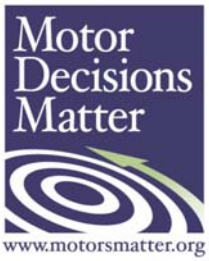
National Summary Of Energy-Efficiency Programs

FOR

Motors and Drives

November 2004



Prepared by: Consortium for Energy Efficiency
617-589-3949 www.cee1.org

NATIONAL SUMMARY OF ENERGY-EFFICIENCY PROGRAMS FOR MOTORS AND DRIVES

November 2004

TABLE OF CONTENTS

When viewed in PDF format, 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 top of each page to return to the Table of Contents.

Back to table of contents

A GENERAL OVERVIEW OF C&I ENERGY-EFFICIENCY PROGRAMS THAT PROMOTE MOTORS, DRIVES AND MOTOR SYSTEM OPTIMIZATION[1]

This program summary provides information about energy efficiency programs that promote premium-efficiency motors, motor systems optimization, and/or adjustable-speed drives in industrial and commercial facilities. The information is subject to change at any time and individual organization Web sites should be checked for the latest information and updates. Also, programs limited to the commercial sector are not included. For more information about programs focused on the commercial sector, please visit www.cee1.org. This summary is not a comprehensive listing of programs operating in the U.S. and Canada. To find out if there are additional organizations offering programs within a region, contact the local utility, state energy office, or regional efficiency group.

Improving motor efficiency and motor management practices represents a golden opportunity for U.S. industries to increase their productivity and profitability. In October 2004, the Department of Energy released a draft version of their report, *Technology Roadmap: Energy Loss Reduction and Recovery in Industrial Energy Systems*. In that study, "Energy Efficient Motors and Rewind Practices" ranked ninth of the top twenty energy savings opportunities for the industrial sector. This opportunity for savings has long been recognized by efficiency program administrators, motor manufacturers, motor sales and service providers, and others. In 2001, these diverse allies came together and launched Motor Decisions Matter^{SM} (MDM), a public awareness campaign to educate industrial managers about the energy and non-energy benefits of NEMA Premium^{TM} motors and sound motor management practices.

Working cooperatively has generated significant results. On November 4, 2004, the National Electrical Manufacturers Association (NEMA) released their premium motor shipment data which showed a 30% increase in the number of premium efficient units shipped from 2001 to 2002 and an additional 14% in 2002-2003. This data demonstrates the growing demand for premium-efficient motors. While it is difficult to quantify market transformation effects, it is

[1] CEE publishes annually a summary of certain features of motors programs which are offered by CEE 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, and the equipment information was provided by NEMA. 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.

reasonable to attribute some of this growth to the education, outreach, and support of efficiency programs across the country and to the united efforts of the MDM campaign sponsors.

For this industrial update, 56 organizations were contacted. Of these, 42 are running programs offering financial, technical and/or educational support for premium efficiency motors, motor system optimization, or adjustable speed drives. Many of the organizations included in this summary represent multiple utilities administering common programs in different service territories. Organizations which are participating in regional programs like Wisconsin's Focus on Energy program but are not running independent programs are not included.

The vast majority of organizations included in this summary provide multiple program approaches that are designed to assist different types of industrial customers. Some organizations develop programs to address customers of various sizes (i.e. small, medium, and large manufacturers), some for different market sectors (i.e. food processing, pulp and paper, and others), and some to take regional differences into account (i.e. urban vs. rural).

Programs may also be organized around the type of incentive offered (i.e. prescriptive rebates, SPC, or peak load reduction). These may be separated into different programs or combined under one program heading.

Breakdown of Program Types*

Type of Program	% of organizations offering
Prescriptive	88
Custom	74
New Construction	62
Technical Assistance	36
Financial Assistance	29
Standard Performance Contract	17
Education/Awareness	5
Other	17

*Organizations can offer more than one type of program.

For those unfamiliar with efficiency programs, please refer to Appendix B of this summary which provides an overview of industrial energy efficiency program types and terminology or contact any of the program administrators listed.

Program administrators interviewed expressed a continuing emphasis on more effectively meet the needs of their diverse customer populations. This summary demonstrates that organizations have increased the diversity of their program offerings to meet this challenge. The most common types of incentives offered were prescriptive which were offered by 37 organizations (88%),

custom (74%), and new construction (62%). Forty of the 42 organizations which directly promote premium efficiency motors also promote adjustable speed drives.

Some interesting programmatic trends were noted since the last national summary report was issued in December 2002. The most noteworthy was that programs are increasingly focusing their resources on outreach to trade allies. The value of having multiple suppliers (the electric utility, motor vendor, repair shop, contractor, and others) working together to deliver a cohesive message to customers about the energy and non-energy benefits of motor systems optimization has been a focal point for some organizations. NYSERDA's Premium Efficiency Motors Program is one example of a program designed to educate and empower motor vendors to promote motor management to their industrial customers. Using the *1-2-3 Approach to Motor Management* and other MDM materials, NYSERDA is promoting motor management activities as a value added service which motor service centers can offer to their customers. Leveraging this important trade ally accomplishes two valuable outcomes: more customers can be educated about the energy benefits of NEMA Premium motors and sound motor management, and motor service centers can enhance their customer relationships by incorporating these products and services into their business strategy.

Incorporation of the motor management message through the use of MDM materials has grown since the last summary was completed. An increasing number of programs are linking to or actively using the available materials (www.motorsmatter.org). In addition, more programs are becoming campaign sponsors. MidAmerican (in Iowa), LADWP (in Los Angeles), and BC Hydro (British Columbia, Canada) joined the campaign in November 2004 bringing the total number of campaign sponsors to 30.

Another noteworthy trend is that programs are searching for and exploring innovative approaches to program design. In fact, the desire to share design strategies and program results has been voiced as a priority by many of the program administrators contacted during this study. Interest in NSTAR's experience with a program that defines specific adjustable speed drive applications which qualify for prescriptive rebates is a case in point. The Northwest Energy Efficiency Alliance's industrial sector approach is also of great interest to program administrators around the country as they develop their "channel marketing approach."

Innovations designed to make projects more affordable through novel funding approaches like RFP programs, tax incentives, or buy-down of commercial interest rates are also expanding.

As programs strive to become more cost effective, there is a push to identify motor system projects that can be supported through deemed rather than custom measures. Deemed measures are advantageous on a number of fronts: they are easier to administer because they generally require less up-front qualification, and less follow-up monitoring and verification (M&V). Customers and trade allies prefer projects that contain deemed measures because projected savings calculations are unnecessary and subsequent analysis is minimized.

In summary, the most notable trend is that organizations are striving to work more closely with industry allies. There is also an interest in developing deemed measures for some applications, such as adjustable-speed drives. There has also been a continuation of several trends noted in the December 2002 program summary. These include a stronger programmatic focus on motor management, and increased program diversity and innovation. Program administrators around the country have emphasized the value of working together and learning by sharing experiences. The charts and program information that follow provide the background and framework for understanding these programs.

Back to table of contents

C&I Energy-Efficiency Programs - 2004										
	Sponsor	Prescriptive Rebates		Custom (Retrofit)	New Const.	SPC	Financial Assist.	Technical Assist/	Public Educ.	Other
		Customer	Vendor							
California	Anaheim Public Util	x		x						
	LADWP	x								
	PG&E	x	x		x	x				
	Riverside Public Util	x								
	SMUD	x		x						
	SDG&E	x	x	x	x	x				
	SCE	x	x		x	x		x		
HI	Hawaiian Electric Co	x		x	x					
Pacific Northwest	BC Hydro			x	x			x		x
	Energy Trust of OR	x		x				x		
	EWEB	x	x	x			x			
	Idaho Power			x	x					
	Nevada Power Co	x		x	x					
	NW Alliance							x	x	x
	PacifiCorp	x		x	x		x			
	Puget Sound Energy	x		x	x					
	Seattle City Light	x		x	x		x	x		
	Sierra Pacific Power	x		x	x					
	Tacoma Power						x			
Midwest	Focus on Energy			x				x	x	x
	MidAmerican Energy	x		x			x	x		x
	WI Public Power Inc			x						
	Xcel Energy	x		x	x		x			

Back to table of contents

C&I Energy-Efficiency Programs - 2004										
	Sponsor	Prescriptive Rebates		Custom (Retrofit)	New Const.	SPC	Financial Assist.	Technical Assist/	Public Educ.	Other
		Customer	Vendor							
Texas	Austin Energy	x		x	x			x		
	CenterPoint Energy					x				
	Entergy					x				
	TXU Electric Delivery					x				
NorthEast	Burlington Electric	x		x	x		x	x		
	CT Light & Power	x		x	x		x			x
	Efficiency Maine	x		x	x					
	Efficiency Vermont	x		x	x					
	Long Island Power Auth	x		x	x			x		
	MotorUp/NEEP	x								
	National Grid	x		x	x					
	NH Electric Coop	x		x	x		x			
	NJ Bd of Public Util	x		x	x					
	New York Power Auth						x	x		
	NYSERDA	x	x	x	x	x	x	x		x
	NStar	x		x	x					
	Public Service NH	x		x	x			x		x
	United Illuminating	x		x	x		x	x		
	Unitil	x		x	x			x		
Category Totals		**32**	**5**	**31**	**26**	**7**	**12**	**15**	**2**	**7**

PROGRAM DESCRIPTIONS

Back to table of contents

Program information is subject to change.

Check the individual organization and program Web sites for the latest information.

CALIFORNIA

PROGRAMS

Back to table of contents

Anaheim Public Utilities

Los Angeles Department of Water & Power

Pacific Gas & Electric

Riverside Public Utilities

Sacramento Municipal Utility District

San Diego Gas & Electric

Southern California Edison

Program Sponsor:	**Anaheim Public Utilities (APU)**
Service Territory:	City of Anaheim, California
Web site:	http://www.anaheim.net/utilities/adv_svc_prog/bus_sol.html
MDM Association:	

Program Name: **Program-specific Web site:**	Energy Efficiency Incentive Program http://www.anaheim.net/utilities/adv_svc_prog/bus_sol.html Click "Energy Efficiency Incentives"
Contact:	Earl Lasley Anaheim Public Utilities 714/765-4259 elasley@anaheim.net
Program Type(s):	Prescriptive; Custom
Coordination Level:	Service territory
Year Established:	2000
Goals:	Program provides customized incentives for installation of a variety of energy efficient equipment.
Description:	APU's Incentive Program includes premium-efficiency motors, HVAC equipment, energy management programs, ASDs, and air compressors that are not addressed by other programs. APU uses CEE/NEMA Premium as the qualifying specification for its motor incentive program. A table is provided on APU's Web site that lists qualifying motor sizes and rebate levels. APU pays $150/kW of reduced demand or $0.055 per annualized kWh saved on all other unspecified measures. Anaheim Public Utilities also performs energy audits for major equipment types and processes.
Budget:	2004: $123,000; approximately the same for 2005
Outreach Strategy:	APU account representatives and Web site.
Past Performance:	

Program Sponsor:	**Los Angeles Department of Water & Power (LADWP)**
Service Territory:	LADWP, the largest municipal utility in the nation, serves 640,000 water customers and 1.4 million electric customers.
Web site:	http://www.ladwp.com
MDM Association:	Sponsor

Program Name:	Premium Efficiency Motors Program (Pilot Program)
Program-specific Web site:	http://www.ladwp.com/motors
Contact:	Reynaldo D. Reyes 213-367-4983 reynaldo.reyes@ladwp.com
Program Type(s):	Prescriptive
Coordination Level:	Service territory
Year Established:	November 2004
Goals:	To realize energy savings in the commercial and industrial sector from increased sales of premium-efficiency motors.
Description:	In order to help promote the sale of premium-efficiency motors in its service territory, LADWP is initiating a pilot program in November 2004. Under this program LADWP will provide financial incentives to customers who purchase electric motors that are 1-200 hp in size, TEFC or ODP enclosure types, 2- 4- or 6-pole and meet NEMA Premium efficiency levels. The qualifying efficiency specifications adhere to prescribed Consortium for Energy Efficiency (CEE) and National Electric Manufacturers Association (NEMA) Premium Efficiency Motor standards. Motors for New Construction, standby and emergency systems are not eligible for incentives. A motor program for 2005 will be dependent on customer response to the Motors Pilot Program.
Budget:	Fiscal year 2004-2005: $25,000
Outreach Strategy:	LADWP account representatives, customer mailings and Web site. Also through CEE and the MDM campaign.
Past Performance:	Not applicable; new program

Program Sponsor:	**Pacific Gas & Electric (PG&E)**
Service Territory:	Pacific Gas and Electric Company is one of the largest combination natural gas and electric utilities in the United States. The company, a subsidiary of PG&E Corporation, serves approximately 14 million people throughout northern and central California.
Web site:	http://www.pge.com/biz/rebates/
MDM Association:	

Program Name: **Program-specific Web site:**	California Motor Distributor Rebate Program http://cadistributorrebates.com/
Contact:	Luther Kopf Contractor-Program Implementer California Motor Distributor Rebate Program 510-482-4420 x230 luther@energy-solution.com James B. Hanna Program Administrator Pacific Gas and Electric Company 530-896-4222 jbh1@pge.com
Program Type(s):	Prescriptive
Coordination Level:	Statewide
Year Established:	2004
Goals:	To achieve energy savings by increasing the availability and installation of premium-efficient motors. To encourage distributors/contractors to "up-sell" premium energy efficiency motors by providing accurate energy savings calculations.
Description:	The Program provides rebates to distributors who stock and sell qualifying premium efficiency motors (and HVAC equipment) to business customers. The program defines a distributor as a business that purchases motors or HVAC equipment directly from the manufacturer. Program applies to motors 1-200 hp in sizes that meet NEMA Premium efficiency specifications.
Budget:	2004-2005: $277,020 out of $773,373 available statewide.
Outreach Strategy:	Representation at trade association events, advertise in chamber of commerce and trade association newsletters, host educational events, participate at trade association and other events.
Past Performance:	None; new.

Program Name: **Program-specific Web site:**	Statewide Standard Performance Contract Program http://www.pge.com/spc
Contact:	Don Amuzie 415-973-6208 dea4@pge.com

Program Type(s):	Standard Performance Contract
Coordination Level:	Statewide
Year Established:	1998
Goals:	PG&E's Standard Performance Contract (SPC) program offers cash incentives for completing energy saving retrofits of existing equipment or systems. The SPC program is open to all non-residential customers who receive electric and gas services from PG&E and pay the Public Goods Charge or the Gas Demand Side Management on their utility bills. Non-residential customers that install energy-saving equipment are rewarded with cash payments, based on the calculated annual kWh and or therm savings, or on an itemized basis, depending on the type of measure installed. Motors less than 200 hp are not eligible under the SPC, except as an early retirement measure (see below). Measured savings options are also available at the discretion of PG&E for complex projects where energy savings are difficult to estimate.
Description:	**Itemized Measures:** Depending on the energy efficiency measure installed, an Itemized or Calculated approach is used to estimate the energy savings and incentive. PG&E recognizes ASDs as an itemized measure on HVAC fans for systems with motors less than or equal to 100 hp. PG&E offers an incentive of $80.00/hp for qualifying systems. **Early Retirement:** This new feature pays for multiple years of savings (as opposed to one year) for the early replacement of motors. Electric motors with 5 or more years of useful life are eligible for the program (assumes 18 year motor life). The energy savings are calculated using baseline efficiencies of the actual equipment rather than the current minimum standards. The annual savings are multiplied by the remaining years of life to determine the entire savings. The incentive paid under the program is $0.08/kWh saved over the existing equipment's remaining useful life, up to 50% of the project cost.
Budget:	2004-2005: $28.5 million.
Outreach Strategy:	PG&E account representatives, mailings and Web site, and Flex Your Power Web site: http://www.fypower.org.
Past Performance:	Motors and drives are among top ten projects submitted under the program.

Program Name: **Program-specific Web site:**	Express Efficiency Program www.pge.com/express
Contact:	James B. Hanna Program Administrator 530-896-4222 jbh1@pge.com Carol Harty 415-973-2256 cah8@pge.com
Program Type(s):	Prescriptive
Coordination Level:	Statewide
Year Established:	2002
Goals:	To increase the adoption of energy-efficient equipment among smaller customers with an average monthly demand of 500 kW or less.
Description:	The Express Efficiency program is a statewide, nonresidential retrofit program offering financial incentives to business customers who install energy-efficient equipment. Qualifying equipment must retrofit, replace, or upgrade old equipment with new, energy-efficient technologies.

	Express Efficiency offers ASD incentives for fan applications only on HVAC systems. The maximum fan size is 100 hp. The installation of an ASD on a HVAC fan is eligible for a rebate only if throttling devices, such as inlet vanes, bypass dampers and throttling valves, are removed or permanently disabled. A 3% impedance choke is recommended. Current incentive levels are $80.00/hp. See the following Web site for details: http://www.pge.com/docs/pdfs/biz/rebates/express_efficiency/application/hvac_v7.pdf **Note:** Scroll to page 2 and look for item "E"- ASDs. For more information on Express Efficiency measures, see: http://www.pge.com/biz/rebates/express_efficiency/index.html
Budget:	2004-2005: $9.9 million out of $35.6 million available statewide, not including additional funds added to energy-efficiency programs in lieu of procuring electricity.
Outreach Strategy:	PG&E account representatives, mailings and Web site, and Flex Your Power Web site: http://www.fypower.org.
Past Performance:	

Program Name: **Program-specific Web site:**	Savings By Design http://www.pge.com/biz/rebates/new_construction/index.html www.savingsbydesign.com www.energydesignresources.com
Contact:	Andrea Porter 415-972-5232 agp1@pge.com
Program Type(s):	New Construction
Coordination Level:	Statewide
Year Established:	1999
Goals:	To influence non-residential building owners, tenants, and design teams to exceed current Title 24 standards (or industry standards for processes) by 10 percent or more for their new construction or renovation/remodel projects.
Description:	Savings By Design encourages commercial, residential, and industrial customers to practice energy-efficient building design and construction. The program offers building owners and their design teams a variety of services, including owner incentives of up to $150,000 per project to compensate building owners for investing in energy-efficient design and design team incentives of up to $50,000 per project to reward designers who meet ambitious energy-efficiency goals. A variety of motor-driven process systems and controls can be considered for the Savings By Design program, including (but not limited to): • Ventilation systems, such as those found in laboratories, clean rooms, and hospitals. • Pumping systems, for example those found in waste water treatment plants, dairy processes, and petroleum transport. • Drive power systems including conveying, transporting, and manufacturing systems. • Compressed air for aeration, pneumatic tools, and control or transport systems. For projects participating in the Systems Approach, incentives will be calculated using a rate of $0.10/kWh for estimated annualized savings. Incentives begin when process equipment's performance exceeds industry standard baseline by

	approximately 10%. For more information, visit the Savings By Design Web site: http://www.savingsbydesign.com/
Budget:	2004-2005: $20.0 million out of $47.1 million available statewide, not including additional funds added to energy-efficiency programs in lieu of procuring electricity.
Outreach Strategy:	PG&E account representatives, industry events, advertising, Savings By Design Web site, and Flex Your Power Web site: http://www.fypower.org
Past Performance:	Savings By Design has worked with hundreds of projects to specify premium efficiency motors since the program's inception

Program Sponsor:	**Riverside Public Utilities**
Service Territory:	Riverside, California
Web site:	http://www.riversideca.gov/utilities/
MDM Association:	

Program Name: **Program-specific Web site:**	Energy Efficiency Motor Incentives For Business Customers http://www.riversideca.gov/utilities/benefits/biz/motors.htm
Contact:	Rebeccah Goldware 951-826-5788 rgoldware@riversideca.gov or For complete details, call Programs & Services at 951-826-5485.
Program Type(s):	Prescriptive
Coordination Level:	Service territory
Year Established:	2000
Goals:	Riverside Public Utilities offers business customers a variety of incentive programs for energy efficiency improvements. Their goal is to develop programs that meet the needs of customers while helping them to conserve energy and save on energy costs.
Description:	Incentives are available to Riverside Public Utilities business customers for replacement of older motors with motors meeting NEMA Premium efficiency levels. Qualifying equipment includes 1 to 200 hp National Electrical Manufacturers (NEMA) designs A and B, three phase, integral hp; general purpose motors (1200, 1800, 3600 RPM). Specifications for these motors are available on the nameplate data on the motor. Incentives range from $35 to $630, with a maximum rebate of $50,000 per metered electric account. The program is open to all business customers of Riverside Public Utilities with an electric account. Additional guidelines may apply.
Budget:	2004: $50,000 (budget for energy-efficient motors and ASD equipment incentives)
Outreach Strategy:	Riverside Utilities account representatives and Web site.
Past Performance:	Typically fewer than 10 customers per year.

Program Name: **Program-specific Web site:**	Variable Speed/Frequency Motor Drives Incentives for Business Customers http://www.riversideca.gov/utilities/benefits/biz/varspeed.htm
Contact:	For complete details, call Programs & Services at (951) 826-5485.
Program Type(s):	Prescriptive
Coordination Level:	Service territory

Year Established:	2000
Goals:	Riverside Public Utilities offers business customers a variety of incentive programs for energy efficiency improvements. Their goal is to develop programs that meet the needs of customers while helping them to conserve energy and save on energy costs.
Description:	Riverside Public Utilities offers business electric customers incentives to purchase new variable speed or frequency motor drives with the purpose of reducing electrical consumption. Customers can receive a rebate of $0.08 per kWh of the annual energy savings realized the first year. Rebates can not exceed 50% of the purchase price. Variable-speed or -frequency motor drives must have a high efficiency rating and are subject to approval. Qualified equipment must be installed and in operation at the customers' service address. Qualified equipment must demonstrate or exceed proposed annual energy savings, which will be verified by RPU. Open to all business customers of Riverside Public Utilities with an electric account.
Budget:	2004: $50,000 (budget for energy-efficient motors and drive equipment incentives)
Outreach Strategy:	Riverside Public Utilities account representatives and Web site.
Past Performance:	Typically fewer than 10 customers per year.

Program Sponsor:	**Sacramento Municipal Utility District (SMUD)**
Service Territory:	Sacramento County, California. SMUD is the sixth largest publicly owned utility in the country in terms of customers served.
Web site:	http://www.smud.org
MDM Association:	Sponsor

Program Name: **Program-specific Web site:**	Prescriptive Incentive Program for Motors http://www.smud.org/commercial/saving/service/motorsincent.html
Contact:	Steve Rutter SMUD 916-732-6766 srutter@smud.org or Call SMUD Commercial Services at 1-877-622-SMUD (7683) for eligibility verification and/or additional information.
Program Type(s):	Prescriptive
Coordination Level:	Regional
Year Established:	2000
Goals:	To achieve energy savings by increasing the availability and installation of premium-efficient motors.
Description:	This program provides rebates to customers or motor vendors for qualifying motors. Rebate application and proof of purchase must be submitted within 30 days of purchase. Motor specifications for replaced motors are not needed. Rebates range from $25 to $630 for NEMA Premium motors from 1-200 hp. Maximum incentive: 30 percent of project cost OR $35,000/account whichever is less. Refer to 2004 Prescriptive Motor Incentive Program table for specific efficiency requirements and incentive levels at: http://www.smud.org/commercial/saving/service/SMUD-RxMotor-Incentives.pdf Please note that SMUD's incentive levels for premium-efficiency motors will likely change in 2005.
Budget:	Budget is not specific to motor program. Rebates limited to overall annual incentive budget, on a first come, first served basis.
Outreach Strategy:	SMUD account representatives, trade allies, and Web site.
Past Performance:	2004: 10 motor projects

Program Name: **Program-specific Web site:**	Custom Program for Motors http://www.smud.org/commercial/saving/service/motorsincent.html
Contact:	Steve Rutter 916-732-6766 srutter@smud.org

	or Call SMUD Commercial Services at 1-877-622-SMUD (7683) for eligibility verification and/or additional information.
Program Type(s):	Custom
Coordination Level:	Regional
Year Established:	2000
Goals:	Verified energy savings.
Description:	SMUD's custom rebate program for motors provides rebates to customers for verified savings in demand for energy. Incentives are calculated based on energy demand savings at a rate of $375/avg. kW, between 1 p.m. and 9 p.m., from June through September. SMUD is currently evaluating this program. In 2005 SMUD anticipates focusing the program on achieving energy savings with incentive levels estimated at $0.08 per kWh saved. Adjustable-speed drive projects will be eligible under the program with this change in SMUD's program.
Budget:	Budget is not specific to motor program. Rebates limited to overall annual incentive budget, on a first come, first served basis.
Outreach Strategy:	SMUD account representatives, mailings, and Web site.
Past Performance:	2004 to-date: 2 projects

Program Sponsor:	**San Diego Gas & Electric (SDG&E)**
Service Territory:	SDG&E is a regulated utility that provides service to 3 million consumers through 1.3 million electric meters and 775,000 natural gas meters in California's San Diego and southern Orange counties.
Web site:	http://www.sdge.com/index.shtml
MDM Association:	

Program Name: **Program-specific Web site:**	California Motor Distributor Rebate Program http://cadistributorrebates.com/
Contact:	Luther Kopf California Motor Distributor Rebate Program 510-482-4420 x230 and luther@energy-solution.com Christina Rathbun San Diego Gas & Electric (858) 636-5776 crathbun@semprautilities.com
Program Type(s):	Prescriptive
Coordination Level:	Statewide
Year Established:	2004
Goals:	To achieve energy savings by increasing the availability and installation of premium-efficient motors.
Description:	The program provides rebates to distributors who stock and sell qualifying premium efficiency motors (and HVAC equipment) to business customers. The program defines a distributor as a business that purchases motors (or HVAC equipment) directly from the manufacturer. Program applies to motors 1-200 hp in size that meet NEMA Premium efficiency specifications.
Budget:	2004-2005: $231,253 out of $773,373 available statewide.
Outreach Strategy:	Representation at trade association events, advertise in chamber of commerce and trade association newsletters, host educational events, participate at trade association and other events.
Past Performance:	None; new.

Program Name: **Program-specific Web site:**	Statewide Standard Performance Contract Program http://www.sdge.com/business/specializedincentives.shtml
Contact:	Suzanne K. Shumate 858-636-5774 SShumate@semprautilities.com
Program Type(s):	Standard Performance Contract
Coordination Level:	Statewide
Year Established:	1998
Goals:	SDG&E's Standard Performance Contract (SPC) program offers cash incentives

	for completing energy saving retrofits of existing equipment or systems. The SPC program is open to large, non-residential customers who receive electric services from SDG&E and pay the public goods charge on their utility bills. Businesses that install energy-saving equipment are rewarded with cash payments, based on the actual annual kWh savings that are achieved, or on an itemized basis, depending on the type of measure installed. Motors less than 200 hp are not eligible under the SPC, except as an early retirement measure (see below).
Description:	**Itemized Measures:** Depending on the energy efficiency measure installed, an Itemized or Calculated approach is used to estimate the energy savings and incentive. SDG&E recognizes ASDs as an itemized measure on HVAC fans for systems with motors less than or equal to 100 hp. SDG&E offers an incentive of $80.00/hp for qualifying systems. **Early Retirement:** This new feature pays for multiple years of savings (as opposed to one year) for the early replacement of motors. Electric motors with 5 or more years of useful life are eligible for the program (assumes 18 year motor life). New equipment must exceed current minimum standards. The total incentive accounts for the remaining useful life of the existing equipment. The annual energy savings is compared to the existing efficiency of the current system up to current standards. The annual savings is then multiplied by the remaining years of life to determine the entire savings. The incentive paid under the program is $0.08/kWh saved over the existing equipment's remaining useful life.
Budget:	2004-2005: $7.52 million out of $53.9 million available statewide, not including additional funds added to energy-efficiency programs in lieu of procuring electricity.
Outreach Strategy:	SDG&E account representatives, SDG&E mailings and Web site, and the Flex Your Power Web site: http://www.fypower.org
Past Performance:	Projects completed for 2003 program year: 45 out of 65.

Program Name: **Program-specific Web site:**	Express Efficiency Program http://www.sdge.com/business/bus_expressefficiency.shtml
Contact:	Donna Fleming 858-636-5777 Dfleming@semprautilities.com
Program Type(s):	Prescriptive
Coordination Level:	Statewide
Year Established:	2002
Goals:	To increase the adoption of energy-efficient equipment among smaller customers with an average monthly demand of 500 kW or less.
Description:	The Express Efficiency program is a statewide, nonresidential retrofit program offering financial incentives to business customers who install energy-efficient equipment. Qualifying equipment must retrofit, replace, or upgrade old equipment with new, energy-efficient technologies. Express Efficiency offers ASD incentives for fan applications only on HVAC systems. The maximum fan size is 100 hp. The installation of an ASD on a HVAC fan is eligible for a rebate only if throttling devices, such as inlet vanes, bypass dampers and throttling valves, are removed or permanently disabled. A 3% impedance choke is recommended. Current incentive levels are $80.00/hp.
Budget:	2004-2005: $6.7 million out of $35.6 million available statewide, not including

	additional funds added to energy-efficiency programs in lieu of procuring electricity.
Outreach Strategy:	SDG&E account representatives, mailings and Web site, and the Flex Your Power Web site: http://www.fypower.org
Past Performance:	2004 program year: 40 ASD HVAC projects.

Program Name: **Program-specific Web site:**	Savings By Design http://www.sdge.com/construction/ee_commercial_newconst.shtml www.savingsbydesign.com www.energydesignresources.com
Contact:	Peggy Crossman 858-636-8716 pcrossman@semprautilities.com
Program Type(s):	New Construction
Coordination Level:	Statewide
Year Established:	1999
Goals:	To influence nonresidential building owners, tenants and design teams to exceed current Title 24 standards (or industry standards for processes) by 10 percent or more for their new construction or renovation/remodel projects.
Description:	Savings By Design encourages commercial, residential, and industrial customers to practice energy-efficient building design and construction. The program offers building owners and their design teams a variety of services, including owner incentives of up to $150,000 per project to compensate building owners for investing in energy-efficient design and design team incentives of up to $50,000 per project to reward designers who meet ambitious energy-efficiency goals. A variety of motor-driven process systems and controls can be considered for the Savings By Design program, including (but not limited to): • Ventilation systems, such as those found in laboratories, clean rooms, and hospitals. • Pumping systems, for example those found in waste water treatment plants, dairy processes, and petroleum transport. • Drive power systems including conveying, transporting, and manufacturing systems. • Compressed air for aeration, pneumatic tools, and control or transport systems. For projects participating in the Systems Approach, incentives will be calculated using a rate of $0.10/kWh for estimated annualized savings. Incentives begin when process equipment's performance exceeds industry standard baseline by approximately 10%. For more information, visit the Savings By Design Web site: http://www.savingsbydesign.com/
Budget:	2004-2005: $4.8 million out of $47.1 million available statewide, not including additional funds added to energy-efficiency programs in lieu of procuring electricity.
Outreach Strategy:	SDG&E account representatives, mailings and Web site, and the Flex Your Power Web site: http://www.fypower.org
Past Performance:	During the 2003 Program Year, Savings By Design had over 180 projects participate, with more than 29,000,000 annualized kWh savings.

Program Name: **Program-specific Web site:**	Customer Energy Savings Bid Program http://www.sdge.com/business/bid.shtml
Contact:	Sandra Swierczynski 858-650-6159 sswierczynski@semprautilities.com
Program Type(s):	Custom
Coordination Level:	Service territory
Year Established:	2004
Goals:	To quickly maximize energy savings and peak load reduction from non-residential customers by offering cash incentives for innovative energy-efficiency projects.
Description:	The program is open to all non-residential SDG&E customers. The program is designed to address market barriers due to: 1) budgetary planning horizons that differ from the CPUC program funding cycles, and 2) longer planning horizons that do not coincide with program funding period. Customers are encouraged to develop and submit innovative and unique projects. Motors and ASDs are eligible for incentives. A project may include a single customer or a combination of customers at multiple sites. Sites can have different measures, operating hours and energy use profiles. A project must meet all of the following requirements: • Projects must save a minimum of 500,000 kilowatt-hours (kWh) annually. • All energy-efficiency measures must be retrofits or replacements of existing, operating equipment. • The new equipment must have a useful life of, and be in operation for, at least five years. The baseline for calculating savings is the efficiency of the existing equipment, and the incentive payment is based on actual measured savings.
Budget:	2004-2005: $20.4 million
Outreach Strategy:	SDG&E account representatives, direct mail, email, and the SDG&E Web site.
Past Performance:	None; new.

Program Sponsor:	**Southern California Edison (SCE)**
Service Territory:	SCE supplies power to a population of 12 million people, via 4.6 million business and residential accounts in a 50,000-square-mile service area within central, coastal and Southern California.
Web site:	www.sce.com
MDM Association:	Sponsor

Program Name: **Program-specific Web site:**	California Motor Distributor Rebate Program http://cadistributorrebates.com/
Contact:	Luther Kopf California Motor Distributor Rebate Program 510-482-4420 x230 and luther@energy-solution.com Art Olson Southern California Edison 626-302-8956 Arthur.olson@sce.com
Program Type(s):	Prescriptive
Coordination Level:	Statewide
Year Established:	2004
Goals:	To achieve energy savings by increasing the availability and installation of premium-efficient motors.
Description:	The Program provides rebates to distributors who stock and sell qualifying premium efficiency motors (and HVAC equipment) to SCE nonresidential customers. The program defines a distributor as a business that purchases motors (or HVAC equipment) directly from the manufacturer. Program applies to motors 1-200 hp in size that meet NEMA Premium efficiency specifications.
Budget:	2004-2005: $265,100 out of $773,373 available statewide.
Outreach Strategy:	Representation at trade association events, articles in chamber of commerce and trade association newsletters, host educational events, participate at trade association and other events.
Past Performance:	

Program Name: **Program-specific Web site:**	Statewide Standard Performance Contract Program www.sce.com/spc
Contact:	Marci Burgdorf 626-302-8214 marci.burgdorf@sce.com
Program Type(s):	Standard Performance Contract
Coordination Level:	Statewide
Year Established:	1998
Goals:	Southern California Edison's Standard Performance Contract (SPC) program

	offers cash incentives for completing energy saving retrofits of existing equipment or systems. The SPC program is open to large, non-residential customers who receive electric services from SCE and pay the public goods charge on their utility bills. Businesses that install energy-saving equipment are rewarded with cash payments, based on the actual annual kWh savings that are achieved, or on an itemized basis, depending on the type of measure installed. Motors less than 200 hp are not eligible in SPC, except as early retirement measure (see below).
Description:	**Itemized Measures:** Depending on the energy efficiency measure installed, an Itemized or Calculated approach is used to estimate the energy savings and incentive. SCE recognizes ASDs as an itemized measure on HVAC fans for systems with motors less than or equal to 100 hp. SCE offers an incentive of $80.00/hp for qualifying systems. **Early Retirement:** This new feature pays for multiple years of savings (as opposed to one year) for the early replacement of motors. Electric motors with 5 or more years of useful life are eligible for the program (assumes 18 year motor life). New equipment must exceed current minimum standards. The total incentive accounts for the remaining useful life of the existing equipment. The annual energy savings is compared to the existing efficiency of the current system up to current standards. The annual savings is then multiplied by the remaining years of life to determine the entire savings. The incentive paid under the program is $0.08/kWh saved over the existing equipment's remaining useful life. http://www.sce.com/sc3/010_bus_sols/010b_large_business/010b9_spc/SPC_energy_saving_reqs.htm#early
Budget:	2004-2005: $18 million out of $53.9 million available statewide, not including additional funds added to energy-efficiency programs in lieu of procuring electricity.
Outreach Strategy:	SCE account representatives, SCE mailings and Web site, and the Flex Your Power Web site: http://www.fypower.org
Past Performance:	Total motors savings to date for all SPC program years is 226,499,877 kWh and 28,046 kW.

Program Name: **Program-specific Web site:**	Express Efficiency Program http://www.sce.com/sc3/011_reb_off/011b_fyb/default.htm (Click “Rebates and Offers,” then “Small- to Medium-Sized Businesses”)
Contact:	Steve Culbertson 626-302-1629 steve.culbertson@sce.com
Program Type(s):	Prescriptive
Coordination Level:	Statewide
Year Established:	2002
Goals:	To increase the adoption of energy-efficient equipment among smaller customers with an average monthly demand of 500 kW or less.
Description:	The Express Efficiency program is a statewide, nonresidential retrofit program offering financial incentives to business customers who install energy-efficient equipment. Qualifying equipment must retrofit, replace, or upgrade old equipment with new, energy-efficient technologies. Express Efficiency offers ASD incentives for fan applications only on HVAC

	systems. The maximum fan size is 100 hp. The installation of an ASD on a HVAC fan is eligible for a rebate only if throttling devices, such as inlet vanes, bypass dampers and throttling valves, are removed or permanently disabled. A 3% impedance choke is recommended. Current incentive levels are $80.00/hp.
Budget:	2004-2005: $12.0 million out of $35.6 million available statewide, not including additional funds added to energy-efficiency programs in lieu of procuring electricity.
Outreach Strategy:	SCE account representatives, SCE mailings and Web site, and the Flex Your Power Web site: http://www.fypower.org
Past Performance:	SCE has provided financial incentives on ASDs representing approximately 3,000 hp of connected load.

Program Name: **Program-specific Web site:**	Savings By Design http://www.sce.com/sc3/011_reb_off/011c_nc/011c2_non_res/default.htm (Click "Savings By Design") www.savingsbydesign.com www.energydesignresources.com
Contact:	Gary Suzuki Southern California Edison 626-302-8766 Gary.Suzuki@sce.com
Program Type(s):	New Construction
Coordination Level:	Statewide
Year Established:	1999
Goals:	To influence non-residential building owners, tenants and design teams to exceed current Title 24 standards (or industry standards for processes) by 10 percent or more for their new construction or major renovation/remodel projects.
Description:	Savings By Design encourages commercial, residential, and industrial customers to practice energy-efficient building design and construction. The program offers building owners and their design teams a variety of services, including owner incentives of up to $150,000 per project to compensate building owners for investing in energy-efficient design and design team incentives of up to $50,000 per project to reward designers who meet ambitious energy-efficiency goals. A variety of motor-driven process systems and controls can be considered for the Savings By Design program, including (but not limited to): • Ventilation systems, such as those found in laboratories, clean rooms, and hospitals. • Pumping systems, for example those found in waste water treatment plants, dairy processes, and petroleum transport. • Drive power systems including conveying, transporting, and manufacturing systems. • Compressed air for aeration, pneumatic tools, and control or transport systems. For projects participating in the Systems Approach, incentives will be calculated using a rate of $0.10/kWh for estimated annualized savings. Incentives begin when process equipment's performance exceeds industry standard baseline by approximately 10%. For more information, visit the Savings by Design Web site: http://www.savingsbydesign.com/
Budget:	2004/2005: $18.3 million of $47.1 million statewide, not including additional funds added to energy-efficiency programs in lieu of procuring electricity.

Outreach Strategy:	SCE account representatives, SCE mailings and Web site, and the Flex Your Power Web site: http://www.fypower.org
Past Performance:	2003: more than 260 customer projects

Program Name: **Program-specific Web site:**	Pump Test and Hydraulic Services (PTHS) http://www.sce.com/sc3/002_save_energy/002h_hydraulic_pump/default.htm
Contact:	Gary Suzuki Southern California Edison 626-302-8766 Gary.Suzuki@sce.com
Program Type(s):	Technical Assistance
Coordination Level:	SCE Service Territory
Year Established:	1911
Goals:	To inform agricultural businesses, water districts and other high water usage businesses about specific energy efficiency measures related to potable water pumping systems, such as motors and adjustable speed drives.
Description:	Since 1911, SCE has been performing efficiency tests of customers' water pumping systems, free of charge. Today's efficiency test program continues to be offered at no cost. It has evolved to incorporate the latest in fluid flow and electronics measurement instrumentation to test thousands of pumps annually.
Budget:	2004-2005: $3.2 million
Outreach Strategy:	SCE account representatives, SCE mailings and Web site, and the Flex Your Power Web site: http://www.fypower.org
Past Performance:	2003: more than 6,400 pumping system tests

HAWAII

PROGRAMS

Back to table of contents

Hawaiian Electric Company

Program Sponsor:	**Hawaiian Electric Company**
Service Territory:	Hawaiian Electric Company, Inc. (HECO), and its subsidiaries, Maui Electric Company, Ltd. (MECO) and Hawaii Electric Light Company, Inc. (HELCO), provide electricity to 95% of the state's 1.2 million residents on the islands of Oahu, Maui, Hawaii, Lanai and Molokai.
Web site:	www.heco.com
MDM Association:	

Program Name: **Program-specific Web site:**	Energy $olutions for Business
Contact:	Jim Maskrey 808-543-4765 jim.maskrey@heco.com
Program Type(s):	Prescriptive; Custom; New Construction
Coordination Level:	Statewide
Year Established:	1996
Goals:	5 year goals (2002-06): C&I Energy Efficiency Program: 246,000 MWh and 8.3 MW C&I New Construction 98,000 MWh and 4 MW Customized Rebate Program: 96,000 MWh and 4.3 MW
Description:	Energy $olutions for Business encompasses three sub-programs: 1. C&I Energy Efficiency Program 2. Customized Rebate Program 3. C&I New Construction Program The programs are designed to encourage the implementation of energy efficient technologies in the commercial and industrial sectors. Motors, ASDs, booster pumps, cooling towers, building controls, lighting, HVAC, and other energy savings measures are available for incentives. Customer incentives range from $15 to $2,700 per motor. The larger the increase in efficiency between old and new, the larger the rebate. Incentives can be assigned to vendors. Custom incentives are based on $125/kW and 5 cents/kWh on year 1 annualized savings
Budget:	$3.5-$4 million per year for the three programs combined
Outreach Strategy:	Account managers, major customers team, Web site, Energy Expo, afternoon customer workshops, direct mail, intensive workshops
Past Performance:	2003: 47 motors; 62 drives 2004 to-date: 30 motors; 28 drives

NORTHWEST REGION PROGRAMS

Back to table of contents

British Columbia:
BC Hydro

Idaho:
Idaho Power
NW Energy Efficiency Alliance

Montana:
NW Energy Efficiency Alliance

Nevada:
Nevada Power Company
Sierra Pacific Power Company

Oregon:
Energy Trust of Oregon
Eugene Water & Electric Board
Idaho Power
NW Energy Efficiency Alliance
PacifiCorp

Utah:
PacifiCorp

Washington:
NW Energy Efficiency Alliance
PacifiCorp
Puget Sound Energy
Seattle City Light
Tacoma Power

Wyoming:
PacifiCorp

Program Sponsor:	**BC Hydro**
Service Territory:	Over 94% of customers in British Columbia
Web site:	www.bchydro.com
MDM Association:	Sponsor

Program Name: **Program-specific Web site:**	Power Smart Partners Program www.bchydro.com/business
Contact:	Carmelina Sorace (604) 453-6442 carmelina.sorace@bchydro.com
Program Type(s):	Energy-efficiency commitment program; prerequisite for eligibility for offerings under Power Smart Partners umbrella: **Technical Assistance:** Energy Savings Opportunity (ESO) Identification Fund **Custom:** Competitive Incentive Fund; Large Project Incentive Fund **Other:** Demonstration and New Technology Fund; e.Points Bonus Fund
Coordination Level:	Service territory
Year Established:	2002
Goals:	To provide funding and resources to help BC Hydro customers integrate energy efficiency into on-going operations and realize operational, financial, environmental and other business benefits. Power Smart's target energy savings by 2010-11: 3,510 GWh/yr for all market sectors. Two-thirds of this target is expected to come from our Power Smart Partners in the industrial sector, with one-third of industrial savings from motor-driven systems.
Description:	The Power Smart Partners Program is the flagship demand side management program for BC Hydro's large industrial and commercial customers. This program is designed for companies that are interested in improving their bottom line by adopting energy efficiency as a management practice. Organizations can become Power Smart Partners if they have spent at least $50,000 on electricity in the last year, and are willing to: • Commit to improving organization's overall electrical energy efficiency by at least 5%, • Develop a Power Smart action plan outlining key strategies, priorities, and actions to achieve organization's target, • Provide funds that match those provided by BC Hydro to identify energy-saving opportunities (schools, universities, colleges, and hospitals do not require matching funds), • Sign BC Hydro's Power Smart Partner Program agreement outlining organization's commitment, targets, and personnel responsible for carrying out the plan Funding for motor-driven systems studies and project implementation may be eligible in one of the following categories: **Energy Savings Opportunity Identification Fund:** Power Smart Partners have access to funds to identify electrical energy-saving opportunities. Depending on the type of facility, funds may be used towards hiring

	an Energy Manager, conducting an electrical energy study, obtaining design assistance for new buildings or building recommissioning for existing buildings. For assistance with the application process for energy saving opportunity identification funding, please contact your BC Hydro representative. **Competitive Incentive Fund:** Power Smart Partners are eligible to submit proposals to BC Hydro to request funding to implement electrical energy-saving and self-generated load displacement projects. The incentive fund is available to all Partners requiring an incentive less than $1 million, including GST. (For projects that require an incentive equal to or greater than $1 million, see the **Large Project Incentive Program**). The incentive fund can help reduce the payback period for these projects, enabling companies to implement initiatives that previously would not have met internal funding requirements. **Large Project Incentive Program:** The Large Project Incentive (LPI) Program is open to Power Smart Partners who have energy efficiency or self-generated load displacement projects that require an incentive equal to or greater than $1 million including GST. (For projects requiring an incentive of less than $1 million, see the **Incentive Fund**). The Large Project Incentive Program provides opportunities to fund large-scale projects through a formal, competitive process that is open, transparent and fair. The program includes a financial model for consistent evaluation criteria, and the organization will be able to test the financial results of the project before it is submitted into the RFP process. To qualify for the Large Project Incentive Program, each project must: • Have a simple payback (before incentives) equal to or greater than two years; • Pass the Rate Impact Measure (RIM), which tests the impact of the project and incentive on BC Hydro's rates; • Pass the Total Resource Cost (TRC), which tests the overall economic impact of the project to the participant and to BC Hydro; • Have an energy savings term between 10 to 20 years; and • Be able to meet the security requirements set by BC Hydro. **Demonstration and New Technology Fund:** This program is designed to encourage the adoption of innovative technologies or practices that save electricity but are not widely used in BC. Technologies must be commercially available. There is a qualification process, as well as a level of financial commitment required by the customer. **e.Points Bonus Fund:** Power Smart Partners who improve their company-wide electrical efficiency by 5% or can earn e.Points. Every e.Point earned has a value of one dollar, which can then be redeemed towards a BC Hydro-approved electrical energy-saving capital project. e.Points are available to all Power Smart Partners. There are no fees or charges to enroll. **Motor-Driven Systems Optimization Initiative:** Under development; expected to begin in 2005. Initiative will have a two-part focus: Part 1: Focus on the identification of energy savings opportunities, and the development of design solutions. Part 2: Emphasize the incorporation of energy-efficiency in motor-driven systems maintenance and replacement plans. The five end-use applications that will be the focus of the program are: Large pumping systems; Fans & blowers; Compressed air systems above 200 hp;

	Effluent treatment; Small motors and drives 50 hp and below. Whereas the first four applications will be part of the Power Smart Partners incentive program, the small motors and drives will be promoted through a prescriptive rebate program.
Budget:	April 1, 2004-March 30, 2005: $18.7 million
Outreach Strategy:	Web site; education and training classes; workshops; business forums; promotion through BC Hydro's Key Account Managers, Energy Managers, and Trade Allies
Past Performance:	More than 1,000 GWh/yr in energy savings

Program Name: **Program-specific Web site:**	New Construction Program www.bchydro.com/business
Contact:	Elizabeth Johnston (604) 453-6347 elizabeth.johnston@bchydro.com
Program Type(s):	New Construction
Coordination Level:	Service territory
Year Established:	Will begin 2004
Goals:	This is an energy acquisition and market transformation program that will accelerate the demand for, and construction of new commercial and industrial high performance/energy efficient buildings and facilities. The electrical energy-savings target for Commercial and Industrial New Construction programs by the year 2011-12 is approximately 70 GWh/yr.
Description:	The program will influence the design, development industry and facility owners to adopt energy efficiency into design objectives for new large commercial buildings, industrial facilities and expansions. Energy savings will be achieved through the use of an integrated design process which results in better performing and more energy efficient buildings and facilities at no or low incremental cost. Incentives will be provided to pay a portion of the study cost required to evaluate and select alternative design options. Additional savings will be secured by challenging design teams to achieve even higher levels of energy efficiency and providing incentives for the incremental capital cost associated with the selected energy efficiency measures.
Budget:	To be advised
Outreach Strategy:	Web site; education and training classes; workshops; business forums; promotion through BC Hydro's Key Account Managers, Energy Managers, and Trade Allies.
Past Performance:	

Program Sponsor:	**Energy Trust of Oregon**
Service Territory:	Oregon (service territory of Portland Gen. Electric and PacifiCorp [Pacific Power and Light]); 75% of electrical load in state
Web site:	www.energytrust.org
MDM Association:	

Program Name: **Program-specific Web site:**	Production Efficiency Program
Contact:	Ken Self Technical Manager 503-243-7641 503-887-7140 kself@aspensys.com Toll-free information line: 1-877-510-6800
Program Type(s):	Custom; Technical Assistance; Prescriptive (for motors)
Coordination Level:	Regional
Year Established:	Started in July 2003; fully operational in October 2003.
Goals:	Overall organizational goal: The Energy Trust is working to fulfill the State of Oregon's vision to meet future energy needs through environmentally sound, clean energy resources. Their success is measured in kWh and therms saved and in renewable energy produced. By 2012, their goal is to save 300 average megawatts of electricity and 19 million annual therms of natural gas through energy-efficiency investments, and to help meet 10% of Oregon's energy requirements through renewable energy sources. These savings are expected to offset the need for one or two new large conventional power plants. Program goals: To help the Energy Trust's industrial customers meet energy-savings goals, and to provide equal access to programs for all customers. To promote process-oriented improvements by providing incentives and technical assistance.
Description:	The program offers Oregon industrial customers of Pacific Power and Portland General Electric incentives and technical assistance for improving the energy efficiency of manufacturing processes. Efficient air pumps, compressed air, fans, material transport, refrigeration, controls and similar industrial processes (including ASDs), and motors may be eligible for incentives. Qualifying premium-efficiency motors under 200 hp are eligible for cash-back incentives of $10 per horsepower; motors 200 hp and over may be eligible for cash-back incentives of up to 35% of the installed cost.
Budget:	2004: $22 million
Outreach Strategy:	Technical assistance
Past Performance:	$4.6 million. This reflects program startup in July (6 months) with most of the 2003 projects being completed in 2004 and associated incentive funding being paid in 2004.

Program Sponsor:	**Eugene Water & Electric Board (EWEB)**
Service Territory:	Eugene, Oregon, plus a few outlying areas
Web-Site:	www.eweb.org
MDM Affiliation:	Uses campaign materials

Program Name: **Program-specific Web site:**	Premium Efficiency Motors Program http://www.eweb.org/business/energy/motors/index.html
Contact:	Greg Kelleher greg.kelleher@eweb.eugene.or.us 541-484-1125
Program Type(s):	Prescriptive
Coordination Level:	Service territory
Year Established:	1992
Goals:	1. Reduce customers' energy use and cut operating costs. 2. Encourage vendors to promote efficient motors. 3. Inform customers about the effects of RPM, efficiency, and motor load on operating costs. 4. Replace old equipment to increase efficiency and reliability.
Description:	The program offers rebates on new motors directly to customers and through motor suppliers. For rebates claimed through a motor supplier, the supplier receives an incentive for helping to promote the program. Rebates for qualifying motors (meet NEMA spec) range from $20 to $2,750 on motors from 1-500 hp. Incentives for vendors who sell motors to EWEB customers range from $30 to $100 on motors from 1-500 hp. Incentives for motor replacements are based on predicted energy savings.
Budget:	2004: $57,000
Outreach Strategy:	*Efficiency by Design* newsletter; direct mail to targeted audience of customers, vendors, and installers; Web site; individualized phone contacts and site visits
Past Performance:	2003: 88 motor rebates 2004 to date: 45 motor rebates

Program Name: **Program-specific Web site:**	Industrial Energy Management Services http://www.eweb.org/business/energy/industrial/index.htm
Contact:	Bill Welch bill.welch@eweb.eugene.or.us 541-484-1125
Program Type(s):	Custom; Financial Assistance
Coordination Level:	Service territory
Year Established:	1990
Goals:	Reduce energy use and cut operating costs
Description:	The program helps customers identify, analyze, quantify, and finance

	improvements to new and existing equipment or processes. It offers incentives based on the energy savings and the pay-back time of the project. Other financing options include loans and energy service charges. Efficient motor systems are incorporated into many projects.
Budget:	Overall: $1,200,000
Outreach Strategy:	The program offers facility energy audits and helps plan reviews for energy savings opportunities. It also offers a year-long Energy Management Certificate course, onsite energy saving training and presentations, and energy savings literature.
Past Performance:	2003: 31 projects were completed for 6.3 million annual kWh savings (includes all projects; not only motor-related projects)

Program Sponsor:	**Idaho Power**
Service Territory:	Southern Idaho; eastern Oregon
Web site:	www.Idahopower.com
MDM Association:	

Program Name:	Industrial Efficiency Incentive Program
Program-specific Web site:	http://www.idahopower.com/energycenter/energyefficiency/industrialincentive.htm
Contact:	Randy Thorn (208) 388-5624 Jim Ashworth (208) 388-2840
Program Type(s):	Custom; New Construction
Coordination Level:	Service territory
Year Established:	2003
Goals:	1 MW; 4 million kWh per year
Description:	Prior to ordering equipment, customer with a demand greater than 500 kW submits application for any project saving kWh. Payment is made on the lesser of $0.10/kWh, 50% of project cost, the amount of project cost greater than a one year payback, or $15,000 plus 30 cents times the account MWh use per year. Eligible efficiency projects include modifications to: electrical industrial and commercial processes, motor systems, controls, fans, pumps, compressors, lighting, air conditioning and refrigeration, which use less energy.
Budget:	$500,000 per year (Oct. 2003-Oct. 2004)
Outreach Strategy:	Direct contact by Idaho Power Account Managers. Information posted on the company Web site.
Past Performance:	Program started in October 2003 amd has not paid out any projects yet. The program does have three signed contracts and 25 customers submitting projects for the incentive. The projects deal with energy-efficient motors, ASDs, chiller and compressor efficiency improvements, lighting projects and pumping projects.

Program Sponsor:	**Nevada Power Company**
Service Territory:	Southeastern Nevada
Web site:	www.nevadapower.com
MDM Association:	

Program Name: **Program-specific Web site:**	Nevada Sure Bet Program www.nevadasurebet.com
Contact:	John Hargrove Senior Project Manager 775-834-5580 jwhargrove@sppc.com
Program Type(s):	Prescriptive; Custom; New Construction
Coordination Level:	Service territory
Year Established:	2003
Goals:	2004: 200 projects; 4,400 kW reduction; 17,610,500 kWh reduction
Description:	The Sure Bet Program is an incentive program designed to facilitate the implementation of cost-effective energy efficiency improvements in businesses. It is offered by Nevada Power Company and Sierra Pacific Power Company **(see Sierra Pacific Power Co. page for more details on their participation)**, and administered by KEMA, Inc. Project requirements include the following: • Projects must involve a capital improvement resulting in either energy savings due to the efficiency improvement, or a permanent shift of the electricity load during its peak period. • Project savings must be sustainable for a period of five years. • Projects covered under the Sure Bet Prescriptive Incentive Program are not eligible for a Custom incentive. • New construction projects may be eligible for incentives included under the Sure Bet Prescriptive non-lighting and Custom applications. These are reviewed and deemed eligible on a case-by-case basis. Premium-efficiency motor prescriptive incentives are based on CEE efficiency standards. Incentives range from $10 for a 1 hp motor to $350 for a 200 hp motor. Motors over 200 hp and drives are eligible for consideration under the “custom rebate” portion of this project and are considered on a case by case basis.
Budget:	2004: $1,200,000
Outreach Strategy:	Assistance with assessing electricity-saving opportunities and identifying contractors; assistance to contractors in facilitating project completion; some technical assistance; third-party project inspection and proposal review. Customer and contractor seminars are held on a regular basis.
Past Performance:	2004: fewer than 10 motors to-date

Program Sponsor:	**Northwest Energy Efficiency Alliance (Alliance)**
Service Territory:	Pacific Northwest (Washington, Oregon, Idaho, Montana)
Web site:	www.nwalliance.org
MDM Association:	Sponsor

Program Name: **Program-specific Web site:**	Electric Motor Management
Contact:	Pat Gibbon 425-646-4727 www.drivesandmotors.com Kyle Kobel 503-827-8416 kkobel@nwalliance.org
Program Type(s):	Awareness and Outreach; Technical Assistance; Other
Coordination Level:	Regional
Year Established:	Began in 1999; ending December 2004; program's services will still be offered under the Alliance's new Industrial Sector Initiative (ISI). Motor systems will be a component of the overall sector strategy. ISI is in development, with plans to begin implementation in 2005 **(see ISI program description)**.
Goals:	Major initiative objectives include: • Increase the operating efficiency of in-situ motors through adoption of comprehensive motor management practices. • Increase the number of motors that are replaced with new NEMA Premium™ motors instead of being reconditioned. • Reduce the efficiency losses associated with motor reconditioning through promotion of use of quality reconditioning. • Work to ensure that there is an adequate supply of qualified repair shops and support business development of service centers and consultants. • Operate an extensive education program including seminars, on-site industry training, and other resources. • Initiate a motor systems strategy targeting specific industrial sectors
Description:	To provide broad and targeted education and technical assistance for end-users on motor management, motor repair/replace decision making, and quality motor repair.
Budget:	2004: $632,000
Outreach Strategy:	Four field consultants provide individualized technical assistance and training. Outreach through professional trade associations, participating utilities and motor service centers. The program publishes case studies and Windings (quarterly newsletter) and has helped develop software (Electric Motor Manager, EM2 – www.em2solutions.com).
Past Performance:	Web site offers case studies on motor management.

Program Name: **Program-specific Web site:**	Industrial Sector Initiative (ISI)
Contact:	Bob Helm 503-827-8416, ext. 230 bhelm@nwalliance.org
Program Type(s):	Public education; Awareness and outreach (market transformation)
Coordination Level:	Regional
Year Established:	Will begin in 2005.
Goals:	1. Make energy efficiency a more integral part of corporate and plant decision-making and business practices concerning plant expansions/improvements and operations within targeted vertical markets, thus creating a natural market demand for systems-oriented efficiency improvements 2. Transform the industrial equipment and service suppliers so that they provide and market systems optimization services and equipment to their end customers
Description:	ISI activities will include the following: • Training & Education – Training in cooperation with trade allies[1] and industrial customers and coordinated with utilities and other market actors will be a key activity of the ISI. • Demonstration Projects – These projects intend to facilitate the demonstration of advanced technologies and/or optimization practices that are commercially available but under-utilized in the industrial market. These projects will be implemented at customers' facilities and the resulting case studies publicized and used to leverage activity by trade allies and other industrial customers. During the beginning of the ISI, the projects will be limited to specific vertical markets (food processing and pulp & paper). There will be specific criteria developed for the selection of these projects. • Channel Management – The Alliance will hire channel managers for the target markets of food processing, pulp & paper, refrigeration, motors, pumps and compressed air. It will be the channel manager's responsibility to coordinate communications and activities within their designated markets. • Product & Service Development – The Alliance anticipates that there will be the need to modify and/or develop tools, products and/or services to support the ISI. These will be determined and defined as the program develops and evolves. • Business Practices – Projects involving specific vertical markets (food processing and pulp & paper) will include components targeted at improving customer's business practices (e.g. corporate/plant communications, energy cost accounting, etc.) to ensure energy savings opportunities are fully integrated into the normal course of business activity.
Budget:	2005: $3.2M (including evaluation). The motor component of the ISI has a budget of $330,000 for 2005.
Outreach Strategy:	See "Description"
Past Performance:	

[1] Trade allies include manufacturers and distributors of energy-related equipment, energy consultants, equipment service centers, etc.

Program Sponsor:	**PacifiCorp**
Service Territory:	Utah Power: Utah, Idaho Pacific Power: California, Washington, Wyoming, and Oregon (See **Energy Trust of Oregon** page for more details)
Web site:	www.pacificorp.com www.pacificpower.net www.utahpower.net
MDM Association:	

Program Name: **Program-specific Web site:**	Energy FinAnswer UPL: http://www.utahpower.net/Navigation/Navigation921 PPL: http://www.pacificpower.net/Navigation/Navigation842.html
Contact:	Chris Kanoff 503-813-5122
Program Type(s):	Custom; Prescriptive; New Construction; Financial Assistance
Coordination Level:	Utah Power service territory The California, Washington, and Wyoming service territory of Pacific Power
Year Established:	Early 1990s
Goals:	To help commercial and industrial customers save energy and increase plant reliability by installing high-efficiency equipment, and to provide incentives to help customers pay a portion of their energy efficient upgrade.
Description:	IN UT and WA, the program offers cash incentives to help customers upgrade their commercial or industrial heating, cooling, refrigeration, compressed air, lighting, pumping or industrial process to the most energy-efficient systems available. Over 20,000 sq. ft existing commercial and industrial: Incentives are $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. Simple payback of a project must be one year or greater to receive an incentive. The incentive offer is based on the results of an energy study completed prior to installation of energy efficiency upgrades. The incentive paid is based on the results of a post-installation inspection. Utah Power and Pacific Power provide commissioning requirements for more complex measures. Customers must meet these guidelines to receive the maximum incentive and energy savings. Loans are available in WY, ID and CA. See Web site for details. WY: http://www.pacificpower.net/Navigation/Navigation1854.html CA: http://www.pacificpower.net/Navigation/Navigation1855.html ID: http://www.utahpower.net/Navigation/Navigation1852.html
Budget:	
Outreach Strategy:	Personal contact by utility account managers, project managers, trade allies, trade ally coordinators, energy engineers, training and seminar sponsorship, targeted advertising, and direct mail.
Past Performance:	

Program Name: **Program-specific Web site:**	Energy FinAnswer Express
Contact:	Chris Kanoff 503-813-5122
Program Type(s):	Prescriptive; Custom
Coordination Level:	Utah Power The Washington service territory of Pacific Power
Year Established:	1995; updated in 2000 and 2004
Goals:	To help commercial and industrial customers to install energy efficient equipment that normally would not be installed without FinAnswer Express incentives.
Description:	The FinAnswer Express program includes incentives and technical expertise for lighting, motors and HVAC equipment upgrades that increase customers' electric energy efficiency and exceed code requirements. Both retrofits of existing equipment and new construction projects are eligible. All commercial and industrial customers are eligible. Prescriptive incentives are available for lighting, HVAC, controls, and motors. Custom incentives are calculated the lesser of $.08 per Kwh savings or 35% project costs. Customers can choose a Utah Power or Pacific Power Energy Efficiency Alliance vendor or an independent energy consultant for technical expertise. Premium-efficiency motor incentives range from $45 for a 1 hp motor to $630 for a 200 hp motor. Larger motors may be eligible for incentives through a custom application. ASDs are evaluated separately in order to quantify the potential savings.
Budget:	
Outreach Strategy:	Personal contact by utility Account Managers, trade allies, energy engineers, targeted advertising and direct mail, seminar and training sponsorship, and trade ally networks.
Past Performance:	

Program Sponsor:	**Puget Sound Energy**
Service Territory:	Parts of Washington state
Web site:	www.pse.com
MDM Association:	

Program Name: **Program-specific Web site:**	Commercial/Industrial Conservation Programs http://www.pse.com/yourbusiness
Contact:	Bob Stolarski Manager, C&I bob.stolarski@pse.com
Program Type(s):	Custom; Prescriptive; New Construction
Coordination Level:	Service territory
Year Established:	1979
Goals:	2004 and 2005 (2-yr target): 173,565 MWh, 2,840,000 therms
Description:	Puget Sound Energy (PSE) has incentive funding for commercial and industrial electric and natural gas customers who install cost-effective modifications to existing electrical and mechanical systems for energy efficiency. Each project is reviewed on a case-by-case basis. The program includes incentives for increasing energy efficiency of existing equipment and retrofit measures that are not required by NREC (Non-residential Energy Code). New construction and major remodel projects are funded based on that portion of the conservation measure that exceeds current energy code or on a per square ft basis for entire projects that meet a certain percent over code criteria. Incentive levels are determined after project review and approval by a PSE Energy Management Engineer. The maximum funding level is 70% of the installed measure cost and is more commonly 50% based on incremental costs, avoided costs, and payback period. Electric projects with a simple pay-back of less than one year are not eligible for funding. Eligible equipment includes lighting and lighting controls; programmable thermostats replacing manual units; occupancy controllers for vending machines; NEMA Premium™ motors (mostly through NW Energy Efficiency Alliance); ASDs for fans and pumps; ES Transformers; CEE Tier 2 HVAC equipment; and commercial washing machines. Some energy saving maintenance measures also qualify for funding, such as gas boiler tune-ups and premium HVAC maintenance.
Budget:	2004 and 2005 budget (2-yr budget): $27,751,000 (C&I retrofit, new construction: gas and electric) $1,374,000 (C&I rebate program)
Outreach Strategy:	Informational outreach through literature, distributors, and manufacturer representatives. Web site: www.pse.com
Past Performance:	

Program Sponsor:	**Seattle City Light**
Service Territory:	Seattle plus some small suburban cities and other unincorporated areas
Web site:	http://www.cityofseattle.net/light/
MDM Association:	

Program Name:	Energy Smart Services (Energy Management Services)
Program-specific Web site:	http://www.cityofseattle.net/light/Conserve/Business/cv4_ess.asp
Contact:	Phoebe Caner Warren phoebe.warren@seattle.gov 206-684-3795
Program Type(s):	Prescriptive; Custom; New Construction; Financial Assistance
Coordination Level:	Service territory
Year Established:	New motor rebate program began in 2002; ASDs have been funded for more than 10 years
Goals:	To reduce customers' electric consumption and associated operating costs. To shorten customers' payback period on energy-efficiency investments and improve their companies' bottom lines.
Description:	NEMA Premium Efficiency motors for constant-speed motor applications, and ASDs for other applications are eligible for funding under Seattle's Energy Smart Services Program. Energy analysts assist applicants with developing specific project proposals for approval and implementation. The baseline for motor funding calculations is a new, high-efficiency motor that meets the Seattle Energy Code requirements. Financial incentives (online application available): Motor funding is primarily via prescriptive methods; ASD funding uses both prescriptive and custom methods. Incentive amounts can range as high as 70% of the installation cost, and are based on energy savings. ASDs in commercial applications: $0.23/kWh saved. Equipment serving industrial process loads: up to $0.15/kWh saved, depending on equipment service life New construction: Seattle City Light works collaboratively with design teams to create high performance buildings with low long-term operating costs. Financial Incentives, Energy Analysis Assistance, and Commissioning Assistance work together to build energy efficiency into your project from the beginning.
Budget:	$10 million total, including projects that are not motor- or drive-related
Outreach Strategy:	Energy management analysts assist customers with conservation project development. Marketing efforts through printed brochures, Web site, education, case study development, direct mail, and business journal ads. Free facility assessment audits are available. Projects are often brought in by contractors.
Past Performance:	

Program Sponsor:	**Sierra Pacific Power Company**
Service Territory:	Northern Nevada, including the cities of Reno, Sparks, and the Lake Tahoe area of northeastern California.
Web site:	www.sierrapacific.com
MDM Association:	

Program Name: **Program-specific Web site:**	Nevada Sure Bet Program www.nevadasurebet.com
Contact:	John Hargrove Senior Project Manager 775-834-5580 jwhargrove@sppc.com
Program Type(s):	Prescriptive; Custom; New Construction
Coordination Level:	Service territory
Year Established:	2003
Goals:	2004: 75 projects; 1600 kW reduction; 6,452,000 kWh reduction
Description:	The Sure Bet Program is an incentive program designed to facilitate the implementation of cost effective energy efficiency improvements in businesses. It is offered by Sierra Pacific Power Company and Nevada Power Company **(see Nevada Power Co. page for more details on their participation)**, and administered by KEMA, Inc. Project requirements include the following: • Projects must involve a capital improvement resulting in either energy savings due to the efficiency improvement, or a permanent shift of the electricity load during its peak period. • Project savings must be sustainable for a period of five years. • Projects covered under the Sure Bet Prescriptive Incentive Program are not eligible for a Custom incentive. • New construction projects may be eligible for incentives included under the Sure Bet Prescriptive non-lighting and Custom applications. These are reviewed and deemed eligible on a case-by-case basis. Premium-efficiency motor prescriptive incentives are based on CEE efficiency standards. Incentives range from $10 for a 1 hp motor to $350 for a 200 hp motor. Custom incentives are also available.
Budget:	2004: $1,600,000 overall; 0.1% for motors, 34.1% for custom projects
Outreach Strategy:	Assistance with assessing electricity-saving opportunities and identifying contractors; assistance to contractors in facilitating project completion; some technical assistance; third-party project inspection and proposal review. The program is contractor-driven and seminars are offered for contractors explaining how the program works.
Past Performance:	86 projects were given rebates in 2003 (no motor or drive incentives). 2004 to-date: 2 prospective motor projects; 6 ASDs

Program Sponsor:	**Tacoma Power**
Service Territory:	Tacoma/Pierce County, Washington
Web site:	http://www.ci.tacoma.wa.us/power/ tacomapower.com
MDM Association:	

Program Name: **Program-specific Web site:**	Efficiency Options
Contact:	Peter Meyer 253-502-8528 PMEYER@cityoftacoma.org
Program Type(s):	Financial Assistance
Coordination Level:	Service territory
Year Established:	
Goals:	To lower long-term operating costs as a result of energy savings.
Description:	Motors and drives are among the equipment eligible for loans under the Efficiency Options program. All measures must meet cost effectiveness criteria.
Budget:	
Outreach Strategy:	Four technical advisors and four major account executives provide individualized assistance. Outreach is provided through the Electric League seminars on Motors and Compressed Air.
Past Performance:	

MIDWEST REGION

PROGRAMS

Back to table of contents

Illinois:
MidAmerican Energy Company

Iowa:
MidAmerican Energy Company

Minnesota:
Xcel Energy

Nebraska:
MidAmerican Energy Company

South Dakota:
MidAmerican Energy Company

Wisconsin:
Focus on Energy
Wisconsin Public Power, Inc.

Program Sponsor:	**Focus on Energy (FOE)**
Service Territory:	Statewide program including approximately 90% of Wisconsin
Web site:	www.focusonenergy.com
MDM Association:	Sponsor

Program Name: **Program-specific Web site:**	Industrial Sector
Contact:	John Nicol Industrial Sector Manager 608-277-2941
Program Type(s):	Educational; Custom
Coordination Level:	Statewide
Year Established:	2001
Goals:	To establish sustainable market transformation, while achieving resource acquisition. The industrial programs promote the adoption of energy efficient practices and energy management through an Action Plan process that encourages the implementation of energy efficiency improvements.
Description:	Using MDM as a primary framework, programs promote NEMA Premium and sound motor management across the multiple markets served by offering technical and financial assistance for individual projects. Through their industrial sector programs and Practical Energy Management program (PEM), FOE assists customers at multiple levels from corporate energy management to best practices for cross-cutting technologies. Overarching emphasis on educating trade allies about business opportunities in promoting energy-efficient products and services. Incentives are largely custom incentives that are determined on the merits of individual energy efficiency projects. Typically, no incentives are provided for measures that payback in less than 2 years, and a maximum of $40,000 is allowed per project and $100,000 total per participant. Service Buy-Down incentives also available. FOE is currently developing a program for industrial sectors: pulp and paper, food processing/dairy, metal casting, plastics focusing on process efficiency.
Budget:	$16 million total for all program sectors
Outreach Strategy:	Outreach varies with sector and type of program but generally includes coordination between end-users, supplier and vendors, allied organizations, and equipment manufacturers. Vehicles include case studies, newsletters, fact sheets, trade events, face-to-face presentations, and others.
Past Performance:	Fiscal year 2004: Industrial Sector: 80,670,370 kWh; 11,808 kW; 9,533,575 therms Total for All Sectors: 157,453,000 kWh; 28,646 kW; 12,899,651 therms

Program Name: **Program-specific Web site:**	Energy Efficient Products and Services Program (EE Products Program)
Contact:	John Pfeiffer EE Products Program Manager 888-598-4376
Program Type(s):	Custom; Market Transformation / Supply-side focused
Coordination Level:	Statewide
Year Established:	2001
Goals:	Assist in removing or overcoming obstacles faced by energy efficient technologies through education; objective, non-biased promotion; and in some cases, financial rewards. Concentrated efforts in motor/drive and refrigerated merchandiser technologies.
Description:	Program is focused on the supply-side of the market: manufacturers and distributors. In addition, the EE Products Program provides support and rewards for Program Allies who work with end use customers
Budget:	FY 2004: Total: $884,000 Targeted Incentive/Rewards: $460,000 These budget numbers are included in (not additional to) the $16 million overall budget number.
Outreach Strategy:	Direct, face-to-face interaction through EE Products staff and sector energy advisors. Public relation and marketing support for Allies and market players who promote the Focus mission and incorporate energy efficiency into their sales/business model.
Past Performance:	Developed SMART motor database tool for aggregate analysis of process motors; assisted 16 end-use customers with motor inventory collection to date; promote national motor management tool – MDM's *1-2-3 Approach to Motor Management*; conducted physical inventory of 200 grocery locations for refrigerated merchandisers; provided distributor incentives for 1,410 NEMA premium motors sold in Wisconsin for six-month period

Program Sponsor:	**MidAmerican Energy Company**
Service Territory:	Largest utility in Iowa; also serves parts of South Dakota, Nebraska, and Illinois
Web site:	www.midamericanenergy.com
MDM Association:	Sponsor

Program Name: **Program-specific Web site:**	Motors and Variable Speed Drives Program
Contact:	Dave Ahlberg – Industrial drahlberg@midamerican.com 515-252-6762 Richard Walker – Commercial rcwalker@midamerican.com 563-333-8841 Carol Parker – Commercial cdparker@midamerican.com 563-333-8836
Program Type(s):	Prescriptive
Coordination Level:	Iowa only
Year Established:	approximately 1990
Goals:	73 NEMA Premium Motors for 2004 and 145 thereafter. 70 adjustable-speed drives for each program year.
Description:	Rebates ranging from $5 to $1000 paid to customers for NEMA Premium motors 1-200 hp. Variable-speed drives rebated at $30/hp for motors 5 hp and larger.
Budget:	
Outreach Strategy:	Direct outreach to customers, participation in trade shows, regional meetings with suppliers to educate them about programs. Direct contact to key account customers through MEC Energy Consultants.
Past Performance:	

Program Name: **Program-specific Web site:**	Nonresidential Custom Systems Program
Contact:	Dave Ahlberg - Industrial drahlberg@midamerican.com 515-252-6762 Richard Walker – Commercial rcwalker@midamerican.com 563-333-8841
Program Type(s):	Custom
Coordination Level:	Iowa only
Year Established:	Approximately 1990

Goals:	2004: 1,632MWh energy savings; 831 kW demand; 3,568 Dth; 960 peak day therms
Description:	Customers have the option to finance energy efficiency projects or choose a rebate. The rebate level will be customized based upon the equipment's incremental cost, peak demand reduction, annual energy use reduction and annual energy cost savings. For owner-occupied buildings, MEC will provide rebate incentives that buy down the customer's initial incremental investment, where appropriate, to a simple payback period of two years with a three-year cap on the amount of the buy-down. Tenant-occupied buildings have 1.5 year payback strategies and a 3.5 year cap. Eligible measures include: motors over 200 hp; energy management systems; boilers; direct-fired heating systems; thermal energy storage; VAV conversions; hot water boilers; waste recovery systems; process boiler, chiller and refrigeration improvements; windows; insulation; and other measures not fitting into other prescriptive programs.
Budget:	
Outreach Strategy:	Direct outreach to customers, participation in trade shows, regional meetings with suppliers to educate them about programs. Direct contact to key account customers through MEC Energy Consultants.
Past Performance:	

Program Name: **Program-specific Web site:**	Efficiency Bid Program
Contact:	Dave Ahlberg drahlberg@midamerican.com 515-252-6762
Program Type(s):	Competitive bidding
Coordination Level:	Iowa only
Year Established:	Pilot Program
Goals:	Pilot period of 2004-2005: 3,437 MWh energy savings; 603 kW demand
Description:	MidAmerican runs two competitive bidding cycles per year. 3 MW & larger customers submit proposals which are reviewed by MidAmerican. Projects are chosen based on cost/benefit ratio. 100% incentive payout is made upon project verification of meeting the stated objective.
Budget:	
Outreach Strategy:	Direct outreach to customers, participation in trade shows, regional meetings with suppliers to educate them about programs. Direct contact to key account customers through MEC Energy Consultants.
Past Performance:	

Program Name: **Program-specific Web site:**	Nonresidential Energy Analysis Program
Contact:	Dave Ahlberg - Industrial drahlberg@midamerican.com 515-252-6762 Richard Walker – Commercial rcwalker@midamerican.com 563-333-8841

Program Type(s):	Technical Assistance
Coordination Level:	Iowa only
Status:	Pilot
Goals:	Pilot period of 2004-2005: 1,949 MWh energy savings; 344 kW demand; 1,634Dth; 270 peak day therms
Description:	MidAmerican provides audit team to assess opportunity in facility. If potential opportunities warrant moving forward, MidAmerican provides a 50/50 cost share for hiring an engineering firm to perform a detailed analysis. For owner-occupied buildings, MEC will provide rebate incentives that buy down the customer's initial incremental investment, where appropriate, to a simple payback period of two years with a three-year cap on the amount of the buy-down. Tenant-occupied buildings have 1.5 year payback strategies and a 3.5 year cap.
Budget:	
Outreach Strategy:	Direct outreach to customers, participation in trade shows, regional meetings with suppliers to educate them about programs. Direct contact to key account customers through MEC Energy Consultants.
Past Performance:	

Program Sponsor:	Wisconsin Public Power Inc. (WPPI)
Service Territory:	37 Wisconsin municipal utility members
Web site:	www.wppisys.org
MDM Association:	

Program Name: Program-specific Web site:	Efficiency Improvement Incentive Program http://www.wppisys.com/programs_services/default.asp?CategoryID=12&SubcategoryID=24
Contact:	Jake Oelke Director of Industrial Services (608) 834-4500 joelke@wppisys.org
Program Type(s):	Custom
Coordination Level:	Service territory
Year Established:	1998
Goals:	Reduce on-peak electrical demand; improve efficiency and customer productivity
Description:	Customized financial incentives based on estimated demand reduction, energy savings and project payback.
Budget:	Each member utility has a designated Public Benefits budget for incentives, which covers motors, ASDs, and other energy conservation measures.
Outreach Strategy:	Eleven representatives act as liaisons between WPPI and its member utilities, and between the member utilities and retail customers. The field staff, with engineering support, offers energy auditing, power monitoring, project implementation assistance and other technical energy services.
Past Performance:	135 total conservation projects in 2003 resulting in 2.1 MW of demand reduction and more than 12,000 MWh of energy savings (16 projects were related to premium efficiency motors and/or ASDs).

Program Sponsor:	**Xcel Energy**
Service Territory:	Minnesota
Web site:	www.xcelenergy.com
MDM Association:	Sponsor

Program Name: **Program-specific Web site:**	Motor Efficiency Program
Contact:	Lisa Kauffman (nee Peters), Program manager lisa.a.kauffman@xcelenergy.com 612-904-5321 Mary Dupre, Technical Consultant mary.s.dupre@xcelenergy.com 612-337-2101
Program Type(s):	Prescriptive; New Construction; Custom
Coordination Level:	Statewide
Year Established:	2003 current program; motor programs have been offered since 1986
Goals:	1. Increased energy and demand savings 2. Maintenance savings and reliability 3. Cash rebate incentives to offset upfront premium motor costs Demand reductions: Total: 2,427 kW and 16,176,082 kWh ASDs: 1,699 kW and 7,279,237 kWh New motors: 97 kW and 1,455,847 kWh Replacing motors: 413 kW and 5,661,629 kWh Custom motors: 218 kW and 1,779,369 kWh
Description:	The Motor Efficiency program offers a $5/hp rebate for new motor applications from 1hp-200hp when they meet or exceed NEMA Premium™ efficiency standards and offer the following features: AC polyphase induction motor; squirrel cage rotor design; NEMA design B torque characteristic; synchronous speed of 3600, 1800, or 1200 RPM. Replacing an operating motor with a premium efficiency motor = $16.50/hp; ASD = $30/hp. Adjustable-speed drives must be for motors 1 hp-200 hp, which operate at least 4,000 hours a year, run at two or more operating points less than 55% loaded, 75% of the time, tied to an automated control system, installed on qualifying applications, and have true power factor of .90 and above. ASD applications not approved for prescriptive rebates include: chillers, refrigeration compressors and air compressors. These applications may be submitted for evaluation under our Custom Efficiency program. Additional applications not approved for ASD rebates include soft-start, power-factor correction, or related equipment. The Custom Efficiency program offers rebates of up to 50 percent of incremental costs and up to $200/kW saved and is available for motor installations that save energy and demand but do not qualify for a prescriptive rebate.

Budget:	Total: $1,507,609 ASDs: $964,870 New motor applications: $30,152 Replacing operating motors: 331,674 Custom efficiency motors: $180,913
Outreach Strategy:	Sales force promotes programs directly to large commercial and industrial customers (>500 kW). There is a Business Solutions Center (1-800 number) that small business customers and motor or ASD trade can call. The program also promotes programs via advertising, direct mail, Xcel Energy's Web site, and vendor and customer seminars.
Past Performance:	Motors and ASDs rebated in 2003: Total: 333 customers received a rebate ASDs: 160 customers New motors: 33 customers Replacing motors: 123 customers Custom motors: 17 customers To-date in 2004: Motors: 125 customers have participated as of 8/13/04 ASDs: 114 customers have participated as of 8/13/04.

Program Name: **Program-specific Web site:**	Financing
Contact:	Sherryl Volkert, Program Manager sherryl.volkert@xcelenergy.com 612-337-2140
Program Type(s):	Financial Assistance
Coordination Level:	Statewide
Year Established:	2003 current program; has been offered since 1986
Goals:	To make the purchase of energy-efficient products more affordable for customers.
Description:	The Financing program offers loans from $1,000 to $500,000. Loans above $500,000 are reviewed on a case-by-case basis. Customers pay their loan installments via their Xcel Energy bill. The program offers customers a competitive financing rate and the potential energy savings are used to help offset loan payments. Any eligible rebate dollars are used to buy-down the loan principle. Loans have a maximum term of 60 months.
Budget:	2004: $254,030
Outreach Strategy:	See Motor Efficiency Program
Past Performance:	

Program Name: **Program-specific Web site:**	Energy Design Assistance
Contact:	Julia Gauthier, Program Manager julia.gauthier@xcelenergy.com 612-337-2120 George Spargo, Technical Consultant george.spargo@xcelenergy.com 612-330-6036
Program Type(s):	New Construction

Coordination Level:	Statewide
Year Established:	2003 current program; has been offered since 1992
Goals:	
Description:	The Energy Design Assistance program offers professional energy consulting and comprehensive, whole-building energy analysis to building owners, architects, and engineers. The program provides financial incentives to building owners for implementing energy-efficient system strategies in the new building design, as well as financial incentives enabling the design consultants to modify the building design to accommodate the new energy system strategies. Incentives to building owners range from $170 to $275 based on percent of peak kW saved compared to the peak kW if built to state energy codes.
Budget:	2004: $7,210,222
Outreach Strategy:	See Motor Efficiency Program
Past Performance:	

TEXAS

PROGRAMS

Back to table of contents

Austin Energy
CenterPoint Energy
Entergy
TXU Electric Delivery

Program Sponsor:	**Austin Energy**
Service Territory:	Most of the city of Austin
Web site:	http://www.austinenergy.com
MDM Association:	

Program Name: **Program-specific Web site:**	Commercial Energy Rebate Program http://www.austinenergy.com/Energy%20Efficiency/Programs/Rebates/Commercial/Commercial%20Energy/index.htm
Contact:	Norman Muraya 512-974-3523 Norman.Muraya@austinenergy.com
Program Type(s):	Prescriptive; Custom; Technical Assistance
Coordination Level:	Service territory
Year Established:	1987
Goals:	To reduce peak demand (May through October, 2-8 p.m.), lower customer utility bills, and create energy efficiency awareness. Specific goals for the entire Commercial Rebate Program are 11MW demand reduction and 26,500 MWh energy savings
Description:	Austin's Commercial Rebate Program supports the installation of efficient technologies in new and existing construction. Customers apply for motor rebates directly. Austin Energy also provides assistance in selecting and sizing motors and installing ASDs. Program offers a free walk-through energy audit and written cost-saving suggestions, rebates up to $100,000 (see list of eligible technologies), and technical assistance on energy retrofits and new construction projects Motor rebates are $250/kW improvement above nominal EPAct efficiencies. Maximum is $100,000 per facility per year for all projects combined. See link for details: http://www.austinenergy.com/Energy%20Efficiency/Programs/Rebates/Commercial/Commercial%20Energy/motors.htm For ASDs, the rebate is calculated at $250 per Direct kW. See link for details: http://www.austinenergy.com/Energy%20Efficiency/Programs/Rebates/Commercial/Commercial%20Energy/vfd.htm
Budget:	$1.5 million total for all commercial and municipal incentive programs.
Outreach Strategy:	Notify potential service providers.
Past Performance:	Approximately 80 kw and 160,000 kWh rebated annually for $20,000

Program Name: **Program-specific Web site:**	New Construction Renovation Rebates http://www.austinenergy.com/Energy%20Efficiency/Programs/Rebates/Commercial/Commercial%20Energy/newConstruction.htm
Contact:	Norman Muraya 512-974-3523 Norman.Muraya@austinenergy.com
Program Type(s):	New Construction; Custom
Coordination Level:	Regional
Year Established:	1987
Goals:	To reduce peak demand (May through October, 2-8 p.m.), lower customer utility bills, and create energy efficiency awareness.
Description:	Under Austin Energy's New Construction program, facilities can receive Austin Energy rebates if they install high efficiency equipment or implement demand-reducing strategies that exceed our standard Code Requirements. If no Code minimum, rebate will be based on the demand reduction achieved by the specific upgrade. Eligible technologies include high-efficiency motors and adjustable-speed drives.
Budget:	$200,000 or as necessary.
Outreach Strategy:	Notify potential service providers.
Past Performance:	Approximate annual 1 MW and 2 MWh rebated for $131,000

Program Sponsor:	**CenterPointEnergy**
Service Territory:	Serves more than 1.8 million metered electricity customers in the Houston/Gulf Coast area.
Web site:	http://www.centerpointefficiency.com http://www.texasefficiency.com
MDM Association:	

Program Name: **Program-specific Web site:**	Commercial and Industrial Standard Offer Program http://www.centerpointefficiency.com/cisop/
Contact:	Karen Gregory Standard Offer Program Manager 713-207-3516 Karen.gregory@cenerpointenergy.com
Program Type(s):	Standard Performance Contract
Coordination Level:	Statewide
Year Established:	2001
Goals:	This program is designed to help reduce projected load growth by 10 percent in the commercial and industrial sectors. The program does not prescribe technologies or end uses, but provides a framework through which service providers can receive incentives for implementing and installing a wide range of measures at customer sites.
Description:	The Large Commercial and Industrial Standard Offer Program (C&I SOP) provides incentives for retrofit and/or new installation of a wide range of measures that reduce energy costs, reduce peak demand and save energy in non-residential facilities with an electric demand of more than 100kW. Standard incentive prices for demand and energy savings are $198 per kW reduction and $.068 per kWh saved. Incentives are paid to Project Sponsors for verified demand and energy savings. Maximum incentive of 20% of project budget. Program focuses on retrofit and new construction projects. Project Sponsors may be any company, contractor, or customer who installs energy efficiency projects. Project Sponsor may receive no more than 20% of the annual incentive budget. Minimum summer peak demand reduction of 20 kW. Similar sites with similar measures can be combined as one project. Measures must reduce demand and energy usage during peak period, defined as May 1 to September 30 between 1 p.m. and 7 p.m. Savings must be achieved through increases in energy efficiency. Measures must have a useful life of at least 10 years. Installed measures must exceed minimum equipment efficiency standards. Pre-approved energy efficiency measures include: • Fan and pump ASD installations (cooling)* • Fan and pump motor efficiency upgrades (cooling) • ASD installations on industrial fans and pumps (industrial process)* • All motor-efficiency upgrade projects (industrial process)

	*While variable air volume, adjustable-speed drive, and economizer measures may not individually yield substantial savings, these measures may be packaged with other demand-saving measures to meet the minimum project size requirement.
Budget:	The incentive budget for the 2004 program is $4,400,000; $4,300,000 for 2005 (starting Sept. 28, 2004)
Outreach Strategy:	Notify potential service providers.
Past Performance:	2003 reported savings of 10.8 kW peak demand reduction and 46,800,000 kWh annual energy reduction and paid $4.3 million in incentives.

Program Sponsor:	**Entergy**
Service Territory:	Areas of Texas (Beaumont, Conroe, Port Arthur) serving 362,000 customers in 24 counties.
Web site:	http://www.entergy-texas.com/TX/EnergyEfficiency http://www.texasefficiency.com
MDM Association:	

Program Name: **Program-specific Web site:**	The Large Commercial and Industrial Standard Offer Program http://www.entergy-texas.com/TX/EnergyEfficiency/ci_overview.asp
Contact:	Terry Swan 409-981-3245 tswan@entergy.com
Program Type(s):	Standard Performance Contract
Coordination Level:	Statewide
Year Established:	2003
Goals:	This program is designed to help reduce projected load growth by 10 percent in the commercial and industrial sectors. The program does not prescribe technologies or end uses, but provides a framework through which service providers can receive incentives for implementing and installing a wide range of measures at customer sites.
Description:	The Large Commercial and Industrial Standard Offer Program (C&I SOP) provides incentives for retrofit and/or new installation of a wide range of measures that reduce energy costs, reduce peak demand and save energy in non-residential facilities with an electric demand of more than 100 kW. Standard incentive prices for demand and energy savings are $164/kW or $.056/kWh saved. Maximum incentive of 20% of project budget. Program focuses on retrofit and new construction projects. Project Sponsors may be any company, contractor, or customer who installs energy efficiency projects. Project Sponsor may receive no more than 20% of the annual incentive budget. Minimum summer peak demand reduction of 20 kW. Similar sites with similar measures can be combined as one project. Measures must reduce demand and energy usage during peak period, defined as May 1 to September 30 between 1 p.m. and 7 p.m. Savings must be achieved through increases in energy efficiency. Measures must have a useful life of at least 10 years. Installed measures must exceed minimum equipment efficiency standards. Pre-approved energy efficiency measures include: • Fan and pump ASD installations (cooling)* • Fan and pump motor efficiency upgrades (cooling) • ASD installations on industrial fans and pumps (industrial process)* • All motor-efficiency upgrade projects (industrial process) *While variable air volume, adjustable-speed drive, and economizer measures

	may not individually yield substantial savings, these measures may be packaged with other demand-saving measures to meet the minimum project size requirement.
Budget:	2003 - $1.3 million 2004 – $849,418
Outreach Strategy:	Notify potential service providers.
Past Performance:	

Program Sponsor:	**TXU Electric Delivery**
Service Territory:	The TXU Electric Delivery service area covers much of north central, west and east Texas, and includes about 1/3 of the geographic area and population of the state.
Web site:	http://www.txuelectricdelivery.com/sponsor http://www.texasefficiency.com
MDM Association:	

Program Name: **Program-specific Web site:**	Commercial and Industrial Retrofit Program http://www.txuelectricdelivery.com/electricity/teem/candi/default.asp
Contact:	John Hanel Senior Program Manager 214-486-5886 john.hanel@oncorgroup.com
Program Type(s):	Standard Performance Contract
Coordination Level:	Statewide
Year Established:	2003
Goals:	This program is designed to help reduce projected load growth by 10 percent in the commercial and industrial sectors. The program does not prescribe technologies or end uses, but provides a framework through which service providers can receive incentives for implementing and installing a wide range of measures at customer sites.
Description:	The Large Commercial and Industrial Standard Offer Program (C&I SOP) provides incentives for retrofit and/or new installation of a wide range of measures that reduce energy costs, reduce peak demand and save energy in non-residential facilities with an electric demand of more than 100kW. Standard incentive prices for demand and energy savings are $189/on-peak kW and $0.065/kWh. Maximum incentive of 20% of project budget. Program focuses on retrofit and new construction projects. Project Sponsors may be any company, contractor, or customer who installs energy efficiency projects. Project Sponsor may receive no more than 20% of the annual incentive budget. Minimum summer peak demand reduction of 20 kW. Similar sites with similar measures can be combined as one project. Measures must reduce demand and energy usage during peak period. TXU Electric Delivery defines the summer peak period as the hours between 1 p.m. and 7 p.m., Monday through Friday, for the months of May through September, excluding Independence Day and Labor Day. Savings must be achieved through increases in energy efficiency. Measures must have a useful life of at least 10 years. Installed measures must exceed minimum equipment efficiency standards. Pre-approved energy efficiency measures, include: • Fan and pump ASD installations (cooling)* • Fan and pump motor efficiency upgrades (cooling) • ASD installations on industrial fans and pumps (industrial process)*

	• All motor-efficiency upgrade projects (industrial process) *While variable air volume, adjustable-speed drive, and economizer measures may not individually yield substantial savings, these measures may be packaged with other demand-saving measures to meet the minimum project size requirement.
Budget:	2004 program year: approximately $11.25 million $15.0 million in 2005, starting in Sept. 2004.
Outreach Strategy:	Notify potential service providers.
Past Performance:	

NORTHEAST REGION PROGRAMS

Back to table of contents

Connecticut:
Connecticut Light & Power
MotorUp
United Illuminating

Maine:
Efficiency Maine

Massachusetts:
MotorUp
National Grid
NSTAR Electric
Unitil

New Hampshire:
MotorUp
New Hampshire Electric Co-op
Public Service of New Hampshire

New Jersey:
MotorUp
New Jersey Board of Public Utilities

New York:
Long Island Power Authority
New York Power Authority
NYSERDA

Rhode Island:
MotorUp
National Grid

Vermont:
Burlington Electric
Efficiency Vermont
MotorUp

Program Sponsor:	**Burlington Electric Department (BED)**
Service Territory:	City of Burlington, Vermont
Web site:	www.burlingtonelectric.com
MDM Association:	

Program Name: **Program-specific Web site:**	MotorUp (see MotorUp page) www.motoruponline.com
Contact:	Matthew Lillis 802-865-7341 mlillis@burlingtonelectric.com
Budget:	Total for all programs, including MotorUp: $430,000
Past Performance:	2003: 12 motors 2004 to-date: 8 motors

Program Name: **Program-specific Web site:**	Business New Construction Program http://www.burlingtonelectric.com/EnergyEfficiency/Businnew.htm
Contact:	Matthew Lillis 802-865-7341 mlillis@burlingtonelectric.com
Program Type(s):	New Construction; Technical Assistance; Financial Assistance
Coordination Level:	Service territory
Year Established:	1989
Goals:	To increase the efficiency and performance of new construction by implementing cost effective energy efficiency measures
Description:	The Business New Construction Program helps businesses exceed the required Burlington Guidelines for Energy-Efficient Construction when they build or renovate their facilities. By working with designers and owners every step of the way, BED can assist in the choice of energy-efficient construction techniques that makes sense for the specific business. The program provides financial incentives, technical assistance, energy audits, and analysis. It also facilitates financing. Custom programs and incentives are available as well as standard rebates for lighting, motors (MotorUp), and unitary HVAC systems (Cool Choice).
Budget:	Total for all programs, including Business New Construction: $430,000
Outreach Strategy:	Quarterly newsletter to commercial customers, training opportunities coordinated with Efficiency Vermont, direct contact.
Past Performance:	2003: 8 drives total between Business New Construction and Business Existing Facilities

Program Name: **Program-specific Web site:**	Business Existing Facilities Program http://www.burlingtonelectric.com/EnergyEfficiency/businex.htm
Contact:	Matthew Lillis 802-865-7341 mlillis@burlingtonelectric.com
Program Type(s):	Custom; Technical Assistance; Financial Assistance
Coordination Level:	Service territory
Year Established:	1989
Goals:	To increase the efficiency and performance of existing facilities by implementing cost-effective energy efficiency measures
Description:	The program provides financial incentives, technical assistance, energy audits, and analysis. It also facilitates financing.
Budget:	Total for all programs, including Business Existing Facilities: $430,000
Outreach Strategy:	Quarterly newsletter to commercial customers, training opportunities coordinated with Efficiency Vermont, direct contact.
Past Performance:	2003: 8 drives total between Business New Construction and Business Existing Facilities

Program Sponsor:	**Connecticut Light & Power Company (a Northeast Utilities company)**
Service Territory:	Connecticut
Web site:	www.cl-p.com
MDM Association:	Northeast Utilities is a sponsor

Program Name: **Program-specific Web site:**	MotorUp www.motoruponline.com
Contact:	Paul Kuraitis 860-810-1837 kuraipd@nu.com
Budget:	$200,000
Past Performance:	99 motors incented in 2003; 4 to-date in 2004

Program Name: **Program-specific Web site:**	Custom Services http://www.cl-p.com/clmbus/indexclmbus.asp
Contact:	Christopher Saunders 860-810-1839 saundcj@nu.com
Program Type(s):	Prescriptive; Custom
Coordination Level:	Service territory
Year Established	1995
Goals:	Provide incentives for energy efficient measures
Description:	Provides incentives for energy efficient measures, with motors and drives as eligible equipment (as well as chillers, HVAC, new efficient lighting, and others). ASDs for HVAC are on a prescriptive schedule; process ASDs have custom incentive levels through Letters of Agreement with customers. 0% interest loans available to qualifying customers for non-incented portion of project, up to $100,000
Budget:	$7.6 million overall (not only for motors and drives)
Outreach Strategy:	Market through CL&P Web site, mailings, trade allies
Past Performance:	

Program Name: **Program-specific Web site:**	C&I New Construction http://www.cl-p.com/clmbus/indexclmbus.asp
Contact:	John Matchett 860-810-1808 matchjp@nu.com
Program Type(s):	New Construction

Coordination Level:	Service territory
Year Established:	1998
Goals:	Provide incentives for energy efficient measures
Description:	Provides incentives for energy efficient measures such as motors and drives, as well as chillers, HVAC, new efficient lighting, and occupancy sensors. CL&P typically will pay the incremental difference between standard and high-efficiency equipment. 0% interest loans available to qualifying customers for non-incented portion of project, up to $100,000.
Budget:	$6.25 million overall (not only for motors and drives)
Outreach Strategy:	Market through CL&P Web site, mailings, trade allies
Past Performance:	

Program Name: **Program-specific Web site:**	C&I Request for Proposal (RFP) http://www.cl-p.com/clmbus/indexclmbus.asp
Contact:	Janine Pittman 860-832-4979 pittmjs@nu.com
Program Type(s):	Competitive bidding
Coordination Level:	Service territory
Year Established:	Began in 2001
Goals:	Provide incentives for energy efficient measures
Description:	Provides incentives for worthy electric energy efficient projects. Allows customers to create their own solution, or partner with an energy-efficiency consultant, and then compete against other projects for financial assistance to design and implement custom-tailored projects. Successful bidders awarded Letter of Agreement outlining incentive levels awarded to a particular successful project. Customers with a minimum demand of 200 kW and minimum projected saving of 100,000 kWh annually are eligible. Multiple customers or sites may be aggregated to meet the requirements. Proposals will be accepted in two proposal tracks: Project and Study. The Project Track is intended for projects that have been fully analyzed from an energy and cost perspective. The Study Track is for projects that need additional study to determine their feasibility. 0% interest loans available to qualifying customers for non-incented portion of project, up to $100,000
Budget:	$4.5 million overall (not only for motors and drives)
Outreach Strategy:	Market through CL&P Web site, mailings, trade allies, presentations
Past Performance:	

Program Sponsor:	**Efficiency Maine**
Service Territory:	State of Maine
Web site:	www.efficiencymaine.com
MDM Association:	

Program Name: **Program-specific Web site:**	Efficiency Maine Business Program http://www.efficiencymaine.com/business
Contact:	Linda Viens 207-287-7327 linda.viens@maine.gov
Program Type(s):	Prescriptive; Custom; New Construction
Coordination Level:	Statewide
Year Established:	2002
Goals:	Assist Maine businesses, reduce energy costs, and improve Maine's environment.
Description:	Incentives and educational resources are available to all Maine businesses, including nonprofit organizations, public and private schools (grades K-12), local and county governments, farms, airports, water and wastewater facilities, quasi-governmental and other regional systems. Businesses may receive custom incentives of up to 35 percent of the project's cost for retrofit projects and up to 75 percent of the incremental cost for new construction. All incentives (prescriptive and custom) are capped at $50,000 per business, per year. Prescriptive incentives for NEMA Premium™ open drip-proof motors range from $45 for 1 and 1.5 hp motors to $630 for 150 and 200 hp motors. Prescriptive incentives for NEMA Premium totally enclosed fan-cooled motors range from $50 for 1 and 1.5 hp motors to $700 for 150 and 200 hp motors. Prescriptive incentives for ASDs controlling HVAC motors range from a maximum of $1,700 for an ASD controlling a 7.5 hp motor to a maximum of $2,500 for an ASD controlling a 20 hp motor. ASDs for use in other applications are eligible for custom incentives.
Budget:	July 2004 - June 2005: $ 3,000,000 for all business offerings, including motors and ASDs
Outreach Strategy:	Education and training; literature; self-survey tools; help locating suppliers and contractors who participate as Efficiency Maine Program Allies; and assistance with qualifying and applying for Efficiency Maine incentives and other opportunities.
Past Performance:	Recently transitioned from pilot to full program so little data available

Program Sponsor:	**Efficiency Vermont (EVT)**
Service Territory:	Vermont (statewide program)
Web site:	www.efficiencyvermont.com
MDM Association:	

Program Name: **Program-specific Web site:**	MotorUp (see MotorUp page) www.motoruponline.com
Contact:	Dan Maxon dmaxon@veic.org 888-921-5990 ext 1091
Budget:	$10,000 plus incentives
Past Performance:	2003: 55 motors incented 2004: 51 motors incented to-date

Program Name: **Program-specific Web site:**	Custom Programs www.efficiencyvermont.com
Contact:	Diane Parrow dparrow@veic.org 888-921-5990 ext 1032
Program Type(s):	Custom; New Construction
Coordination Level:	Statewide
Year Established:	2000
Goals:	Overall minimum Efficiency Vermont Target for the 2003-2005 contract period is 119,490 MWh saved. Other minimum targets include $81,658,926 in Total Resource Benefits and 15,100 Summer Peak kW. Through 6/30/04, EVT has achieved 63%, 83%, and 67% respectively, for each of the stated targets.
Description:	Motors and drives are one component of a comprehensive approach to whole building energy efficiency. EVT strives to bundle incentive packages acknowledging a building systems-wide look at cost-effective energy-efficient upgrades. Reimbursement criteria are based on incremental cost of all energy-efficient upgrades and/or anticipated energy savings. Eligible equipment includes NEMA Premium™ motors, drives, lighting and lighting controls, HVAC equipment and controls.
Budget:	
Outreach Strategy:	Market outreach through internal staff visits to trade organizations, vendors, architects, engineers, building owners and developers, facility engineers, etc.
Past Performance:	2003: 31 prescriptive and 106 custom drives 2004 to-date: 15 prescriptive and 11 custom drives

Program Sponsor:	Long Island Power Authority (LIPA)
Service Territory:	Nassau County, Suffolk County, parts of Queens County, New York. Excludes municipalities that generate their own power.
Web site:	http://www.lipower.org
MDM Association:	Uses campaign materials

Program Name: Program-specific Web site:	MotorUp (see MotorUp page) www.motoruponline.com
Contact:	Joseph Paruolo 31-436-5752 jparuolo@keyspanenergy.com
Budget:	
Past Performance:	

Program Name: Program-specific Web site:	Commercial New Construction & Major Renovation http://www.lipower.org/cei/commercial.html
Contact:	Joseph Paruolo 31-436-5752 jparuolo@keyspanenergy.com
Program Type(s):	Prescriptive; Custom; New Construction; Technical Assistance
Coordination Level:	Service territory
Year Established:	1998
Goals:	19.0 GWh for all commercial construction programs
Description:	Energy audits; design assistance firms provide recommendations on energy efficient technologies for new construction and major renovations. Prescriptive rebates offered for motors, ASDs, lighting and controls, and HVAC. Motor rebates range from $45 - $700 on motors from 1 to 200hp. Custom rebates available on larger and special and definite purpose motors. Maximums: $100,000 per project; $300,000 per year for prescriptive rebates. $300,000 per project; $750,000 per year (3 projects maximum) for custom and whole building rebates.
Budget:	$6.2 million total for all programs
Outreach Strategy:	Sales force. Energy audits and technical design assistance available through LIPA
Past Performance:	2003: 280 motors; 42 drives 2004 to date: 77 motors; 9 drives

Program Sponsor:	**MotorUp Working Group; Northeast Energy Efficiency Partnerships (NEEP)**
Service Territory:	Vermont, New Hampshire, Massachusetts, Connecticut, Rhode Island, New Jersey
Web site:	www.motoruponline.com www.neep.org
MDM Association:	Sponsor

Program Name: **Program-specific Web site:**	MotorUp www.motoruponline.com
Contact:	Jon Linn NEEP Program Coordinator jlinn@neep.org 207-338-9705
Program Type(s):	Prescriptive
Coordination Level:	Regional
Year Established:	1998
Goals:	1. To promote sound motor management. 2. To facilitate the selection and purchasing of premium-efficiency motors.
Description:	Promotes sound motor management planning practices (including repair/replace decision-making) and NEMA Premium™ motors to increase energy and dollar savings. Many organizations in the northeast coordinate their prescriptive NEMA Premium motor programs through MotorUp; see individual organization pages for MotorUp contact and budget information specific to those organizations. Prescriptive incentives for NEMA Premium™ open drip-proof motors range from $45 for 1 and 1.5 hp motors to $630 for 150 and 200 hp motors. Prescriptive incentives for NEMA Premium totally enclosed fan-cooled motors range from $50 for 1 and 1.5 hp motors to $700 for 150 and 200 hp motors. New, failed and stocked motors are considered for financial incentives. Motors must be new NEMA design A & B three phase induction AC motors with Standard Frames and T-Frames. Motors must operate a minimum of 2,000 hours per year, and run at 1200 - 1800 - 3600 RPM (2-, 4-, and 6-pole motors). Individual utilities may include additional styles of motors.
Budget:	2004: $500,000
Outreach Strategy:	E-newsletter and other literature; MotorUp's members handle direct outreach themselves
Past Performance:	Number of motor rebates 2003: 2,417

Program Sponsor:	**National Grid USA**
Service Territory:	Most of Rhode Island, parts of Massachusetts, and New Hampshire
Web site:	www.masselectric.com www.narragansettelectric.com www.granitestateelectric.com www.nantucketelectric.com
MDM Association:	Sponsor

Program Name: **Program-specific Web site:**	MotorUp (see MotorUp page) www.motoruponline.com
Contact:	Sarah Dagher daghers@comcast.net
Budget:	See Design 2000*plus* program budget
Past Performance:	2002: 690 motors rebated (total for MotorUp only) 2003 - 957 motors rebated (total for MotorUp only)

Program Name: **Program-specific Web site:**	Design 2000*plus* Click on "Energy Efficiency" from homepage
Contact:	Kevin Keena kevin.keena@us.ngrid.com 508-421-7279
Program Type(s):	Prescriptive; New construction; Custom
Coordination Level:	Service territory
Year Established:	MotorUp participant since 1998; prior to 1998 rebates were available through Design 2000.
Goals:	1. To promote sound motor management 2. To facilitate the selection and purchasing of premium efficiency motors
Description:	Design 2000*plus*: promotes energy efficiency in design and construction practices in new and renovated commercial and industrial buildings. Design incentives are available to maximize efficiency opportunities. Prescriptive rebates follow MotorUp schedule, $45 to $700 on motors from 1 to 200 hp. Custom rebates are available for technologies not covered by prescriptive.
Budget:	Approximately $13.6 million total for all programs
Outreach Strategy:	Marketing through MotorUp, also contract for additional services such as seminars on motor management; direct contact with large C&I customers by account managers, newsletters, Web site
Past Performance:	See MotorUp information, above

Program Name: **Program-specific Web site:**	Energy Initiative Click on "Energy Efficiency" from homepage
Contact:	Kevin Keena kevin.keena@us.ngrid.com 508-421-7279
Program Type(s):	Custom
Coordination Level:	Service Territory
Year Established:	1987
Goals:	1. To promote sound motor management 2. To facilitate the selection and purchasing of premium efficiency motors
Description:	Energy Initiative serves mostly large C&I customers and covers replacement of existing motors, ASDs, lighting, compressed air, HVAC (EMS) and custom projects. Incentives typically cover 40-50 percent of the project cost. NEMA Premium™ motor incentives range from $130 for a 1 hp open drip-proof motor to $3,030 for a 200 hp open drip-proof motor. Totally enclosed fan-cooled NEMA Premium motor rebates range from $150 for a 1 hp motor to $4,730 for a 200 hp motor. ASD incentives range from a maximum of $2,000 for an ASD controlling a 15 hp motor to a maximum of $6,300 for an ASD controlling a 100 hp motor. Incentive eligibility is partially based on minimum annual hours of operation for different ASD applications.
Budget:	Approximately $13.5 million total for all programs
Outreach Strategy:	Direct contact with customers through account managers; direct mailings; educational programs; and workshops.
Past Performance:	

Program Sponsor:	**New Hampshire Electric Co-op (NHEC)**
Service Territory:	Member-owned and controlled electric distributor serving approximately 75,000 members in 116 towns and cities in New Hampshire
Web site:	www.nhec.coop
MDM Association:	Uses campaign materials

Program Name: **Program-specific Web site:**	MotorUp (see MotorUp page) www.motoruponline.com
Contact:	William Vecchio 603-356-5763 x 205 vecchiob@nhec.com
Budget:	2004: $1,200 administrative fees plus rebates processed
Past Performance:	2004 to-date: 0 motors 2003: 3 motors

Program Name: **Program-specific Web site:**	Large Business Energy Solutions http://www.nhec.coop/lgbusinesspro.html
Contact:	William Vecchio 603-356-5763 x 205 vecchiob@nhec.com
Program Type(s):	Prescriptive; Custom
Coordination Level:	Service territory
Year Established:	2000
Goals:	2003: 3,195,473 kWh in savings (Similar 2004 goals)
Description:	The Large Business Energy Solutions offers rebates to customers who replace existing equipment with more efficient equipment that will save electricity. The prescriptive and custom rebates are designed to pay up to 35% of the installed cost or a buy-down to a two-year payback, whichever is less. To qualify for rebates, the business must be a non-residential property, an NHEC member, have electricity demand of 100 kilowatts or greater, and the proposed measures will save electricity and pass a benefits/cost test. Rebates are available for: NEMA Premium™ motors; ASDs; lighting conversions and controls; HVAC equipment and controls; LED traffic lights; and custom projects.
Budget:	2003: $82,763 (Similar 2004 budget)
Outreach Strategy:	Outreach includes detailed energy audits; review of specific energy efficiency projects; equipment and building commissioning; educational programs and seminars; and Energy Advantage New Hampshire.
Past Performance:	

Program Name: **Program-specific Web site:**	New Business and Construction http://www.nhec.coop/renovation.html
Contact:	William Vecchio 603-356-5763 x 205 vecchiob@nhec.com
Program Type(s):	New Construction; Prescriptive
Coordination Level:	Service territory
Year Established:	2000
Goals:	2003: 3,817,970 kWh in savings (Similar 2004 goals)
Description:	This program targets any commercial/industrial member building a new facility, undergoing a major renovation, or replacing failed (end-of-life) equipment. The program offers prescriptive and custom rebates designed to cover the lesser of 1½ -year payback or 75% of incremental costs up to the member's incentive cap. Rebates are available for: NEMA Premium™ motors; ASDs; energy-efficient lighting and controls; HVAC equipment and controls; energy-efficient transformers; and custom projects.
Budget:	2004: $126,663
Outreach Strategy:	Outreach includes detailed plan review; review of specific energy efficiency projects; equipment and building commissioning; educational programs and seminars; and an energy-efficient schools initiative
Past Performance:	2003: 3 drives

Program Name: **Program-specific Web site:**	Small Business Energy Solutions http://www.nhec.coop/smbusinessprogram.html
Contact:	William Vecchio 603-356-5763 x 205 vecchiob@nhec.com
Program Type(s):	Prescriptive; Custom; New Construction
Coordination Level:	Service territory
Year Established:	2000
Goals:	2004: 5,940,262 kWh in savings
Description:	This program identifies opportunities to enhance energy efficiencies within a small business (those using less than 100 kilowatts) while reducing energy costs. NHEC will conduct a free assessment of a company's energy consumption, recommend efficiencies through products and services to reduce consumption, and provide rebates of up to 50% toward the cost of implementing the recommendations. Eligible equipment includes: NEMA Premium™ motors; ASDs; lighting technologies; occupancy sensors; and hot water tank insulation wraps.
Budget:	2003: $162,761 (Similar 2004 budget)
Outreach Strategy:	Through contractors
Past Performance:	

Program Name: **Program-specific Web site:**	PAYS (Pay As You Save) http://www.nhec.coop/pays.html
Contact:	William Vecchio

	603-356-5763 x 205 vecchiob@nhec.com
Program Type(s):	Financial Assistance
Coordination Level:	Service territory
Year Established:	2000
Goals:	$1,000,000.00 in loans for 2004
Description:	The PAYS program allows residential, commercial, and industrial customers to pay nothing out of pocket to have energy efficiency products and services installed in their home or business. The cost of the improvements is repaid over time, using the savings generated by the products themselves. For instance, if a business installs energy efficiency products worth $500 and those products save $50 per month, the business pays for the product in monthly payments on its electric bill equal to two-thirds of the savings, or $34 per month. The business still realizes overall savings on its electric bill while paying for the energy efficiency improvements. Plus, the improvements continue to save the business money after the equipment is paid off. If the business moves and the installed products stay, the business's obligation to pay for them ends. The next occupants will "pay as they save." Eligible equipment includes: NEMA Premium™ motors; ASDs; weatherization, including air sealing and insulation, recommended through a Home Energy Analysis; ENERGY STAR® lighting; lighting and lighting controls recommended through a Business Energy Analysis; and Nyletherm 110 Heat Pump Water Heater.
Budget:	2004: $1,000,000.00
Outreach Strategy:	Outreach includes detailed energy audits; review of specific energy efficiency projects; equipment and building commissioning; educational programs and seminars; and Energy Advantage New Hampshire
Past Performance:	

Program Sponsor:	**New Jersey Board of Public Utilities (BPU)**
Service Territory:	Statewide; New Jersey public utilities: Jersey Central Power & Light; Public Service Electric and Gas Co. (PSE&G); Rockland Electric Company; Conectiv Power Delivery; New Jersey Natural Gas; NUI Elizabethtown Gas; and South Jersey Gas
Web site:	www.bpu.state.nj.us
MDM Association:	

Program Name: **Program-specific Web site:**	MotorUp www.motoruponline.com
Contact:	(See New Jersey Smart Start Buildings program, below)
Budget:	(See New Jersey Smart Start Buildings program, below)
Past Performance:	(See New Jersey Smart Start Buildings program, below)

Program Name: **Program-specific Web site:**	New Jersey Smart Start Buildings® www.njsmartstartbuildings.com
Contact:	**Jersey Central Power and Light:** Harry Stamaritis, 973-644-4288 **PSE&G:** Richard Hoernlein, 973-430-7886 **Rockland Electric Co.:** Thomas Kelly, 845-577-3634 **Conectiv Power Delivery:** Walt Davis, 302-283-6022 **New Jersey Natural Gas:** Craig Swaylik, 732-919-8133 **NUI Elizabethtown Natural Gas Company:** Phil Germinario, 908-470-4786 **South Jersey Gas:** Bruce Grossman, 609-561-9000
Program Type(s):	Prescriptive; Custom; New Construction (Incorporates MotorUp)
Coordination Level:	Statewide
Year Established:	2001
Goals:	1. To prevent lost opportunities during customer-initiated renovations or new construction. 2. To encourage market transformation towards more efficient equipment. 3. To help implement the new building code in NJ and updates to that code.
Description:	The program provides financial incentives, as well as design and technical assistance, to New Jersey businesses through its participating utilities. Commercial and industrial new construction, renovation, and retrofit projects are eligible for incentives.

	For projects over 50,000 square feet that are in the conceptual stage, a Comprehensive Design Support process is available to assist in maximizing facility quality and energy efficiency. Modified Design Support is available for projects over 50,000 square feet that are beyond the conceptual stage. **Motor incentives:** Three-phase motors: $45-700 (follows MotorUp rebate schedule) **Adjustable-speed drive incentives:** Centrifugal fan applications on variable air volume HVAC systems: $155 per hp for ASDs controlling 5 to <10 hp motors $120 per hp for ASDs controlling 10 to <20 hp motors $65 per hp for ASDs controlling 20+ hp motors Chilled water pump motors for HVAC systems: $60 per ASD rated hp for 20+ hp
Budget:	2004: $35.8 million of funding available (overall program; not just motors and drives)
Outreach Strategy:	Trade shows; trade publication advertisements; program materials; Web site
Past Performance:	For all utilities combined: 2003: 93 ASDs; 1 motor 2004 to-date: 265 motors ($112,563 in rebates); 44 ASDs ($1,200,577 in rebates)

Program Sponsor:	**New York Power Authority (NYPA)**
Service Territory:	New York state
Web site:	www.nypa.gov
MDM Association:	Uses campaign materials

Program Name: **Program-specific Web site:**	Energy Services http://www.nypa.gov/services/esp.htm
Contact:	Marko Bradica 914-390-8225 Marko.Bradica@nypa.gov
Program Type(s):	Financial Assistance; Technical Assistance
Coordination Level:	Statewide
Year Established:	1990
Goals:	NYPA's mission is to provide clean, economical and reliable energy consistent with our commitment to safety, while promoting energy efficiency and innovation for the benefit of its customers and all New Yorkers.
Description:	This program provides services to public facilities at no up-front cost. The customer does not pay until the project is commissioned. Services include: • Turnkey implementation • Technical feasibility studies • Engineering services • Emission reduction strategies • Equipment specification and procurement • Contract labor services • Competitive bidding of equipment and labor • Installation services • Phase out of CFC refrigerants • Hazardous material handling and disposal • On-site project and construction management • Securing of necessary permits and certificates • Compliance with environmental regulations • Low cost, up-front financing • Cost recovery through bill savings • Project commissioning Low cost financing is generally based on a 10-yr payback, as determined in the energy audit. Low-cost loans are at variable interest rates; 1.22% as of October 2004; historically not higher than 4%.
Budget:	2004: $100 million
Outreach Strategy:	Presence at customer facilities; active communication with customers; literature; marketing department speaks with the public about programs.
Past Performance:	More than 1,200 energy-saving projects at about 2,200 public schools, state university campuses, and other local, county, and state government facilities. Demand has been reduced by more than 175,000 kW. Over $80 million in tax dollars saved per year due to decreased energy costs at public buildings.

Program Sponsor:	**New York State Energy Research & Development Authority (NYSERDA)**
Service Territory:	All of New York state except Long Island
Web site:	www.nyserda.org
MDM Association:	Sponsor

Program Name: **Program-specific Web site:**	New York Energy $mart[SM] Premium-Efficiency Motors Program www.energysmartmotors.org
Contact:	Laurie Kokkinides ljk@nyserda.org 518-862-1090, ext. 3353
Program Type(s):	Prescriptive
Coordination Level:	All of New York state except Long Island
Year Established:	1999
Goals:	1. To increase the promotion, purchase, and stocking of qualifying NEMA Premium™ motors. 2. To induce lasting structural and behavioral change in the marketplace resulting in the increased use of qualifying NEMA Premium motors in commercial and industrial applications.
Description:	Energy $mart provides vendor incentives for the sale of qualified premium-efficiency motors. Rebates range from $25 to $80 on motors from 1 to 200 hp. Incentive tiers are based on estimates of previous premium-efficiency motor sales. Prescriptive and custom rebates for qualifying motors are available to end-users through other related programs.
Budget:	$850,000 for FY 2004 ($650,000 program implementation; $200,000 vendor incentives)
Outreach Strategy:	Customer workshops, MotorMaster+ workshops, customized educational and marketing materials, sales and promotion assistance, trade shows, exhibitions, advertising assistance for vendors. Promoting vendor usage of MDM's *1-2-3 Approach to Motor Management*.
Past Performance:	2003 vendor incentives: 3,102 motors total vendor incentives to date: 9,546 motors

Program Name: **Program-specific Web Site:**	Smart Equipment Choices Program http://www.nyserda.org/853pon.html
Contact:	Kim Schryer kas@nyserda.org 518-862-1090, ext. 3410
Program Type(s):	Prescriptive
Coordination Level:	All of New York state except Long Island

Year Established:	1999
Goals:	To influence and motivate customers to purchase NEMA Premium motors, ASDs, and other prescriptive energy efficiency measures.
Description:	Smart Equipment Choices provides rebates directly to customers. Eligible equipment includes motors (1-200 hp), ASDs, lighting and controls, HVAC equipment and controls/sensors, packaged refrigeration equipment, heat pump water heaters, commercial coin-operated clothes washers, geothermal heat pumps, high-efficiency oil burners, and thermoelectric solid state cooling systems.
Budget:	2004: $1.4 million
Outreach Strategy:	The program employs several regional outreach firms who perform lead follow-up from Web site and phone inquiries, provide technical review of program applications, and inspect facilities as needed to ensure adherence to program requirements.
Past Performance:	Motors: Approximately 600 per year ASDs: 2900 installed since program inception in 1999, or approximately 725 per year.

Program Name: **Program-specific Web site:**	Commercial and Industrial Performance Program (CIPP) www.nyserda.org/855pon.html
Contact:	Eric Mazzone, Associate Project Manager 518-862-1090, ext. 3371 efm@nyserda.org
Program Type(s):	Standard performance contract
Coordination Level:	All of New York state except Long Island
Year Established:	Began in 1998; currently on budget cycle through December 31, 2004 or until funds are fully committed, whichever comes first
Goals:	The program seeks to promote comprehensive electrical efficiency projects in the commercial, industrial, institutional, and governmental sectors regardless of the underlying contract structure between the customer and the contractor.
Description:	CIPP was developed by NYSERDA to support the development of energy service providers and to encourage consumers to invest in the installation of energy efficiency equipment. This performance-based program offers incentive payments to contractors, often called energy service companies or ESCOs, who develop projects delivering verifiable annual electric energy savings. The average annual electric energy savings must be verified following project installation. NEMA Premium motors that operate over 2,000 hours per year and ASDs are pre-approved measures eligible for incentives of $0.10/kWh. CIPP participants must meet minimum eligibility criteria, comply with all program rules and procedures, submit standard forms and supplemental documentation describing their projects, and enter into a Standard Performance Contract (SPC) Agreement with NYSERDA. Participants must also adhere to measurement and verification (M&V) guidelines and reporting requirements throughout the term of the SPC Agreement. Limits: $1 million per ESCO and $500,000 per customer through single ESCO.
Budget:	2004: $10 million
Outreach Strategy:	
Past Performance:	

Program Name: **Program-specific Web site:**	Loan Fund www.nyserda.org/loanfund/index.html
Contact:	Marilyn Dare Assistant Project Manager 518-862-1090, ext. 3348 mjd@nyserda.org
Program Type(s):	Financial Assistance
Coordination Level:	All of New York state except Long Island
Year Established:	2000
Goals:	The Loan Fund seeks to encourage energy efficiency by providing attractive financing arrangements for energy efficiency improvements. The Loan Fund also seeks to demonstrate to financial institutions the economics of lending for energy efficiency projects.
Description:	The 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. Loan Fund program may be used in conjunction with other NYSERDA programs including the Technical Assistance and Flex Tech programs.
Budget:	8-year budget cycle: $10.5 million
Outreach Strategy:	
Past Performance:	

Program Name: **Program-specific Web Site:**	Peak Load Reduction
Contact:	Lee Smith Senior Project Manager 518-862-1090, ext. 3313 lls@nyserda.org
Program Type(s):	Peak Load Reduction
Coordination Level:	All of New York state except Long Island
Year Established:	Began in 2001; on budget cycle from 11/1/03 - 3/31/05
Goals:	The program aims to improve electric system reliability and system load factor, as well as reduce electric costs by providing incentives that result in system coincident electric summer peak demand reduction in New York State, particularly in New York City.
Description:	The program requests applications from eligible contractors (see NYSERDA Web site for details) to identify and implement one or more project(s) which will result in reduced peak electric demand in New York State, particularly New York City, for the summer of 2004 through four distinct program components: Permanent Demand Reduction Efforts (PDRE), Load Curtailment/Shifting (LC/S), Dispatchable Emergency Generator Initiatives (DEGI), and Interval Meters (IM). Three types of incentives are available: a reimbursement incentive, an aggregation incentive, and a controllable appliance aggregation incentive pilot. Minimum project sizes apply. Detailed information on incentives and project size is available on the NYSERDA Web site.
Budget:	11/1/03 - 3/31/05: $10.5 million
Outreach Strategy:	NYSERDA and PSC cosponsored 4 half-day seminars across New York state on the NYSERDA and NYISO programs for demand response.

	NYSERDA staff have been in contact with and/or presented to a number of organizations and/or trade shows to present the PLRP, and have made direct visits with over 30-40 large NYC customers to present the PLRP. NYSERDA had ads placed in the major real estate trade press in New York City during the summer of 2004.
Past Performance:	Between 4 and 6 motors incented in 2003

Program Name: **Program-specific Web site:**	Technical Assistance www.nyserda.org/techasst.html
Contact:	Greg Lampman Assoc. Program Manager 518-862-1090, ext 3372 ggl@nyserda.org
Program Type(s):	Technical Assistance
Coordination Level:	All of New York state except Long Island
Year Established:	1998
Goals:	The purpose of this program is to identify and encourage the implementation of cost-effective, energy-efficiency practices and improvements.
Description:	Up to $50,000 per project of cost-shared help from energy engineers and experts. Customers select their own Service Providers or may select from NYSERDA's pre-qualified FlexTech contractors list. Studies provide customers with analysis of capital improvements for buildings, industrial facilities and municipal systems. Customers may request assistance for projects as follows: • Energy Feasibility Studies: Identify electrical energy-saving capital improvements that will increase economic competitiveness. • Energy Operations Management: Help improve electrical energy efficiency of facility operations and management through strategic energy plans, operational improvements, and commissioning. • Rate Analysis and Aggregation: Prepare utility customers to negotiate energy prices and services with independent marketers. Customers select consultants to assist them in analyzing electric rates, baselines, load profiles and aggregation opportunities. • Combined Heat and Power, Renewable Generation Studies: Evaluate the cost-effectiveness of installing Combined Heat and Power systems or the potential of Renewable Generation Projects such as Photovoltaic or Wind Generation projects.
Budget:	2004: $1.8 million
Outreach Strategy:	The program is marketed to technical service providers, customers and technical associations. Program information is also posted on the NYSERDA Web site and program staff make presentations to potential customer groups and service providers.
Past Performance:	

Program Name: **Program-specific Web site:**	FlexTech www.nyserda.org/techasst.html
Contact:	Jaime Ritchey 518-862-1090, ext 3517 jrr@nyserda.org

Program Type(s):	Technical Assistance
Coordination Level:	All of New York state except Long Island
Year Established:	1992
Goals:	
Description:	NYSERDA sponsors one of their 35 pre-selected engineering firms to perform a brief audit and provide customized assistance in identifying cost-effective energy-efficiency measures. Assistance includes feasibility studies, energy use assessments, rate analysis, and other activities. Available to non-profit organizations, private institutions, agribusiness, colleges and universities, K-12 schools, and C&I customers with <$100K annual electricity bills.
Budget:	2004-2007: $10 million
Outreach Strategy:	Program information is also posted on the NYSERDA Web site and program staff make presentations to potential customer groups and service providers. The program is also marketed by the FlexTech contractors.
Past Performance:	

Program Name: **Program-specific Web site:**	New Construction Financial Incentives www.nyserda.org/869pon.html
Contact:	Christopher Reohr 518-862-1090, ext. 3363 cjr@nyserda.org
Program Type(s):	New Construction
Coordination Level:	All of New York state except Long Island
Year Established:	1999
Goals:	
Description:	Financial assistance available to conduct technical assessments of energy-efficiency measures in building designs and to offset costs to purchase and install energy-efficient equipment. Applicants may choose among pre-qualified equipment (including motors and ASDs), custom measures and whole building capital cost incentives. Applicants may also be eligible for technical assistance. Incentives are based on improved performance (kWh and kW) over current NYS energy code requirements. Total equipment-based incentives are capped at $440,000; prescriptive rebates are capped at $150,000. Equipment eligible is generally also eligible for the Loan fund program. Only customers paying into Public Benefit Fund are eligible to participate.
Budget:	May through December 2004: $8 million
Outreach Strategy:	
Past Performance:	2003: 28 motors, 39 ASDs 2004 to-date: 10 motors, 7 ASDs

Program Sponsor:	**NSTAR Electric & Gas**
Service Territory:	Metropolitan Boston and Eastern Massachusetts
Web site:	www.nstaronline.com
MDM Association:	Sponsor

Program Name: **Program-specific Web site:**	MotorUp (see MotorUp page) www.motoruponline.com
Contact:	Cherie Miles 781-441-8037 cherie_miles@nstaronline.com
Budget:	$200,875
Past Performance:	Exceeded statewide goal by rebating more than 1,100 motors through MotorUp in 2003.

Program Name: **Program-specific Web site:**	Construction Solutions http://www.nstaronline.com/your_business/construction.asp
Contact:	Cherie Miles 781-441-8037 cherie_miles@nstaronline.com
Program Type(s):	New Construction; Prescriptive; Custom
Coordination Level:	Service territory
Year Established:	
Goals:	Multiple goals relating to energy savings and performance. For more details, see Department of Telecommunications and Energy Web site: www.mass.gov/dte.
Description:	By consulting with NSTAR before beginning a new construction project, major renovation, addition of new equipment or replacement of failed equipment, customers can get: • Rebates up to 100 percent of the incremental cost differential for comprehensive design • Rebates up to 75 percent of the incremental cost differential between standard base line and high-efficiency equipment • Cost sharing for engineering services • Design and commissioning services The program offers NEMA Premium™ motor rebates; ASD incentives ranging from $1,700 for 5 hp to $7,000 for 100 hp; motor and ASD combination incentives from $2,000 for 5 hp to $10,200 for 100 hp; and comprehensive motor and ASD combination incentives.
Budget:	$12,150,000
Outreach Strategy:	NSTAR offers technical assistance, comprehensive design, Energy Star® Performance Benchmarking Tool, business energy analysis, commissioning, and training initiatives. NSTAR Program Managers perform vendor outreach for vendors located within service territory. NSTAR also holds periodic workshops on ASDs and other topics. Customer outreach is performed by NSTAR staff.
Past Performance:	

Program Name: **Program-specific Web site:**	Business Solutions http://www.nstaronline.com/your_business/solutions.asp
Contact:	Cherie Miles 781-441-8037 cherie_miles@nstaronline.com
Program Type(s):	Prescriptive; Custom
Coordination Level:	Service territory
Year Established:	
Goals:	Multiple goals relating to energy savings and performance. For more details, see Department of Telecommunications and Energy Web site: www.mass.gov/dte.
Description:	NSTAR's Business Solutions helps customers reduce energy consumption at their existing facilities. It enables them to incorporate energy efficient lighting fixtures, controls, high-efficiency mechanical equipment, and other energy saving strategies within their current facilities. Benefits of this program include: • Prescriptive rebates up to 50 percent of the total project cost • Comprehensive rebates up to 75 percent of the total project cost • Cost sharing for engineering services • Design and commissioning services The program offers NEMA Premium™ motor rebates through MotorUp (see MotorUp rebate schedule); ASD incentives ranging from $1,700 for 5 hp to $7,000 for 100 hp; motor and ASD combination incentives from $2,000 for 5 hp to $10,200 for 100 hp; and comprehensive motor and ASD combination incentives.
Budget:	$12,000,000
Outreach Strategy:	NSTAR offers technical assistance, comprehensive design, Energy Star® Performance Benchmarking Tool, business energy analysis, commissioning, and training initiatives. NSTAR field staff performs vendor outreach for vendors located within service territory. Customer outreach is performed by NSTAR staff. NSTAR also holds periodic workshops on ASDs as well as other topics.
Past Performance:	

Program Sponsor:	**Public Service of New Hampshire (PSNH)** **(a Northeast Utilities company)**
Service Territory:	PSNH is New Hampshire's largest electric utility, serving more than 447,000 homes and businesses throughout the state.
Web site:	www.psnh.com
MDM Association:	Northeast Utilities is a sponsor.

Program Name: **Program-specific Web site:**	MotorUp (see MotorUp page) www.motoruponline.com
Contact:	(See Contacts for each PSNH program, below)
Budget:	
Past Performance:	

Program Name: **Program-specific Web site:**	Small Business Retrofit Program http://www.psnh.com/Energy/Business_Efficiency/SmallBusinessRetrofit.asp
Contact:	Ann Karczmarczyk 603-634-2760
Program Type(s):	Prescriptive & Custom Incentives on high energy efficient equipment
Coordination Level:	Service territory
Year Established:	2002
Goals:	2005: 55 million lifetime kWh savings
Description:	This program is for small businesses (under 100kW demand) operating aging, inefficient equipment and systems, that are looking for ways to improve productivity while reducing their electric bill. Through this program, PSNH helps customers improve the efficiency of their facilities through services including lighting upgrades, electric hot water measures, and installation of programmable thermostats and controls for walk-in coolers; motors; and ASDs. PSNH will help fund these improvements to customer facilities.
Budget:	2005: $1,647,888
Outreach Strategy:	Work with customers directly or though preferred vendors to perform lighting assessments.
Past Performance:	

Program Name: **Program-specific Web site:**	Large Business Retrofit Program http://www.psnh.com/Energy/Business_Efficiency/IndustrialRetrofit.asp
Contact:	Randy Dixon 603-634-2292

Program Type(s):	Prescriptive; Custom
Coordination Level:	Service territory
Year Established:	2002
Goals:	To incent PSNH C&I Customers to replace existing, standard efficient equipment with high energy efficient equipment. 2005: 170 million lifetime kWh
Description:	Through this program, PSNH helps customers improve the efficiency of their facilities through services including installation of adjustable-speed drives, replacement of motors, installation of energy management systems, air compressors and lighting upgrades. Rebates are also available for custom projects. Technical assistance is also offered through the Retrofit Program, including project evaluation, measure identification, equipment monitoring, and energy audits. This program targets C&I customers with a demand greater than 100 kW. To help fund these improvements, this program offers prescriptive and custom rebates to customers who replace equipment at their facility with more energy efficient equipment. Not only will participants save money in the form of rebates, but they will also see long-term savings in their energy bills. Financial incentives are available for qualifying energy efficient equipment. Pre-approval of rebates by PSNH is required prior to the purchase and installation of the energy efficient equipment. The program is an nhsaves@work offering.
Budget:	2005: $2,815,142
Outreach Strategy:	Working directly with customers to identify opportunities.
Past Performance:	

Program Name: **Program-specific Web site:**	New Equipment and Construction Program http://www.psnh.com/Energy/Business_Efficiency/newequipment.asp
Contact:	Paul Lentine 603-634-2523
Program Type(s):	Prescriptive; Custom; Technical Assistance
Coordination Level:	Service territory
Year Established:	2002
Goals:	To incent PSNH C&I customers to purchase & install high energy efficient equipment and measures. 2005: 172 million lifetime kWh savings
Description:	This program is for businesses undertaking new construction, major renovation, or replacement of failed equipment, and offers prescriptive rebates for energy efficient lighting, motors, dry type transformers, HVAC, chillers, adjustable-speed drives, air compressors and custom rebates to customers who install energy efficient equipment at their facility. Not only will participants save money in the form of rebates, but they will also see long-term savings in their electric bills. This program targets C&I customers with a demand greater than 100 kW. Technical assistance is also offered through the New Equipment and Construction Program, including plan reviews, measure identification, equipment monitoring and efficiency studies. Financial incentives are available for qualifying energy efficient equipment and measures. Pre-approval of rebates by PSNH is required prior to the purchase and

	installation of the energy efficient equipment or measure. The program is an nhsaves@work offering.
Budget:	2005: $1,922,536
Outreach Strategy:	Work directly with customers or their architects to ensure EE in planning process.
Past Performance:	

Program Name: **Program-specific Web site:**	Request for Proposal (RFP; Energy Rewards Program) http://www.psnh.com/Energy/Business_Efficiency/rewards.asp
Contact:	Gary LaCasse 603-634-3216
Program Type(s):	Competitive bidding
Coordination Level:	Service territory
Year Established:	2002
Goals:	2005: 25 million lifetime kWh
Description:	This program offers incentives on a competitive basis to PSNH's C&I customers who achieve measurable energy savings through the installation of energy efficiency measures. Under this program, PSNH accepts proposals from any qualified party for electrical energy efficiency projects to be implemented at the facilities of C&I PSNH customers with a demand of 350 kW or more. Each proposal must identify the incentive amount required from PSNH to go through with the project. Proposals will be evaluated based upon a comparison of energy savings and other price and non price variables. Non price variables include factors such as whether the project includes items other than lighting, and whether the environmental impacts reduce on site emissions or waste stream. Using these criteria, a winning proposal will be selected for the energy reward. PSNH commercial and industrial customers, energy service companies, and other third party service providers representing commercial and industrial customers are eligible to participate. The minimum project energy savings for this program is 100,000 kWh per year (may be aggregated across multiple sites), and the minimum total project cost is $200,000. Eligible measures include replacing standard fluorescent lighting with high efficiency fluorescent lighting, installing ASDs on motors, installing lighting controls to reduce lighting operating hours, and replacing low efficiency air conditioning equipment with high efficiency equipment. Measures that are not eligible include new construction projects, any power-producing project such as co-generation, fuel switching (switching from electric energy), and any repair or maintenance project. Proposals are accepted in two tracks. Project Track: Seeks proposals that can be developed in a short period of time and yet still have sufficient detail to accurately estimate energy savings, project costs, and other parameters. Study Track: Seeks proposals for projects that appear to have sufficient energy savings, but need additional study due to complexity, engineering study costs, or other reasons.
Budget:	2005: $663,354
Outreach Strategy:	Partner with customers and energy service companies on innovative projects
Past Performance:	

Program Sponsor:	**United Illuminating**
Service Territory:	Areas of the Greater New Haven and Bridgeport areas, CT
Web site:	www.uinet.com
MDM Affiliation:	

Program Name: **Program-specific Web site:**	MotorUp (see MotorUp page) www.motoruponline.com
Contact:	Sean Keeney 203-499-3868 sean.keeney@uinet.com
Budget:	$25,000 total $4,000 for rebates
Past Performance:	2003: 40 motors 2004 to-date: 25 motors

Program Name: **Program-specific Web site:**	Energy Blueprint www.uinet.com
Contact:	Roy Haller 203-499-2025 roy.haller@uinet.com
Program Type(s):	New Construction; Prescriptive; Custom
Coordination Level:	Service territory
Year Established:	Re-established in 2000
Goals:	To maximize opportunities in new construction, major renovation, tenant fit-out and equipment replacement. 2004 incentives: $1,675,000. kWh saved: 14.9 million. Demand savings: 3,507 kW.
Description:	New construction, major renovation, and equipment replacement services are available to increase the electric energy efficiency of non-residential new construction and major renovation projects. Custom measures are also available to assist UI's C&I customers by increasing the energy efficiency of their existing building systems, equipment, and industrial processes. Incentives equal to either $.10/ kWh saved, or 90% of the incremental cost of the project, whichever is less. 2004 Incentives subject to annual cap.
Budget:	2004: $2.4 million total
Outreach Strategy:	Energy Blueprint is marketed to engineers, architects, building owners, equipment suppliers, contractors, and customers. UI representatives contact customers and professionals directly, and make presentations at meetings. UI representatives attempt to contact decision makers of a project early as in the design process as possible.
Past Performance:	See O.C.C. report (posted on the Department of Public Utility Control Web site: www.state.ct.us/dpuc).

Program Name: **Program-specific Web site:**	Energy Opportunities www.uinet.com
Contact:	Roy Haller 203-499-2025 roy.haller@uinet.com
Program Type(s):	Prescriptive, Custom
Coordination Level:	Service territory
Year Established:	Re-established in 2000
Goals:	To improve the energy efficiency of a C/I customer's existing facility. 2004 goals: Incentives: $1,336,081. kWh saved: 16,780,000. Demand savings: 1,042 kW.
Description:	Services include audits, analysis, product previews, review of proposals submitted by contractors, cash incentives. Some customers qualify for project financing and co-funded energy studies for advanced technologies
Budget:	2004: $2,315,000
Outreach Strategy:	EO is marketed to customers directly by UI's Energy Engineers, Marketing Reps, and Account Managers. Tools utilized include UI's Web site, information packets, case studies, direct mail, seminars and trade shows. UI is also communicates with vendors, contractors, and energy service companies, which assists UI in obtaining leads on prospective projects.
Past Performance:	See O.C.C. report (posted on the Department of Public Utility Control Web site: www.state.ct.us/dpuc).

Program Sponsor:	**Unitil**
Service Territory:	Seacoast and capital areas of New Hampshire; north-central Massachusetts.
Web site:	www.unitil.com
MDM Association:	

Program Name: **Program-specific Web site:**	MotorUp (see MotorUp page) www.motoruponline.com
Contact:	Scott O'Loughlin 603-773-6454 oloughlin@unitil.com
Budget:	$5,000
Past Performance:	2003: 10 motors

Program Name: **Program-specific Web site:**	Small Business Energy Efficiency Program http://services.unitil.com/eh/bus_energy_efficiency_programs.asp
Contact:	Edward Mailloux 603-773-6541 mailloux@unitil.com
Program Type(s):	Technical Assistance; Custom
Coordination Level:	Service territory
Year Established:	2003
Goals:	1,500,000 kWh per year
Description:	This program is designed specifically for Unitil's smaller commercial and industrial customers (less than 100 kW). Unitil offers technical and financial assistance to help customers find ways to become more energy efficient and save money. Unitil's professional energy contractor will complete a free technical assessment of customer facility, and provide recommendations of energy efficiency opportunities along with the associated costs and benefits. Incentives up to 50% of installed cost are available on prescribed equipment and all of customer's out-of-pocket expenses will be clearly identified. 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. Once the customer has approved the recommended project(s), Unitil's contractor will professionally install the equipment at the customer's convenience. Unitil will make every effort not to disrupt the customer's business. A quality assurance inspection after project completion will verify correct installation, quality workmanship, and customer's complete satisfaction. All work is warranted for two years. All removed materials will be disposed of in an environmentally responsible manner.

Budget:	$150,000
Outreach Strategy:	Direct marketing
Past Performance:	0 motors or drives to-date

Program Name: **Program-specific Web site:**	Large C&I Retrofit Program http://services.unitil.com/eh/bus_energy_efficiency_programs.asp
Contact:	Ed Mailloux 603-773-6541 mailloux@unitil.com
Program Type(s):	Prescriptive; Custom
Coordination Level:	Service territory; through NHSaves program
Year Established:	2004
Goals:	2,300,000 kWh per year
Description:	Unitil's Large C&I Retrofit Program provides financial and technical services to facilitate the replacement of old, inefficient equipment with new energy-efficient equipment in existing facilities. Prescriptive and custom incentives are available to cover the lesser of a 2-year payback or 35% of the installed cost of the equipment. Program applies to commercial, industrial, and institutional customers using more than 100 kW per month. Equipment must qualify through efficiency standards and/or minimum hours of operation. Efficient open drip proof motors: Incentives range from $75 for 1 hp motor to $2,110 for 200 hp motor. Efficient totally enclosed fan cooled motors: Incentives range from $85 for 1 hp motor to $3,295 for 200 hp motor. ASDs: Maximum incentives can range from $1,700 for an ASD controlling a 15 hp motor to $4,900 for an ASD controlling a 100 hp motor. Custom incentives are available.
Budget:	$250,000
Outreach Strategy:	Direct marketing to key accounts
Past Performance:	2003: 10 motors; 12 drives

Program Name: **Program-specific Web site:**	Large C&I New Construction Program http://services.unitil.com/eh/bus_energy_efficiency_programs.asp
Contact:	Ed Mailloux 603-773-6541 mailloux@unitil.com
Program Type(s):	Prescriptive (through MotorUp); Custom
Coordination Level:	Service territory
Year Established:	2004
Goals:	2,000,000 kWh per year
Description:	Unitil's Large C&I New Construction Program offers financial and technical services to commercial, industrial and institutional customers building a new

	facility, undergoing a major renovation, or replacing failed (end-of-life) equipment. Prescriptive and custom incentives are available to cover the lesser of a 1½-year payback or 75% of the incremental cost of the efficient over standard equipment. Motors are eligible for incentives under the MotorUp program (see MotorUp page). ASDs: Maximum incentives can range from $1,000 for an ASD controlling a 7.5 hp motor to $1,750 for an ASD controlling a 20 hp motor.
Budget:	$200,000
Outreach Strategy:	Direct marketing
Past Performance:	2003: 15 motors

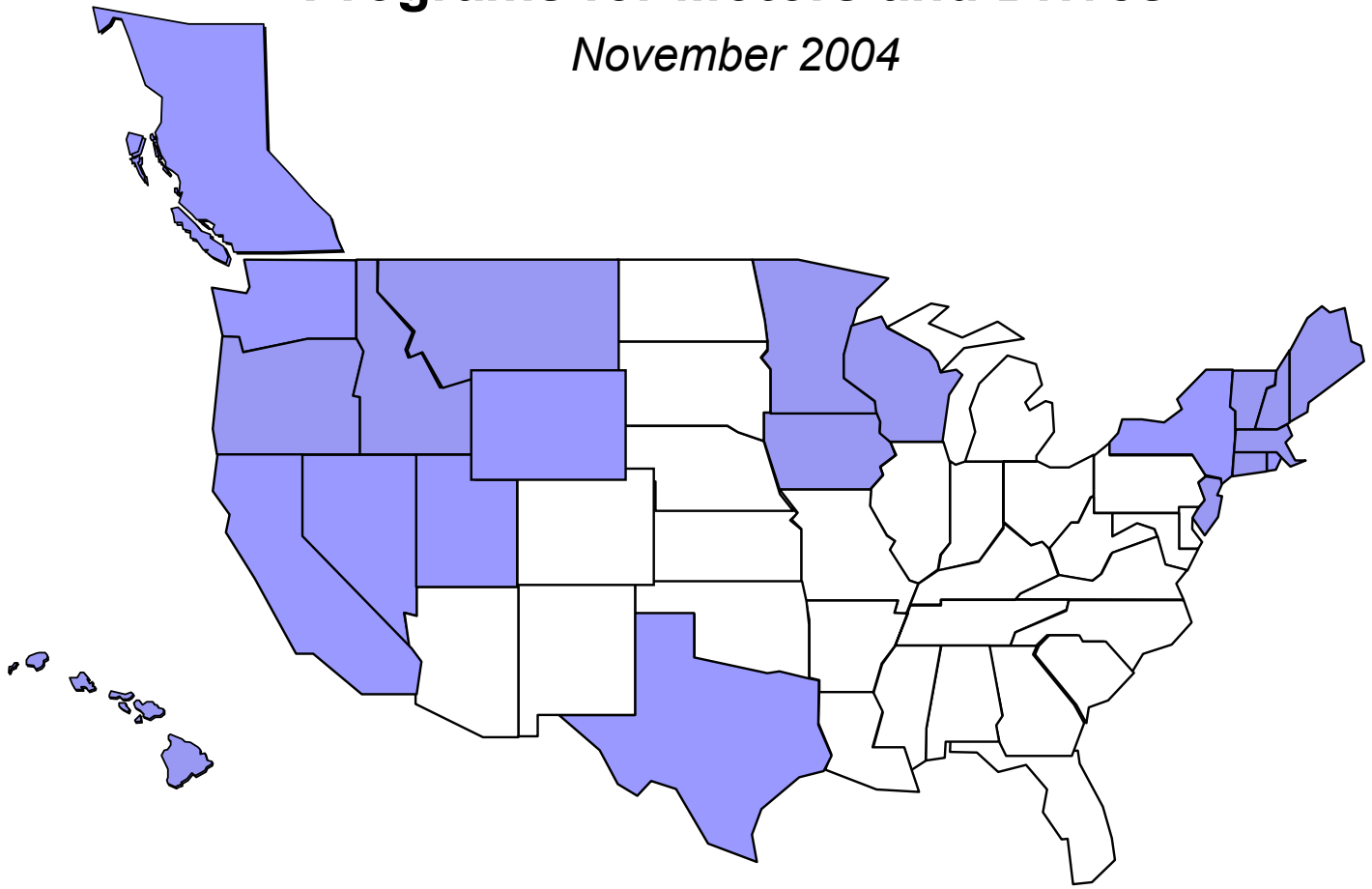
APPENDICES

Back to table of contents

Back to table of contents

CEE National Summary of Energy-Efficiency Programs for Motors and Drives

November 2004



Notes:

1. States highlighted are those with programs included in this summary. Click on a state to find programs.

2. To find programs operating in regions not highlighted, contact the local utility, state energy office or regional efficiency group.

Back to table of contents

UNDERSTANDING ENERGY-EFFICIENCY INCENTIVE PROGRAMS

What are energy-efficiency programs?

Energy-efficiency programs provide educational, technical, and/or financial incentives that promote energy-efficient designs, processes, products and services in the residential, commercial and industrial sectors. They are generally funded through a charge per kWh or therm on consumers' utility bills, such as a systems benefit or public goods charge. These accumulated funds are collected to support strategies that promote the public good – for example, efficiency, renewable energy, and alternative fuels. In 2004, approximately $1.6 billion dollars was budgeted for these programs in the U.S. In addition, it is anticipated that funding will grow as energy prices and demand increase while the ability to site new facilities and transmission and distribution lines becomes more difficult.

Publicly funded energy-efficiency programs come in a variety of shapes and sizes and are administered by several different types of organizations. Generally, budget and administration oversight are authorized by the state legislature, while regulators within each state are tasked with approving program designs and determining to what extent the organizations administering programs are reimbursed for their efforts. Program administration is commonly performed by the utility (investor-owned or municipal), a state energy office, or a regional- or state-level efficiency organization.

The following generalized descriptions are provided as a framework for understanding the information detailed in this summary. For specific information about any of the program offerings, please contact the sponsoring utility or other local program administrator.

Coordination Level

In this report, the level at which the program is administered is titled the "Coordination Level" and may be characterized as follows:

Regional: Some programs are administered by regional organizations and are coordinated across state boundaries and/or utility service territories. There are several regional organizations in the

U.S. that offer coordinated programs to the industrial sector, including the Northwest Energy Efficiency Alliance and Northeast Energy Efficiency Partnerships.

Statewide: Some states standardize the program offerings within their boundaries. These statewide programs may be administered by state government (as in New York, Maine, Vermont and Wisconsin) or by the utilities within the state (as in California, Texas and New Jersey) For the latter, investor-owned utilities (IOUs) are generally required to participate, while for municipal utilities participation is usually optional.

Service Territory: This designation indicates that the organization administers its own programs directly to the customers it serves.

Program Types

These designations provide a framework for discussing various program elements. They are intended as general guidelines rather than hard and fast definitions. There is often overlap between these program elements and one or more may be incorporated within a single program. As this summary demonstrates, most organizations offer multiple programs to appropriately serve their large and small commercial and industrial (C&I) customers on new construction, retrofit, and equipment swap projects.

Program Terms	Descriptions
Prescriptive Programs	• Provide dollar rebates for specific pieces of equipment that meet prescribed energy-efficiency specifications or standards. • Incentives may be paid to the customer (downstream), to the vendor (upstream), or some combination of the two. • Multiple measures (such as motors, HVAC, lighting, and refrigeration) are often covered within a given program.
New Construction Programs	• Provide incentives for new construction projects and sometimes major renovation projects. • Incentives may be available to fund audits, feasibility studies, design, and/or implementation assistance for both facility and process projects. • Prescriptive measures are often included. • Incentives may be based on projected energy savings (using simulation models) or on incremental or total project cost. • Reimbursement rates vary with some programs covering up

	to 100%.
Custom Programs	• Offer incentives for retrofit and renovation projects. • Incentives may be based on energy savings achieved or on the incremental or total project cost. • Some programs require monitoring and verification of proposed savings at project completion while others do not. • The scope of projects covered varies from program to program ranging from simple equipment swaps to full blown audit-through-implementation projects. • Some programs offer incentives for maintenance projects that improve efficiency.
Standard Performance Contract (SPC) Programs	• Provide funds to any qualified applicant proposing a project that meets the program criteria. • Usually, energy service companies (ESCOs) or design engineering firms work with end-users to develop and submit projects. • Applications often require simulations or other calculations to support the projected energy savings and normally have monitoring and verification requirements. • Programs may place a cap on the amount that any one firm, customer, and/or individual project may receive.
Technical Assistance Programs	• Provide individuals with technical expertise or may provide funds to hire outside firms to provide the engineering or other services required for project design and implementation. • Energy audits and process design assistance are commonly provided services. • Some programs offer cost-sharing assistance for technical services.
Financial Assistance Programs	• Include a wide array of measures offered by programs around the country. • These programs may work in combination with direct incentive programs to help the customer finance their portion of the costs or to subsidize the interest rate. • Some examples are: loans that are repaid via the actual energy cost savings achieved, buy-downs of commercial interest rates, and low-cost loans. • Financial assistance may be available for all or part of a proposed project.
Education and Awareness Programs	• While the goals of education and increased awareness are part of virtually every program in some measure, some programs, like the Northwest Energy Efficiency Alliance's Industrial Sector Initiative, focus solely on these outreach efforts. • Many programs incorporate a vendor or installer educational component along with customer education and incentives. • Program scope ranges from simple product awareness to

	corporate-level energy management opportunities. • Outreach efforts include workshops, newsletters, individual site visits, bill stuffers, Web sites, and more.
Other Programs	• Covers programs which are unique or which do not provide incentives for premium efficient motors or adjustable speed drives directly, such as peak load reduction and load shifting programs. • Competitive bidding programs are included in this category on the Program chart.
Deemed Measures	• Custom, SPC, and New Construction programs require customers to calculate projected energy savings for the projects they submit. Upon project completion, these programs often require applicants to verify that the projected savings were achieved before incentives are paid. • Deemed measures are project elements that do not require monitoring and verification as a prerequisite for reimbursement. • Deemed savings are used where there is either a standard or specification that defines product performance, or there has been sufficient experience with the process to preclude the need to actually demonstrate that the projected savings were achieved.

Back to table of contents

MOTOR EFFICIENCY STANDARDS AND SPECIFICATIONS

The following is a brief background and description of the motor efficiency specifications presented in the attached table. Motor programs use these specifications in various ways to determine eligibility for incentive funding. For example, some programs require that motors meet the NEMA Premium™ efficiency levels to qualify. Others offer prescriptive incentive payments on motors covered by the CEE specification and consider motors outside this range on a custom basis. Some specify minimum kilowatt-hour savings requirements. Some programs base their incentive payments on the magnitude of the reduction in energy usage compared to a standard or measured baseline.

NEMA Energy Efficient (NEMA EE): NEMA developed a motor efficiency specification in the mid 1980s to define the term "energy efficient" in the marketplace. It was the first time that efficiency ratings were categorized in the industry. Table 12-10 in NEMA MG-1[1] listed efficiency levels for a range of motors. In the most recent edition of MG-1, Revision 3, the Table reference is 12-11. The motors covered by this specification are:

speed	2, 4, 6, and 8 pole
size	1-200 hp
design	NEMA A and B
enclosure type	ODP and TEFC
voltage	low voltage

The Energy Policy Act of 1992 (EPACT): This federal legislation required that some types of motors comply with NEMA Table 12-10 efficiency ratings if offered for sale in the U.S. Effective in 1997, EPACT also created new motor classes: *general purpose* motors are those without special mechanical construction that can be used in usual service conditions without restrictions to a particular application or type of application; *definite purpose* motors have standard-rating or construction but are designed to operate under conditions other than usual or in a particular application; s*pecial purpose* motors are defined as those with special mechanical

[1] National Electrical Manufacturers Association. 2002. *NEMA Standards Publication No. MG-1, Motors and Generators, Revision 3.* Rosslyn, VA.: NEMA (NEMA.org).

construction and/or operating specifications[2]. EPACT applied to all general purpose motors that fell into the following range:

speed	2, 4, and 6 pole
size	1-200 hp
design	NEMA A and B
enclosure type	ODP and TEFC
voltage	low voltage
class	general purpose

CEE Premium Efficiency Criteria (CEE): Recognizing the opportunity to promote motors with higher efficiency levels than EPACT required, CEE developed a premium energy efficiency specification for the same classes of motors. The efficiency levels specified were generally two NEMA efficiency bands (Table 12-10, NEMA MG-1 Revision 3) above those required by EPACT. This voluntary specification covered the following motors:

speed	2, 4, and 6 pole
size	1-200 hp
design	NEMA A and B
enclosure type	ODP and TEFC
voltage	low voltage
class	general purpose

NEMA Premium Efficiency Electric Motor Specification (NEMA PREM): In an effort to address confusion in the marketplace as to what constituted the most efficient motors currently available in the market, NEMA, CEE, and other stakeholders developed and adopted the NEMA Premium specification. This voluntary specification was adapted from the CEE criteria and serves as the benchmark for premium energy efficient motors. NEMA Premium™ also denotes a brand name for motors which meet this specification. The NEMA Premium Specification (Tables 12-12 and 12-13 of MG-1, Revision 3) covers a wider range of motors than either EPACT or the CEE Specification:

speed	2, 4, 6, and 8 pole
size	1-500 hp
design	NEMA A and B
enclosure type	ODP and TEFC
voltage	low and medium voltage
class	general, definite, and special purpose

[2] Nadel S. et al. 2002. *Energy Efficient Motor Systems: A Handbook on Technology, Program, and Policy Opportunities.* Washington, D.C.: ACEEE (www.aceee.org).

Back to table of contents

C&I Energy-Efficiency Programs - 2004
Nominal Motor Efficiency Specifications

OPEN DRIP PROOF - LOW VOLTAGE

	900 RPM (8 pole)*				1200 RPM (6 pole)				1800 RPM (4 pole)				3600 RPM (2 pole)			
HP	EPACT	NEMA EE	CEE	NEMA PREM.	EPACT	NEMA EE	CEE	NEMA PREM	EPACT	NEMA EE	CEE	NEMA PREM	EPACT	NEMA EE	CEE	NEMA PREM
1	…	74.0	…	…	80.0	80.0	82.5	82.5	82.5	82.5	85.5	85.5	…	…	77.0	77.0
1.5	…	75.5	…	…	84.0	84.0	86.5	86.5	84.0	84.0	86.5	86.5	82.5	82.5	84.0	84.0
2	…	85.5	…	…	85.5	85.5	87.5	87.5	84.0	84.0	86.5	86.5	84.0	84.0	85.5	85.5
3	…	86.5	…	…	86.5	86.5	88.5	88.5	86.5	86.5	89.5	89.5	84.0	84.0	85.5	85.5
5	…	87.5	…	…	87.5	87.5	89.5	89.5	87.5	87.5	89.5	89.5	85.5	85.5	86.5	86.5
7.5	…	88.5	…	…	88.5	88.5	90.2	90.2	88.5	88.5	91.0	91.0	87.5	87.5	88.5	88.5
10	…	89.5	…	…	90.2	90.2	91.7	91.7	89.5	89.5	91.7	91.7	88.5	88.5	89.5	89.5
15	…	89.5	…	…	90.2	90.2	91.7	91.7	91.0	91.0	93.0	93.0	89.5	89.5	90.2	90.2
20	…	90.2	…	…	91.0	91.0	92.4	92.4	91.0	91.0	93.0	93.0	90.2	90.2	91.0	91.0
25	…	90.2	…	…	91.7	91.7	93.0	93.0	91.7	91.7	93.6	93.6	91.0	91.0	91.7	91.7
30	…	91.0	…	…	92.4	92.4	93.6	93.6	92.4	92.4	94.1	94.1	91.0	91.0	91.7	91.7
40	…	91.0	…	…	93.0	93.0	94.1	94.1	93.0	93.0	94.1	94.1	91.7	91.7	92.4	92.4
50	…	91.7	…	…	93.0	93.0	94.1	94.1	93.0	93.0	94.5	94.5	92.4	92.4	93.0	93.0
60	…	92.4	…	…	93.6	93.6	94.5	94.5	93.6	93.6	95.0	95.0	93.0	93.0	93.6	93.6
75	…	93.6	…	…	93.6	93.6	94.5	94.5	94.1	94.1	95.0	95.0	93.0	93.0	93.6	93.6
100	…	93.6	…	…	94.1	94.1	95.0	95.0	94.1	94.1	95.4	95.4	93.0	93.0	93.6	93.6
125	…	93.6	…	…	94.1	94.1	95.0	95.0	94.5	94.5	95.4	95.4	93.6	93.6	94.1	94.1
150	…	93.6	…	…	94.5	94.5	95.4	95.4	95.0	95.0	95.8	95.8	93.6	93.6	94.1	94.1
200	…	93.6	…	…	94.5	94.5	95.4	95.4	95.0	95.0	95.8	95.8	94.5	94.5	95.0	95.0
250	…	94.5	…	…	…	95.4	…	95.4	…	95.4	…	95.8	…	94.5	…	95.0
300	…	…	…	…	…	95.4	…	95.4	…	95.4	…	95.8	…	95.0	…	95.4
350	…	…	…	…	…	95.4	…	95.4	…	95.4	…	95.8	…	95.0	…	95.4
400	…	…	…	…	…	…	…	95.8	…	95.4	…	95.8	…	95.4	…	95.8
450	…	…	…	…	…	…	…	96.2	…	95.8	…	96.2	…	95.8	…	95.8
500	…	…	…	…	…	…	…	96.2	…	95.8	…	96.2	…	95.8	…	95.8

* 900 rpm (8 pole) motors are not included in CEE, EPACT, or NEMA Premium Specifications and are included here for informational purposes only.

NOTE:

The NEMA Premium Specification covers 1-500 hp, general, special, and definite purpose motors.

The CEE Specification and EPACT Standard cover 1-200 hp, general purpose motors.

Back to table of contents

C&I Energy-Efficiency Programs - 2004
Nominal Motor Efficiency Specifications

TOTALLY ENCLOSED FAN COOLED - LOW VOLTAGE

	900 RPM (8 pole)*				1200 RPM (6 pole)				1800 RPM (4 pole)				3600 RPM (2 pole)			
HP	EPACT	NEMA EE	CEE	NEMA PREM	EPACT	NEMA EE	CEE	NEMA PREM	EPACT	NEMA EE	CEE	NEMA PREM	EPACT	NEMA EE	CEE	NEMA PREM
1	…	74.0	…	…	80.0	80.0	82.5	82.5	82.5	82.5	85.5	85.5	75.5	75.5	77.0	77.0
1.5	…	77.0	…	…	85.5	85.5	87.5	87.5	84.0	84.0	86.5	86.5	82.5	82.5	84.0	84.0
2	…	82.5	…	…	86.5	86.5	88.5	88.5	84.0	84.0	86.5	86.5	84.0	84.0	85.5	85.5
3	…	84.0	…	…	87.5	87.5	89.5	89.5	87.5	87.5	89.5	89.5	85.5	85.5	86.5	86.5
5	…	85.5	…	…	87.5	87.5	89.5	89.5	87.5	87.5	89.5	89.5	87.5	87.5	88.5	88.5
7.5	…	85.5	…	…	89.5	89.5	91.0	91.0	89.5	89.5	91.7	91.7	88.5	88.5	89.5	89.5
10	…	88.5	…	…	89.5	89.5	91.0	91.0	89.5	89.5	91.7	91.7	89.5	89.5	90.2	90.2
15	…	88.5	…	…	90.2	90.2	91.7	91.7	91.0	91.0	92.4	92.4	90.2	90.2	91.0	91.0
20	…	89.5	…	…	90.2	90.2	91.7	91.7	91.0	91.0	93.0	93.0	90.2	90.2	91.0	91.0
25	…	89.5	…	…	91.7	91.7	93.0	93.0	92.4	92.4	93.6	93.6	91.0	91.0	91.7	91.7
30	…	91.0	…	…	91.7	91.7	93.0	93.0	92.4	92.4	93.6	93.6	91.0	91.0	91.7	91.7
40	…	91.0	…	…	93.0	93.0	94.1	94.1	93.0	93.0	94.1	94.1	91.7	91.7	92.4	92.4
50	…	91.7	…	…	93.0	93.0	94.1	94.1	93.0	93.0	94.5	94.5	92.4	92.4	93.0	93.0
60	…	91.7	…	…	93.6	93.6	94.5	94.5	93.6	93.6	95.0	95.0	93.0	93.0	93.6	93.6
75	…	93.0	…	…	93.6	93.6	94.5	94.5	94.1	94.1	95.4	95.4	93.0	93.0	93.6	93.6
100	…	93.0	…	…	94.1	94.1	95.0	95.0	94.5	94.5	95.4	95.4	93.6	93.6	94.1	94.1
125	…	93.6	…	…	94.1	94.1	95.0	95.0	94.5	94.5	95.4	95.4	94.5	94.5	95.0	95.0
150	…	93.6	…	…	95.0	95.0	95.8	95.8	95.0	95.0	95.8	95.8	94.5	94.5	95.0	95.0
200	…	94.1	…	…	95.0	95.0	95.8	95.8	95.0	95.0	96.2	96.2	95.0	95.0	95.4	95.4
250	…	94.5	…	…	…	95.0	…	95.8	…	95.0	…	96.2	…	95.4	…	95.8
300	…	…	…	…	…	95.0	…	95.8	…	95.4	…	96.2	…	95.4	…	95.8
350	…	…	…	…	…	95.0	…	95.8	…	95.4	…	96.2	…	95.4	…	95.8
400	…	…	…	…	…	…	…	95.8	…	95.4	…	96.2	…	95.4	…	95.8
450	…	…	…	…	…	…	…	95.8	…	95.4	…	96.2	…	95.4	…	95.8
500	…	…	…	…	…	…	…	95.8	…	95.8	…	96.2	…	95.4	…	95.8

* 900 rpm (8 pole) motors are not included in CEE, EPACT, or NEMA Premium Specifications and are included here for informational purposes only.

NOTE:

The NEMA Premium Specification covers 1-500 hp, general, special, and definite purpose motors.

The CEE Specification and EPACT Standard cover 1-200 hp, general purpose motors.

Back to table of contents

C&I Energy-Efficiency Programs - 2004
Nominal Motor Efficiency Specifications

OPEN DRIP PROOF - MEDIUM VOLTAGE

	900 RPM (8 pole)*				1200 RPM (6 pole)				1800 RPM (4 pole)				3600 RPM (2 pole)			
HP	EPACT	NEMA EE	CEE	NEMA PREM	EPACT	NEMA EE	CEE	NEMA PREM	EPACT	NEMA EE	CEE	NEMA PREM	EPACT	NEMA EE	CEE	NEMA PREM
250	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	94.5
300	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	94.5
350	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	94.5
400	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	94.5
450	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	94.5
500	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	94.5

* 900 rpm (8 pole) motors are not included in CEE, EPACT, or NEMA Premium Specifications and are included here for informational purposes only.
NOTE:
The NEMA Premium Specification covers 1-500 hp, general, special, and definite purpose motors.
The CEE Specification and EPACT Standard cover 1-200 hp, general purpose motors.

TOTALLY ENCLOSED FAN COOLED - MEDIUM VOLTAGE

	900 RPM (8 pole)*				1200 RPM (6 pole)				1800 RPM (4 pole)				3600 RPM (2 pole)			
HP	EPACT	NEMA EE	CEE	NEMA PREM	EPACT	NEMA EE	CEE	NEMA PREM	EPACT	NEMA EE	CEE	NEMA PREM	EPACT	NEMA EE	CEE	NEMA PREM
250	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	95.0
300	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	95.0
350	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	95.0
400	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	95.0
450	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	95.0
500	…	…	…	…	…	…	…	95.0	…	…	…	95.0	…	…	…	95.0

* 900 rpm (8 pole) motors are not included in CEE, EPACT, or NEMA Premium Specifications and are included here for informational purposes only.
NOTE:
The NEMA Premium Specification covers 1-500 hp, general, special, and definite purpose motors.
The CEE Specification and EPACT Standard cover 1-200 hp, general purpose motors.

Back to table of contents

PARTNERS LISTING OF NEMA PREMIUM™ COMPLIANT ELECTRIC MOTORS

The initials in the tables below indicate those companies offering electric motors that comply with the NEMA Premium efficiency specification. This listing will be updated regularly as manufacturers update their product offerings.

MANUFACTURERS KEY:

A	**=**	**A.O. Smith Electrical Products**	**RE**	**=**	**Rockwell Automation/Reliance**
B	**=**	**Baldor Electric**	**SI**	**=**	**Siemens**
E	**=**	**Emerson Motors**	**ST**	**=**	**Sterling Electric**
G	**=**	**GE Motors**	**TE**	**=**	**TECO-Westinghouse**
RA	**=**	**RAM Industries**	**TO**	**=**	**Toshiba Intl.**
RB	**=**	**Regal Beloit (Leeson, Lincoln, & Marathon)**	**W**	**=**	**WEG Electric Motors**

TABLE 1

Indicate Motors Which Meet or Exceed Nominal Efficiencies For "NEMA Premium™" Induction Motors Rated 600 Volts Or Less (Random Wound)

	Open Drip-Proof			Totally Enclosed Fan-Cooled		
HP	6-pole	4-pole	2-pole	6-pole	4-pole	2-pole
1	B, G, E, RB, TO, W	B, G, E, RB, RE, SI, TO, W	B, G, E, RB, RE, SI, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	B, E, G, RB, RE, SI, ST, TE, TO, W
1.5	B, G, E, RB, TO, W	B, G, E, RB, RE, SI, TO, W	B, G, E, RB, RE, SI, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
2	A, B, G, E, RB, TO, W	B, G, E, RB, SI, ST, TO, W	B, G, E, RB, RE, SI, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
3	A, B, G, E, RB, ST, TO, W	A, B, G, E, RB, SI, TO, W	B, G, E, RB, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
5	A, B, G, E, RB, RE, TO, W	A, B, G, E, RB, SI, TO, W	A, B, G, E, RB, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
7.5	A, B, G, E, RB, RE, ST, TO, W	A, B, G, E, RB, SI, TO, W	A, B, G, E, RB, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
10	A, B, G,E, RB, ST, TO, W	A, B, G, E, RB, SI, TO, W	A, B, G, E, RB, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
15	A, B, G, E, RB, ST, TO, W	A, B, G, E, RB, SI, TO, W	A, B, G, E, RB, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
20	A, B, G, E, RB, ST, TO, W	A, B, G, E, RB, SI, ST, TO, W	A, B, G, E, RB, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
25	A, B, G, E, RB, TO, W	A, B, G, E, RB, SI, TO, W	A, B, G, E, RB, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
30	A, B, G, E, RB, TO, W	A, B, G, E, RB, SI, TO, W	A, B, G, E, RB, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
40	A, B, G, E, RB, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TO, W	A, B, G, E, RB, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
50	A, B, E, G, RB, ST, TO, W	A, B, E, G, RB, SI, TO, W	A, B, E, G, RB, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO,W
60	A, B, E, G, RB, RE, ST, TO, W	A, B, E, G, RB, RE, SI, TO, W	A, B, E, G, RB, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TO, W
75	A, B, E, G, RB, RE, ST, TO, W	A, B, E, G, RB, RE, SI, TO, W	A, B, E, G, RB, RA, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
100	A, B, E, G, RB, RE, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TO, W	A, B, E, G, RB, RA, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
125	A, B, E, G, RB, RE, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TO, W	A, B, E, G, RB, RA, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, TE, TO, W
150	A, B, E, G, RB, RE, ST, TO, W	A, B, E, G, RB, RE, SI, TO, W	A, B, E, G, RB, RA, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, TE, TO
200	A, B, E, G, RB, RE, ST, TO, W	A, B, E, G, RB, RE, SI, TO, W	A, B, E, G, RB, RA, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W
250	A, B, E, G, RB, RE, TO, W	A, B, E, G, RB, RE, SI, TO, W	A, B, E, G, RB, RA, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, TE, TO, W
300	A, B, E, G, RB, RE, TO, W	A, B, E, G, RB, RE, SI, TO, W	A, B, E, G, RB, RA, RE, SI, ST, TO, W	A, B, E, G, RB, RE, SI, TO, W	A, B, E, G, RB, RE, SI, ST, TE, TO, W	A, B, E, G, RB, RE, SI, TE, TO, W
350	A, B, E, G, RB, RE, TO, W	A, B, E, G, RB, RE, SI, TO, W	A, B, E, G, RB, RA, RE, SI, TO, W	B, E, G, RB, RE, SI, TO, W	A, B, E, G, RB, RE, SI, TO, W	B, E, G, RB, RE, SI, TO
400	B, E, G, RB,RE, W	A, B, E, G, RB, RE, SI, TO, W	B, E, G, RB, RA, RE, SI, TO, W	B, E, G, RB, RE, SI, TO, W	A, B, E, G, RB, RE, SI, TO, W	B, E, G, RB, RE, SI
450	B, E, G, RB, RE, W	B, E, G, RB, RE, SI, TO, W	B, E, G, RB, RA, RE, SI, TO, W	B, E, G, RB, RE, SI	B, E, G,RB, RE, SI, W	B, E, G, RB, RE, SI
500	B, E, G, RB, RE, W	B, E, G, RB, RE, W	B, E, G, RB, RA, RE, TO, W	B, E, G, RB, RE, SI, W	B, E, G, RB, RE, SI, W	B, E, G, RB, RE, SI, W

Back to table of contents

TABLE 2

Indicate Motors Which Meet or Exceed Nominal Efficiencies For "NEMA Premium™" Induction Motors Rated Medium Volts (Form Wound) 5kV or Less*

HP	Open Drip-Proof			Totally Enclosed Fan-Cooled		
	6-pole	4-pole	2-pole	6-pole	4-pole	2-pole
250	B, E, G, SI, W	B, E, G,RE, SI, W	B, E, G, RE, SI, W	B, E, G, RB, SI, TE, W	B, E, G, RB,RE, SI, TE, W	B, E, G, RE, SI, TE, W
300	B, E, G, RB, SI, W	B, E, G, RE, SI, W	B, E, G, RE, SI, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RE, SI, TE, W
350	B, E, G, SI, W	B, E, G, RE, SI, W	B, E, G, RE, SI, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RE, SI, TE, W
400	B, E, G, RE, SI, W	B, E, G, RE, SI, W	B, E, G, RA, RE, SI, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RE, SI, TE, W
450	B, E, G, RE, SI, W	B, E, G, RE, SI, W	B, E, G, RA, RE, SI, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RE, SI, TE, W
500	B, E, G, RE, SI, W	B, E, G, RE, SI, W	B, E, G, RA, RE, SI, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RE, SI, TE, W

DATE: September 9, 2002, Original Listing
Revised: January 3, 2003
Revised: October 29, 2003
Revised: January 2, 2004

NEMA PREMIUM™ MOTOR MANUFACTURERS CONTACT LIST

For program information, please contact Kurt Riesenberg at 703-841-3226 or Kur_Riesenberg@nema.org.

Company	Website	Contact	e-mail
A.O. Smith Electrical Products	www.aosmithmotors.com	Gary Wolfe 937-667-2431	gwolfe@aosepc.com
Baldor Electric Co.	www.baldor.com	Randy Breaux 501-646-4711	randy_breaux@baldor.com
Emerson Motors	www.emersonmotors.com	Rob Boteler 314-553-1179	rob.boteler@emotors.com
GE Motors	www.geindustrial.com	Tim Marker 260-439-4174	tim.marker@indsys.ge.com
Leeson Electric	www.leeson.com	Max Marti 262-387-5410	max.marti@leeson.com
Lincoln Motors	www.lincolnmotors.com	Larry Mayes 216-731-4790	larry.mayes@lincolnmotors.com
Marathon Electric	www.marathonelectric.com	Rick Munz 715-675-3359	rick.munz@marathonelectric.com
RAM Industries	www.ramusa.com	Joe Cala 610-916-3939 ext. 216	jcala@ramusa.com
Rockwell Automation	www.reliance.com	Dale Basso 864-284-5576	dabasso@powersystems.rockwell.com
Siemens	www.sea.siemens.com/motors	Bob Vogel 513-841-3100	bob.vogel@sea.siemens.com
Sterling Electric	www.sterlingelectric.com	Bryan Moeller 949-474-0520	tbm@sterlingelectric.com
TECO-Westinghouse	www.tecowestinghouse.com	Vincent Tang 512-218-7441	tangv@tecowestinghouse.com
Toshiba International	www.tic.toshiba.com	Motor Mktg. Dept. 1-800-231-1412 ext. 2332	jay.bugbee@tic.toshiba.com
WEG Electric Motors	www.wegelectric.com	David Pipes 770-338-5656	Dpipes@wegelectric.com

Back to table of contents

Notes from CEE:

There are motor manufacturers, such as ABB, Inc., which offer products that meet the NEMA Premium efficiency levels but are not listed in the above table because they are not NEMA Premium Manufacturing Partners. For more information, contact your local motor vendor, motor service provider, or refer to DOE's MotorMaster+ software.

Motor manufacturers not participating in NEMA Premium are welcome to forward information on qualifying products to CEE to be included in future program summaries.