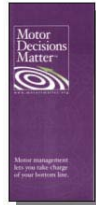


New York Energy \$martSM Premium Efficiency Motors

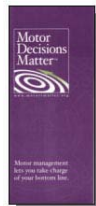
- Goals
- Fit with other NYSERDA efforts



1

New York Energy \$martSM Premium Efficiency Motors

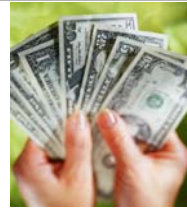
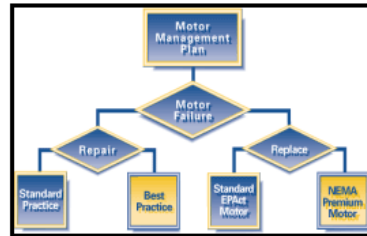
- 80% Vendor Focused
 - Assistance in offering motor management services
 - What's in it for me?
 - Tools to use with customers
 - One-on-One assistance
- 20% Building customer awareness of motor management
 - Website
 - Workshops
 - MDM Campaign



2

Why Did NYSERDA Choose This Approach?

- Leverages existing infrastructure
 - Builds on customer/vendor relationship
 - Customers potentially receptive
- Opportunity to test motor management services as viable business strategy and as a competitive advantage
 - Consolidation & competition in motor industry



3

What is NYSERDA Hoping to Accomplish?

- Large potential energy savings
 - Ongoing energy management
 - Sustainable energy savings
- Increased adoption of MDM tools
- Build market for motor management
 - Knowledgeable services readily available
 - Customer demand to accomplish savings



4

Key Strategies & Lessons

- Building vendor relationships
- Role of MDM campaign and tools
- Change over time



5

Impacts and Successes to Date

- 60 vendors targeted
 - Working with 26
- 65 motor inventories completed
 - Primarily industrial
 - 6750 motors inventoried
- 805 motors recommended for retrofit, 3389 for replacement



6

More Impacts and Successes to Date

- 6,500 MWh and 1 MW of identified savings
- 65% of energy and 60% of demand savings for retrofit recommendations
- Preliminary evaluation results



7

Future Directions

- Who provides assessments?
- Motor inventories not the end game
- Expanding to other opportunities
 - For vendors
 - For customers

8

Contact me for more information:

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