



# **2005 Commercial Buildings Program Summary**

## **Existing Construction**

Prepared by:

**Consortium for Energy Efficiency**

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# TABLE OF CONTENTS

When viewed as a PDF, this table of contents is interactive. Click on a page, and the link will bring the page up on your screen. Use the blue link at the bottom of each page to return to the table of contents.

|   |           |
|---|-----------|
| <b>GENERAL OVERVIEW OF CEE MEMBER PROGRAMS</b> .....  | <b>1</b>  |
| <b>CHART 1 – HIGHLIGHTED PROGRAM OFFERINGS</b> .....  | <b>3</b>  |
| <b>ALLIANT ENERGY</b> (includes Wisconsin Power and Light and Interstate Power and Light).....        | <b>8</b>  |
| <b>AQUILA</b> .....   | <b>10</b> |
| <b>AUSTIN ENERGY</b> .....  | <b>11</b> |
| <b>BAY STATE GAS and NORTHERN UTILITIES</b> .....   | <b>12</b> |
| <b>BERKSHIRE GAS</b> .....  | <b>14</b> |
| <b>BONNEVILLE POWER ADMINISTRATION</b> .....  | <b>15</b> |
| <b>CALIFORNIA STATEWIDE INITIATIVES</b> .....   | <b>16</b> |
| <b>CAPE LIGHT COMPACT</b> .....   | <b>17</b> |
| <b>ComED</b> .....  | <b>18</b> |
| <b>DEPARTMENT OF ENERGY</b> .....   | <b>18</b> |
| <b>EFFICIENCY MAINE</b> .....   | <b>19</b> |
| <b>EFFICIENCY VERMONT</b> .....   | <b>20</b> |
| <b>ENERGY TRUST OF OREGON</b> .....   | <b>21</b> |
| <b>ENTERGY</b> .....  | <b>22</b> |
| <b>ENVIRONMENTAL PROTECTION AGENCY</b> .....  | <b>22</b> |
| <b>EUGENE WATER AND ELECTRIC BOARD</b> .....  | <b>23</b> |
| <b>GPU NEW JERSEY</b> .....   | <b>24</b> |
| <b>HAWAIIAN ELECTRIC COMPANY</b> .....  | <b>25</b> |
| <b>IDAHO POWER</b> .....  | <b>26</b> |
| <b>ILLINOIS DEPARTMENT OF COMMERCE</b> .....  | <b>27</b> |
| <b>KEYSPAN ENERGY DELIVERY NEW ENGLAND</b> .....  | <b>28</b> |
| <b>LOS ANGELES DEPT. OF WATER AND POWER</b> .....   | <b>29</b> |
| <b>LONG ISLAND POWER AUTHORITY</b> .....  | <b>30</b> |
| <b>MADISON GAS &amp; ELECTRIC</b> .....   | <b>31</b> |
| <b>MIDAMERICAN ENERGY</b> .....   | <b>32</b> |
| <b>MIDWEST ENERGY EFFICIENCY ALLIANCE</b> .....   | <b>33</b> |
| <b>MINNESOTA DEPARTMENT OF COMMERCE – STATE ENERGY OFFICE</b> .....                                   | <b>34</b> |
| <b>NATIONAL GRID</b> (includes Granite State Electric, Mass Electric and Narragansett Electric) ..... | <b>35</b> |

|  |    |
|--|----|
| NEVADA POWER COMPANY .....                                 | 37 |
| NEW JERSEY BOARD OF PUBLIC UTILITIES.....                  | 38 |
| NEW YORK POWER AUTHORITY.....                              | 39 |
| NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS.....              | 40 |
| NSTAR ELECTRIC & GAS .....                                 | 41 |
| NEW YORK STATE ENERGY RESEARCH DEVELOPMENT AUTHORITY ..... | 42 |
| NORTHWEST ENERGY EFFICIENCY ALLIANCE .....                 | 44 |
| OHIO DEPARTMENT OF DEVELOPMENT .....                       | 45 |
| PACIFIC GAS AND ELECTRIC .....                             | 46 |
| PACIFICORP-UTAH.....                                       | 47 |
| PUBLIC SERVICE OF NEW HAMPSHIRE.....                       | 48 |
| PUGET SOUND ENERGY.....                                    | 49 |
| SACRAMENTO MUNICIPAL UTILITY DISTRICT .....                | 50 |
| SAN DIEGO GAS & ELECTRIC .....                             | 51 |
| SEATTLE CITY LIGHT .....                                   | 52 |
| SIERRA PACIFIC POWER CO. ....                              | 53 |
| SOUTHERN CALIFORNIA EDISON.....                            | 53 |
| SOUTHERN CALIFORNIA GAS COMPANY .....                      | 54 |
| TACOMA PUBLIC UTILITIES.....                               | 54 |
| TENNESSEE VALLEY AUTHORITY .....                           | 55 |
| TXU ELECTRIC DELIVERY .....                                | 56 |
| UNITED ILLUMINATING .....                                  | 57 |
| UNITIL.....  | 58 |
| VERMONT GAS SYSTEMS, INC.....                              | 59 |
| WE ENERGIES.....   | 60 |
| WISCONSIN DIVISION OF ENERGY .....                         | 61 |
| WISCONSIN PUBLIC SERVICE .....                             | 63 |
| XCEL ENERGY-MINNESOTA.....                                 | 64 |

## **CANADIAN PROGRAMS**

|   |    |
|---|----|
| BC HYDRO .....  | 65 |
| CANADIAN PROGRAMS (Office of Energy Efficiency) ..... | 66 |
| GAZ MÉTRO.....  | 67 |
| HYDRO-QUÉBEC.....                                     | 68 |

## GENERAL OVERVIEW OF CEE MEMBER PROGRAMS<sup>1</sup>

This summary includes tables that characterize the commercial programs for 56 CEE member organizations (the total represents CEE members with available information who indicated they were operating in this program area). Program information was gathered from member Web sites, and verified and updated by contacting the organization whenever possible. Of the 56 members surveyed by CEE staff, 32 responded.

The program summary provides a snapshot of current nationwide program offerings for existing commercial buildings. Chart 1 (page 7) is a brief overview of the most commonly offered commercial program offerings; the individual program tables provide more detailed information about each organization's efforts.

The tables are organized to capture variations in program organization, i.e. separate programs for small and large commercial customers or combined programs for large commercial and industrial customers. While this summary was not designed to capture industrial information, it retained all programs potentially relevant to commercial customers. In many member organizations, responsibility for programs is split between many program managers and it is recognized that CEE may not have reached all relevant program managers in each organization for information.

The following general observations were drawn from this information:

1. Most commercial building programs concentrate on technology incentives, most commonly lighting, HVAC and motors. However, many also allow customers to apply for "custom" incentives for equipment not listed.
2. Almost all utilities listed offer some type of audit. The makeup of the audit, however, varied widely from a brief look at the lighting and HVAC systems to an on-site comprehensive assessment of the entire building (including elements such as building envelope).
3. Many utilities also offer some type of training. This is the primary method for utilities to offer programs that focus on non-technological solutions as well as operations and maintenance for energy efficiency.
4. Operations and maintenance has been gaining increased attention through the offering of the Building Operator Certification program. Retro-commissioning is currently offered by only a few organizations.

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<sup>1</sup> CEE periodically publishes a summary of energy efficiency programs offered by their members. CEE does not play any implementation role in the programs operated by its members. There may be other programs offered by organizations not affiliated with CEE, and CEE has not attempted to gather information about any such programs. The program information compiled in this summary was provided by CEE member organizations. CEE believes the information to be reliable at the time it was provided, but CEE performs no independent verification of such information or interim updates between annual summaries, and is not responsible for any inaccuracies in such information.

5. A small number of CEE members are packaging their commercial program offerings to help customers better address whole-building performance. These programs, as part of program design, have linked into the ENERGY STAR<sup>®</sup> Buildings program.

Throughout 2005, CEE will continue to monitor trends in commercial building programs, paying special attention to program designs that effectively address whole-building performance.

### **CHART 1: Explanation of Selected Terms**

#### **Education/Informational Services**

Training: This may include classes, demonstrations, or other programs for consumers or distributors organized by the utility.

Audits: Audits vary in scope, but usually include a web-based or walk-through assessment of a facility, checking elements such as lights and HVAC.

Specialized Technical or other services: This includes services beyond a typical audit that are tailored for individual customer needs.

**Technology**: This section lists various technologies that frequently have an incentive program attached.

“Custom Incentives” describe a program that allows customers their energy-saving equipment to the utility, thereby earning a rebate.

#### **Operations and Management**

Recommissioning: This includes maintenance and repair of existing systems.

Diagnostic and Measurement tools: This includes web-based tools as well as equipment loans.

BOC Training: This category lists those utilities that promote and support the Building Operator Certification training program, operated through NEEP.

**Financial**: This section is marked for utilities that offer a loan, favorable interest rate, unique billing system, or other similar program for customers who implement energy efficiency.

#### **Other:**

Outdoor Lighting Project Management: This describes a program in which utilities design, install, and maintain energy-efficient outdoor lighting.

### CHART 1 – Highlighted Program Offerings

| Program   | Education/information services         |          |   |        |                   | Technology           |      |          |                                  |                                |                      |                           |              | Operations and Maintenance |   |              | Financial                              | Other                               |                        |
|---|--|----------|---|--------|-------------------|----------------------|------|----------|----------------------------------|--------------------------------|----------------------|---------------------------|--------------|----------------------------|---|--------------|--|-------------------------------------|------------------------|
|   | Speakers/<br>library/<br>printed info. | Training | Specialized<br>technical or<br>other svcs | Audits | Design<br>Support | Custom<br>Incentives | HVAC | Lighting | Commercial<br>Clothes<br>Washers | Motors,<br>Drives &<br>Process | Building<br>Envelope | Refrigeration/<br>Coolers | Food Service | Recommisio<br>ning         | Diagnostic<br>and<br>measurement<br>tools | BOC Training | Financing<br>(interest<br>rates/loans) | Outdoor<br>Lighting<br>Project Mgmt | Link to<br>Energy Star |
| <i>Alliant Energy</i>                             |  |          |   |        |                   | ■                    | ■    | ■        | ■                                | ■                              | ■                    | ■                         |              |                            |   | ■            | ■                                      | ■                                   |                        |
| <i>Aquila</i>                                     |  |          |   | ■      |                   | ■                    | ■    |          |                                  | ■                              | ■                    |                           | ■            |                            |   |              |  | ■                                   | ■                      |
| <i>Austin Energy</i>                              |  |          | ■   | ■      |                   | ■                    | ■    | ■        |                                  | ■                              | ■                    | ■                         |              |                            |   |              | ■                                      |                                     |                        |
| <i>Bay State Gas &amp;<br/>Northern Utilities</i> |  | ■        | ■   | ■      |                   |                      |      |          |                                  |                                |                      |                           |              |                            |   |              | ■                                      |                                     |                        |
| <i>Berkshire Gas</i>                              |  |          |   | ■      |                   |                      |      |          |                                  | ■                              |                      | ■                         |              |                            |   | ■            |  |                                     |                        |
| <i>BC Hydro</i>                                   | ■                                      |          |   | ■      | ■                 |                      |      | ■        | ■                                |                                | ■                    | ■                         |              |                            |   |              |  |                                     |                        |
| <i>Bonneville Power<br/>Administration</i>        |  |          |   |        |                   | ■                    |      |          | ■                                |                                |                      |                           |              |                            |   |              |  |                                     | ■                      |
| <i>California<br/>Initiatives</i>                 | ■                                      | ■        |   | ■      |                   |                      |      | ■        | ■                                |                                |                      | ■                         | ■            |                            |   | ■            |  |                                     |                        |
| <i>Canadian OEE<br/>programs</i>                  | ■                                      |          | ■   |        |                   |                      |      |          |                                  |                                |                      |                           |              |                            |   |              | ■                                      |                                     |                        |
| <i>Cape Light<br/>Compact</i>                     |  | ■        | ■   | ■      | ■                 | ■                    |      |          |                                  |                                |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>Comed</i>                                      |  |          | ■   | ■      |                   |                      |      |          |                                  |                                |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>Department of<br/>Energy</i>                   |  |          | ■   | ■      |                   |                      |      |          |                                  |                                |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>Efficiency Maine</i>                           |  | ■        |   |        |                   | ■                    | ■    | ■        |                                  | ■                              |                      | ■                         |              |                            |   |              |  |                                     |                        |

**CHART 1 – Highlighted Program Offerings**

| Program                                  | Education/information services         |          |   |        |                   | Technology           |      |          |                                  |                                |                      |                           |              | Operations and Maintenance |   |              | Financial                              | Other                               |                        |
|--|--|----------|---|--------|-------------------|----------------------|------|----------|----------------------------------|--------------------------------|----------------------|---------------------------|--------------|----------------------------|---|--------------|--|-------------------------------------|------------------------|
|  | Speakers/<br>library/<br>printed info. | Training | Specialized<br>technical or<br>other svcs | Audits | Design<br>Support | Custom<br>Incentives | HVAC | Lighting | Commercial<br>Clothes<br>Washers | Motors,<br>Drives &<br>Process | Building<br>Envelope | Refrigeration/<br>Coolers | Food Service | Recommisio<br>ning         | Diagnostic<br>and<br>measurement<br>tools | BOC Training | Financing<br>(interest<br>rates/loans) | Outdoor<br>Lighting<br>Project Mgmt | Link to<br>Energy Star |
| <i>Efficiency Vermont</i>                | ■                                      | ■        | ■   | ■      | ■                 | ■                    | ■    | ■        |                                  | ■                              |                      | ■                         |              |                            | ■   | ■            | ■                                      |                                     | ■                      |
| <i>Energy Trust of Oregon</i>            |  |          |   |        |                   |                      |      |          | ■                                | ■                              |                      | ■                         |              |                            |   |              |  |                                     |                        |
| <i>Entergy</i>                           |  |          |   |        |                   |                      |      |          |                                  |                                |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>US EPA</i>                            | ■                                      | ■        |   |        |                   |                      |      |          |                                  |                                |                      |                           |              |                            | ■   |              |  |                                     |                        |
| <i>Eugene Water &amp; Electric Board</i> |  | ■        | ■   |        |                   |                      |      |          | ■                                | ■                              |                      |                           |              |                            | ■   | ■            | ■                                      |                                     |                        |
| <i>GazMétro</i>                          |  |          |   | ■      |                   | ■                    | ■    |          |                                  |                                |                      |                           |              | ■                          |   |              |  |                                     |                        |
| <i>GPU New Jersey</i>                    |  |          |   | ■      | ■                 | ■                    | ■    | ■        |                                  | ■                              |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>Hawaiian Electric Company</i>         |  |          |   |        | ■                 | ■                    | ■    | ■        |                                  | ■                              |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>Hydro-Québec</i>                      |  |          |   |        |                   | ■                    |      |          |                                  |                                |                      |                           |              | ■                          |   |              |  |                                     |                        |
| <i>Idaho Power</i>                       | ■                                      |          |   |        | ■                 | ■                    | ■    |          |                                  |                                |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>Illinois Dept. of Commerce</i>        | ■                                      |          |   | ■      |                   |                      |      |          | ■                                |                                |                      |                           |              |                            |   |              | ■                                      |                                     |                        |
| <i>KeySpan Energy</i>                    |  |          |   | ■      |                   | ■                    | ■    |          |                                  | ■                              |                      |                           |              | ■                          |   |              |  |                                     |                        |
| <i>Los Angeles Dept. of Water</i>        |  |          |   |        |                   |                      | ■    | ■        |                                  | ■                              |                      |                           |              |                            |   |              | ■                                      | ■                                   |                        |
| <i>Long Island Power Authority</i>       |  |          |   | ■      | ■                 | ■                    | ■    | ■        | ■                                | ■                              |                      |                           |              | ■                          |   |              |  | ■                                   |                        |

**CHART 1, cont. – Highlighted Program Offerings**

| Program   | Education/information services         |          |   |        |                   | Technology           |      |          |                                  |                                |                      |                           |              | Operations and Maintenance |   |              | Financial                              | Other                               |                        |
|---|--|----------|---|--------|-------------------|----------------------|------|----------|----------------------------------|--------------------------------|----------------------|---------------------------|--------------|----------------------------|---|--------------|--|-------------------------------------|------------------------|
|   | Speakers/<br>library/<br>printed info. | Training | Specialized<br>technical or<br>other svcs | Audits | Design<br>Support | Custom<br>Incentives | HVAC | Lighting | Commercial<br>Clothes<br>Washers | Motors,<br>Drives &<br>Process | Building<br>Envelope | Refrigeration/<br>Coolers | Food Service | Recommisio<br>ning         | Diagnostic<br>and<br>measurement<br>tools | BOC Training | Financing<br>(interest<br>rates/loans) | Outdoor<br>Lighting<br>Project Mgmt | Link to<br>Energy Star |
| <i>Madison Gas &amp; Electric</i>               | ■                                      |          | ■   | ■      | ■                 |                      |      |          |                                  |                                |                      |                           |              |                            | ■   |              | ■                                      |                                     |                        |
| <i>Midamerican Energy</i>                       |  |          |   | ■      | ■                 | ■                    | ■    | ■        |                                  | ■                              |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>Midwest Energy Efficiency Alliance</i>       |  |          |   |        |                   |                      |      |          |                                  |                                |                      |                           |              |                            |   | ■            |  |                                     |                        |
| <i>Minnesota Dept. of Commerce</i>              | ■                                      |          |   |        | ■                 |                      |      |          |                                  |                                |                      |                           |              |                            | ■   |              |  |                                     |                        |
| <i>National Grid</i>                            | ■                                      | ■        | ■   | ■      | ■                 | ■                    | ■    | ■        |                                  | ■                              | ■                    | ■                         |              | ■                          | ■   | ■            | ■                                      | ■                                   | ■                      |
| <i>Nevada Power Company</i>                     | ■                                      |          |   | ■      |                   | ■                    | ■    | ■        |                                  | ■                              |                      | ■                         |              |                            |   |              |  |                                     |                        |
| <i>New Jersey Board of Public Utilities</i>     |  |          | ■   |        | ■                 | ■                    | ■    | ■        |                                  | ■                              |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>New York Power Authority</i>                 |  |          |   |        |                   |                      | ■    | ■        |                                  | ■                              | ■                    | ■                         |              |                            |   |              |  |                                     |                        |
| <i>Northeast Energy Efficiency Partnerships</i> | ■                                      |          |   |        |                   |                      | ■    |          | ■                                | ■                              |                      |                           |              |                            |   | ■            |  |                                     |                        |
| <i>NSTAR</i>                                    |  | ■        | ■   | ■      | ■                 | ■                    | ■    | ■        |                                  | ■                              |                      | ■                         | ■            | ■                          |   |              | ■                                      |                                     | ■                      |
| <i>NYSERDA</i>                                  |  |          | ■   | ■      |                   | ■                    | ■    | ■        | ■                                | ■                              | ■                    | ■                         | ■            |                            |   | ■            | ■                                      |                                     | ■                      |

**CHART 1 – Highlighted Program Offerings**

| Program                                      | Education/information services   |          |                                     |        |                | Technology        |      |          |                            |                          |                   |                        |              | Operations and Maintenance |                                  |              | Financial                        | Other                         |                     |
|--|----------------------------------|----------|-------------------------------------|--------|----------------|-------------------|------|----------|----------------------------|--------------------------|-------------------|------------------------|--------------|----------------------------|----------------------------------|--------------|----------------------------------|-------------------------------|---------------------|
|  | Speakers/ library/ printed info. | Training | Specialized technical or other svcs | Audits | Design Support | Custom Incentives | HVAC | Lighting | Commercial Clothes Washers | Motors, Drives & Process | Building Envelope | Refrigeration/ Coolers | Food Service | Recommisio ning            | Diagnostic and measurement tools | BOC Training | Financing (interest rates/loans) | Outdoor Lighting Project Mgmt | Link to Energy Star |
| <i>Northwest Energy Efficiency Alliance</i>  | ■                                | ■        |                                     | ■      | ■              |                   |      |          | ■                          |                          | ■                 |                        |              | ■                          | ■                                | ■            |                                  |                               | ■                   |
| <i>Ohio Department of Development</i>        | ■                                |          |                                     |        |                |                   |      |          |                            | ■                        |                   |                        |              |                            |                                  |              | ■                                |                               |                     |
| <i>Pacific Gas and Electric</i>              | ■                                | ■        |                                     | ■      |                | ■                 | ■    | ■        | ■                          |                          |                   | ■                      | ■            |                            | ■                                | ■            |                                  |                               |                     |
| <i>Pacificorp- Utah</i>                      |                                  |          |                                     |        |                | ■                 | ■    |          |                            | ■                        |                   |                        |              |                            |                                  |              | ■                                |                               |                     |
| <i>Public Service of New Hampshire</i>       |                                  | ■        | ■                                   | ■      | ■              | ■                 |      | ■        |                            | ■                        |                   | ■                      |              |                            |                                  |              |                                  |                               |                     |
| <i>Puget Sound Energy</i>                    | ■                                | ■        |                                     |        |                |                   | ■    | ■        | ■                          | ■                        |                   |                        |              | ■                          | ■                                | ■            |                                  |                               |                     |
| <i>Sacramento Municipal Utility District</i> |                                  |          |                                     | ■      |                | ■                 | ■    | ■        | ■                          | ■                        | ■                 |                        |              |                            | ■                                | ■            | ■                                | ■                             |                     |
| <i>San Diego Gas and Electric</i>            | ■                                | ■        |                                     | ■      |                | ■                 | ■    | ■        |                            | ■                        | ■                 | ■                      | ■            |                            |                                  | ■            |                                  |                               |                     |
| <i>Seattle City Light</i>                    |                                  |          |                                     | ■      |                | ■                 | ■    | ■        |                            | ■                        | ■                 |                        |              |                            |                                  |              |                                  |                               |                     |
| <i>Sierra Pacific Power Co.</i>              | ■                                |          |                                     | ■      |                | ■                 | ■    | ■        |                            | ■                        |                   | ■                      |              |                            |                                  |              |                                  |                               |                     |
| <i>Southern California Edison</i>            | ■                                | ■        |                                     | ■      |                | ■                 | ■    | ■        |                            | ■                        |                   | ■                      | ■            |                            |                                  | ■            |                                  |                               |                     |

**CHART 1 – Highlighted Program Offerings**

| Program                                | Education/information services         |          |   |        |                   | Technology           |      |          |                                  |                                |                      |                           |              | Operations and Maintenance |   |              | Financial                              | Other                               |                        |
|--|--|----------|---|--------|-------------------|----------------------|------|----------|----------------------------------|--------------------------------|----------------------|---------------------------|--------------|----------------------------|---|--------------|--|-------------------------------------|------------------------|
|  | Speakers/<br>library/<br>printed info. | Training | Specialized<br>technical or<br>other svcs | Audits | Design<br>Support | Custom<br>Incentives | HVAC | Lighting | Commercial<br>Clothes<br>Washers | Motors,<br>Drives &<br>Process | Building<br>Envelope | Refrigeration/<br>Coolers | Food Service | Recommisio<br>ning         | Diagnostic<br>and<br>measurement<br>tools | BOC Training | Financing<br>(interest<br>rates/loans) | Outdoor<br>Lighting<br>Project Mgmt | Link to<br>Energy Star |
| <i>Southern California Gas Company</i> | ■                                      | ■        |   |        |                   |                      | ■    |          |                                  | ■                              | ■                    |                           | ■            |                            | ■   |              |  |                                     |                        |
| <i>Tacoma Public Utilities</i>         |  |          |   | ■      |                   |                      |      | ■        |                                  |                                |                      |                           |              |                            |   |              | ■                                      |                                     |                        |
| <i>Tennessee Valley Authority</i>      | ■                                      |          |   | ■      |                   |                      |      |          |                                  |                                |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>TXU Electric Delivery</i>           |  |          |   |        |                   | ■                    | ■    |          |                                  | ■                              |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>United Illuminating</i>             | ■                                      | ■        | ■   | ■      |                   | ■                    | ■    |          |                                  | ■                              |                      |                           |              |                            |   |              | ■                                      | ■                                   |                        |
| <i>Unitil</i>                          |  |          |   | ■      |                   | ■                    | ■    | ■        |                                  | ■                              |                      | ■                         |              |                            |   |              |  |                                     |                        |
| <i>Vermont Gas Systems</i>             | ■                                      |          | ■   | ■      |                   |                      | ■    |          |                                  | ■                              |                      | ■                         |              |                            |   |              | ■                                      |                                     |                        |
| <i>We Energies</i>                     |  |          |   |        |                   | ■                    |      | ■        |                                  | ■                              |                      |                           |              |                            |   |              |  |                                     |                        |
| <i>Wisconsin Division of Energy</i>    | ■                                      | ■        | ■   | ■      |                   | ■                    | ■    | ■        |                                  | ■                              |                      |                           |              |                            | ■   |              | ■                                      |                                     |                        |
| <i>Wisconsin Public Service</i>        | ■                                      | ■        |   |        |                   | ■                    | ■    | ■        |                                  |                                |                      |                           |              |                            | ■   |              |  |                                     |                        |
| <i>Xcel Energy, MN</i>                 |  |          | ■   | ■      |                   | ■                    | ■    | ■        |                                  | ■                              | ■                    | ■                         |              | ■                          |   |              | ■                                      |                                     |                        |

|                                 |  |
|---------------------------------|--|
| <b>Sponsor:</b>                 | <b>Alliant Energy (includes Wisconsin Power and Light, Interstate Power and Light)</b>   |
| Geographic Service Territory:   | Iowa, Minnesota & Wisconsin<br>Rebates through Alliant available only to Wisconsin, Iowa & Minnesota customers.  |
| Number of Commercial Customers: | Not available.   |
| Building Program Names          | Small Business<br>Commercial and Industrial Services   |
| <b>Name</b>                     | <b>SMALL BUSINESS</b>  |
| Dates Program is Funded:        | Iowa & Minnesota ongoing.  |
| Current Budget :                | Not available.   |
| Program Components              | <ul style="list-style-type: none"> <li>• Small Business Rebates: <ul style="list-style-type: none"> <li>- Rebates and incentives for heating and cooling equipment, including thermostats, water heaters, and furnaces. These start at \$100 and increase with the efficiency of the equipment.</li> <li>- Rebates and incentives for lighting systems, controls, and disposal, up to \$5000. (in Iowa and Minnesota)</li> <li>- Low-interest Financing for Energy Efficiency projects (Iowa and Minnesota)</li> <li>- Incentives for replacing windows with energy-efficient models (\$25 per window)</li> </ul> </li> <li>• Rebates are also offered in amounts up to \$2,000 (in some cases, as part of a custom rebate program) for projects not covered by standard equipment incentives, including: <ul style="list-style-type: none"> <li>- Variable frequency drive motors</li> <li>- Geothermal heat pumps</li> <li>- Insulation</li> <li>- Heat recovery</li> <li>- Ventilation</li> <li>- Refrigeration</li> <li>- Processing</li> </ul> </li> <li>• Building Operator Certification</li> </ul> |
| Re-commissioning Program        | No.  |
| Links to Energy Star            | No.  |
| Marketing/Outreach              | <ul style="list-style-type: none"> <li>• Account management staff referrals</li> <li>• Direct mailings</li> <li>• A&amp;E seminars</li> </ul>  |
| <b>Name</b>                     | <b>COMMERCIAL AND INDUSTRIAL SERVICES</b>  |
| Dates Program is Funded:        | Iowa & Minnesota on-going. Wisconsin data unavailable.   |
| Current Budget :                | Not available.   |
| Program Components              | <ul style="list-style-type: none"> <li>• Performance Contracting: companies receive up-front costs for energy efficiency improvements, which they reimburse through energy bill savings.</li> <li>• Custom rebates on systems including lighting, heating/cooling, variable speed drives, etc. (see above).</li> <li>• Impact Lighting services, including free design and layout, financing, product advice, and low-cost maintenance options</li> </ul>  |

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| <b>Sponsor:</b>          | <b>Alliant Energy (includes Wisconsin Power and Light, Interstate Power and Light)</b>  |              |  |
| Re-commissioning Program | No.   |              |  |
| Links to Energy Star     | No.   |              |  |
| Marketing/Outreach       | <ul style="list-style-type: none"> <li>• Account management staff referrals</li> <li>• Direct mailings</li> <li>• A&amp;E seminars</li> </ul>                               |              |  |
| Website:                 | <a href="http://www.alliantenergy.com/stellent/groups/public/documents/pub/sitemap.hcsp">http://www.alliantenergy.com/stellent/groups/public/documents/pub/sitemap.hcsp</a> |              |  |
| Further Information      | Gary Ambach   | 608-458-4847 | <a href="mailto:garyambach@alliantenergy.com">garyambach@alliantenergy.com</a> |

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| <b>Sponsor:</b>   | <b>Aquila</b>  |
| Geographic Service Territory: (with programs)                             | Minnesota, Iowa, and Missouri  |
| Number of Commercial Customers:   | Not available  |
| Building Program Names:   |  |
| Dates Program is Funded:  | Stable in these three states. Funded in Iowa through 2008, biannual funding cycle in Minnesota. Missouri funded annually.  |
| Current Budget: (2004)  | \$1,310,160 in Minnesota, \$355,000 in Iowa, \$31,000 in Missouri  |
| Program Components (not all components available in all areas of service) | <ul style="list-style-type: none"> <li>• Energy Audits, including HVAC, building envelope, hot water and cooking. Cost/incentive structures for audits vary by state.</li> <li>• Custom rebates for equipment including <ul style="list-style-type: none"> <li>- Boilers</li> <li>- Boiler retrofits</li> <li>- Infrared Radiant Heaters</li> <li>- Efficient HVAC systems</li> <li>- Unit heaters/duct furnaces</li> <li>- Thermal envelope measures for commercial ceilings and walls (IA)</li> <li>- Process related equipment for industrial customers (IA)</li> <li>- Other approved measures</li> </ul> </li> <li>• Prescriptive incentives, varying by state in amount, for qualifying equipment including <ul style="list-style-type: none"> <li>- Water heaters</li> <li>- Forced air furnaces</li> <li>- Thermostats</li> <li>- High efficiency cooking equipment <ul style="list-style-type: none"> <li>- Burners</li> <li>- Single Pipe steam balancing</li> <li>- Vent Dampers</li> <li>- Conversion Boiler, high efficiency</li> <li>- Steam to Hydronic distribution</li> </ul> </li> </ul> </li> <li>• Outdoor lighting services (design, financing, installation, and management) (KS, MS)</li> </ul> |
| Re-commissioning Program  | No   |
| Links to Energy Star  | Yes  |
| Marketing/Outreach  | Direct mailing, Customer meetings, events.   |
| Websites:   | <a href="http://www.aquila.com/">http://www.aquila.com/</a> <a href="http://www.aquilaprograms.com">http://www.aquilaprograms.com</a>  |
| Further Information   | Matt Daunis <a href="mailto:Matt.Daunis@aquila.com">Matt.Daunis@aquila.com</a>   |

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| <b>Sponsor:</b>                 | <b>Austin Energy</b>   |
| Geographic Service Territory:   | The city of Austin.  |
| Number of Commercial Customers: | Approximately 50,000 commercial customers.   |
| Building Program Names:         | Multiple sector based commercial retrofit programs: Small business, mid-market, public agencies, key accounts  |
| Dates Program is Funded:        | Budget is determined annually as part of the municipal budgeting process.  |
| Current Budget:                 |  |
| Program Components              | <ul style="list-style-type: none"> <li>• Equipment Incentives: Rebates up to \$100,000 on selected technologies, including but not limited to <ul style="list-style-type: none"> <li>- HVAC,</li> <li>- Lighting</li> <li>- Building envelope,</li> <li>- VFD</li> <li>- Windows,</li> <li>- Chillers</li> <li>- Ceiling roofs</li> <li>- Custom rebates based on peak kWh savings</li> </ul> </li> <li>• Individualized energy audits</li> <li>• Technical assistance on retrofits</li> <li>• Zero percent financing for lighting upgrades</li> <li>• Discounts on energy efficient lighting (small business customers only)</li> </ul> |
| Re-commissioning Program        |  |
| Links to Energy Star            |  |
| Marketing/Outreach              | Direct mail for each sector program. Presentations at various organizations.   |
| Websites:                       | <a href="http://www.austinenergy.com/Commercial/index.htm">http://www.austinenergy.com/Commercial/index.htm</a>  |
| Further Information             | Fred Yebra                      512-974-3405<br>fred.yebra@austinenergy.com  |

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| <b>Sponsor:</b>                 | <b>Bay State Gas &amp; Northern Utilities</b>  |
| Geographic Service Territory:   | Bay State Gas - Greater Brockton area, Greater Springfield area, and Lawrence area. Northern Utilities – New Hampshire Seacoast  |
| Number of Commercial Customers: | 30,000 commercial customers (combined meter and account data).   |
| Building Program Names:         | Partners in Energy Program (energy assessments)  |
| <b>Program Name</b>             | <b>SMALL BUSINESS CUSTOMERS</b>  |
| Dates Program is Funded:        | MA: 5 year approval cycle, currently in year 1<br>NH: 3 year approval cycle, currently in year 2   |
| Current Budget:                 | Current year (MA) 2.9 million (includes commercial, industrial and multifamily programs). Northern Utilities: 410,000  |
| Program Components:             | <ul style="list-style-type: none"> <li>• Free energy assessment for both to customers with annual gas consumption up to 40,000 therms, co-funded energy studies with a cap of \$7500 for customers greater than that.</li> <li>• Matching Energy efficiency incentives up to \$ 50,000 for small C&amp;I in both MA and NH, up to \$100,000 matching energy efficiency incentives for large C&amp;I in MA ONLY. Large C&amp;I incentives capped at \$50,000 in NH.</li> <li>• Existing and prospective commercial customers are offered up to \$1,350 in rebates towards the installation of energy saving opportunities (e.g. boilers, furnaces, water heaters). New Hampshire customers offered up to \$800 in rebates for heating, water heating, or infrared heating equipment. Prescriptive rebates for residential size equipment when installed in commercial installation.</li> <li>• Training (collaborative through gas networks, collaborative upselling, technical geared at contractors.</li> <li>• Bay State Gas shares a portion of the cost to design, purchase and install any qualified energy efficiency measures, and will pay 50% of the qualified installed cost, up to \$50,000 in NH /\$100,000 large in MA</li> <li>• Prescriptive rebates: fixed, small incentives for equipment.</li> </ul> |
| Re-commissioning Program        | Yes  |
| Links to Energy Star            | No.  |
| Marketing/Outreach              | Outreach through talks with Architectural and Engineering communities, trade organizations   |
| <b>Program Name</b>             | <b>LARGE BUSINESS CUSTOMERS</b>  |
| Dates Program is Funded:        | As above   |
| Current Budget:                 | As above   |
| Program Components:             | <ul style="list-style-type: none"> <li>• Existing and prospective commercial customers are offered up to \$1,350 in rebates towards the installation of energy saving opportunities (e.g. boilers, furnaces, water heaters). New Hampshire customers offered up to \$500 in rebates on heating, water heating or infrared heating equipment. .</li> <li>• Bay State Gas shares a portion of the cost to design, purchase and install any qualified energy efficiency measures, and will pay 50% of the qualified installed cost (up to \$100,000 total in MA, \$50,000 in NH)</li> <li>• Bay State Gas/Northern Utilities will pay 50% of the cost for a licensed professional engineer (P.E.) to perform an energy efficiency scoping study up to a maximum amount of \$7,500. The customer may employ an engineer of his/her choice, or select one from a list of engineers provided by the utility.</li> </ul>  |

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| <b>Sponsor:</b>          | <b>Bay State Gas &amp; Northern Utilities</b>  |              |                       |
| Re-commissioning Program | No.  |              |                       |
| Links to Energy Star     | No.  |              |                       |
| Marketing/Outreach       | As above   |              |                       |
| Website:                 | <a href="http://www.baystategas.com/business/eneraudit.htm">http://www.baystategas.com/business/eneraudit.htm</a><br><a href="http://www.northernutilities.com/business/eneraudit.htm#masb">http://www.northernutilities.com/business/eneraudit.htm#masb</a> |              |                       |
| Further Information      | Derek Buchler  | 508-836-7344 | dbuchler@nisource.com |

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| <b>Sponsor:</b>                 | <b>Berkshire Gas</b>   |
| Geographic Service Territory:   | Western quarter of Massachusetts.  |
| Number of Commercial Customers: | Approximately 4000 commercial customers  |
| Building Program Names:         | Energy Efficiency Program (walk-through audit)<br>Equipment Incentives<br>Building Operators Certification Program   |
| Dates Program is Funded:        | \$190,000 is budgeted for traditional retrofits.<br>\$100,000 is budgeted towards gas market transformation programs.  |
| Current Budget:                 | Program year runs from May 1, 2004 through April 30, 2005. Current programs will remain in effect until April 30, 2009.  |
| Program Components:             | <ul style="list-style-type: none"> <li>• Covers up to 50% of installed cost of approved efficiency technologies, such as insulation and heating systems.</li> <li>• As part of GasNetworks, provides rebates on the following equipment <ul style="list-style-type: none"> <li>- High efficiency heating.</li> <li>- Water heating</li> <li>- Infrared Heating</li> <li>- Thermostats</li> <li>- Food Service Equipment</li> </ul> </li> </ul> |
| Re-commissioning Program        | No.  |
| Links to Energy Star            | No   |
| Marketing/Outreach              | Not aggressively marketing currently. Commercial customer representatives refer customers to the programs.   |
| Website:                        | <a href="http://www.berkshiregas.com/p_docs_f2/2004C-lprogramsdes.pdf">http://www.berkshiregas.com/p_docs_f2/2004C-lprogramsdes.pdf</a>  |
| Further Information             | Mike Sommer      413-445-0315      msommer@berkshiregas.com  |

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| <b>Sponsor:</b>                 | <b>Bonneville Power Administration</b>   |
| Geographic Service Territory:   | Oregon, Washington, Idaho, Western Montana and parts of California, Nevada and Wyoming.  |
| Number of Commercial Customers: | As a wholesaler, Bonneville does not have a count of the commercial consumers throughout our regional service area.  |
| Building Program Name:          | <ul style="list-style-type: none"> <li>• Conservation &amp; Renewables Discount (C&amp;RD)</li> <li>• Custom and Standardized reimbursements.</li> </ul> C&RD and ConAug have program offerings in all end-use sectors.  |
| <b>NAME</b>                     | <b>COMMERCIAL SECTOR</b>   |
| Dates Program is Funded:        | Funded until September 30, 2006  |
| Current Budget:                 | Approximately \$70 million per year for both C&RD and ConAug for all sectors.  |
| Program Components:             | <ul style="list-style-type: none"> <li>• Conservation and Renewables Discount: C&amp;RD provides a credit on the customer's power bill for claims made from a list of qualifying energy efficiency measures or via specified verification protocols used for building efficiency projects.</li> <li>• ConAug offers a standard reimbursement rate of \$.12 per 1<sup>st</sup> year kW or 60% of the project cost, whichever is less. ConAug also has a standardized lighting rebate program. C&amp;RD provides rate credits for selected measures based upon the value to the power system.</li> </ul> |
| Re-commissioning Program        | Bonneville does not have a specific re-commissioning program.  |
| Links to Energy Star            | Bonneville is an Energy Star Partner and has incorporated Energy Star requirements into many program offerings.  |
| Marketing/Outreach              | Bonneville's primary marketing and outreach activities are to and in association with customer utilities.  |
| Website                         | <a href="http://www.bpa.gov/Energy/N/">http://www.bpa.gov/Energy/N/</a>  |
| Further Information             | John Pyrch, <a href="mailto:jbpyrch@bpa.gov">jbpyrch@bpa.gov</a> (503) 230-5483  |

### California Statewide Initiatives

These programs are available through utility companies throughout California, including Pacific Gas and Electric, San Diego Gas and Electric, and Southern California Edison.

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| Building Program Names:     | Standard Performance Contract<br>Express Efficiency<br>Upstream Motors and HVAC<br>Building Operator Certification and Training<br>Education and Training   |
| Program Components:         | <ul style="list-style-type: none"> <li>• Standard Performance Contract - An itemized measure is paid on a predetermined rate, no kWh savings calculation by the applicant is necessary. For all other measures not listed as an itemized measure, the payment is estimated by the kWh saved. Applicants are eligible to receive up to 50 percent of the total measure cost. Eligible equipment includes but is not limited to: <ul style="list-style-type: none"> <li>- Lighting</li> <li>- Controls and other equipment</li> <li>- Air conditioning and Refrigeration</li> <li>- Food service equipment</li> <li>- Gas</li> </ul> </li> <li>• Express Efficiency <ul style="list-style-type: none"> <li>- On-line energy analyzer</li> <li>- On-site audit</li> </ul> </li> <li>• Upstream Motors and HVAC: Upstream rebate that provides financial incentives to distributors to stock and sell qualifying high efficiency products.</li> <li>• Education and Training provided to contractors, retailers, manufacturers, and distributors</li> </ul> |
| Recommissioning Program     | No  |
| Website/Further information | <a href="http://www.fypower.org/">http://www.fypower.org/</a> has a comprehensive list of resources across California   |

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| <b>Sponsor:</b>                 | <b>Cape Light Compact</b>   |
| Geographic Service Territory:   | Cape Cod & Islands  |
| Number of Commercial Customers: | 23,762 commercial customers that account for 46% of all energy use in service area. Majority are small commercial customers.  |
| Building Program Name:          | Medium and Large Commercial and Industrial Retrofit<br>Small Commercial and Industrial Retrofit<br>Operations & Management Recommissioning  |
| <b>NAME</b>                     | <b>SMALL COMMERCIAL (less than 100 Kw)</b>  |
| Dates Program is Funded:        | Program funding decided annually.<br>Sunset on legislation is 2007.   |
| Current Budget:                 |   |
| Program Components:             | <ul style="list-style-type: none"> <li>• Audits: 100 percent reimbursement of all costs.</li> <li>• Equipment rebates, based on the incremental equipment and labor costs of installing efficient measures. Financial incentives will cover up to 90 percent of installed measure costs.</li> <li>• Training seminars on efficiency in Compressed Air systems (supporting the US DOE Compressed Air Challenge)</li> <li>• Advice on lighting installation and renovation, with the NEEP Design Lights Consortium</li> </ul>   |
| Recommissioning Program         |   |
| Links to Energy Star            |   |
| Marketing/Outreach              | Vendors (engineering firms) active in promoting the existing buildings programs.  |
| <b>NAME</b>                     | <b>LARGE COMMERCIAL/INDUSTRIAL</b>  |
| Dates Program is Funded:        | Program funding decided annually.<br>Sunset on legislation is 2007.   |
| Current Budget:                 |   |
| Program Components              | <ul style="list-style-type: none"> <li>• The Cape Light Compact will pay for 50 percent of the cost of a comprehensive engineering evaluation of energy efficiency opportunities. If the customer successfully implements the project, the Cape Light Compact will also pay for the remaining 50 percent of the engineering study fee.</li> <li>• Prescriptive incentives : Financial incentives of up to 50 percent of all incremental costs, with a cap of a buy-down to a two-year payback period.</li> <li>• Custom incentives, based on the energy savings criteria of a customer's efficiency projects. Customer financial incentives are based on the incremental equipment and labor costs of installing eligible efficiency measures and projects.</li> <li>• Cooperation with DOE and NEEP programs as described above</li> </ul> |
| Recommissioning Program         |   |
| Links to Energy Star            |   |
| Marketing/Outreach              | Vendors (engineering firms) active in promoting the existing buildings programs.  |
| Website                         | <a href="http://www.capelightcompact.org/doc.ccm1?15">http://www.capelightcompact.org/doc.ccm1?15</a>   |
| Further Information             | Kevin Galligan                      508-375-6828                      kfg@cape.com  |

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| <b>Sponsor:</b>                 | <b>ComEd</b>   |
| Geographic Service Territory:   | Approximately Northern 1/3 of Illinois.  |
| Number of Commercial Customers: | Approximately 200,000 commercial customers.  |
| Building Program Name:          | ComEd does not receive any system benefits funding, but does run fee based programs for their commercial customers.  |
| Dates Program is Funded:        |  |
| Current Budget:                 |  |
| Program Components              | <ul style="list-style-type: none"> <li>• Audits, engineering evaluations</li> <li>• Consulting and technical tools for tracking energy usage</li> <li>• Management of energy-efficiency projects</li> <li>• Lighting audits</li> </ul> |
| Re-commissioning Program        | Re-commissioning services are available.   |
| Website                         | <a href="http://www.exeloncorp.com/regional_selector.asp?btn1=bus">http://www.exeloncorp.com/regional_selector.asp?btn1=bus</a>  |
| Further Information             | Steven Baab            630-576-6832<br>stephan.baab@exeloncorp.com   |

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| <b>Sponsor:</b>                        | <b>Department of Energy</b>   |
| Geographic territory                   | United States   |
| <b>Existing Building Program Name:</b> | ReBuild America   |
| Dates Program is Funded:               | Annually.   |
| Current Budget:                        | Requested Budget FY 2005<br>\$8.6 million for the ReBuild America project.  |
| Program Components                     | <ul style="list-style-type: none"> <li>• Education/technical tools</li> <li>• Promotion opportunities</li> <li>• Provides analyses and advice in support of the best technologies</li> <li>• Supports networks between communities, state and local governments, and the private sector</li> <li>• Assistance in building audits, walkthroughs, energy modeling, best practices, and re-commissioning strategies</li> </ul> |
| Re-commissioning Program               | No  |
| Website                                | <a href="http://www.rebuild.org/index.asp">http://www.rebuild.org/index.asp</a>   |
| Further Information                    | Daniel Sze            202-586-2621             <br>daniel.sze@hq.doe.gov  |

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| <b>Sponsor:</b>                 | <b>Efficiency Maine</b>   |
| Geographic Service Territory:   |   |
| Number of Commercial Customers: |   |
| Building Program Names          |   |
| <b>Name</b>                     | <b>SMALL BUSINESS (not more than 50 full-time employees)</b>  |
| Dates Program is Funded:        |   |
| Current Budget :                |   |
| Program Components              | <ul style="list-style-type: none"> <li>• Pre-Established incentives <ul style="list-style-type: none"> <li>- Lighting (up to \$25 for qualifying controls)</li> <li>- Vending equipment efficiency technology (\$50)</li> <li>- Water heaters and ice makers (\$100)</li> <li>- All other incentives as listed in the Commercial and Industrial section below</li> </ul> </li> <li>• Training and information</li> </ul>  |
| Re-commissioning Program        |   |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| <b>Name</b>                     | <b>COMMERCIAL AND INDUSTRIAL</b>  |
| Dates Program is Funded:        |   |
| Current Budget :                |   |
| Program Components              | <ul style="list-style-type: none"> <li>• Audits (through the Maine State energy program)</li> <li>• Proscriptive incentives <ul style="list-style-type: none"> <li>- Lighting (up to \$60 for qualifying systems)</li> <li>- Variable Frequency Drives (up to \$2500)</li> <li>- NEMA Premium motors (up to \$700)</li> <li>- HVAC (up to \$90/ton for qualifying systems)</li> <li>- Programmable thermostats (\$25)</li> </ul> </li> <li>• Custom incentives</li> <li>• Training and information</li> </ul> |
| Re-commissioning Program        |   |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| Website:                        | <a href="http://www.energymaine.com/business/index.html">http://www.energymaine.com/business/index.html</a>   |
| Further Information             | Denis Bergeron denis.bergeron@state.me.us   |

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| <b>Sponsor:</b>                 | <b>Efficiency Vermont</b>   |
| Geographic Service Territory:   | State of Vermont<br>(Except City of Burlington)   |
| Number of Commercial Customers: | 36,600 commercial customers   |
| Building Program Name:          | Existing Business Team<br>Business Energy Services  |
| Dates Program is Funded:        | Renewed 2003 through 2005   |
| Current Budget:                 |   |
| Program Components              | <ul style="list-style-type: none"> <li>• Software tools</li> <li>• List of energy efficiency providers/businesses</li> <li>• Equipment incentives <ul style="list-style-type: none"> <li>- Lighting (Up to \$2500 without pre-approval)</li> <li>- Motor Up Premium Efficiency Motor Initiative</li> <li>- Cool Choice HVAC</li> <li>- Transformers</li> <li>- Vending equipment</li> <li>- Refrigeration</li> </ul> </li> <li>• Process Equipment</li> <li>• Electrical End use Equipment</li> </ul> |
| Commissioning Program           | Under development   |
| Links to Energy Star            | Directory of Energy Efficiency Programs (DEEP)  |
| Marketing/Outreach              | Print and Media Advertising<br>Business Development Staff work closely with Strategic Partners, i.e., suppliers, contractors  |
| Website                         | <a href="http://www.encyvermont.com">http://www.encyvermont.com</a>   |
| Further Information             | New Construction: Indu, 888-921-5990 ext.1142 <a href="mailto:Indu@veic.org">Indu@veic.org</a><br>Existing Businesses: Dan Gaherty 888-921-5990 ext. 1037 <a href="mailto:dgaherty@veic.org">dgaherty@veic.org</a>  |

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| <b>Sponsor:</b>                 | <b>Energy Trust of Oregon</b>   |
| Geographic Service Territory:   | Oregon Service Territories of PGE and PacifiCorp (electric) and Northwest Natural Gas (gas)   |
| Number of Commercial Customers: | 162,000. Note: Oregon utility sales statistics define commercial vs. industrial by size; commercial is <750 KW. This number is a rough estimate.  |
| Building Program Names          | Building Efficiency   |
| Dates Program is Funded:        |   |
| Current Budget :                |   |
| Program Components              | <ul style="list-style-type: none"> <li>• Incentives and technical support for energy-efficient measures in existing commercial, institutional, and agricultural facilities</li> <li>• Operations and Management</li> <li>• Energy Efficient Pumps</li> <li>• Compressed Air</li> <li>• Fans</li> <li>• Material Transport</li> <li>• Refrigeration</li> <li>• Controls and similar industrial processes</li> <li>• Motors (\$10 per hp for motors &lt;200 hp, up to 35% of installed cost for motors &gt;200 hp)</li> <li>• Assistance with applying for Oregon efficiency tax credits</li> </ul> |
| Re-commissioning Program        | Efficient Facility Operations   |
| Links to Energy Star            | No  |
| Marketing/Outreach              |   |
| Website:                        | <a href="http://www.energytrust.org/splashFrames/business/index.html#">http://www.energytrust.org/splashFrames/business/index.html#</a>   |
| Further Information             | Andy Saleh 503-445-7645   |

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| <b>Sponsor:</b>                 | <b>Entergy</b>   |
| Geographic Service Territory:   | Eastern Texas area of Beaumont, Conroe, and Port Author.   |
| Number of Commercial Customers: |  |
| Building Program Name:          | Commercial and Industrial Standard Offer Program   |
| Dates Program is Funded:        | Program funded annually.   |
| Current Budget:                 |  |
| Program Components              |  |
| Incentive Levels                |  |
| Re-commissioning Program        | No   |
| Links to Energy Star            | No.  |
| Marketing/Outreach              | Workshops held for energy service providers and other interested parties. C&I customer representatives pass on information to customers about program. |
| Website:                        | <a href="http://www.energy.com/corp/">http://www.energy.com/corp/</a>  |
| Further Information             |  |

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| <b>Sponsor:</b>               | <b>Environmental Protection Agency</b>  |
| Geographic Service Territory: | United States   |
| Building Program Name:        | Building Performance with Energy Star   |
| Program Components            | <ul style="list-style-type: none"> <li>• Revised Building Manual</li> <li>• National Energy Performance Rating System for benchmarking</li> <li>• Directory of Energy Efficiency Programs (DEEP) for the identification of additional programs</li> <li>• Guidelines for Energy Management</li> <li>• Other Resources including: financial tools, case studies, and technical resources.</li> </ul> |
| Marketing/Outreach            | <ul style="list-style-type: none"> <li>• ENERGY STAR Communications Tool Kit</li> <li>• Market sector specific fact sheets</li> <li>• National Public Service Announcements</li> </ul>  |
| Website                       | <a href="http://www.energystar.gov/">http://www.energystar.gov/</a>   |
| Further Information           | Tracy Narel <a href="mailto:Narel.Tracy@epamail.epa.gov">Narel.Tracy@epamail.epa.gov</a>  |

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| <b>Sponsor:</b>                 | <b>Eugene Water and Electric Board</b>   |
| Geographic Service Territory:   | 238 square miles   |
| Number of Commercial Customers: |  |
| Building Program Names:         |  |
| Dates Program is Funded:        |  |
| Current Budget:                 |  |
| Program Components              | <ul style="list-style-type: none"> <li>• Energy Analysis</li> <li>• Financing <ul style="list-style-type: none"> <li>- Loans</li> <li>- Incentives based on annual energy savings of project</li> </ul> </li> <li>• Rebates on Motors (up to \$2750 for qualifying NEMA Premium Motors, depending on horsepower)</li> <li>• Information/Training opportunities</li> <li>• Metering/feedback tools, including customized reports</li> <li>• Technical Services (use of analytical and diagnostic equipment)</li> <li>• Building Operator Certification</li> </ul> |
| Re-commissioning Program        |  |
| Links to Energy Star            |  |
| Marketing/Outreach              |  |
| Websites:                       | <a href="http://www.eweb.org/energy/index_ems.html">http://www.eweb.org/energy/index_ems.html</a>  |
| Further Information             |  |

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| <b>Sponsor:</b>                 | <b>GPU New Jersey</b>  |
| Geographic Service Territory:   |  |
| Number of Commercial Customers: |  |
| Existing Building Program Name: | New Jersey Smart Start Buildings   |
| Dates Program is Funded:        |  |
| Current Budget:                 |  |
| Program Components              | <p>Design Support</p> <ul style="list-style-type: none"> <li>• Cash incentives for incorporating efficiency into the design process</li> <li>• Technical assistance for design</li> <li>• Technical Assistance including audits, measure/system/project analysis and recommendations (no cost for projects under 50,000 sq. feet)</li> <li>• Equipment Incentives for <ul style="list-style-type: none"> <li>- Space and water heating/cooling</li> <li>- Lighting</li> <li>- Motors</li> <li>- Variable Speed Drives</li> <li>- Dessicant Systems</li> </ul> </li> <li>• Custom incentives program</li> </ul> |
| Links to Energy Star            |  |
| Marketing/Outreach              |  |
| Website:                        | <a href="http://www.njsmartstartbuildings.com/main/program_over.html">http://www.njsmartstartbuildings.com/main/program_over.html</a>  |
| Further Information             | Harry Stamateris      973-401-8088      hstamateris@gpu.com  |

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| <b>Sponsor:</b>                 | <b>Hawaiian Electric Company (Including subsidiaries Maui Electric Company [MECO] and Hawaii Electric Light Company [HELCO])</b>  |           |                   |
| Geographic Service Territory:   | County of Hawaii, Maui County (Maui, Lanai, and Molokai islands), City and County of Honolulu   |           |                   |
| Number of Commercial Customers: |   | Customers | Customer Accounts |
|                                 | HECO  | 15,600    | 33,553            |
|                                 | HELCO   | 7,632     | 11,988            |
|                                 | MECO  | 5,028     | 9,764             |
| Dates Program is Funded:        | 1996 continuing through 2005 with periodic PUC review and approval required for program extensions.   |           |                   |
| Current Budget:                 | 4.4 Million   |           |                   |
| Building Program Name:          | Energy Solutions for Business (standard and customized rebates)   |           |                   |
| Program Components              | <ul style="list-style-type: none"> <li>• Energy Efficiency Awards (recognition for businesses)</li> <li>• Custom Incentives (\$.05 per kW saved, \$125 per peak demand kW reduced)</li> <li>• Design Assistance: Funding design engineers to analyze feasibility of retrofit projects to identify efficiency opportunities</li> <li>• Equipment rebates <ul style="list-style-type: none"> <li>- Lighting: up to \$3.60 per lamp, \$75 per fixture</li> <li>- Motors (up to \$2,700)</li> <li>- Air Conditioners and Chillers: rebate calculated on several variables</li> <li>- Customized rebates for non-standard energy efficient measures</li> </ul> </li> </ul> |           |                   |
| Re-commissioning                | No  |           |                   |
| Links to Energy Star            | No  |           |                   |
| Marketing/Outreach              | Workshops, Conferences, Media, Account Managers, publications, trade ally cooperation, consultative sales.  |           |                   |
| Website                         | <a href="http://www.heco.com/CDA/default/0,1999,TCID%253D3%2526EmbedCID%253D0%2526CCID%253D0%2526LCID%253D0%2526CTYP%253DARTC,00.html">http://www.heco.com/CDA/default/0,1999,TCID%253D3%2526EmbedCID%253D0%2526CCID%253D0%2526LCID%253D0%2526CTYP%253DARTC,00.html</a>   |           |                   |
| Further Information             | Maskrey, Jim jim.maskrey@heco.com   |           |                   |

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| <b>Sponsor:</b>                 | <b>Idaho Power</b>   |
| Geographic Service Territory:   | a 20,000 square mile area in southern Idaho and eastern Oregon with an estimated population of 883,000   |
| Number of Commercial Customers: | Not available  |
| Dates Program is Funded:        | This program is funded through the Conservation Charge collected monthly from Idaho customers, as approved by the Idaho Utilities Commission in May 2002.  |
| Current Budget:                 | Not available  |
| Building Program Name:          | Energy Efficiency for your Business  |
| Program Components              | <ul style="list-style-type: none"> <li>• Industrial Efficiency Incentive Program (customers with a Basic Load Capacity over 500 kilowatts)</li> <li>• Air Care Plus (HVAC tune-ups)</li> <li>• Innovative design support through Idaho Integrated Design Lab</li> <li>• Information and access to expert advice</li> </ul> |
| Incentive Levels                | Incentives are based on the least of these three measures: \$.10 per kWh saved per year, 50% of the project cost, or the difference between the project's cost and the one year payback amount. Maximum incentive is \$15,000 plus the customer's annual Mega-watt usage multiplied by \$.30, up to \$100,000.             |
| Re-commissioning                | No   |
| Links to Energy Star            | No   |
| Marketing/Outreach              |  |
| Website                         | <a href="http://www.idahopower.com/energycenter/energyefficiency/commercialindustrial.htm">http://www.idahopower.com/energycenter/energyefficiency/commercialindustrial.htm</a>  |
| Further Information             | Curt Nichols <a href="mailto:cnichols@idahopower.com">cnichols@idahopower.com</a>  |

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| <b>Sponsor:</b>                 | <b>Illinois Department of Commerce</b>   |
| Geographic Service Territory:   | Illinois   |
| Number of Commercial Customers: |  |
| Building Program Name           | Business, Industrial, and Commercial   |
| <b>Name</b>                     | <b>BUSINESS</b>  |
| Dates Program is Funded:        |  |
| Current Budget :                |  |
| Program Components              | <ul style="list-style-type: none"> <li>• Small Business Energy Program (educational and training opportunities)</li> </ul>   |
| Re-commissioning Program        |  |
| Links to Energy Star            |  |
| Marketing/Outreach              |  |
| <b>Name</b>                     | <b>INDUSTRIAL/ COMMERCIAL</b>  |
| Dates Program is Funded:        |  |
| Current Budget :                |  |
| Program Components              | <ul style="list-style-type: none"> <li>• Energy Performance Contracting (thorough auditing, recommendations, financing of installation)</li> <li>• ReBuild America information</li> <li>• Educational and Grant demonstration projects (resulting in handbooks for specific industries)</li> </ul> |
| Re-commissioning Program        |  |
| Links to Energy Star            |  |
| Marketing/Outreach              |  |
| Website:                        | <a href="http://www.illinoisbiz.biz/">http://www.illinoisbiz.biz/</a>  |
| Further Information             |  |

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| <b>Sponsor:</b>                 | <b>KeySpan Energy Delivery New England</b>  |
| Geographic Service Territory:   | Massachusetts and New Hampshire (also other areas in which energy efficiency services are not offered)  |
| Number of Commercial Customers: |   |
| Dates Program is Funded:        |   |
| Current Budget:                 |   |
| Building Program Name:          | Products and Services for Businesses  |
| Program Components              | <ul style="list-style-type: none"> <li>• Audits (no charge)</li> <li>• Engineering design grants (50% match up to \$10,000)</li> <li>• Commercial High Efficiency Heating Program (rebates of up to \$6000 for qualifying products)</li> <li>• Building Practices and Demonstration program (cost sharing for new efficiency technologies)</li> <li>• Prescriptive rebates for equipment including but not limited to: <ul style="list-style-type: none"> <li>• Programmable Thermostats</li> <li>• Boiler Reset Controls</li> <li>• Steam Trap Replacements</li> <li>• Pipe/Duct Insulation</li> <li>• Building Shell Insulation (i.e., walls, roof, floor, crawlspace)</li> <li>• High Efficiency Windows</li> </ul> </li> <li>• Custom rebates on a two-tier program (tier 2 for more complex or underutilized technologies), with incentives available up to a maximum of 50% of project costs, capped at \$100,000 per site and/or per project.</li> <li>• Business Energy Analyzer (on-line benchmarking tool)</li> </ul> |
| Re-commissioning                |   |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| Website                         | <a href="http://www.keyspanenergy.com/psbusiness/solutions/consulting_ny_ny.jsp">http://www.keyspanenergy.com/psbusiness/solutions/consulting_ny_ny.jsp</a>   |
| Further Information             | Kim Rodriguez 781-466-5325  |

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| <b>Sponsor:</b>                 | <b>Los Angeles Dept. of Water and Power</b>  |
| Geographic Service Territory:   | City of Los Angeles  |
| Number of Commercial Customers: | 179,116  |
| Dates Program is Funded:        | July 1, 2004 – June 30, 2005   |
| Current Budget:                 | 2.7 M  |
| Building Program Name:          | Efficiency LA  |
| Program Components              | <ul style="list-style-type: none"> <li>• Commercial Lighting Efficiency Offer (\$5 to \$75 per qualifying fixture)</li> <li>• HVAC (\$ 100 to \$325 per ton of qualifying equipment)</li> <li>• Outdoor area lighting (installation and management for a flat fee)</li> <li>• Chiller efficiency (rebate based on efficiency of new equipment)</li> <li>• Premium Efficiency Motors ( \$25 to \$630 per motor )</li> <li>• Financing program (EfficiencyWise Business Finance) - loans of up to \$350,000</li> </ul> |
| Re-commissioning                | None   |
| Links to Energy Star            | Website links  |
| Marketing/Outreach              | Direct Mail, Bill Inserts and Web Program Summaries  |
| Website                         | <a href="http://www.ladwp.com/ladwp/cms/ladwp001859.jsp">http://www.ladwp.com/ladwp/cms/ladwp001859.jsp</a>  |
| Further Information             | Program contacts & telephone numbers available by visiting website   |

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| <b>Sponsor:</b>                 | <b>Long Island Power Authority</b>  |
| Geographic Service Territory:   | Long Island   |
| Number of Commercial Customers: |   |
| Building Program Name           |   |
| <b>Name</b>                     | <b>SMALL – MID SIZED BUSINESS</b>   |
| Dates Program is Funded:        |   |
| Current Budget :                |   |
| Program Components              | <ul style="list-style-type: none"> <li>• Light Solutions: Outdoor lighting design, installation and management program</li> <li>• Audits</li> <li>• Benchmarking tool</li> <li>• Contractor incentive program <ul style="list-style-type: none"> <li>- Custom incentives (up to \$300,000 per year)</li> <li>- Prescriptive incentives for Lighting, HVAC, Variable speed drives, and Premium Efficiency Motors.</li> </ul> </li> <li>• Free programmable thermostat as part of the LIPA edge program (air conditioning monitoring pledge)</li> <li>• Whole Building approach (design and technical assistance)</li> <li>• Rebates for equipment or systems <ul style="list-style-type: none"> <li>- Geothermal heat</li> </ul> </li> </ul> |
| Re-commissioning Program        |   |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| <b>Name</b>                     | <b>LARGE COMMERCIAL BUSINESSES</b>  |
| Dates Program is Funded:        |   |
| Current Budget :                |   |
| Program Components              |   |
| Re-commissioning Program        |   |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| Website:                        | <a href="http://www.lipower.org/commercial/">http://www.lipower.org/commercial/</a>   |
| Further Information             |   |

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| <b>Sponsor:</b>                 | <b>Madison Gas &amp; Electric</b>   |
| Geographic Service Territory:   |   |
| Number of Commercial Customers: |   |
| Dates Program is Funded:        |   |
| Current Budget:                 |   |
| Building Program Name:          |   |
| Program Components              | <ul style="list-style-type: none"> <li>• Audits (free for equipment-specific, \$500 for facility, refundable if recommendations up to \$500 in energy savings are implemented)</li> <li>• Consulting, including design review</li> <li>• Loans (partially repayable from energy savings) and other financial tools</li> <li>• Equipment leasing</li> <li>• Information</li> <li>• Lists of vendors</li> </ul> |
| Re-commissioning                |   |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| Website                         | <a href="http://www.mge.com/business/index.htm">http://www.mge.com/business/index.htm</a>   |
| Further Information             |   |

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| <b>Sponsor:</b>                 | <b>MidAmerican Energy</b>  |
| Geographic Service Territory:   | a 10,600 square-mile area from Sioux Falls, South Dakota to the Quad Cities area of Iowa and Illinois – however, energy efficiency programs only available to Iowa customers   |
| Number of Commercial Customers: | approximately 70K  |
| Dates Program is Funded:        | utility board approval for 2004-8  |
| Current Budget:                 | 15.5 million   |
| Building Program Name:          | EnergyAdvantage ® for your Business for entire residential and commercial  |
| Program Components              | <ul style="list-style-type: none"> <li>• Equipment incentives <ul style="list-style-type: none"> <li>- Lighting (up to \$40 for qualifying systems)</li> <li>- Heating and Cooling equipment (rebates depend on size and efficiency of equipment)</li> <li>- Water heaters (40\$)</li> <li>- Programmable thermostats (\$30 per unit)</li> <li>- Motors and Variable Speed Drives (up to \$1000 for qualifying units)</li> <li>- Custom rebates</li> </ul> </li> <li>• EnergyAdvantage Analysis ®- comprehensive consulting regarding systems and equipment, price initially shared, up to total cost taken by utility if recommendations are implemented within a year</li> <li>• BusinessCheck Audits <sup>(sm)</sup> (cost shared) for small commercial customers.</li> <li>• Efficiency Bid <sup>(sm)</sup> - Bidding program for available energy efficiency funds</li> <li>• Commercial new Construction - design support and incentives for major renovations.</li> </ul> |
| Re-commissioning                | No - in development (2005)   |
| Links to Energy Star            | No   |
| Marketing/Outreach              | direct mail, newsletters, industry meetings, website   |
| Website                         | <a href="http://www.midamericanenergy.com/business">http://www.midamericanenergy.com/business</a>  |
| Further Information             | Richard Walker RCWalker@midamerican.com  |

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| <b>Sponsor:</b>                 | <b>Midwest Energy Efficiency Alliance</b>   |
| Geographic Service Territory:   |   |
| Number of Commercial Customers: |   |
| Dates Program is Funded:        |   |
| Current Budget:                 |   |
| Building Program Name:          | Building Operator Certification   |
| Program Components              | <ul style="list-style-type: none"> <li>• A total of 56 hours of classroom training over seven months.</li> <li>• Four required projects, each taking approximately four hours to complete.</li> </ul> <p>There are two levels of certification: Level I - Building System Maintenance and Level II - Equipment Troubleshooting and Maintenance. Currently, only Level I training is available in the Midwest. Level II training will be offered as more BOC participants become certified at the first level.</p> |
| Incentive Levels                | Not applicable.   |
| Re-commissioning                |   |
| Links to Energy Star            |   |
| Marketing/Outreach              | States through public buildings The <a href="#">Midwest Energy Efficiency Alliance</a> (MEEA) is administering BOC in the Midwest region with support from the Illinois Department of Commerce and Economic Opportunity, the Minnesota Department of Commerce, and the Ohio Department of Development.  |
| Website                         | <a href="http://www.boccentral.org/">http://www.boccentral.org/</a>   |
| Further Information             | Wendy Jaehn 312-795-3747<br>wbensley@midwesteea.org   |

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| <b>Sponsor:</b>               | <b>Minnesota Department of Commerce – State Energy Office</b>   |
| Geographic Service Territory: | State of Minnesota  |
| Building Program Name:        | <ul style="list-style-type: none"> <li>• Buildings Benchmarking &amp; Beyond</li> <li>• Energy Conservation Strategies for Air Supported Structures</li> <li>• Energy Conservation Opportunities for Greenhouse Structures</li> <li>• Retrocommissioning marketing publication.</li> </ul>  |
| Dates Program is Funded:      | Buildings Benchmarking & Beyond is currently committed through June 30, 2006.<br>Retrocommissioning marketing publication - June, 2005  |
| Current Budget:               | <ul style="list-style-type: none"> <li>• Buildings Benchmarking &amp; Beyond – \$500,000/year</li> <li>• Retrocommissioning marketing publication - \$10,000.</li> </ul>  |
| Program Components            | <ul style="list-style-type: none"> <li>• The Buildings Benchmarking &amp; Beyond program has two components: Conservation Benchmarking and Design Guidelines: <ul style="list-style-type: none"> <li>- The benchmark tool for Minnesota public buildings is being developed and is currently in a pilot test stage.</li> <li>- The Design Guidelines have been customized in response to Minnesota’s climate conditions. Version 1.1 of the Minnesota Sustainable Building Guidelines are available at <a href="http://www.csbr.umn.edu/B3/">http://www.csbr.umn.edu/B3/</a></li> </ul> </li> <li>• The Air Supported and Greenhouse project reports are completed and available to the public.</li> <li>• Retrocommissioning marketing publication – (under development) case studies for various building designed to persuade building owners to benchmark and undertake retrocommissioning in their buildings.</li> </ul> |
| Links to Energy Star          | No  |
| Marketing/Outreach            | <ul style="list-style-type: none"> <li>• The Buildings Benchmarking &amp; Beyond program will be marketed to Minnesota public entities and building managers when complete.</li> <li>• The Retrocommissioning marketing publication will be direct mailed to building managers and owners when complete.</li> </ul>   |
| Website                       | <p>1) Buildings Benchmarking &amp; Beyond program:<br/><a href="http://www.admin.state.mn.us/b3_project.html">http://www.admin.state.mn.us/b3_project.html</a></p> <p>2) Energy Conservation Strategies for Air Supported Structures report:<br/><a href="http://www.state.mn.us/mn/externalDocs/Air_Supported_Structures_111302022216_airsupported.pdf">http://www.state.mn.us/mn/externalDocs/Air_Supported_Structures_111302022216_airsupported.pdf</a></p> <p>3) Energy Conservation Opportunities for Greenhouse Structures report:<br/><a href="http://www.state.mn.us/mn/externalDocs/Commerce/Energy_Conservation_for_Greenhouses_120503035439_EnergyConservationforGreenhouses.pdf">http://www.state.mn.us/mn/externalDocs/Commerce/Energy_Conservation_for_Greenhouses_120503035439_EnergyConservationforGreenhouses.pdf</a></p>  |
| Further Information           | Tom McDougall (952) 938-1588 <a href="mailto:tgm@twgi.com">tgm@twgi.com</a>   |

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| <b>Sponsor:</b>                 | <b>National Grid (including Granite State Electric, Mass Electric, and Narragansett Electric)</b>  |
| Geographic Service Territory:   | National Grid, under different utility names, covers large parts of Massachusetts, (including Nantucket), Rhode Island and four small portions of New Hampshire.   |
| Number of Commercial Customers: | Massachusetts Electric Company has 4,759<br>Narragansett Electric Company (RI) has 1,847   |
| Building Program Name:          | Energy Star Commercial Building Program  |
| <b>NAME</b>                     | <b>LARGE BUSINESS PROGRAMS</b>   |
| Dates Program is Funded:        | Secure funding through 2007  |
| Current Budget:                 | Massachusetts \$49,764,878<br>Rhode Island \$16,554,100<br>Granite State \$1,288,300   |
| Program Components:             | <ul style="list-style-type: none"> <li>• Technical Assistance</li> <li>• Financing</li> <li>• Ballast recycling service</li> <li>• Buyer's alliance (preferred pricing on energy efficiency equipment)</li> <li>• Turnkey services including Audits and economic project analysis</li> <li>• Equipment incentives based on multiple variables <ul style="list-style-type: none"> <li>- Lighting and controls</li> <li>- Motors</li> <li>- Variable speed drives</li> <li>- Compressed Air</li> <li>- HVAC systems</li> </ul> </li> <li>• Custom projects</li> <li>• Sector-specific information</li> <li>• Compressed Air Challenge, including training</li> <li>• Building Operator Certification</li> </ul>                                      |
| Recommissioning                 | Yes  |
| Links to Energy Star            | Yes  |
| Marketing/Outreach              | Yes  |
| <b>NAME</b>                     | <b>SMALL BUSINESS PROGRAMS (200 kW or less)</b>  |
| Dates Program is Funded:        | Secure funding through 2007  |
| Current Budget:                 | \$7.3 million  |
| Program Components              | <ul style="list-style-type: none"> <li>• Sector-specific information, Building Operator Certification and Compressed Air Challenge, as above</li> <li>• Free energy audit and report of recommended energy efficiency improvements</li> <li>• Coverage of 80% of the cost of the installation of energy efficient equipment, with financing for the remaining 20% interest free for up to 24 months. Energy efficient equipment available through this program includes: <ul style="list-style-type: none"> <li>- Lighting Upgrades</li> <li>- Energy Efficient Time Clocks</li> <li>- Photo Cells For Outdoor Lighting</li> <li>- Occupancy Sensors</li> <li>- Programmable Thermostats</li> <li>- Walk-in Cooler Measures</li> </ul> </li> </ul> |
| Recommissioning                 |  |

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| <b>Sponsor:</b>      | <b>National Grid (including Granite State Electric, Mass Electric, and Narragansett Electric)</b>   |
| Links to Energy Star | Yes   |
| Marketing/Outreach   | Yes   |
| Website              | <a href="http://www.nationalgridus.com/granitestate/business/energyeff/energyeff.asp">http://www.nationalgridus.com/granitestate/business/energyeff/energyeff.asp</a> |
| Further Information  | Anita Hagspiel ANITA.HAGSPIEL@us.ngrid.com  |

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| <b>Sponsor:</b>               | <b>Nevada Power Company</b>   |
| Geographic Service Territory: | Southern Nevada, Las Vegas and Clark County   |
| Building Program Name:        | SureBet--Commercial Customer Rebate Program   |
| Dates Program is Funded:      | 2004 through 2006   |
| Current Budget:               | \$1,200,000 for 2004 and \$1,600,000 for 2005 and 2006  |
| Program Components            | <ul style="list-style-type: none"> <li>• Energy Audits</li> <li>• Informational resources</li> <li>• Prescriptive Incentives <ul style="list-style-type: none"> <li>- Lighting (up to \$22 per qualifying fixture)</li> <li>- Cooling (incentive calculated on multiple variables)</li> <li>- Motors (up to \$350 per qualifying unit)</li> <li>- Refrigeration Measures</li> <li>- Vending Misers (\$50 per controller)</li> </ul> </li> <li>• Custom Incentives <ul style="list-style-type: none"> <li>- \$100 per peak kW saved</li> <li>- \$.03 annual kWh savings (first year only)</li> </ul> </li> </ul> |
| Links to Energy Star          | No  |
| Marketing/Outreach            | via contractor and equipment sales community  |
| Website                       | <a href="http://www.nevadapower.com/takecontrol/business/">http://www.nevadapower.com/takecontrol/business/</a>   |
| Further Information           | Bob Balzar BBalzar@nevp.com   |

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| <b>Sponsor:</b>                 | <b>New Jersey Board of Public Utilities</b>   |
| Geographic Service Territory:   |   |
| Number of Commercial Customers: |   |
| Dates Program is Funded:        |   |
| Current Budget:                 |   |
| Building Program Name:          | New Jersey Smart Start program  |
| Program Components              | <ul style="list-style-type: none"> <li>• Design assistance for projects at or above 50,000 sq. ft. Includes: <ul style="list-style-type: none"> <li>- Pre-design brainstorming sessions</li> <li>- Design simulation and screening</li> <li>- Detailed analysis of energy-efficiency measures</li> <li>- Additional financial incentives for installation of multiple efficiency measures</li> </ul> </li> <li>• Technical assistance <ul style="list-style-type: none"> <li>- Project review and screening</li> <li>- Recommendations for energy-efficiency measures</li> <li>- Assistance with incentive applications</li> </ul> </li> <li>• Incentives for Qualifying Equipment <ul style="list-style-type: none"> <li>- Chillers (up to \$170/ton)</li> <li>- Gas cooling (up to \$450/ton or through custom program)</li> <li>- Dessicant Systems (\$1.00 per cfm)</li> <li>- Electric Unitary HVAC (up to \$125 per ton)</li> <li>- Ground source heat pumps (\$370 per ton)</li> <li>- Gas Heating (calculated a variety of ways)</li> <li>- Variable Frequency Drives (up to \$155 per hp)</li> <li>- Natural Gas water heating (up to \$35 per MBH)</li> <li>- Premium Motors (up to \$700 per motor)</li> <li>- Prescriptive Lighting (up to \$75 per fixture)</li> <li>- Lighting controls</li> <li>- Other equipment incentives</li> </ul> </li> <li>• Custom measures</li> </ul> |
| Re-commissioning                |   |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| Website                         | <a href="http://www.njsmartstartbuildings.com/main/program_over.html">http://www.njsmartstartbuildings.com/main/program_over.html</a>   |
| Further Information             |   |

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| <b>Sponsor:</b>                 | <b>New York Power Authority</b>  |
| Geographic Service Territory:   | South East New York (includes NYC & lower Westchester County)<br>Statewide (the rest of NY State including upper Westchester County & Long Island)   |
| Number of Commercial Customers: | Not available  |
| Dates Program is Funded:        | Funding Currently Approved through 2007 - Expected to Continue   |
| Current Budget:                 | \$100 million annually   |
| Building Program Name:          | Electrotechnologies Program<br>Non Electric End Use Program<br>Design & Implementation Program<br>Statewide Program  |
| Program Components              | <ul style="list-style-type: none"> <li>• Electrotechnologies Program (SENY Area - NYPA Customers) <ul style="list-style-type: none"> <li>- Energy Efficient Refrigerators (NYPA replaces units in public housing)</li> <li>- HVAC Improvements including Central Chiller Plants, Electric Service Upgrades, Controls, Refrigerant Replacement, Distribution System Improvements</li> <li>- Process Controls at Wastewater / Drinking Water Facilities</li> </ul> </li> <li>• Non Electric End Uses (SENY Area - NYPA Customers) <ul style="list-style-type: none"> <li>- Coal furnace replacement (in public schools)</li> <li>- HVAC Improvements including Central Boiler Plant Replacement, Controls, &amp; other system improvements</li> <li>- Steam Trap Replacements</li> </ul> </li> <li>• Design &amp; Implementation Program (SENY Area - NYPA Customers) <ul style="list-style-type: none"> <li>- T8 Lamps / Electronic Ballasts / Specular Reflectors, LED Exit Signs, LED Traffic Signals, Control Systems, CFL &amp; HID Fixtures</li> <li>- Building Envelope Measures (Windows, Roofs, etc)</li> <li>- High Efficiency Motors, Variable Frequency Drives</li> <li>- EMS – Energy Management Systems</li> </ul> </li> <li>• Statewide Program ( Rest of New York State - Both NYPA &amp; Non NYPA Governmental Customers) <ul style="list-style-type: none"> <li>• Includes all technologies described above</li> </ul> </li> </ul> |
| Re-commissioning                | No   |
| Links to Energy Star            | No   |
| Marketing/Outreach              |  |
| Website                         | <a href="http://www.nypa.gov/es.htm">http://www.nypa.gov/es.htm</a>  |
| Further Information             | Lucy Labruzzo 914 390 8231 - Electrotechnologies Program<br>Richard Hackman 914 390 8219 - Non Electric End Use Program<br>Rino Trovato 914 390 8220 - Design & Implementation Program<br>Rich Verdi 914 2873852- Statewide Program Contact  |

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| <b>Sponsor:</b>                 | <b>Northeast Energy Efficiency Partnerships</b>   |
| Geographic Service Territory:   | New England, New York and Midatlantic States  |
| Existing Building Program Name: | Building Energy Performance Initiative  |
| Dates Program is Funded:        |   |
| Current Budget:                 | N/A   |
| Program Components              | <ul style="list-style-type: none"> <li>• Information on and support of <ul style="list-style-type: none"> <li>- Existing Building Energy Performance Programs (regional and national) - periodic advisor group meetings.</li> <li>- Premium Efficiency Motors</li> <li>- Building Operator Certification</li> <li>- Cool Choice HVAC</li> <li>- Minimum Efficiency Building Energy Codes</li> </ul> </li> </ul> |
| Links to Energy Star            | No  |
| Marketing/Outreach              | periodic advisor group meetings   |
| Website                         | <a href="http://www.neep.org/html/initiatives_overview.html">http://www.neep.org/html/initiatives_overview.html</a>   |
| Further Information             | Jonathan Linn jlinn@neep.org  |

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| <b>Sponsor:</b>               | <b>NSTAR Electric &amp; Gas</b>   |
| Geographic Service Territory: |   |
| Building Program Name:        | Small Business Solutions<br>Business Solutions<br>Informational Resources and Trainings<br>Engineering services and assistance<br>Equipment incentives<br>Retrocommissioning<br>Energy Star Building Performance Program  |
| <b>NAME</b>                   | <b>SMALL BUSINESS SOLUTIONS (monthly demand of 100 kW or less)</b>  |
| Dates Program is Funded:      | Funded until December 2007  |
| Current Budget:               | Not available   |
| Program Components            | <ul style="list-style-type: none"> <li>• Free Energy Audit</li> <li>• Compensation of up to 80% of project costs for retrofitting lighting, HVAC, refrigeration or qualifying mechanical systems</li> <li>• Prescriptive and custom rebates for gas equipment</li> <li>• Cost sharing for engineering services</li> <li>• Design and commissioning services</li> </ul>  |
| Links to Energy Star          | Yes – Links to portfolio manager and technical tools  |
| Marketing/Outreach            | Mid-level accounts hardest to reach.  |
| <b>NAME</b>                   | <b>BUSINESS SOLUTIONS</b>   |
| Dates Program is Funded:      | Dec 2007  |
| Current Budget:               |   |
| Program Components            | <ul style="list-style-type: none"> <li>• Incentives for equipment including lighting, HVAC, motors, variable speed drives, vending machine sensors. Incentives include prescriptive rebates up to 50 percent of the total project cost, comprehensive rebates up to 75 percent of the total project cost</li> <li>• Custom rebates available for electricity</li> <li>• Custom rebates for gas equipment as above</li> <li>• Prescriptive incentives for gas equipment, including <ul style="list-style-type: none"> <li>- High-efficiency fryers (\$300 to \$500)</li> <li>- Infrared heating equipment (\$500)</li> </ul> </li> <li>• Cost sharing for engineering services</li> <li>• Design and commissioning services</li> </ul> |
| Recommissioning               | Yes   |
| Links to Energy Star          | Yes – Links to portfolio manager and technical tools  |
| Marketing/Outreach            |   |
| Website                       | <a href="http://www.nstaronline.com/your_business/electricprograms.asp">http://www.nstaronline.com/your_business/electricprograms.asp</a>   |
| Further Information           |   |

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| <b>Sponsor:</b>                 | <b>New York State Energy Research Development Authority</b>  |
| Geographic Service Territory:   | NYSERDA covers all of New York State. System Benefits Charge programs available to customers of all utilities except NYPA and LIPA.  |
| Number of Commercial Customers: | Not available  |
| Building Program Names:         | <ul style="list-style-type: none"> <li>• Industry R&amp;D Program</li> <li>• Building Commissioning</li> <li>• HVAC</li> <li>• Commercial Heat Pump Water Heating</li> <li>• Small Commercial Lighting</li> <li>• Premium Efficiency Motors</li> <li>• C/I Performance Program (<i>performance-based incentives</i>)</li> <li>• Technical Assistance <ul style="list-style-type: none"> <li>○ FlexTech</li> <li>○ Energy Audit</li> </ul> </li> <li>• New York Energy \$mart<sup>SM</sup> Loan Fund</li> <li>• Smart Equipment Choices</li> </ul>  |
| Dates Program is Funded:        | <p>Programs are funded for an 8 year cycle.</p> <p>All Energy Smart programs (all programs except Industry R&amp;D, Building Commissioning, and Technical Assistance) are funded by a System Benefit Charge paid by utility customers.</p> <p>Funds within Energy Smart programs are generally disbursed by grant through application, deadlines vary.</p>   |
| Current Budget:                 | <p>Smart Equipment Choices Program – \$1.4 million</p> <p>Commercial &amp; Industrial Performance Program - \$10 million</p>   |
| Program Components              | <ul style="list-style-type: none"> <li>• Industry R&amp;D: Development of new energy-efficient products, process technology improvements, partnerships and technology transfer, development and promotion of new equipment and technology</li> <li>• HVAC: training and marketing support programs for contractors and building owners related to advanced diagnostics, demand control ventilation, and CEE Tier 2 equipment.</li> <li>• Commercial Heat Pump Water Heating: Information and promotion of heat pump water heater technology</li> <li>• Small Commercial Lighting <ul style="list-style-type: none"> <li>- Design and installation tools and resources for efficient lighting.</li> <li>- Training sessions for distributors and contractors on effective lighting design and implementation with web-based follow up.</li> <li>- Cash awards for program competitions based on superior lighting designs and number of small commercial spaces upgraded with effective lighting.</li> <li>- Demonstration projects of exemplary lighting designs in small commercial spaces.</li> </ul> </li> <li>• Premium Efficiency Motors: promotes NEMA premium motors and motor management strategies through participating motor vendors. Provides software, education and marketing support</li> <li>• C/I Performance Program: Incentives for energy efficient equipment (capped for customers at \$500,000 and for contractors at \$1 million) through Energy Services Companies. M&amp;V required.</li> <li>• BOC Training</li> </ul> |

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| <b>Sponsor:</b>                         | <b>New York State Energy Research Development Authority</b>   |
| Program Components, Continued           | <ul style="list-style-type: none"> <li>• Technical Assistance (Flex-Tech, Energy Audit) <ul style="list-style-type: none"> <li>- Energy feasibility studies to identify energy-saving capital improvements that will increase economic competitiveness.</li> <li>- Energy Operations Management to help improve efficiency of facility operations through strategic energy plans, operational improvements and commissioning.</li> <li>- Rate analysis and aggregations to prepare utility customers to negotiate energy prices and services with independent marketers.</li> </ul> </li> <li>• New York Smart Loan Fund: Provides an interest rate reduction up to 4.0% (400 basis points) off a participating lender's normal loan interest rate for a term up to 10 years on loans for certain energy-efficiency improvements and/or renewable technologies.</li> <li>• Smart Equipment Choices Program: One-step application process for a number of commercial equipment incentives (Lighting &amp; Controls, HVAC, motors, VSDs, High Efficiency Windows, Plate pre-coolers, Commercial packaged refrigeration, Heat pump water heater, Commercial coin operated clothes washers). Incentives are related to annual energy cost savings and usually averaging at about 25% of the project costs. Capped at \$25,000.</li> <li>• Peak Load Reduction Program – provides incentives for energy efficient equipment based on demand programs.</li> </ul> |
| Re-commissioning                        | <p>NYSERDA's Flexible Technical Assistance program conducts a 50-50 cost-shared energy study for existing buildings. NYSERDA also has a retro-commissioning program to train and qualify energy services providers and provide incentives for scoping studies for comprehensive retro-commissioning projects of all building systems.</p>   |
| Links to Energy Star Marketing/Outreach |   |
| Website                                 | <a href="http://www.nyserda.com/commercial&amp;indprograms.html">http://www.nyserda.com/commercial&amp;indprograms.html</a>   |
| Further Information                     | Ruth Horton 518-862-1090 ext. 3306 <a href="mailto:rmh@nyserda.org">rmh@nyserda.org</a>   |

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| <b>Sponsor:</b>                 | <b>Northwest Energy Efficiency Alliance</b>  |
| Geographic Service Territory:   | States of Washington, Oregon, Idaho, Montana   |
| Number of Commercial Customers: | Not available  |
| Building Program Names          | BetterBricks (Design & Construction Market)<br>Building Performance Services (O&M Market)<br>Target Markets (Energy Related Business Practices)  |
| <b>Name</b>                     | <b>COMMERCIAL SECTOR INITIATIVE</b>  |
| Dates Program is Funded:        |  |
| Current Budget :                |  |
| Program Components              | <ul style="list-style-type: none"> <li>• BetterBricks (integration of energy efficiency into building design) <ul style="list-style-type: none"> <li>- Research assistance</li> <li>- Technical tools and planning techniques</li> <li>- Training programs</li> <li>- Advisor network</li> <li>- Lighting labs</li> </ul> </li> <li>• Information for target markets, including hospitals, grocery, schools and real estate</li> <li>• Building Performance Services (mid and large sized businesses) <ul style="list-style-type: none"> <li>- Screening</li> <li>- Scoping (identifying opportunities)</li> <li>- Enhanced O&amp;M</li> <li>- Energy tune-ups</li> <li>- Commissioning</li> </ul> </li> <li>• Commercial Window Initiative (education and promotion)</li> <li>• Commissioning initiative</li> <li>• Future@work (design and technology showcase)</li> <li>• Surveyor Network Manager (monitors computer use)</li> </ul> |
| Re-commissioning Program        | Yes (BPS)  |
| Links to Energy Star            | Yes  |
| Marketing/Outreach              | Built into initiative activities   |
| Website:                        | <a href="http://www.nwalliance.org/projects/projectsbysector.asp?sector=Commercial">http://www.nwalliance.org/projects/projectsbysector.asp?sector=Commercial</a>  |
| Further Information             | Skip Schick <a href="mailto:sschick@nwalliance.org">sschick@nwalliance.org</a>   |

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| <b>Sponsor:</b>                 | <b>Ohio Department of Development</b>   |
| Service Territory:              |   |
| Number of Commercial Customers: |   |
| Building Program Name:          | Energy At Work  |
| Dates Program is Funded:        |   |
| Current Budget                  |   |
| Program Components              | <ul style="list-style-type: none"> <li>• Industrial Best Practices (Ohio Office of Industrial Technology). Program includes: <ul style="list-style-type: none"> <li>- Software tools and training</li> <li>- Technology transfer</li> <li>- Motor challenge (PR and recognition opportunity)</li> <li>- Technical assistance</li> </ul> </li> <li>• Revolving Loan Fund</li> <li>• Conversion Facility tax exemptions for making thermal efficiency improvements</li> <li>• Information on &amp; links to many outside programs, including <ul style="list-style-type: none"> <li>- ReBuild America</li> <li>- Energy Star</li> <li>- NICE3 (through the US DOE)</li> </ul> </li> </ul> |
| Re-commissioning                |   |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| Website                         | <a href="http://www.odod.state.oh.us/cdd/oeenergy_at_work.htm">http://www.odod.state.oh.us/cdd/oeenergy_at_work.htm</a>   |
| Further Information             | Emanuel Anunike eanunike@odod.state.oh.us   |

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| <b>Sponsor:</b>                 | <b>Pacific Gas and Electric</b>  |
| Service Territory:              |  |
| Number of Commercial Customers: |  |
| Building Program Name:          |  |
| Dates Program is Funded:        |  |
| Current Budget                  |  |
| Program Components              | <ul style="list-style-type: none"> <li>• All California Statewide programs listed previously</li> <li>• 500 Plus Peak program (for businesses using 500 kW or more). Equipment incentives, capped at \$300,000 per program year. Equipment includes <ul style="list-style-type: none"> <li>- Lighting</li> <li>- Refrigeration</li> </ul> </li> <li>• Food Service Technology Center: information on energy-efficient design and operation of commercial food service</li> </ul> |
| Re-commissioning                |  |
| Links to Energy Star            |  |
| Marketing/Outreach              |  |
| Website                         | <a href="http://www.pge.com/biz/rebates/">http://www.pge.com/biz/rebates/</a>  |
| Further Information             |  |

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| <b>Sponsor:</b>                 | <b>PacifiCorp</b>   |
| Service Territory:              | Utah Power: Utah, Idaho<br>Pacific Power: California, Washington, Wyoming, and Oregon   |
| Number of Commercial Customers: | N/A   |
| Building Program Name:          | Energy FinAnswer<br>FinAnswer Express<br>Self Direction Credit  |
| Dates Program is Funded:        | On-going funding  |
| Current Budget                  | Not available   |
| Program Components              | <ul style="list-style-type: none"> <li>• Energy FinAnswer <ul style="list-style-type: none"> <li>- Engineering assistance</li> <li>- Incentives rated at \$0.12/kwh annual energy savings + \$50/KW average monthly on-peak demand savings. Incentives are capped at 50 percent of the eligible energy efficiency measure cost</li> <li>- Custom (retrofit) incentives available</li> <li>- Loans for retrofits of energy-efficient equipment available in (CA, ID and WY) – no incentives</li> </ul> </li> <li>• FinAnswer Express (Utah and WA only) <ul style="list-style-type: none"> <li>- Lighting (up to \$100 for qualifying fixtures)</li> <li>- Premium Efficiency Motors (up to \$630)</li> <li>- HVAC (\$50/ton)</li> <li>- Thermostats and machine operating sensors (up to \$70/ thermostat, \$75/sensor)</li> <li>- Custom (retrofit) incentives available</li> </ul> </li> <li>• Self Direction Credit (for customers with over 1,000 kW usage in prior year) (Utah only) <ul style="list-style-type: none"> <li>- 80% of eligible project costs against 100% of monthly Customer Efficiency Services Charge</li> </ul> </li> </ul> |
| Re-commissioning                | N/A   |
| Links to Energy Star            | N/A   |
| Marketing/Outreach              | Personal contact by utility account managers, project managers, trade allies, trade ally coordinators, energy engineers, training and seminar sponsorship, targeted advertising and direct mail.  |
| Website                         | Utah Power<br>UTAH - <a href="http://www.utahpower.net/Navigation/Navigation921">http://www.utahpower.net/Navigation/Navigation921</a><br>Idaho - <a href="http://www.utahpower.net/Navigation/Navigation1852.html">http://www.utahpower.net/Navigation/Navigation1852.html</a><br>Pacific Power<br>WA - <a href="http://www.pacificpower.net/Navigation/Navigation917.html">http://www.pacificpower.net/Navigation/Navigation917.html</a><br>WY - <a href="http://www.pacificpower.net/Navigation/Navigation1854.html">http://www.pacificpower.net/Navigation/Navigation1854.html</a><br>CA - <a href="http://www.pacificpower.net/Navigation/Navigation1855.html">http://www.pacificpower.net/Navigation/Navigation1855.html</a>  |
| Further Information             | Utah Power contact: 1-800-222-4335<br>Pacific Power contact(s): 1-800-222-4335  |

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| <b>Sponsor:</b>                 | <b>Public Service of New Hampshire</b>  |
| Geographic Service Territory:   | New Hampshire (with all NH electric utilities..GSE, NHEC, PSNH, Unitil)   |
| Number of Commercial Customers: | 20,000 (Approximately)  |
| Building Program Names          |   |
| <b>Name</b>                     | <b>SMALL BUSINESS ENERGY SOLUTIONS PROGRAM (under 100 kW )</b>  |
| Dates Program is Funded:        | 2005  |
| Current Budget :                | \$1.6M (statewide..all NH electric utilities = \$2.3M)  |
| Program Components              | <ul style="list-style-type: none"> <li>• Lighting Assessment (free)</li> <li>• Refrigeration Assessment (free)</li> <li>• Contractor installation</li> <li>• Coverage of up to 50% of the costs of qualifying technology/systems including: <ul style="list-style-type: none"> <li>- Lighting/Occupancy sensors</li> <li>- Refrigeration Controls</li> <li>- Walk-in cooler economizers</li> </ul> </li> </ul> <p>For customers choosing to use their own electricians, rebate is calculated using the Large Business Retrofit calculations.</p>  |
| Re-commissioning                |   |
| Links to Energy Star            |   |
| Marketing/Outreach              | Utility employees and their vendors market directly to customers. Also websites, including <a href="http://www.nhsaves.com">http://www.nhsaves.com</a> , and <a href="http://www.psnh.com">http://www.psnh.com</a>  |
| <b>Name</b>                     | <b>LARGE BUSINESS RETROFIT</b>  |
| Dates Program is Funded:        | 2005  |
| Current Budget :                | \$2.8M (statewide...all NH electric utilities = \$3.8M)   |
| Program Components              | <ul style="list-style-type: none"> <li>• Workshops and trainings</li> <li>• Energy Rewards Program (not available statewide) : incentives on a competitive basis for businesses demonstrating energy efficient installation</li> <li>• Technical Expertise including <ul style="list-style-type: none"> <li>- Design review</li> <li>- Audits</li> <li>- Review of vendor proposals</li> <li>- Project evaluation</li> </ul> </li> <li>• Equipment rebates for qualified technology/systems including <ul style="list-style-type: none"> <li>- Lighting (\$5 - \$110/fixture for qualifying lighting systems)</li> <li>- Electric Motors (up to \$3295 for qualifying NEMA motors)</li> <li>- Air Compressors (rebates based on multiple variables)</li> <li>- Energy Management Systems</li> <li>- Custom projects (lesser of 35% of total installed cost or buydown to 1-year payback)</li> </ul> </li> </ul> |
| Re-commissioning                |   |
| Links to Energy Star            |   |
| Marketing/Outreach              | Utility representatives work directly with customers to identify energy efficient opportunity and offer rebates to retrofit. Also websites as above.  |
| Website:                        | <a href="http://www.psnh.com/Business/Efficiency/default.asp">http://www.psnh.com/Business/Efficiency/default.asp</a>   |
| Further Information             | Tom Belair 603.634.2720   |

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| <b>Sponsor:</b>                 | <b>Puget Sound Energy</b>   |
| Service Territory:              | 6,000+ square miles in Washington State<br>From Canadian border to South Puget Sound, Olympic Peninsula to Central Washington's Kittitas Valley<br><b>Electric Service:</b> All of Island, Skagit, Thurston, and Whatcom counties; parts of Jefferson, King (not Seattle), Kitsap, Kittitas, and Pierce (not Tacoma) counties.<br><b>Natural Gas Service:</b> Parts of King (not Enumclaw), Kittitas (not Ellensburg), Lewis, Pierce (not Buckley), Snohomish, and Thurston counties.   |
| Number of Commercial Customers: | 113,000 Electric Customers<br>53,000 Natural Gas Customers  |
| Building Program Name:          | Energy Efficiency Services  |
| Dates Program is Funded:        | Through 2005  |
| Current Budget                  |   |
| Program Components              | <ul style="list-style-type: none"> <li>• Retrofit Grants - energy efficiency measures funded up to 70% of measure cost</li> <li>• Resource Conservation Manager (RCM) services – Help hiring and training an RCM to reduce usage and costs of electricity, natural gas, water, sewer and solid waste.</li> <li>• Energy Interval Service – A web based metering solution to view natural gas and electric meter data</li> <li>• On-line Business Energy Tools</li> <li>• Building Operator Certification Training</li> <li>• Small Business Lighting - \$3 to \$55 for qualifying fixtures, sensors, controls, exit signs, etc...</li> <li>• Rebate Programs for Prescriptive Measures <ul style="list-style-type: none"> <li>- Gas Boiler Tune-ups - 50% of cost up to \$300</li> <li>- Premium HVAC Service \$300 to \$750</li> <li>- Refrigerators and Freezers - \$30 to \$200</li> <li>- Programmable Thermostats - \$50</li> <li>- Lighting Controls and fixtures - \$10 to \$55</li> <li>- ASDs -\$50 per driven horsepower for fan motors and \$65 per driven horsepower for pumps</li> <li>- Commercial Washing Machines - \$200 for units qualified by the CEE Commercial Clothes Washer Initiative (must meet tier 2 in Seattle)</li> <li>- ECM Motors - \$0.12 per sf served</li> <li>- Energy Star Transformers - \$2.50 per kVa</li> <li>- Vending Machines Controllers - \$80</li> <li>- High-Efficiency AC and Heat Pumps - \$30 per ton</li> </ul> </li> </ul> |
| Re-commissioning                | Yes   |
| Links to Energy Star            | Yes   |
| Marketing/Outreach              | E-mail newsletters to commercial customers, monthly newsletters to all customers, through dealers and contractors   |
| Website                         | <a href="http://www.pse.com/yourbusiness/grants/grants.html">http://www.pse.com/yourbusiness/grants/grants.html</a>   |
| Further Information             | Bob Stolarski 425-487-6542 bob.stolarski@pse.com  |

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| <b>Sponsor:</b>                 | <b>Sacramento Municipal Utility District</b>  |
| Service Territory:              | Sacramento County and a small part of Placer County   |
| Number of Commercial Customers: | 62,236 (Commercial & Industrial)  |
| Building Program Name:          | C&I Incentive Program   |
| Dates Program is Funded:        | Program is funded annually at roughly \$6-\$7 million dollars   |
| Current Budget                  | \$6,600,000   |
| Program Components              | <ul style="list-style-type: none"> <li>• Cool Roof program<br/>Earn a rebate of 10 cents per square foot for the first 20,000 square feet of qualifying flat roof covered with reflective roof coating. Get 5 cents per square foot for anything over 20,000 square feet of roof.</li> <li>• Prescriptive Lighting<br/>SMUD rebates lighting contractors for SMUD-approved lighting projects based on a pre-set estimated average price. You pay your contractor the balance of the project cost after SMUD contractor rebates have been applied. Incentives capped at \$5,000. Only available to customers with peak demand of 50 kW or less.</li> <li>• Prescriptive HVAC<br/>SMUD rebates HVAC contractors for CEE Tier 2 packaged HVAC units 20 tons or less at \$80/ton. Incentives are also available at CEE Tier 2 – plus 10% at \$160/ton.</li> <li>• Prescriptive Motors<br/>SMUD rebates customers or suppliers (\$25 to \$630/motor) for NEMA Premium Efficiency motors based on motor size (1 HP to 200 HP).</li> <li>• Equipment incentives<br/>HVAC Systems, Motors, Refrigeration, Process or other continual load reductions. Incentives paid at \$375/kW up to \$35,000 or 30% of project cost, whichever is less.<br/>Custom lighting projects. Incentives paid at \$500/kW up to \$25,000 or 30% of project cost, whichever is less. Baseline is California Energy Code (Title 24).</li> <li>• Loans<br/>For customers in good standing, given for qualifying energy-efficient equipment at a fixed rate of 7.5%.</li> </ul> |
| Re-commissioning                | No. Previous program closed after 2003.   |
| Links to Energy Star            | No  |
| Marketing/Outreach              | Primarily through account representatives and hosted training seminars.   |
| Website                         | <a href="http://www.smud.org/commercial/index.html">http://www.smud.org/commercial/index.html</a>   |
| Further Information             | <a href="mailto:pwiesne@smud.org">pwiesne@smud.org</a> or <a href="mailto:abatter@smud.org">abatter@smud.org</a>  |

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| <b>Sponsor:</b>                 | <b>San Diego Gas &amp; Electric</b>  |
| Geographic Service Territory:   | Southern California – San Diego County for gas & electric and southern portion of Orange County for electric only.   |
| Number of Commercial Customers: | 65,000   |
| Building Program Names          | Energy Smart Services  |
| <b>Name</b>                     | <b>SMALL BUSINESSES (up to 500 kW)</b>   |
| Dates Program is Funded:        | January 2004-December 2005   |
| Current Budget :                | \$45,866,411.00 total for all programs   |
| Program Components              | <ul style="list-style-type: none"> <li>• Statewide initiatives listed previously</li> <li>• Equipment by measure type: <ul style="list-style-type: none"> <li>- Refrigeration</li> <li>- Lighting</li> <li>- HVAC</li> <li>- Food holding cabinets</li> <li>- Natural gas measures</li> </ul> </li> <li>• Customer Energy Savings Bid program (customers propose large projects and incentive level needed – within program guidelines. Smaller sites can be aggregated together to reach energy savings requirements).</li> <li>• Small Business Energy Efficiency – free energy-efficient lighting installation for qualified customers</li> <li>• Energy Savers: incentives for schools and non-profits for <ul style="list-style-type: none"> <li>- Refrigeration</li> <li>- Software plug load sensor</li> <li>- Torchiere lighting</li> </ul> </li> <li>• Sustainable Communities Program: showcases energy efficient design and building practices</li> </ul> |
| Re-commissioning Program        | No   |
| Links to Energy Star            | No   |
| Marketing/Outreach              |  |
| <b>Name</b>                     | <b>MEDIUM AND LARGE BUSINESSES</b>   |
| Dates Program is Funded:        | January 2004-December 2005   |
| Current Budget :                | \$45,866,411.00 total for all programs   |
| Program Components              | <ul style="list-style-type: none"> <li>• All of the above</li> <li>• Equipment incentives, as above, also including itemized measures: <ul style="list-style-type: none"> <li>- Lighting measures (up to \$100 for qualifying fixtures)</li> <li>- HVAC measures (rebates based on a variety of measurements)</li> <li>- Cool Roofs</li> <li>- Food Service Equipment (up to \$750 per unit)</li> <li>- Refrigeration (rebates based on a variety of measurements)</li> <li>- Natural Gas measures</li> </ul> </li> </ul>  |
| Re-commissioning Program        | No   |
| Links to Energy Star            | No   |
| Marketing/Outreach              |  |
| Website:                        | <a href="http://www.sdge.com/business/">http://www.sdge.com/business/</a>  |
| Further Information             |  |

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|---------------------------------|---|
| <b>Sponsor:</b>                 | <b>Seattle City Light</b>   |
| Geographic Service Territory:   |   |
| Number of Commercial Customers: |   |
| Building Program Names          | Energy Smart Services<br>Small Businesses<br>Medium and Large Businesses<br>Building Operator Certification   |
| <b>Name</b>                     | <b>SMALL BUSINESSES</b>   |
| Dates Program is Funded:        |   |
| Current Budget :                |   |
| Program Components              | <ul style="list-style-type: none"> <li>• Financial Incentives for efficient lighting (from \$25 to \$65 per qualifying fixture)</li> </ul>  |
| Re-commissioning Program        |   |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| <b>Name</b>                     | <b>MEDIUM AND LARGE BUSINESSES</b>  |
| Dates Program is Funded:        |   |
| Current Budget :                |   |
| Program Components              | <ul style="list-style-type: none"> <li>• Standard Incentives <ul style="list-style-type: none"> <li>- Lighting fixtures and lamps (up to \$0.13 per kW saved)</li> <li>- HVAC systems (up to \$0.29 per kW saved)</li> <li>- Controls (savings measured differently depending on device)</li> <li>- Motors (\$0.23 per kW saved)</li> <li>- Transformers (up to \$0.23 per kW saved)</li> <li>- Insulation and Glazing (up to 70% of cost)</li> <li>- Industrial Process Improvements (up to 70% of cost)</li> </ul> </li> <li>• Custom Incentives</li> <li>• Special additional incentives through the end of 2004 for all equipment</li> <li>• Demonstration Technology Bonus (10% on top of regular incentives for qualifying technologies)</li> <li>• Facility Assessments</li> <li>• Energy Analysis Assistance</li> </ul> |
| Re-commissioning Program        | No  |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| Website:                        | <a href="http://www.cityofseattle.net/light/conserve/">http://www.cityofseattle.net/light/conserve/</a>   |
| Further Information             |   |

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| <b>Sponsor:</b>                 | <b>Sierra Pacific Power Co.</b>   |
| Service Territory:              |   |
| Number of Commercial Customers: |   |
| Building Program Name:          | Conservation Services (under same management and offers same services as the Nevada Power Company, see above)       |
| Website:                        | <a href="http://www.sierrapacific.com/takecontrol/business/">http://www.sierrapacific.com/takecontrol/business/</a> |
| Further Information             |   |

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| <b>Sponsor:</b>                 | <b>Southern California Edison</b>  |
| Geographic Service Territory:   |  |
| Number of Commercial Customers: |  |
| Building Program Name:          |  |
| Dates Program is Funded:        |  |
| Current Budget :                |  |
| Program Components              | <ul style="list-style-type: none"> <li>• Statewide initiatives listed previously</li> <li>• Equipment Rebates <ul style="list-style-type: none"> <li>- Air conditioners and heat pumps up to \$100 for qualifying units</li> <li>- Setback programmable thermostats up to \$54 per unit</li> <li>- Evaporative Coolers up to \$123 per ton</li> <li>- Lighting fixtures ranging from \$6.00 per lamp to \$100 per fixture</li> <li>- Refrigeration equipment (rebates vary based on measurement)</li> <li>- Food service equipment up to \$900 for qualifying units</li> </ul> </li> <li>• Local Small Nonresidential Hard to Reach Program: free energy-efficient lighting retrofits to very small businesses</li> <li>• Innovative Designs for Energy Efficiency Activities (IDEEA): Annual competition for innovative and cost-effective energy efficiency program proposals</li> </ul> |
| Re-commissioning Program        | No   |
| Links to Energy Star            | No   |
| Marketing/Outreach              |  |
| Website:                        | <a href="http://www.sce.com/sc3/011_reb_off/011b_fyb/default.htm">http://www.sce.com/sc3/011_reb_off/011b_fyb/default.htm</a>  |
| Further Information             |  |

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| <b>Sponsor:</b>                 | <b>Southern California Gas Company</b>   |
| Service Territory:              | 23,000 square miles throughout most of Central and Southern California, from Visalia to the Mexican border.  |
| Number of Commercial Customers: |  |
| Building Program Name:          | Gas/meter monitoring technology  |
| Dates Program is Funded:        |  |
| Current Budget                  |  |
| Program Components              | <ul style="list-style-type: none"> <li>• Information about alternative technologies/Technical Solutions (i.e. microturbines, low Nox burners)</li> <li>• Technological tools to help gage energy and gas use and efficiency</li> <li>• Energy Resource Center – showroom, information</li> <li>• Seminars and Training</li> <li>• Rebates and Energy Efficiency <ul style="list-style-type: none"> <li>- Food Service – up to \$10/Mbtuh for qualifying equipment</li> <li>- Express Rebates – up to \$2/Mbtuh for water heating equipment, rebates available per square foot for insulation and for some equipment on a per-unit basis</li> <li>- Heat recovery, kilns, and special applications - 30% of equipment cost or \$.75 per them saved (whichever is less)</li> <li>- Gas Engines (replacement or rebuilding) 20% of equipment cost or \$.75 per them saved, whichever is less. Maximum \$25,000 per program, per account, per year.</li> </ul> </li> </ul> |
| Re-commissioning                | No   |
| Links to Energy Star            | No   |
| Marketing/Outreach              |  |
| Website                         | <a href="http://www.socalgas.com/business/">http://www.socalgas.com/business/</a>  |
| Further Information             |  |

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| <b>Sponsor:</b>                 | <b>Tacoma Public Utilities</b>   |
| Service Territory:              |  |
| Number of Commercial Customers: |  |
| Building Program Name:          |  |
| Dates Program is Funded:        |  |
| Current Budget                  |  |
| Program Components              | <ul style="list-style-type: none"> <li>• Detailed facility energy analysis and surveys</li> <li>• Lighting consulting</li> <li>• Zero-interest loans - up to 70% of the cost of the project or \$250,000 for projects at or over \$15,000, 100% of cost for projects under that amount.</li> </ul> |
| Re-commissioning                |  |
| Links to Energy Star            |  |
| Marketing/Outreach              |  |
| Website                         | <a href="http://www.ci.tacoma.wa.us/power/BusinessServices/energy_services.htm#Energy%20Bill%20Analysis">http://www.ci.tacoma.wa.us/power/BusinessServices/energy_services.htm#Energy%20Bill%20Analysis</a>  |
| Further Information             |  |

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| <b>Sponsor:</b>                 | <b>Tennessee Valley Authority</b>   |
| Service Territory:              |   |
| Number of Commercial Customers: |   |
| Building Program Name:          | Business Energy Center  |
| Dates Program is Funded:        |   |
| Current Budget                  |   |
| Program Components              | <ul style="list-style-type: none"> <li>• Business Energy Audit</li> <li>• Information center</li> </ul> |
| Re-commissioning                | No  |
| Links to Energy Star            | No  |
| Marketing/Outreach              |   |
| Website                         | <a href="http://www.energyright.com/biz/index.htm">http://www.energyright.com/biz/index.htm</a>         |
| Further Information             |   |

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| <b>Sponsor:</b>                 | <b>TXU Electric Delivery</b>  |
| Service Territory:              | East Texas, West Texas, with territory to Austin in the South, with some discontinuity  |
| Number of Commercial Customers: | Not available   |
| Building Program Names:         | Small Commercial Standard Offer Program   |
| <b>NAME</b>                     | <b>Air Conditioning Distributor Market Transformation Program</b>   |
| Dates Program is Funded:        |   |
| Current Budget:                 | \$4,000,000+ through 11/15, 2005  |
| Program Elements                | Provides incentives for distributors to promote installation of high-efficiency models. No kW limits  |
| Re-commissioning                |   |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| <b>NAME</b>                     | <b>Commercial and Industrial Standard Offer</b>   |
| Dates Program is Funded:        |   |
| Current Budget:                 |   |
| Program Elements                | Financial incentives provided for qualifying equipment that reduces peak period demand by at least 20 kW  |
| Re-commissioning                |   |
| Links to Energy Star            |   |
| Marketing/Outreach              |   |
| <b>NAME</b>                     | <b>Residential and Small Commercial Standard Offer Program (under 100 kW demand, aggregated demand under 250 kW)</b>  |
| Dates Program is Funded:        | annually  |
| Current Budget (2004):          | \$9.4 million   |
| Program Elements                | Qualifying equipment includes rebates based on efficiency. Multiple measures <ul style="list-style-type: none"> <li>• HVAC</li> <li>• Energy Star Appliances</li> <li>• Insulation</li> <li>• Water heaters</li> <li>• Energy star Windows</li> <li>• Air filtration systems</li> <li>• Duct efficiency measures</li> </ul> |
| Re-commissioning                | No  |
| Links to Energy Star            | no  |
| Marketing/Outreach              | Outreach meetings for contractors, nothing to consumer.   |
| Website                         | <a href="http://www.txuelectricdelivery.com/electricity/teem/default.asp">http://www.txuelectricdelivery.com/electricity/teem/default.asp</a>   |
| Further Information             | Garrey Prcin  |



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| <b>Sponsor:</b>                 | <b>Unitil</b>  |
| Geographic Service Territory:   | New Hampshire and Massachusetts  |
| Number of Commercial Customers: | Not available.   |
| Building Program Names:         | Small Business Energy Efficiency Solutions<br>Large Business Energy Efficiency Solutions<br>Education and Training Opportunities   |
| <b>Name</b>                     | <b>SMALL BUSINESS (less than 100 kW)</b>   |
| Dates Program is Funded:        |  |
| Current Budget :                |  |
| Program Components              | <ul style="list-style-type: none"> <li>• Free Audits and recommendations</li> <li>• Incentives up to 50% of installed cost are available on prescribed equipment. Eligible technologies include lighting, occupancy sensors, electric hot water measures, controls for walk-in coolers, air-conditioning, and programmable thermostats. Custom projects may also qualify.</li> <li>• Contractor installation of equipment that the business has approved.</li> <li>• Quality assurance inspection after project completion to verify correct installation, quality workmanship, and satisfaction level. All work is warranted for two years.</li> <li>• Removal of all waste materials associated with installation</li> </ul> |
| Re-commissioning Program        | No   |
| Links to Energy Star            | No   |
| Marketing/Outreach              |  |
| <b>Name</b>                     | <b>COMMERCIAL AND INDUSTRIAL SERVICES</b>  |
| Dates Program is Funded:        |  |
| Current Budget :                |  |
| Program Components              | <ul style="list-style-type: none"> <li>• Energy Audits (a customer co-payment of up to 25% of the audit cost may be required)</li> <li>• Review of Specific Energy Efficiency Projects</li> <li>• Equipment and Building Commissioning</li> <li>• Prescriptive and custom incentives are available to cover the lesser of a 2-year payback or 35% of the installed cost of the following equipment: <ul style="list-style-type: none"> <li>- Lighting Conversions and Controls -</li> <li>- Energy Efficient Motors</li> <li>- Variable Frequency Drives (VFDs)</li> <li>- Energy Management Systems (EMS)</li> <li>- Custom Projects</li> <li>- Compressed Air</li> </ul> </li> </ul>   |
| Re-commissioning Program        | No   |
| Links to Energy Star            | No   |
| Marketing/Outreach              |  |
| Website:                        | <a href="http://services.unitil.com/eh/bus_energy_efficiency_programs.asp">http://services.unitil.com/eh/bus_energy_efficiency_programs.asp</a>  |
| Further Information             | Ed Mailloux Mailloux@unitil.com  |

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| <b>Sponsor:</b>                 | <b>Vermont Gas Systems, Inc.</b>   |
| Service Territory:              | Northwestern Vermont   |
| Number of Commercial Customers: | 4000   |
| Building Programs Name:         | WorkPlace Retrofit, WorkPlace Equipment Replacement, WorkPlace New Construction  |
| Dates Program is Funded:        | Ongoing  |
| Current Budget:                 | \$600,000/year   |
| Program Components:             | <ul style="list-style-type: none"> <li>• Audits (free)</li> <li>• Engineering Assistance/Consulting</li> <li>• Information</li> <li>• Potential Financing assistance (for engineering analysis and/or equipment). Rebates are calculated based on multiple factors by Vermont Gas. Qualifying equipment may include gas-powered: <ul style="list-style-type: none"> <li>- Unit heaters</li> <li>- Furnaces</li> <li>- Hot Water Boilers</li> <li>- Steam Boilers</li> <li>- Modulating Burners</li> <li>- Pool Heaters</li> <li>- Domestic Hot Water Heaters</li> <li>- Venturi Steam Traps</li> <li>- Kitchen Exhaust Hoods</li> <li>- Air to Air Heat Recovery Equipment</li> <li>- Waste Heat Recovery Equipment</li> <li>- Heat Exchangers</li> </ul> </li> <li>• Control upgrades, including demand-control ventilation and DDC burner controls</li> <li>• May also include building shell insulation and air sealing retrofits</li> <li>• Assistance in locating and identifying engineers</li> <li>• Coordinates with Efficiency Vermont and Burlington Electric where appropriate</li> </ul> |
| Recommissioning Program         | No, but looking for pilot projects   |
| Links to Energy Star            | Working on jump page for DEEP  |
| Marketing/Outreach              | Mostly through local design and contracting community  |
| Website                         | <a href="http://www.vermontgas.com/dsm.htm#WorkPlace%20Equipment%20Replacement%20and%20Retrofit%20Program">http://www.vermontgas.com/dsm.htm#WorkPlace%20Equipment%20Replacement%20and%20Retrofit%20Program</a>  |
| Further Information             | Jim Grevatt <a href="mailto:jgrevatt@vermontgas.com">jgrevatt@vermontgas.com</a>   |

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| <b>Sponsor:</b>                | <b>We Energies</b>   |
| Geographic Service Territory:  | Southeastern Wisconsin and Fox Valley  |
| Number of Commercial Customers |  |
| Building Program Name:         | Custom<br>Request for Proposal<br>Prescriptive   |
| Dates Program is Funded:       | starts 2/1/05, funded through 2008   |
| Current Budget:                | not available  |
| Program Components             | <ul style="list-style-type: none"> <li>• Request for Proposal: partial funding for larger and/or more innovative energy efficiency projects. Can cover design, equipment, building, &amp;c.</li> <li>• Custom: Available to all customers. Co-funding for innovative energy efficiency projects, often including feasibility studies and process improvements</li> <li>• Prescriptive: includes financial incentives (based on multiple variables) for lighting, motors, air conditioning, variable speed drives (list not currently finalized)</li> </ul> |
| Links to Energy Star           | No   |
| Marketing/Outreach             | website, targeted mailings, trade allies   |
| Website                        | under construction   |
| Further Information            | Paul Schueller <a href="mailto:pschueller@franklinenergy.com">pschueller@franklinenergy.com</a>  |

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| <b>Sponsor:</b>                 | <b>Wisconsin Division of Energy</b>   |
| Service Territory:              | 85% of the State, with the exception of some electric municipal and co-op customers.  |
| Number of Commercial Customers: | Over 1200 industrial customers out of a total of 12,800 industrial customers. There are approximately 200,000 customers/businesses in Wisconsin.  |
| Building Programs Name:         | Focus on Energy   |
| <b>Name</b>                     | <b>INDUSTRIAL</b>   |
| Dates Program is Funded:        | Statewide funding began in July of 2001, is decided year to year. Program is stable.  |
| Current Budget :                | \$3,100,000   |
| Program Components              | <ul style="list-style-type: none"> <li>• Guide to purchasing energy efficient products</li> <li>• Technical information and tools</li> <li>• Energy audits with potential energy savings recommendations</li> <li>• “Best practices” fact sheets</li> <li>• Trainings for plant managers, engineers and facility operators</li> <li>• List of vendors/contractors</li> <li>• Energy Efficient Products program (assistance in developing/marketing new products)</li> <li>• Cluster industry services – specialized technical review, measure identification, and some financial services.</li> <li>• Center for Technology Transfer (facilitates adoption of promising technologies)</li> <li>• Benchmarking initiative</li> <li>• Financial incentives in the following areas: <ul style="list-style-type: none"> <li>- Lighting (up to \$25 per qualifying unit, T12 included)</li> <li>- HVAC (up to \$5000 for qualifying projects)</li> <li>- Custom projects where funds are awarded on kWh and therms saved, for projects such as motor or compressed air system upgrades.</li> </ul> </li> <li>• Practical Energy Management (customizable template for energy management evaluation and program)</li> <li>• List of manufacturers for energy –efficient products</li> <li>• Educational resources, including training programs and management tools</li> <li>• Assistance in communicating with internal audiences, contractors, and other suppliers for the building’s energy plan implementation.</li> <li>• Help integrating both national and state programs into building’s energy plan (i.e. ReBuild or ENERGY STAR buildings).</li> <li>• Education and Government Facilities program offers the above program components with a focus on the educational/institutional sector specifically.</li> <li>• Incentives for equipment maintenance</li> <li>• Feasibility study grants</li> <li>• Service Buy-downs where the program provides a grant to “buy-down” the cost of certain energy efficiency-related maintenance services</li> <li>• Lending services with interest rate buy-downs.</li> </ul> |
| Re-commissioning Program        | No  |
| Links to Energy Star            | Yes   |
| Marketing/Outreach              |   |

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| <b>Sponsor:</b>          | <b>Wisconsin Division of Energy</b>  |
| <b>Name</b>              | <b>COMMERCIAL</b>  |
| Dates Program is Funded: | Funding started in April 2001 and has funding approved through June 30, 2005. A legislative act is necessary to eliminate funding for the program.   |
| Current Budget:          | 2.5 million  |
| Program Components:      | <ul style="list-style-type: none"> <li>• Information/Training</li> <li>• Sector-specific information including success stories, contractor locator, resources, and technical tools</li> <li>• Support in developing an action plan</li> <li>• Research assistance</li> <li>• Financial incentives, as above</li> <li>• Energy Efficient Products program, as above</li> <li>• Technical information and tools</li> <li>• Also: Schools and Government Buildings program (resources)</li> </ul> |
| Recommissioning Program  | We currently do not have a re-commissioning program, but we do offer to pay 50% for feasibility studies. We could potentially look at that tool to address re-commissioning opportunities.   |
| Links to Energy Star     | Many prescriptive incentives require Energy Star for qualification such as CFLs and CFL Fixtures, programmable thermostats, etc.   |
| Marketing/Outreach       | Marketing at trade shows, as well as a targeted approach. Very little use of mass marketing.   |
| Website                  | <a href="http://focusonenergy.com/portal.jsp?pagelD=4">http://focusonenergy.com/portal.jsp?pagelD=4</a>  |
| Further Information      | Dan Tarrence - Sector Manager, Commercial <a href="mailto:dtarrance@franklinenergy.com">dtarrance@franklinenergy.com</a><br>John Nicol - Sector Manager, Industrial <a href="mailto:JOHN.L.NICOL@saic.com">JOHN.L.NICOL@saic.com</a>   |

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| <b>Sponsor:</b>                 | <b>Wisconsin Public Service</b>  |
| Service Territory:              | Northeastern & Central Wisconsin and a portion of Upper Michigan   |
| Number of Commercial Customers: | Over 30,000  |
| <b>Building Programs Name:</b>  | Energy Newsletter (targeted for small business customers)<br>Energy Saving Tools and Ideas   |
| Dates Program is Funded:        | Work in assistance with WI DOA Focus on Energy programs and their budgets.<br>See Wisconsin Division of Energy.  |
| Current Budget:                 | See Wisconsin Division of Energy.  |
| Program Components:             | <ul style="list-style-type: none"> <li>• Informational resources including efficiency tips organized by sector type and by classes of machinery</li> <li>• Technical tools, including benchmarking and a more in-depth energy analysis</li> <li>• Training opportunities</li> <li>• Equipment incentives for Lighting, HVAC and Custom projects, run in conjunction with WI Focus on Energy</li> </ul> |
| Recommissioning Program         | <ul style="list-style-type: none"> <li>• We currently do not have a re-commissioning program, but Focus on Energy offers to pay 50% for feasibility studies.</li> </ul>  |
| Links to Energy Star            | Focus on Energy has prescriptive incentives requiring Energy Star for qualification such as CFLs and CFL Fixtures, programmable thermostats, etc.  |
| Marketing/Outreach              | Newsletters, Account Management and web  |
| Website                         | <a href="http://www.wisconsinpublicservice.com/business/saving.asp">http://www.wisconsinpublicservice.com/business/saving.asp</a>  |
| Further Information             | WI DOA – Focus on Energy Program<br>Dan Tarrence - Sector Manager, Commercial dtarrence@franklinenergy.com   |

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| <b>Sponsor:</b>                 | <b>Xcel Energy - Minnesota</b>   |
| Service Territory:              | Minneapolis/St. Paul and surrounding areas   |
| Number of Commercial Customers: | 145,000 Commercial & Industrial  |
| Building Programs Name:         | Energy Analysis<br>Energy Design Assistance<br>Financing<br>Various Equipment Rebates<br>Custom Efficiency<br>Recommissioning  |
| Dates Program is Funded:        | Approved for 2005 & 2006<br>Biennial requests to the MN Dept. of Commerce for 2-year continuation  |
| Current Budget:                 | Approx. \$20 million each year   |
| Program Components:             | <ul style="list-style-type: none"> <li>• Energy Analysis: Free on-line service, on-site service with shared costs (\$200-\$300 for the customer, based on square footage) or Engineering Assistance Study — Xcel Energy pays up to 50% of the study cost, up to \$15,000. The study will provide recommendations to improve energy efficiencies with payback periods.</li> <li>• Energy Design Assistance available for larger renovation projects (over 15,000 sq. ft.)</li> <li>• Financing for qualified equipment: Interest rates as low as 0%</li> <li>• Incentives for other equipment upgrades, including <ul style="list-style-type: none"> <li>- Boiler efficiency (up to \$5,000)</li> <li>- Compressed air efficiency (up to \$15,000)</li> <li>- Distributed generation technology (up to 40% of project cost)</li> <li>- Furnace equipment (up to 100% for 94% AFUE)</li> <li>- Lighting retrofits (up to \$85 per unit, depending on technology)</li> <li>- Motors (up to \$16.50./hp)</li> <li>- Variable Frequency Drives (\$30/hp)</li> <li>- Roofing efficiency (up to \$200 per kw saved)</li> <li>- Cooling equipment (up to \$20/ton for some types of equipment, up to \$250 per unit for other types of equipment)</li> <li>- Custom rebates are also offered, with rebates of up to \$200 per kilowatt saved.</li> </ul> </li> </ul> |
| Recommissioning Program         | Yes. The Building Recommissioning program's goal is to help commercial customers conserve energy by making their existing systems work most efficiently Xcel Energy will pay 50% of the cost, up to \$15,000 per building, to assess mechanical systems in the facility. This assessment becomes the Recommissioning plan. The written plan includes recommendations, based on the diagnostic assessment, and details how best to return the building's current mechanical systems to peak efficiency. Incentives dollars are available to cover up to half the cost of implementing recommended changes.  |
| Links to Energy Star            | Yes. Recommissioning offers free Energy Star Benchmarking, multiple program web pages link to Energy Star as a resource.   |
| Marketing/Outreach              | Vendor and customer communications including Xcel Energy account manager channel, direct mail, trade advertisements, trade shows, telemarketing, customer seminars, trade seminars, presentations, electronic newsletters, electronic mailings, website, and web banner advertising.   |
| Website                         | <a href="http://www.xcelenergy.com/">http://www.xcelenergy.com/</a>  |
| Further Information             | Julia Gauthier 612-337-2120 <a href="mailto:Julia.Gauthier@Xcelenergy.com">Julia.Gauthier@Xcelenergy.com</a>   |

## CANADIAN PROGRAMS

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| <b>Sponsor:</b>                         | <b>BC Hydro</b>   |
| Geographic Service Territory:           |   |
| Number of Commercial Customers:         |   |
| Building Program Names                  |   |
| <b>Name</b>                             | <b>ALL BUSINESS CUSTOMERS</b>   |
| Dates Program is Funded:                |   |
| Current Budget :                        |   |
| Program Components                      | <ul style="list-style-type: none"> <li>• Power Smart for Business: financial incentives for technologies including               <ul style="list-style-type: none"> <li>- Lighting (CFL coupons available for small businesses)</li> <li>- Controls and sensors</li> <li>- HVAC</li> <li>- Ceiling treatments</li> <li>- Brine pump pony motors</li> <li>- Transformers</li> <li>- Drives</li> <li>- Voltage optimizers</li> </ul> </li> <li>• e. Review: on-line audit program</li> <li>• Catalog of energy-efficient products</li> <li>• Design assistance</li> <li>• Newsletter and informational products</li> <li>• e.Metering: on-line meter information for voltage customers</li> </ul> |
| Re-commissioning Program                |   |
| Links to Energy Star Marketing/Outreach |   |
| <b>Name</b>                             | <b>LARGE BUSINESS CUSTOMERS (over \$50,000 Canadian in energy costs over last year)</b>   |
| Dates Program is Funded:                |   |
| Current Budget :                        |   |
| Program Components                      | <p>Power Smart Partner Program</p> <ul style="list-style-type: none"> <li>- Energy-Saving Identification Funding: funds to employ technical, recommissioning and/or design assistance</li> <li>- Large Project Incentive Program: RFP for commercial efficiency projects that require an incentive of up to \$1 million Canadian.</li> <li>- e.points: Bonus incentives for businesses that improve their energy efficiency by 5% or more. Incentives can be collected and redeemed in lieu of cash for additional energy saving projects.</li> </ul>   |
| Re-commissioning Program                |   |
| Links to Energy Star Marketing/Outreach |   |
| Website:                                | <a href="http://www.bchydro.bc.ca/business/">http://www.bchydro.bc.ca/business/</a>   |
| Further Information                     |   |

### Canadian Programs (Office of Energy Efficiency)

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| These programs are available through utility companies throughout Canada, including Hydro-Québec and BC Hydro. |   |
| Building Program Names:  |   |
| Program Components   | <ul style="list-style-type: none"> <li>• Energy Innovator's Initiative, including             <ul style="list-style-type: none"> <li>- Energy Retrofit Assistance: financial incentives for the lesser of either up to 50% of costs or \$1 (Canadian) per gigajoule saved. Capped at \$25,000. Can include technology, audits, feasibility studies and management plans.</li> <li>- Individualized technical assistance</li> <li>- Lists of qualified contractors, engineers, and other service providers</li> </ul> </li> <li>• Publications (including technical fact sheets and case studies)</li> </ul> |
| Recommissioning Program  |   |
| Website/Further Information  | <a href="http://oee.nrcan.gc.ca/english/b_com_inst/index.cfm?attr=0">http://oee.nrcan.gc.ca/english/b_com_inst/index.cfm?attr=0</a>   |

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| <b>Sponsor:</b>                               | <b>GazMétro</b>   |
| Geographic Service Territory: (with programs) | Province of Québec  |
| Number of Commercial Customers:               | Approximately 50,000 commercial, institutional and industrial clients   |
| Building Program Names:                       |   |
| Dates Program is Funded:                      | Funding on a yearly cycle.  |
| Current Budget: (2004)                        | The energy efficiency program of 2004-2005 has a budget of \$5,119,110  |
| Program Components                            | <ul style="list-style-type: none"> <li>• Reimbursement for Feasibility Study (efficiency improvements): 50% of costs up to \$5,000 Canadian for general studies of commercial clients, Implementation incentive for equipment covered under Feasibility Study: \$0.25 per cubic meter up to 25 000 \$ Canadian for commercial and institutional clients.</li> <li>• Financial incentives for equipment including <ul style="list-style-type: none"> <li>- Boilers (up to \$6000 Canadian for qualifying equipment and up to \$20,000 Canadian for condensing boilers)</li> <li>- Water heaters (to \$6000 Canadian for qualifying equipment and up to up to \$20,000 Canadian condensing water heater)</li> </ul> </li> </ul> |
| Re-commissioning Program                      | Planned pilot project for spring of 2005 in partnership with Hydro-Québec, Natural Resources of Canada and AQME   |
| Links to ENERGY STAR                          | GazMétro has adopted the ENERGY STAR list for low-capacity equipment.   |
| Marketing/Outreach                            |   |
| Websites:                                     | <a href="http://www.gazmet.com/english/entreprise/index.htm">http://www.gazmet.com/english/entreprise/index.htm</a>   |
| Further Information                           | Isabelle Gendron <a href="mailto:igendron@gazmetro.com">igendron@gazmetro.com</a> (514) 598-3048  |

| <b>Sponsor:</b>               | <b>Hydro-Québec</b>   |                               |              |            |         |         |          |           |          |
|-------------------------------|---|-------------------------------|--------------|------------|---------|---------|----------|-----------|----------|
| Geographic Service Territory: | The province of Québec  |                               |              |            |         |         |          |           |          |
| Number of Comm.Customers:     |   |                               |              |            |         |         |          |           |          |
| Building Program Names        | Empower Program for Building Optimization2004<br>Energy Wise Diagnostic – Small Service Companies   |                               |              |            |         |         |          |           |          |
| <b>Name</b>                   | <b>EMPOWER PROGRAM FOR BUILDING OPTIMIZATION</b>  |                               |              |            |         |         |          |           |          |
| Dates Program is Funded:      | January 2004  |                               |              |            |         |         |          |           |          |
| Current Budget :              |   |                               |              |            |         |         |          |           |          |
| Program Components            | <ul style="list-style-type: none"> <li>• Energy Wise web-based diagnostic tool</li> <li>• For medium and large power business customers</li> <li>• 3 «Winning Practices» guides: 27 winning practices to facilitate the implementation of energy efficiency projects in the health, education and municipal sectors</li> <li>• <b>Feasibility study supplement:</b><br/>Includes feasibility studies reimbursed up to \$7,500,. For Rate L customers (large power customers), the maximum is \$15,000. The supplement is in addition to the financial assistance and will be paid out once the project has been completed.</li> <li>• Empower program for building optimization: custom projects reimbursed as follows: <ul style="list-style-type: none"> <li><b>Commercial and other buildings</b></li> <table border="0"> <thead> <tr> <th><b>Energy efficiency gain</b></th> <th><b>Grant</b></th> </tr> </thead> <tbody> <tr> <td>Up to 10%:</td> <td>10¢/kWh</td> </tr> <tr> <td>10-25%:</td> <td>30 ¢/kWh</td> </tr> <tr> <td>Over 25%:</td> <td>55 ¢/kWh</td> </tr> </tbody> </table> </ul></li> </ul> <p>Financial assistance granted will be the lesser of the following amounts:</p> <ul style="list-style-type: none"> <li>• Amount per kilowatthour saved based on energy efficiency gain</li> <li>• 40% of the total costs of measures applicable to an existing commercial or other building</li> <li>• 50% of the total costs of measures applicable to an institutional building</li> <li>• \$500,000</li> </ul> | <b>Energy efficiency gain</b> | <b>Grant</b> | Up to 10%: | 10¢/kWh | 10-25%: | 30 ¢/kWh | Over 25%: | 55 ¢/kWh |
| <b>Energy efficiency gain</b> | <b>Grant</b>  |                               |              |            |         |         |          |           |          |
| Up to 10%:                    | 10¢/kWh   |                               |              |            |         |         |          |           |          |
| 10-25%:                       | 30 ¢/kWh  |                               |              |            |         |         |          |           |          |
| Over 25%:                     | 55 ¢/kWh  |                               |              |            |         |         |          |           |          |
| Re-commissioning Program      | No  |                               |              |            |         |         |          |           |          |
| Links to Energy Star          | No  |                               |              |            |         |         |          |           |          |
| Marketing/Outreach            | Commercial customer representatives refer customers to the program; customer meetings, events   |                               |              |            |         |         |          |           |          |
| Website:                      | <a href="http://www.hydroquebec.com/business/appui_batiments/index.html">http://www.hydroquebec.com/business/appui_batiments/index.html</a>   |                               |              |            |         |         |          |           |          |
| Further Information           |   |                               |              |            |         |         |          |           |          |

|                          |   |
|--------------------------|---|
| <b>Sponsor:</b>          | <b>Hydro-Québec, continued</b>  |
| <b>Name</b>              | <b>ENERGY WISE DIAGNOSTIC – SMALL SERVICE COMPANIES</b>   |
| Dates Program is Funded: | 2004  |
| Current Budget :         |   |
| Program Components       | <ul style="list-style-type: none"> <li>• For small power business rate customers</li> <li>• This diagnostic tool offers on line: <ul style="list-style-type: none"> <li>○ Business specific recommendations to help you optimize your consumption</li> <li>○ Detailed calculations of the savings</li> <li>○ Comparison of your consumption against that of similar companies</li> <li>○ Customized action plan</li> <li>○ Breakdown of your energy consumption according to use</li> <li>○ Typical recommendations for your kind of business</li> <li>○ Discount coupons for electronic thermostats</li> </ul> </li> </ul> |
| Re-commissioning Program | No  |
| Links to Energy Star     | In fall 2005  |
| Marketing/Outreach       | Web site, call centers  |
| Website:                 | <a href="http://www.hydroquebec.com/business/index.html">http://www.hydroquebec.com/business/index.html</a>   |
| Further Information      |   |