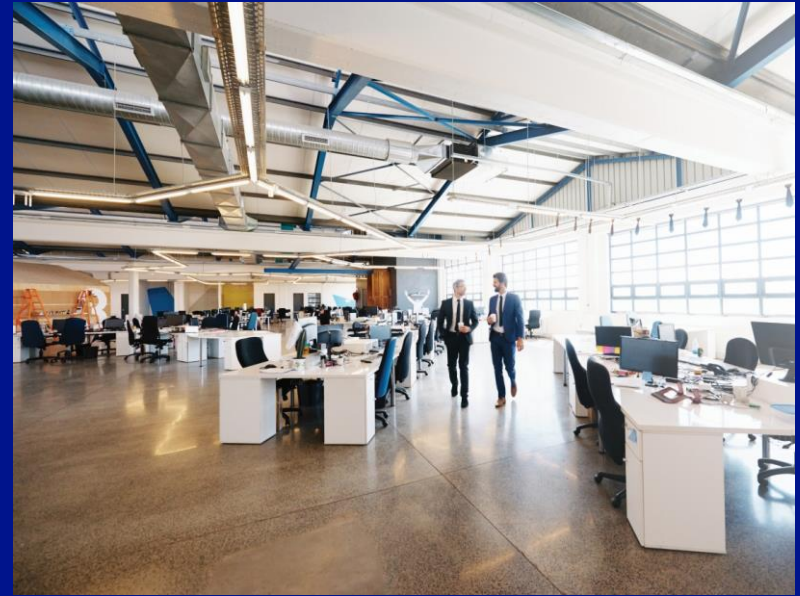
# DNY and UNY Commercial Weatherization (Wx) Gas Program Custom Products

Custom Products	Incentives & Caps
Storm Window	
Duct Sealing and Insulation - Unconditioned Space	Up to \$17/Therm (\$18/Therm for DAC) or up to 85% of the Project Cost, with a maximum incentive cap of \$250,000 per project
Floor Insulation Separate Conditioned and Unconditioned Space	
Insulation - Pipe Components (Tank, Valve, Pump, etc.)	Up to \$4/Therm (\$5/Therm for DAC) or up to 70% of the Project Cost, with a maximum incentive cap of \$100,000 per project
Insulation - Hot Water and Steam Pipe (Straight Pipe)	



Pre and Post Inspections may be required on some Wx measures  
Work with your National Grid Sales Representative

# UNY Electric Weatherization Incentives



**Janet Roods**

**Weatherization Program Manager**

**nationalgrid**

# UNY Commercial Weatherization (Wx) Electric Program Incentives

Electric UNY	Incentive	DAC Incentive	Project Cap
<b>Wall Insulation - Electric Heating With or Without Cooling</b>			
<i>R value Improvement 4 - 10.999</i>	\$2/sq ft	\$3/sq ft	Up to 70% of the Project Cost, with a maximum incentive cap of \$150,000 per project, DAC customers, up to 85% of the Project Cost with a maximum incentive cap of \$150,000 per project
<i>R value Improvement 11-20.999</i>	\$3/sq ft	\$4/sq ft	
<i>R value Improvement ≥21+</i>	\$4/sq ft	\$5/sq ft	
<i>Passive House (Passivhaus) Incentive</i>	\$8/sq ft		
<b>Roof Insulation - Electric Heating With or Without Cooling Up to 20,000 sq ft of Roof Area</b>			
<i>R value Improvement 4 - 10.999</i>	\$0.6/sq ft	\$1.8/sq ft	Up to 70% of the Project Cost, with a maximum incentive cap of \$150,000 per project, DAC customers, up to 85% of the Project Cost with a maximum incentive cap of \$150,000 per project
<i>R value Improvement 11-20.999</i>	\$1.7/sq ft	\$2.9/sq ft	
<i>R value Improvement ≥21+</i>	\$2.4/sq ft	\$3.6/sq ft	
<i>Passive House (Passivhaus)</i>	\$4.8/sq ft	\$7.2/sq ft	
<b>Roof Insulation - Electric Heating With or Without Cooling Greater than 20,001 sq ft of Roof Area</b>			
<i>R value Improvement 4 - 10.999</i>	\$2/sq ft	\$3/sq ft	Up to 70% of the Project Cost, with a maximum incentive cap of \$150,000 per project, DAC customers, up to 85% of the Project Cost with a maximum incentive cap of \$150,000 per project
<i>R value Improvement 11-20.999</i>	\$3/sq ft	\$4/sq ft	
<i>R value Improvement ≥21+</i>	\$4/sq ft	\$5/sq ft	
<i>Passive House (Passivhaus)</i>	\$8/sq ft	\$10/sq ft	



# UNY Commercial Weatherization (Wx) Electric Program Incentives



Air Curtains			
Electric UNY	Incentive	DAC Incentive	Project Cap
Air Curtain - Heating	\$3000/unit	\$3500/unit	Up to 100% of the Project Cost, with a maximum incentive cap of \$45,000

		Air Sealing	
Electric UNY	Incentive	DAC Incentive	Project Cap
Air Sealing	\$6/LF	\$7/LF	Up to 70% of the Project Cost, with a maximum incentive cap of \$150,000 per project, DAC customers, up to 85% of the Project Cost, with a maximum incentive cap of \$150,000 per project

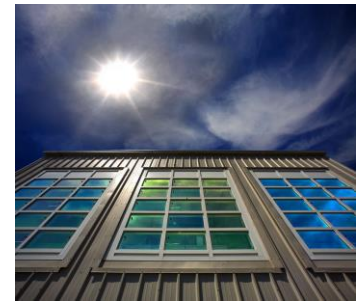


		Exterior Door Replacement	
Electric UNY	Incentive	DAC Incentive	Project Cap
Exterior Door Replacement	\$17/sq ft	\$17/sq ft	Up to 70% of the Project Cost, with a maximum incentive cap of \$150,000 per project, DAC customers, up to 85% of the Project Cost, with a maximum incentive cap of \$150,000 per project



# UNY Commercial Weatherization (Wx) Electric Program Incentives

Window Replacement		
Electric UNY	Incentive	Project Cap
U Factor $\leq 0.27$	\$8/sq ft	Up to 70% of the Project Cost, with a maximum incentive cap of \$150,000 per project, DAC customers, up to 85% of the Project Cost with a maximum incentive cap of \$150,000 per project
U Factor 0.28-0.42	\$5.5/sq ft	



Window Insert		
Electric UNY	Incentive	Project Cap
Window Insert	\$3.5/sq ft	Up to 70% of the Project Cost, with a maximum incentive cap of \$150,000 per project, DAC customers, up to 85% of the Project Cost with a maximum incentive cap of \$150,000 per project

# UNY Commercial Weatherization (Wx) Electric Custom Incentives

Custom Products	Incentives & Caps
Storm Window	Up to \$.20/kWh or up to 70% of the Project Cost, with a maximum incentive cap of \$150,000 per project, DAC Customers, up to 85% of the Project Cost, with a maximum incentive cap of \$150,000 per project
Duct Sealing and Insulation - Unconditioned Space	
Floor Insulation Separate Conditioned and Unconditioned Space	
Insulation - Pipe Components (Tank, Valve, Pump, etc.)	
Insulation - Hot Water and Steam Pipe (Straight Pipe)	



Pre and Post Inspections may be required on some Wx measures  
 Work with your National Grid Sales Representative

# National Grid's Small & Medium Business Program



## Qualifying Customers:

- The customer must be on a National Grid qualifying commercial gas rate code that pays the System Benefits Charge (SBC).
- Average annual gas usage lower than 50,000 Therms
- Electric customers: have an average annual peak demand under 250KW.
- Existing Buildings – Retrofits and Gut Rehab (not new construction)

## Financing Options

Will offer Verdant Low Cost Financial

## Bundle Up Incentive

- Customers who install a heat pump and complete qualifying weatherization measures withing the same project may be eligible for enhance “Bundle Up” incentive of \$6,500.
- To qualify, the project must meet the equipment requirements of the Small Business Heating Electrification and Weatherization Programs, and the incentive is issued only after a satisfactory post-installation inspection for both the heat pump and the weatherization work.
- Qualifying weatherization measures for the bundle up incentive are roof, attic and wall insulation.

## Program Contacts

### ProNet – Downstate

Email: [NGRIDNYdownstateCDO@willdan.com](mailto:NGRIDNYdownstateCDO@willdan.com)

Phone Number: **844-437-0484**

### ProNet – Upstate

Email: [NGRIDNYupstateCDO@willdan.com](mailto:NGRIDNYupstateCDO@willdan.com)

Phone Number: **844-437-0483**

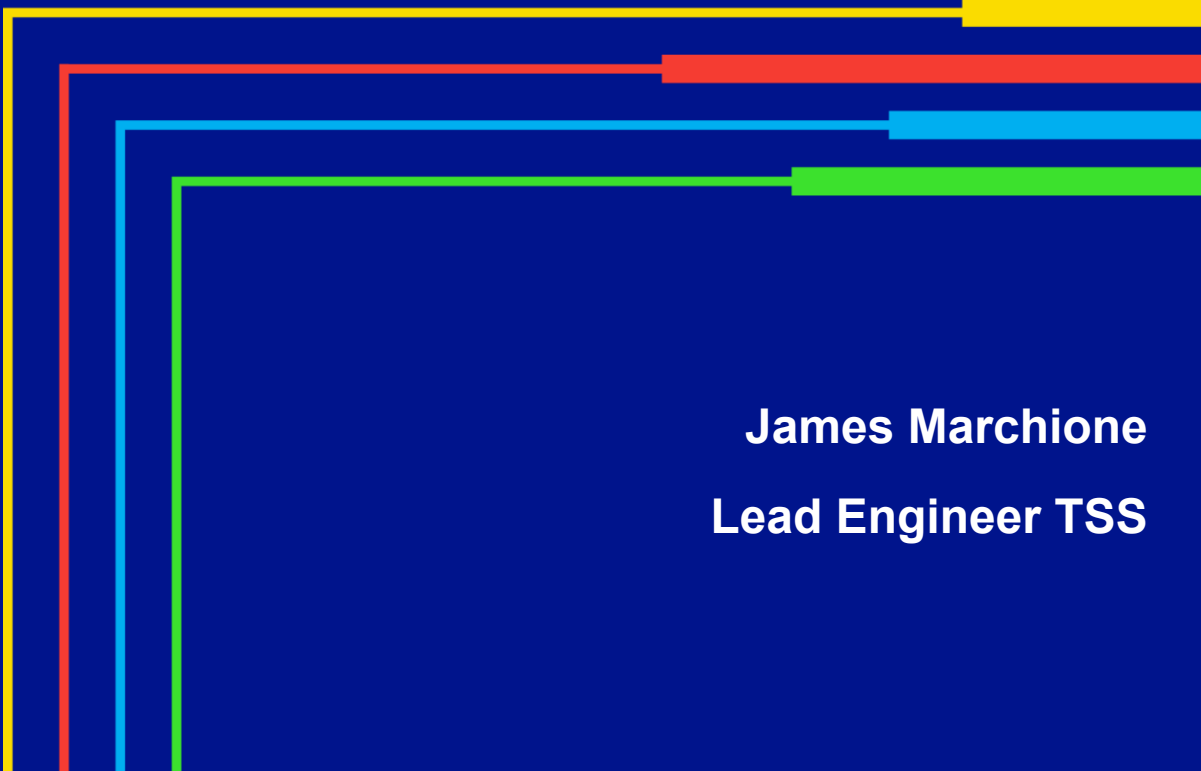
### PM – Angelica Quintero:

[angelica.quintero@nationalgrid.com](mailto:angelica.quintero@nationalgrid.com)

### PM – Julie Hawkings:

[Julie.Hawkins@nationalgrid.com](mailto:Julie.Hawkins@nationalgrid.com)

# Weatherization Tool



**James Marchione**  
**Lead Engineer TSS**

national**grid**

# 2026 Application/Calculation Tool Updates - What Includes?

- ❖ Application/Customer Information
- ❖ Pre-Installation Inspection
- ❖ Terms & Conditions
- ❖ Notes
- ❖ Pipe Insulation
- ❖ Roof Insulation
- ❖ Wall Insulation
- ❖ Window
- ❖ Duct Sealing & Insulation
- ❖ Air Leakage Sealing
- ❖ Doors
- ❖ Air Curtains
- ❖ MRDs

The 2026 Weatherization Tool was developed in compliance with updated DPS requirements, with all TRM measures calculated in accordance with TRM Version 13.



## **Application:**

- To be filled out by EE Rep/Customer/Vendor
- Highlighted cells are required.
- DAC – new information required, link to NYSERDA map is included
- **Customer Signature** – please include full name under Authorized Signature, this will be enough for the application/opportunity. When the project advances to an official application, we will require a signed Offer Letter and/or MRD.

## **Pre-Installation Inspection:**

- Collects project information
  - Names
  - Account # and confirmation of SBC
  - Confirmation of participation in other EE Programs
  - Additional Information
  - NG Representative signature and date

## **Terms & Conditions:**

- By adding full name under Authorize Signature on application tab, customer agrees with T&Cs.

# Professional Network - ProNet



**Michelle Baker**  
**Program Manager**

**nationalgrid**

# Professional Network - ProNet

We are excited to reintroduce the New York Professional Network (ProNet), redesigned to align with our new programs under the EEBE initiative.

ProNet is designed to help vendors stay connected, informed, and visible. It's where National Grid staff share program updates, tools, and resources that support successful participation in energy efficiency offerings. When you're registered in ProNet, you can:

- Stay up to date on current and upcoming programs and incentives
- Receive timely updates and guidance from National Grid staff
- Access program resources, training opportunities, and marketing materials
- Increase visibility through features like Find a Contractor, helping customers connect with qualified ProNet Partners
- Added support to technical resources you need to deliver exceptional service, expand your reach and strengthen your position as trusted energy expert.

For vendors supporting in our programs, ProNet registration is required as part of participating in these offerings and helps ensure smooth communication and access to program resources.

## Ready to Get Started?

Register Here: [NGRID ProNet](#)

Email: [ngridpronet@nationalgrid.com](mailto:ngridpronet@nationalgrid.com)



# Resources and Key Contacts

## Points of Contact- DNY - Louis (Lou) Rizzo, Sales Manager

### Customer Energy Advisors

**Thomas Le Page**

TLePAGE@nationalgrid.com

**KEDNY** – Malls, NYC Hospitals, Nursing Homes  
**KEDLI & Rockaways** – Malls, LI Public Schools, LI Hospitals, Nursing Homes

**Michael Harrison**

Michael.Harrison@nationalgrid.com

**KEDNY** – NYC Public Schools, NYC Transit & Parks, Government agencies, NYCHA (only NON-LNI projects), MF NYC, State and Federal Properties  
**KEDLI** – Airports, Fire Stations, Bus Stations, Local Utilities , NYCHA (only Non-LMI), MF in the Rockaways, Nassau & Suffolk)

### Market Partner Support

**Laura McNeil**

Laura.McNeil@nationalgrid.com

**Partner** to Insulation & Weatherization Contractors  
**KEDNY** – Colleges, Religious Private Schools, Not-for-Profits, LIRR, Grocery  
**KEDLI** – Colleges, Not-for-Profits, Grocery, Local Townships, State & Federal Properties

**Christopher Lima**

Christopher.Lima@nationalgrid.com

**Partner** to Window, Insulation & Weatherization Contractors  
**KEDNY** - MF NYC Property Management, Religious Private Schools(K-12 – Non-DOA) and Places of Worship.  
**KEDLI** – MF in the Rockaways , Nassau & Suffolk , Religious Private Schools(K-12 – Non-DOA) and Places of Worship.

**Tim Barry**

Timothy.Barry@nationalgrid.com

National Accounts/Municipalities

### Program Manager

**Janet Roods**

Janet.Roods@nationalgrid.com

Program Manager, LCI Weatherization

# Resources and Key Contacts

## Links & Inboxes

### Main LCI Page

<https://www.nationalgridus.com/business>

### Heating Electrification

[ngrid.com/cleanheat](http://ngrid.com/cleanheat)

1-800-787-1706

[NYelectrificationCI@nationalgrid.com](mailto:NYelectrificationCI@nationalgrid.com)

### Weatherization

[ngrid.com/totalbuildingcomfort](http://ngrid.com/totalbuildingcomfort)

1-800-787-1706

[efficiency@nationalgrid.com](mailto:efficiency@nationalgrid.com)

### RTEM

[ngrid.com/rtem](http://ngrid.com/rtem)

518-732-5165

[ng-rtem@resource-innovations.com](mailto:ng-rtem@resource-innovations.com)

[ng-rcx@resource-innovations.com](mailto:ng-rcx@resource-innovations.com)

## Points of Contact – UNY – Arthur (Art) Paul, Sales Manager

### Customer Energy Advisors

**David Jager**

**Western NY**

David.Jager@nationalgrid.com

**Therese Blum**

**Central NY**

Therese.Blum@nationalgrid.com

**Megan Davis**

**Eastern NY**

Megan.Davis@nationalgrid.com

**Tim Barry**

**National Accounts / Municipalities**

Timothy.Barry@nationalgrid.com

### Market Partner Support

**Heidi Wenzel**

**Agriculture/Market Partner Support – Central and Eastern Divisions**

Heidi.Wenzel@nationalgrid.com

**Alaina Garvey**

**Agriculture/Market Partner Support – Western Division**

Alaina.Garvey@nationalgrid.com

### Program Manager

**Julie Hawkins**

**Program Manager, LCI Electrification**

Julie.Hawkins@nationalgrid.com

# Additional Programs for Large C&I Customers

## Weatherization

Electric- and natural gas- savings through building envelope improvements

[ngrid.com/totalbuildingcomfort](https://ngrid.com/totalbuildingcomfort)

## Commissioning

- **Real-Time Energy Management:** Facility monitoring and assessment and energy-saving measures
- **Retro-commissioning:** One-time facility assessment and energy-saving measures

[ngrid.com/rtem](https://ngrid.com/rtem)

## NYSERDA FlexTech:

Cost share and technical support on clean energy studies, analysis and plans

<https://www.nyserda.ny.gov/All-Programs/FlexTech-Program>

## Agricultural Energy Efficiency

- Targeted toward agricultural production, including control-environments
- Custom projects and prescriptive measures

[ngrid.com/agriculture](https://ngrid.com/agriculture)

## Energy Transition Solutions

- Limited pilot programs available for flexible connections (solar, storage, large loads), Non-Wires Alternatives, VPPs, Building-to-grid

[Contact an Energy Advisor to Learn More](#)

## Economic Development Grants

[Shovelready.com](https://shovelready.com)



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