

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.

ENERGY-EFFICIENCY INCENTIVE PROGRAMS
Premium-Efficiency Motors & Adjustable Speed Drives
in the U.S and Canada
 May 2007

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General Overview of C&I Energy-Efficiency Programs That Promote Motors, Drives and Motor System Optimization¹

This program summary provides information about energy efficiency programs that promote premium-efficiency motors, motor management, 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. Additional program summaries focused on other equipment or in different sectors may be found on CEE's Web site, 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 energy efficiency program offerings within a region, to check on your eligibility to participate or for more information about specific programs, please contact the individual utility, state energy office, regional efficiency group or other administering organization.

INTRODUCTION

“Soaring energy prices and concern about harmful emissions have escalated interest in energy efficiency to unprecedented levels,” according to a recent report from the Consortium for Energy Efficiency, *U.S. Energy Efficiency Programs, A \$2.6 Billion Industry*. Add the complexity of siting new transmission and generation facilities and you will understand why regulators are increasingly looking to energy efficiency as an effective, low-cost, low-risk method for helping to meet North America's rising electricity demands. The recognition of efficiency as a resource has resulted in both increased savings requirements and increased funding for efficiency programs. According to the above-cited CEE report, energy-efficiency budgets in the U.S. rose by thirteen percent last year (2005-2006). Of the annual \$2.6 billion dollars dedicated to promoting efficient products and services in 2006, forty-three percent - more than one billion dollars - was earmarked for commercial and industrial programs. Installation of NEMA Premium motors and adjustable speed drives in appropriate applications, motor management and motor system optimization are among the measures supported by this funding. While motor-related measures represent one component of the total C&I energy savings available, their role is an important one. Motors and drives are ubiquitous throughout industry, their savings are often easily quantifiable, and they serve as an excellent entry point to discussions of larger system and facility savings.

¹ CEE publishes a biannual summary of motor and drive programs that 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 on a voluntary basis 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 and is not responsible for any inaccuracies it may contain.

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SCOPE

For the 2007 update, seventy-seven CEE member organizations were contacted. Of these, forty-eight indicated that they administer programs offering financial, technical and/or educational support for premium efficiency motors, motor management, motor system optimization, or adjustable speed drives (ASDs). Several, like Bonneville Power Administration, work with their own utility members to administer common programs within a region.

We would like to direct those unfamiliar with efficiency programs to Appendix A, which provides an overview of program types and program terminology. Efficiency programs support a range of measures from simple equipment upgrades to large-scale retrofit or new construction projects. They may provide support for education and training. Programs may also be targeted to different types of customers. For example, specific programs may be designed to reach small, medium or large customers, customers in different market sectors (i.e., agriculture, food processing, pulp and paper, or others) or customers in different regional environments (i.e. urban vs. rural).

GENERAL OBSERVATIONS

Based on the information submitted for this summary and input from individual program administrators, we offer the following general observations:

- Most organizations offer a range of programs to meet their savings targets. As savings targets (and budgets) increase, there has been an expansion in the number and types of programs that organizations are offering when compared to information provided in 2004.
- At the same time, there seems to be a trend towards working more closely and in greater depth with individual customers. One emerging model is for organizations to adopt a “holistic” approach by combining multiple incentives and measures under a

Table 1: Breakdown of Program Types*		
Type of Program	# of Organizations	
	2004	2007
Prescriptive	32	33
Upstream	5	9
Custom Retrofit	31	38
New Construction	26	29
Standard Performance Contract (SPC)	7	6
Financial Assistance	12	11
Technical Assistance	15	22
Education/Awareness	2	7
Motor Management or MDM Materials	unknown	15
Other	7	2
*Most organizations surveyed offer more than one type of program.		

single program or providing access to multiple programs through an umbrella-type program.

- Program administrators continue to recognize the value of partnering with suppliers and other trade allies. More organizations are providing vendor incentives (from five in 2004 to nine in 2007) as well as putting greater resources into vendor training and other educational efforts.
- Organizations are endeavoring to simplify or otherwise facilitate greater participation in both customer (downstream) programs and vendor (up and mid-stream) programs. Examples include simpler application processes, on-line rebate forms, and faster turn-around time on incentive payments.
- Motors remain relevant to efficiency organizations operating in the C&I market even in those regions, such as the Northeast, where there has been a shift in the customer base from industrial to more commercial customers.
- All of the organizations included herein that provide direct incentives for premium efficiency motors also provide incentives for adjustable speed drives. And, the number of programs offering prescriptive incentives for ASDs has increased since 2004. Most of these programs restrict the prescriptive measures to HVAC applications. A small number, however, provide prescriptive incentives for agriculture, pool pumps or place no such restrictions.
- More programs are pursuing sector strategies including the Northwest Energy Efficiency Alliance, Pacific Gas & Electric, and Southern California Edison. In 2007, CEE convened a committee to consider and explore some of these broader industrial opportunities.
- Programs are also stepping up efforts to increase awareness of energy efficiency among customers and the public (seven organizations highlighted their educational opportunities in 2007, up from two in 2004) and to provide individualized technical support through energy audits, design advice, and other means (twenty-two in 2007, up from fifteen in 2004).

FOCUS ON MOTOR MANAGEMENT

An increasing number of organizations are developing programs that support motor management strategies – either directly to customers or to vendors who provide motor management services to their common customers. Some organizations are developing stand alone programs while others are incorporating motor management as a common component across multiple C&I program offerings. The benefits of integrating motor management include: 1) fostering greater awareness and adoption of higher efficiency products and services by customers; 2) providing opportunities to work proactively with customers to improve the efficiency of their installed base of motors; 3) promoting long-term policy changes within customer organizations; 4) increasing awareness of motor management benefits among vendors and other trade allies; and 5) building more cooperative relationships with vendors and other allies to deliver these strategies to customers. For more information about motor management and the MDM campaign, please refer to Sidebar 1. Below are some brief observations about current program activities related to motor management:

- Vanguard programs, like NYSERDA, are reporting positive results based on two years' experience running a pilot program. National Grid, BC Hydro, MidAmerican Energy, Xcel Energy, and Southern California Edison are also at the forefront of developing programs that support motor management in the market.
- More CEE members are becoming MDM campaign sponsors. Austin Energy (Texas) and Alliant Energy (Iowa, Illinois, Minnesota and Wisconsin) joined the campaign in 2007. As of 2007, half of the campaign's thirty sponsors are CEE members.
- Thirty-eight percent of the programs included in this summary are actively using the available materials or linking to the MDM Web site,

S I D E B A R 1	<u>Motor Management</u>
	Motor management is a set of ongoing policies and practices that help commercial and industrial facilities effectively manage their motor populations based on life-cycle costing and proactive planning. Sound motor management helps reduce downtime, decrease energy costs and improve productivity. Motor management plans may include proactive repair/replace decision-making, best practice repair policies, motor inventory and tracking, and predictive and/or preventive maintenance planning.
	<u>Motor Decisions Matter (MDM)</u>
	Motor Decisions Matter SM is a national public-awareness campaign sponsored by a consortium of motor manufacturers, motor service centers, trade associations, electric utilities and government agencies. MDM and its sponsoring organizations provide support for companies interested in motor management. All materials can be downloaded for free from the Web site www.motorsmatter.org . For more information, contact MDMinfo@cee1.org .

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www.motorsmatter.org². Slightly more than half of the organizations in this summary who are not MDM sponsors expressed interest in learning more about motor management and program approaches.

CONCLUSION

As organizations strive to meet – and perhaps exceed - their mandated energy savings targets, they are looking to increase both the number of participants (customers and trade allies) and participation levels. Observations suggest that programs are transitioning away from stand-alone motor rebate programs to a more comprehensive mix of program approaches such as ASDs and motor management services; and by increasing the number of measures offered, sometimes bundled under one umbrella program. Opportunities to work collaboratively with vendors are being more actively pursued. Program administrators are placing greater emphasis on customer and vendor education.

The charts and program information that follow provide the background and framework for understanding these efficiency programs.

² All resources developed by the MDM Campaign are public domain and available to CEE members and others to use free of charge.

Table 2: C&I Motor and Drive Energy-Efficiency Programs - 2007

	Sponsor	Prescriptive Rebates			Custom Rebates		SPC	Financial Assist.	Technical Assist.	Public Educ.	Other
		Customer	Vendor	Drives	Retrofit	New Con					
<u>Northwest</u>	Bonneville Power	x			x				x		
	Energy Trust of OR	x			x	x					
	Eugene WEB	x	x		x	x		x			
	Idaho Power				x	x					
	NW Alliance								x	x	
	Puget Sound Energy	x		x	x						
	Seattle City Light	x		x	x	x		x	x		
<u>Midwest</u>	Alliant Energy	x	x	x	x			x			
	Aquila				x				x		
	Focus on Energy	x		x	x					x	
	Kansas City P&L	x			x	x					
	MidAmerican Energy	x		x	x	x		x	x		
	Ohio DD OEE							x	x	x	
	So. Minn. Municipal	x		x	x				x	x	
	We Energies	x			x	x			x		
	WI Public Power Inc				x	x		x	x		
	Xcel Energy	x	x	x	x	x					
<u>West</u>	Hawaiian Electric Co	x	x		x	x					
	LADWP				x	x					
	PG&E		x		x	x	x				
	SMUD		x	x	x						
	SDG&E		x			x	x	x			
	SCE	x		x	x		x		x		

Table 2: C&I Motor and Drive Energy-Efficiency Programs – 2007 - Continued

	Sponsor	Prescriptive Rebates			Custom Rebates		SPC	Financial Assist.	Technical Assist.	Public Educ.	Other
		Customer	Vendor	Drives	Retrofit	New Con					
Northeast	Cape Light Compact	x		x	x	x			x		
	CT Light & Power	x		x	x	x					
	Efficiency Maine	x		x	x	x				x	
	Efficiency Vermont	x		x	x						
	Long Island Power Auth	x	x	x	x	x					x
	National Grid	x		x	x	x					
	NH Electric Coop	x			x	x			x		
	NJ Bd of Public Util	x		x	x	x			x		
	New York Power Auth							x	x		
	NYSERDA	x		x	x	x	x	x	x		x
	NSTAR	x		x	x	x					
	Public Service NH	x		x	x	x		x	x		
	United Illuminating	x		x	x	x			x		
	Unitil	x			x	x			x		
South	Austin Energy	x		x	x	x			x		
	Entergy						x				
	TXU Electric Delivery						x				
Southwest	Nevada Power Co	x			x	x					
	PacifiCorp	x		x	x	x					
	Salt River Project									x	
	Sierra Pacific Power	x			x				x		
Canada	BC Hydro	x		x		x			x		
	Hydro-Quebec	x	x		x						
	NRCan							x	x	x	
Category Totals		33	9	23	38	29	6	11	22	7	2

PROGRAM DESCRIPTIONS

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**Program information is subject to change.
Check the individual organization and program Web sites for the latest
information.**

NORTHWEST REGION PROGRAMS

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Idaho:

[Bonneville Power Association](#)

[Idaho Power](#)

[NW Energy Efficiency Alliance](#)

Rocky Mountain Power ([PacifiCorp](#), in Southwest Region)

Montana:

[Bonneville Power Association](#)

[NW Energy Efficiency Alliance](#)

Oregon:

[Bonneville Power Association](#)

[Energy Trust of Oregon](#)

[Eugene Water & Electric Board](#)

[Idaho Power](#)

[NW Energy Efficiency Alliance](#)

Pacific Power ([PacifiCorp](#), in Southwest Region)

Washington:

[Bonneville Power Association](#)

[NW Energy Efficiency Alliance](#)

Pacific Power ([PacifiCorp](#), in Southwest Region)

[Puget Sound Energy](#)

[Seattle City Light](#)

Organization	Bonneville Power Administration
Organization Type	Federal Marketing Power Agency
Organization Territory	BPA's service territory covers all of Washington, Oregon and Idaho, and western Montana, as well as small contiguous portions of California, Nevada, Utah, Wyoming and eastern Montana.
Website	www.bpa.gov
MDM Association	

Program	Energy-efficient motor acquisitions (various programs)
Program Type	Prescriptive, Custom, and Technical
Incentives	<ul style="list-style-type: none"> • BPA offers prescriptive rebates for motors 5 – 500hp in the Agricultural Sector. See page 96 of the Implementation Manual (IM) for rebate schedule: http://www.bpa.gov/Energy/N/projects/post2006conservation/pdf/CRC-CAA_ImplementationManual.pdf • Drives and motor systems not covered by the Agriculture rebate can be submitted as Commercial and Industrial Custom Project Proposals with incentives based upon (\$0.12, \$0.15/kwh) or 60 percent incremental cost cap. Page 8 of the Implementation Manual describes the method for determining incentives and submitting Custom Projects. • The Industrial Technical Services Program offers assistance in performing motor inventories, identifying motors that are not properly sized for the application or that might be candidates for adjustable speed drives.
Program Contact	Jennifer Eskil (509) 527-6232 jleskil@bpa.gov
Program Website	http://www.bpa.gov/Energy/N/industrial.cfm
Coordination Level	The programs are coordinated with the Industrial Efficiency Alliance and the U.S. Dept of Energy's BestPractices
Year Established	BPA has offered programs for industrial motors since the early 90's.
Budget	Utilities claim Conservation Rate Credit or Conservation Acquisition Agreement incentives based on the measures total budget capital.
Target Audience	Agriculture sector customers; other commercial and industrial customers
Specification Reference	For the Agricultural sector rebate, motors must meet or exceed NEMA Premium Efficiency standards shown on page 96 of the Implementation Manual

Program Description	<ul style="list-style-type: none">• For the Agriculture sector, customers select the deemed measure, and can also apply through the Program, Tracking & Reporting (PTR) System (www.ptr.nwcouncil.org).• For the Commercial and Industrial sectors, the utility customers submit a Custom Project Proposal through the PTR System.
Evaluation Report Available	No.
Motor Management Integration	We do not require the use of the DOE Motor Master software, but this software is typically utilized to estimate motor energy savings.

Organization	Energy Trust of Oregon
Organization Type	A public purpose (non-profit) organization serving the state of Oregon.
Organization Territory	Oregon (service territory of Portland Gen. Electric and PacifiCorp [Pacific Power and Light]) equivalent to 75% of electrical load in state. About 8,000 Industrial Customers; mostly small.
Website	http://www.energytrust.org/
MDM Association	

Program	Production Efficiency	
Program Type	Prescriptive, Custom	
Incentives	<p>Energy Trust offers standard incentives for the retrofit of lighting and electric motors, and custom incentives for complex process enhancements. Maximum annual incentive per site is set at \$500,000.</p> <p>Prescriptive incentives for motors up to 200 hp. Qualifying motors may be eligible for a cash-back incentive of \$10 per horsepower. Incentives are available for motors kept in stock as well as those installed. Details on the standard incentives for motors are outlined on their website: http://www.energytrust.org/productionefficiency/standard.html</p> <p><u>Custom projects</u>: Motors over 200 Hp are treated as custom projects and are eligible for incentives on a custom basis. Energy Trust's custom incentive reimburses a business for up to 15¢/annual kWh (or up to 20¢/annual kWh for municipal water/wastewater projects) or 50% of total project costs, whichever is less. The maximum annual incentive per site is \$500,000.</p> <p><u>Variable frequency drives</u> are treated as a custom measure.</p>	
Program Contact	Ken Self Technical Manager Lockheed Martin 503-243-7641 503-887-7140 kself@aspensys.com	Elaine Prause Industrial Sector Manager Energy Trust of Oregon 503-459-4076 elaine.prause@energytrust.org
	production@energytrust.org or call toll-free 1-877-510-6800.	
Program Website	http://www.energytrust.org/productionefficiency/index.html	
Coordination Level	Program is statewide for customers of Pacific Power and Portland General Electric. The Energy Trust coordinates with the Northwest Energy Efficiency Alliance's industrial program, the Industrial Efficiency Alliance, on a regional basis.	

Year Established	Started in July 2003; fully operational in October 2003.
Budget	\$50 million over 4 years (2003-2007)
Target Audience	Customers with industrial, water and wastewater processes.
Specification Reference	NEMA Premium specification and brand for motors.
Program Description	Offers energy efficiency services for businesses with industrial processes and identifying and implementing energy-saving projects which improve their operations. Also offers Oregon industrial customers of Pacific Power and Portland General Electric incentives for improving the electrical energy efficiency of manufacturing processes.
Evaluation Report Available	Evaluation Report available at http://www.energytrust.org/library/reports/ New process and impact evaluation reports will be available spring and summer 2007.
Motor Management Integration	Not familiar with MDM, not using it their program. Would like to learn more.

Other Relevant Programs	
Program Name	Existing Buildings Program
Program Contact	Greg Stiles, C.E.M. Senior Business Sector Manager Energy Trust of Oregon, Inc. 851 SW Sixth Ave, Suite 1200 Portland, Oregon 97204 greg.stiles@energytrust.org 503.4457615
Program Website	http://www.energytrust.org/buildingefficiency/index.html
Program Description	This program offers incentives and technical support for installing energy efficient measures in existing commercial, institutional and agricultural facilities. Prescriptive and custom incentives are available for the retrofit of electric motors, lighting equipment and HVAC equipment. The maximum incentive per site is \$250,000 per year. Qualifying motors 200hp or less may be eligible for a prescriptive cash-back incentive of \$10 per horsepower. Larger motors are treated as custom measures. Custom incentives for projects are approved up to 25% of the total approved cost not to exceed 12¢/annual kWh saved and \$1/therm saved. Program services include no-cost energy audits, contractor recommendations, installation and project management, and post-installation inspections.

Program Name	New Buildings Program
Program Contact	Spencer Moersfelder Business Sector Manager Energy Trust of Oregon, Inc. 851 SW Sixth Ave, Suite 1200 Portland, Oregon 97204 spencer.moersfelder@energytrust.org 503.4457635
Program Website	http://www.energytrust.org/newbuildingefficiency/index.html
Program Description	<p>This program provides cash incentives for energy modeling, commissioning and high-efficiency equipment.</p> <p><u>Standard Track</u> offers up to \$50,000 per project for equipment and component upgrades including high efficiency lighting, lighting controls, motors, air conditioners, heat pumps, air-to-air heat exchangers, chillers, demand control ventilation, variable speed drives and natural gas equipment. No energy calculations are required. Standard Track may be combined with Custom Track making available up to \$250,000 per project</p> <p><u>Custom Track</u> offers up to \$200,000 per project for building energy systems that result in reductions in annual energy use as compared to Oregon code. Energy calculations and documentation of energy savings are required. Incentives are awarded for energy savings beyond code at 10¢/annual kWh saved and 80¢/therm saved. Standard Track may be combined with Custom Track making available up to \$250,000 per project. Additional incentives for commissioning are available.</p> <p><u>LEED Track</u> offers up to \$200,000 per project for buildings that earn LEED certification for New Construction from the US Green Building Council. Incentives are based on building size, building occupancy energy consumption and the number of Energy & Atmosphere Credit 1 points awarded by the USGBC LEED™ NC program to the project.</p> <p><u>ENERGY STAR® Track</u> offers up to \$15,000 for projects that receive an ENERGY STAR performance certification from the US Environmental Protection Agency. Incentives are based on annual energy consumption, building size, and building occupancy as compared to the national average. Buildings that completed construction and were occupied after January 1, 2005 are eligible to participate in this track.</p>

Organization	Eugene Water & Electric Board (EWEB)
Organization Type	Municipal utility
Organization Territory	Eugene, OR, plus a few outlying areas
Website	www.eweb.org
MDM Association	

Program	Premium Efficiency Motors Program	
Program Type	Prescriptive	
Incentives	<p>To qualify for a rebate under this program, premium efficiency motors must be new, three-phase AC induction motors, 1- 500 horsepower, and NEMA design A, B, or C.</p> <p>Motors must meet the NEMA Premium™ efficiency standard. A table on EWEB’s website identifies the minimum efficiencies required to meet this standard. Rebate values are paid by horsepower according to the table. See http://www.eweb.org/business/energy/motors/index.htm</p>	
Program Contact	Bill Welch bill.welch@eweb.eugene.or.us 541-484-1125	Josh Ruddick josh.ruddick@eweb.eugene.or.us 541-484-1125
Program Website	http://www.eweb.org/business/energy/motors/index.htm	
Coordination Level		
Year Established	1992	
Budget	\$13,000 annually	
Target Audience	Industrial and business customers	
Specification Reference	Program website references NEMA Premium by name and specification.	
Program Description	<p>EWEB’s Premium Efficiency Motors Program is designed to save energy and reduce facility operating costs by encouraging industrial and business customers to choose premium efficiency motors whenever making a motor purchase.</p> <p>Motors that qualify for a rebate may be purchased anywhere, but must be installed or placed in inventory by an industrial or commercial business in EWEB's electric service territory.</p> <p>Suppliers and contractors may offer premium efficiency motor rebates directly to EWEB customers and be reimbursed by EWEB.</p>	

	<p>Motors over 600 volts and with RPMs not listed in the table also qualify. Call EWEB for efficiency requirements. Motors over 500 horsepower do not qualify for this particular program, but they may qualify for EWEB's Industrial Efficiency Program, with incentives based on a custom energy savings calculation.</p> <p>Motors for which credit or reimbursement is rendered through another EWEB program are not eligible for a rebate payment.</p>
Evaluation Report Available	The program has been evaluated, but it is not available.
Motor Management Integration	Website has link to MDM website and CEE website.

Program	Industrial Energy Management Services	
Program Type	Custom; New Construction; Financial Assistance (Loan)	
Incentives	EWEB offers incentives based on the energy savings and the pay-back time of the project. Other financing options include loans and energy service charges.	
Program Contact	Bill Welch bill.welch@eweb.eugene.or.us 541-484-1125	Alan Fraser alan.fraser@eweb.eugene.or.us 541-484-1125
Program Website	http://www.eweb.org/business/energy/industrial/index.htm	
Coordination Level	NEEA programs where applicable	
Year Established	1990	
Budget	Approximately \$900,000 annually	
Target Audience	Industrial and business customers	
Specification Reference	No.	
Program 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.	
Evaluation Report Available	The program was evaluated last year, but the report is not available.	
Motor Management Integration	MDM resources are not used in the industrial efficiency program.	

Organization	Idaho Power
Organization Type	IOU
Organization Territory	Southern Idaho, Eastern Oregon
Website	www.idahopower.com
MDM Association	

Program	Custom Efficiency Program (formerly the Industrial Energy Efficiency Program)	
Program Type	Custom – Retrofit and New Construction	
Incentives	Custom incentives for energy-efficiency projects including retrofits, new construction and upgrades.	
Program Contact	Randy Thorn (208) 388-5624 randythorn@idahopower.com	Jim Ashworth (208) 388-2840 jashworth@idahopower.com
Program Website	http://www.idahopower.com/energycenter/energyefficiency/YourBusiness/industrialincentive.htm	
Coordination Level	Service territory	
Year Established	2003	
Budget	Total Program: \$4.25 million per 2007, Incentives alone: \$3.3 million	
Target Audience	Idaho-located, large commercial or industrial customers interested in improving their electrical processes.	
Specification Reference	NEMA Premium for motors 1-200hp	
Program Description	<ul style="list-style-type: none"> • Prior to ordering equipment, business customer submits application for any project saving over 20,000 kWh/year. • Payment is made on the lesser of \$0.12/kWh saved and 70% of project cost. • Maximum incentive for each site is \$100,000 • Eligible efficiency projects include energy efficiency modifications to electric industrial and commercial processes, motors, controls, fans, pumps, compressors, lighting, air conditioning and refrigeration systems. 	
Evaluation Report Available	N/A	
Motor Management Integration	N/A	

Organization	Northwest Energy Efficiency Alliance
Organization Type	The Northwest Energy Efficiency Alliance (NEEA) is a non-profit corporation supported by electric utilities, public benefits administrators, state governments, public interest groups and energy efficiency industry representatives.
Organization Territory	NEEA operates programs in Idaho, Montana, Oregon and Washington
Website	http://www.nwalliance.org/
MDM Association	Financial Sponsor

Program	Industrial Efficiency Alliance		
Program Type	Technical assistance, awareness and outreach (market transformation)		
Incentives	<p>Rather than providing incentives, the Industrial Efficiency Alliance works with local electric and gas utilities, and trade allies to help companies incorporate energy efficiency into their normal business operations, and supports companies in taking a "whole systems" approach for pumps, motors, compressed air, refrigeration.</p> <p>Industrial Efficiency Alliance provides energy management assessments, training, educational tools and collaborative opportunities to support companies interested in making an organizational commitment to effective energy use. Incentives and technical assistance for qualifying equipment and/or projects may be available from local electric or gas utilities.</p> <p>The organization provides expert support, resources and services to give companies tools and training to make energy efficiency a core business value. In exchange, participants are asked to commit to a Continuous Energy Improvement Program, which has the potential to increase production capacity, improve equipment reliability, and reduce operating costs and energy use by 5% to 20%.</p>		
Program Contact	<table border="0"> <tr> <td>Sergio Dias Senior Manager NW Energy Efficiency Alliance 503-827-8416 Ext. 249 sdias@nwalliance.org</td> <td>Dennis Bowns Director of Motors Industrial Efficiency Alliance 503-922-1743 greenmotors@cs.com</td> </tr> </table>	Sergio Dias Senior Manager NW Energy Efficiency Alliance 503-827-8416 Ext. 249 sdias@nwalliance.org	Dennis Bowns Director of Motors Industrial Efficiency Alliance 503-922-1743 greenmotors@cs.com
Sergio Dias Senior Manager NW Energy Efficiency Alliance 503-827-8416 Ext. 249 sdias@nwalliance.org	Dennis Bowns Director of Motors Industrial Efficiency Alliance 503-922-1743 greenmotors@cs.com		
Program Website	www.nwalliance.com/ourwork/ourwork_bysector.aspx?sector=industrial or www.industrialefficiencyalliance.org/		
Coordination Level	Collaborates with approximately 120 local utilities and public benefits administrator programs in the region. Partnerships with entities that have existing relationship with targeted market actors are critical to this market transformation effort. For example, NEEA has formed a strategic partnership with the Northwest Food Processors Association (NWFPFA) to reach targeted food processing companies and the Technical Association for the Pulp and Paper Industry (TAPPI), as well as trade allies serving		

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	both markets.
Year Established	2005
Budget	Total program budget is \$10.5 Million over three years. The program was funding included the 2005 to 2007 cycle. It will be evaluated in 2007 for continued funding in the 2008-2009.
Target Audience	The Industrial Efficiency Alliance works to improve energy efficiency in two regional industries considered heavy energy users - the food processing and the pulp and paper industries. The Industrial Efficiency Alliance also works with companies that produce equipment and provide services for these industries and with the utilities that serve them.
Specification Reference	<p>The Industrial Efficiency Alliance's efforts in industrial systems focus on optimizing the energy savings opportunities within industrial systems, rather than focusing on individual components. The project is targeting the systems technologies of compressed air, pumps, motors, and refrigeration.</p> <p>The Industrial Efficiency Alliance provides resources to help organizations become more knowledgeable about energy efficiency business practices in a number of areas, including motors.</p>
Program Description	<p>The Industrial Efficiency Alliance (IEA) is the brand name for NEEA's Industrial-Sector Initiative, which incorporates all of NEEA's market transformation activities in the industrial sector. The initiative works to encourage business practices among Northwest manufacturing companies that make energy efficiency an integral part of both corporate and plant operations.</p> <p>The Industrial Efficiency Alliance is currently focused on the pulp and paper and food processing markets. In addition, the initiative is working with trade allies in pump, compressed air, refrigeration and motor markets to offer new energy-efficient products and services.</p> <p>The effort will work to build customer and trade ally awareness and understanding of the business case for systems optimization and develop the technical capability in the market place to deliver systems optimization including tools and training. Whenever possible the efforts are coordinated and leveraged with Northwest utilities and public benefits administrators as well as other market activities.</p>
Evaluation Report Available	See Market Progress Evaluation Report #2, released on November 2, 2006 on the NW Alliance's website website: http://www.nwalliance.com/research/reportdetail.aspx?ID=190
Motor Management Integration	<p>The Industrial Efficiency Alliance supports the development of motor management policies as a cross-cutting opportunity for industrial customers to save energy and improve reliability. NEEA links to the MDM website and has utilized MDM resources, such as the Motor Planning Kit.</p> <p>The Northwest Energy Efficiency Alliance supports the Green Motor Practices Group – a nonprofit organization that identifies and promotes motor service centers that are committed to consistently produce repair/rewinds that will retain or improve reliability and efficiency (best</p>

	practice repair). The Green Motor Practices Group promotes NEMA Premium motors, where appropriate, and provides a sample purchase policy for motors and motor services. See www.greenmotors.org
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Organization	Puget Sound Energy
Organization Type	IOU
Organization Territory	All or parts of 9 counties in Washington state. About 90,000 commercial/industrial electric customers.
Website	www.pse.com
MDM Association	PSE is a member of Northwest Energy Efficiency Alliance, a Financial Sponsor

Program	Variable Speed Drive Rebate
Program Type	Prescriptive
Incentives	\$50/HP for fans ; \$65/HP for pumps
Program Contact	Debbi White Program Manager PO Box 90868 EST-10W Bellevue, WA 98009 425-456-2458 debbi.white@pse.com
Program Website	http://www.pse.com/solutions/rebateVSD.aspx
Coordination Level	Service territory
Year Established	2004
Budget (rebate \$ only – no labor charges)	\$178,000 (2007budget)
Target Audience	All customers billed on a non-commercial rate
Specification Reference	N/A
Program Description	<ul style="list-style-type: none"> • Customers download application & efficiency requirements from website or we email it to them • Equipment must be pre-authorized by Puget Sound Energy • Require completed & signed application, equipment invoices, and W-9 form to process payment. May or may not verify installation of equipment.
Evaluation Report Available	Not been evaluated
Motor Management Integration	No

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Program	Premium Efficiency Motor Program
Program Type	Prescriptive
Incentives	NEMA Premium motors 1-200hp: \$2 - \$20 per hp, depending on motor type.
Program Contact	Debbi White Program Manager PO Box 90868 EST-10W Bellevue, WA 98009 425-456-2458 debbi.white@pse.com
Program Website	http://www.pse.com/solutions/rebateMotors.aspx
Coordination Level	Service territory
Year Established	2006
Budget (rebate \$ only – no labor charges)	\$1000 ('07 budget – just started program)
Target Audience	All customers billed on a non-commercial rate
Specification Reference	NEMA Premium efficiency motor specs
Program Description	<ul style="list-style-type: none"> • Customers download application & efficiency requirements from website or we email it to them • We don't require pre-authorization, they just send paperwork in after installation • Require completed & signed application, equipment invoices, and W-9 form to process payment. May or may not verify installation of equipment.
Evaluation Report Available	Not been evaluated
Motor Management Integration	No

	Other Relevant Programs
Program Name	Custom Grants
Program Contact	Bill Younger Manager, Business Energy Services 425-456-2502 Bill.younger@pse.com
Program Website	http://www.pse.com/solutions/ForBusiness_EfficiencyPrograms.aspx

Program Description	On larger, more complex projects PSE's custom incentive grant programs can provide funding for up to 50% of the installed cost for any energy efficiency project resulting in increased efficiency of (electricity-powered) equipment. Grant programs help fund the construction, upgrades, and people that increase the efficiency of non-residential facilities. Efficiency retrofits & upgrades (see 'Retrofit Incentives' link) may apply to variable speed drives, compressed air, and some motors.
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Organization	Seattle City Light
Organization Type	Municipal utility
Organization Territory	Seattle and surrounding areas. Approx: 340,000 residential, 40,000 non-residential customers.
Website	http://www.ci.seattle.wa.us/light/aboutus/customerguide/
MDM Association	

Program	Energy Smart Services
Program Type	Prescriptive, Custom (retrofit and new const), Financial Assistance, Technical Assistance
Incentives	<p><u>For motors:</u> (motors must be rated as NEMA Premium Efficiency)</p> <ul style="list-style-type: none"> • A Standard Incentive (15 or 23 cents per kWh saved) is applied for most new construction, motor replacement, or motors under 75hp; savings are calculated using EPCAct 1992 as a baseline. • A Custom Incentive is used in special cases: savings are based on the efficiency of the existing motor. • Note that funding for motors is only available for constant-speed applications. <p><u>For VSDs:</u></p> <ul style="list-style-type: none"> • Standard Incentive calculation (23 cents per kWh saved) is offered for VSDs retrofitted into HVAC systems; • Custom Incentive for other VSD applications. <p><u>For motor systems:</u></p> <ul style="list-style-type: none"> • For industrial, funding is 15 cents per kWh in the first year savings. • For commercial end uses funding is 20 to 23 cents per kWh first year savings.
Program Contact	Phoebe Warren phoebe.warren@seattle.gov 206-684-3795
Program Website	At www.Energysmartservices.com , choose Financial Incentives and Rebates for Business Conservation. Or, http://www.ci.seattle.wa.us/light/conserves/business/cv5_fi.htm
Coordination Level	The program is not formally coordinated with other efficiency organizations. We encourage joint funding with other utilities for projects that also save water or natural gas.
Year Established	Approximately 1980
Budget	Roughly 8 million dollars per year for the entire Energy Smart Services program (including motors, drives, and motor systems).
Target Audience	Commercial and Industrial customers.

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Specification Reference	NEMA Premium
Program Description	<p>Seattle City Light enters a contract with a qualified customer prior to installation. Payment is made after completion of installation, subject to an inspection, and for some types of measures on-site measurement of performance. Motors are funded under a simplified calculation without performance measurement.</p> <p>Other services include:</p> <ul style="list-style-type: none"> Free facility energy assessment audits New construction & remodel assistance Building commissioning assistance
Evaluation Report Available	Evaluations have been made over the years. Recently, only evaluation of New Construction portion. No recent impact evaluations.
Motor Management Integration	

MIDWEST REGION PROGRAMS

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Illinois:

[Alliant Energy](#)

Iowa:

[Alliant Energy](#)

[MidAmerican Energy Company](#)

[Wisconsin Public Power](#)

Michigan:

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Minnesota:

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Ohio:

[Ohio Department of Development's Office of Energy Efficiency](#)

Wisconsin:

[Alliant Energy](#)

[Focus on Energy](#)

[Wisconsin Public Power](#)

[We Energies](#)

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Organization	Alliant Energy - Interstate Power and Light Co.
Organization Type	IOU
Organization Territory	Alliant Energy's total utility operations serve approximately 1 million electric and over 400,000 gas customers in Iowa, Illinois, Minnesota and Wisconsin (See Wisconsin Focus on Energy page for more details). Classified by market segment, Alliant Energy serves approximately 845,000 residential; 133,000 commercial and 3,000 industrial customers.
Website	www.alliantenergy.com
MDM Association	Financial Sponsor

Program	Prescriptive Rebates Program (Iowa Alliant Energy-IP&L customers only) <i>Wisconsin customers should contact Focus on Energy.</i>
Program Type	Prescriptive Rebate
Incentives	The program offers incentives to customers and vendors for energy-efficient motors (1-200hp) and drives. The rebate for variable frequency drives is \$30/horsepower of the motor being used. The rebate table for NEMA Premium Motors can be found at: http://www.alliantenergy.com/docs/groups/public/documents/pub/p015192.hcsp
Program Contact	Nicole Healey, Product Manager 200 1 st St SE Cedar Rapids, IA 52401 (319)786-7237 nicolehealey@alliantenergy.com
Program Website	All Alliant Energy-IP&L prescriptive rebates, including motors, can be accessed at http://www.alliantenergy.com/rebates
Coordination Level	The program was designed to match MidAmerican Energy's prescriptive rebate program in order to avoid confusion across the state of Iowa. The program is not coordinated with other efficiency organizations.
Year Established	2006
Budget	The annual program budget for the entire non-residential prescriptive rebate program is approximately \$1,024,000.
Target Audience	Non-residential and agricultural customers in Iowa
Specification Reference	Rebates will only be paid for NEMA Premium Motors.

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Program Description	The program operates by educating customers and dealers about rebate availability. In general terms: <ul style="list-style-type: none"> the customer purchases a NEMA Premium Motor; fills out and mails a claim form to Alliant Energy-IP&L IP&L cuts a rebate check to the customer and, incentive check to the dealer for 20% of the customer rebate amount.
Evaluation Report Available	Not currently available (new program)
Motor Management Integration	None

Program	Custom Rebates Program (Iowa Alliant Energy-IP&L customers only) <i>Wisconsin customers should contact Focus on Energy.</i>
Program Type	Custom
Incentives	The program offers incentives for motors, drives and motor systems, in addition to other energy-saving technologies. See program website for incentive calculation.
Program Contact	Dorothy Landt, Product Manager 200 1 st St SE Cedar Rapids, IA 52401 (319)786-4522 dorothylandt@alliantenergy.com
Program Website	http://www.alliantenergy.com/docs/groups/public/documents/pub/p014859.hcsp
Coordination Level	Although the program is not coordinated with other efficiency organizations, the Iowa IOUs do coordinate education and training opportunities with the Iowa Energy Center, Iowa Department of Natural Resources and Iowa State University Extension's Center for Industrial Research and Service.
Year Established	Early 1990s (various utilities have now been merged into IP&L).
Budget	The 2006 Custom Rebates program electric budget was \$3.7 million, and the 2007 electric budget is \$3.8 million. All energy-saving DSM technologies are eligible for the program. The budget cycle is calendar year.
Target Audience	Non-residential and agricultural customers in Iowa.
Specification Reference	The program uses the state of Iowa's code as the program baseline. Iowa's energy code transitioned from ASHRAE 90.1-1989 to ASHRAE 90.1-2004, in the fourth quarter of 2006. The program will use the new standard as the baseline beginning January 1, 2007. The effective code at the time of project implementation will be used as the baseline. Specifically in regard to motors, the ASHRAE standards specify NEMA

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	Premium Motors.
Program Description	<ul style="list-style-type: none"> • Before a customer makes a commitment to proceed with a project, pre-approval must be obtained from the customer's Alliant Energy-IP&L representative (account manager, Business Resource Center, or agricultural representative). • Alliant Energy-IP&L determines whether the project qualifies and, if so, establishes a baseline. • Alliant Energy-IP&L then gathers project information and calculates the incentive. • After the customer completes the project, IP&L confirms that the equipment has been installed and is operating per specifications. • IP&L then sends the incentive rebate check to the customer. • Depending upon the size and scope of the project, pre- and post-metering may be required.
Evaluation Report Available	Measurement and Verification evaluation of the entire program is performed annually.
Motor Management Integration	No.

Program	Performance Contracting Program (Iowa Alliant Energy-IP&L customers only)
Program Type	Financial Assistance (Performance Contract)
Incentives	The performance contracting program provides customers with the option to complete an energy saving project without upfront costs while paying for the project through guaranteed energy savings. The program includes motors, drives and motor systems, in addition to other energy-saving technologies.
Program Contact	Dorothy Landt, Product Manager 200 1 st St SE Cedar Rapids, IA 52401 (319)786-4522 dorothylandt@alliantenergy.com
Program Website	http://www.alliantenergy.com/docs/groups/public/documents/pub/p014587.hcsp
Coordination Level	Although the program is not coordinated with other efficiency organizations, the Iowa IOUs do coordinate education and training opportunities with the Iowa Energy Center, Iowa Department of Natural Resources and Iowa State University Extension's Center for Industrial Research and Service.
Year Established	2001
Budget	The 2006 Performance Contracting program electric budget was \$2.76 million, and the 2007 electric budget is \$2.82 million. All energy-saving DSM technologies are eligible for the program. The budget cycle is

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	calendar year.
Target Audience	Non-residential and agricultural customers in Iowa.
Specification Reference	The program uses the state of Iowa's code as the program baseline. Iowa's energy code transitioned from ASHRAE 90.1-1989 to ASHRAE 90.1-2004, in the fourth quarter of 2006. The program will use the new standard as the baseline beginning January 1, 2007. The effective code at the time of project implementation will be used as the baseline. Specifically in regard to motors, the ASHRAE standards specify NEMA Premium Motors.
Program Description	Registered project developers identify customer opportunities for performance contracting projects and generally perform these functions: <ul style="list-style-type: none"> • Provide the technology and process expertise • Assume responsibility for installation of the energy-efficiency measures • Provide or coordinate funding for the installation • Arrange or provide on-going servicing if required/desired • Guarantee project energy savings to customer An independent engineering consultant with energy expertise and under contract with the IP&L reviews every project, including energy savings and operating cost savings, and verifies the project energy savings as compared to those calculated, submitted and installed by the project developer
Evaluation Report Available	Measurement and Verification evaluation of the entire program is performed on every project and has been performed multiple times.
Motor Management Integration	No.

Program	Shared Savings Program (Minnesota Alliant Energy-IP&L customers and Wisconsin Alliant Energy-WP&L customers only)
Program Type	Performance-Based Financial Assistance
Incentives	The program offers low cost financing up to a maximum amount of five times the annual dollars of energy savings (compared to an established baseline) resulting from the installation of new, energy efficiency equipment in a business facility or process.
Program Contact	Tracy La Haise, Product Manager 4902 North Biltmore Lane Madison, WI 53707 (608)458-3946 tracylahaise@alliantenergy.com.
Program Website	http://www.alliantenergy.com/docs/groups/public/documents/pub/p012336.hcsp
Coordination Level	Currently, Shared Savings therm energy savings contribute to the goals of the Midwest Governors' Gas Initiative. Shared Savings also

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	complements Advanced Buildings and contributes to LEED Certification as the program encourages customers to install building or process equipment with energy efficiencies greater than standard equipment, current ASHRAE standards and state building code, as well as to include ENERGY STAR equipment.
Year Established	Wisconsin: 1987; Minnesota: 1998
Budget	The regulatory-approved (Public Service Commission of Wisconsin) 2006 Alliant Energy-WP&L Shared Savings program budget was \$10,062,207. The regulatory-approved (Minnesota Public Utilities Commission) 2006 Alliant Energy-IP&L Shared Savings program budget was \$2,338,000. The budget cycle for both programs is calendar year.
Target Audience	All non-residential customers, including commercial, industrial, institutional, governmental, agricultural and small business. In Wisconsin, the program is available to Alliant Energy-WP&L customers who may also participate in the statewide Wisconsin Focus on Energy program (but are prohibited from receiving Focus on Energy incentives for the same project receiving Shared Savings financing). In Minnesota, customers may also participate in Alliant Energy-IP&L programs.
Specification Reference	The program uses state (Wisconsin and Minnesota) code and current ASHRAE code as program baselines. Specifically in regard to motors, the ASHRAE standards specify NEMA Premium Motors.
Program Description	<p>Shared Savings provides low-cost financing to defray the incremental cost of the higher-efficiency equipment and its installation. It provides customers with the financing and technical expertise to implement energy saving improvements while paying for the project through achieved energy savings, thus assuring the customer of a positive cash flow.</p> <p>The program includes motors, drives and motor systems, in addition to other energy-saving technologies. Any technology that saves energy may qualify for Shared Savings program financing.</p> <ol style="list-style-type: none"> 1. Alliant Energy-WP&L/IP&L sales and technical staff help customers identify and evaluate energy-efficiency improvement projects. 2. After selecting the most productive and efficient energy saving technologies for their business or process, the customer works with the local supplier or vendor of their choice to purchase the equipment. 3. WP&L/IP&L continues to assist customers as needed while customers select and work with contractors to install and implement operation of the new energy-saving technologies. 4. WP&L/IP&L provides low cost-financing in an amount equivalent to five years of the annual energy savings. 5. The customer repays WP&L/IP&L each month over a five year contract term out of the energy dollar savings resulting from the operation of the new, energy efficient equipment. 6. The customer's energy costs are reduced as a result of the energy savings accrued by the efficient equipment. 7. After the balance is repaid to WP&L/IP&L, the customer keeps the energy savings dollars, reducing energy cost expenditures

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	and maximizing their bottom line for years to come.
Evaluation Report Available	Site visits, energy savings calculation and measurement and verification of a statistically relevant sample of Alliant Energy-WP&L and Alliant Energy-IP&L Shared Savings projects are conducted annually. Customer decision-making factors for the Alliant Energy-WP&L Shared Savings program were evaluated in 2006.
Motor Management Integration	The technical sales support staff may use MDM resources in their determination of performance baselines, evaluation of customer processes and technology fit. However, the program in general does not use any MDM resources or materials nor does it link to the MDM web site.

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Organization	Aquila
Organization Type	IOU
Organization Territory	274,000 customers in Missouri
Website	www.aquila.com
MDM Association	

Program	Missouri Commercial Energy Audits
Program Type	Technical Assistance and Custom Rebates
Incentives	<p>Custom rebates: Commercial customers that participate in an energy audit may be eligible for a custom rebate that is the lesser of the following:</p> <ul style="list-style-type: none"> • reduce the payback period on an energy investment to 2 years • 50% of the incremental cost of an efficiency investment <p>Commercial customers would need to make an Aquila-approved efficiency investment at a minimum of \$400 to qualify for incentive rebate.</p>
Program Contact	<p>Matthew Daunis, Manager-Energy Efficiency Programs 20 West Ninth Street Kansas City, MO 64105 816-467-3437 matt.daunis@aquila.com</p>
Program Website	<p>https://networks.aquila.com/servlet/online/FetchProgSrv?stateId=MO Click on your town to determine whether this program is offered in your area.</p>
Coordination Level	None
Year Established	2006
Budget	\$60,000 annual total program budget for all custom incentives, including motors and drives
Target Audience	Commercial electric customers: demand < 200 kW per month.
Specification Reference	None
Program Description	<p>The energy audit is designed to assess and develop recommendations related to energy use and opportunities for enhanced efficiency for a broad range of technologies including, but not limited to:</p> <ul style="list-style-type: none"> • Heating and cooling system controls, efficiency and operating

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	<p>characteristics</p> <ul style="list-style-type: none"> • Thermal envelope factors • Lighting • Energy efficient motors • Compressed air systems <p>The final audit report will:</p> <ul style="list-style-type: none"> • include observations of the energy systems and recommendations for improvements • provide a list of recommendations based on industry standards for cost and savings • assist in prioritizing opportunities outlined in the report <p>All audits are conducted by a qualified auditor and industry expert.</p> <p>Eligibility criteria is: Commercial electric customers: demand < 200 kW per month.</p> <p>The commercial customer's cost of the audit is \$200, payable by check or through account billing if applicable.</p> <p>Once the audit is completed, customers then have the option of implementing energy efficiency recommendations that may qualify for custom rebates (see Incentives above).</p> <p>To be considered as a candidate for this audit, call 800-377-9119.</p>
<p>Evaluation Report Available</p>	<p>No</p>
<p>Motor Management Integration</p>	<p>No</p>

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Organization	Wisconsin Focus on Energy
Organization Type	Statewide public benefits program.
Organization Territory	Statewide program including approximately 85% of Wisconsin utility customers, for a total of approximately 272,000 business customers in the agricultural, commercial, industrial and schools and government sectors.
Website	www.focusonenergy.com
MDM Association	Financial Sponsor

Program	Focus on Energy, NEMA Premium Efficiency Motors and Adjustable Speed Drive Channel
Program Type	Prescriptive, Custom, Educational Activities
Incentives	<p>Motors (1-200 hp) with full load, nominal efficiencies that meet IEEE Standard 112, Method B (i.e. – NEMA Premium) receive the following incentives:</p> <p>1 to 5 hp: \$5/hp 7.5 to 25 hp \$4/hp 30 to 75 hp \$3/hp 100 to 200 hp \$2/hp</p> <p>Variable speed drives on HVAC and pool pumping applications less than or equal to 100 hp receive an incentive of \$30/hp.</p> <p>Variable frequency drives for pumps and fans (up to 500 hp) that run at least 2,000 hours/year receive an incentive of \$50/hp.</p> <p>All other motor and ASD applications may be eligible for custom incentives.</p> <p>Refer to the website link below for a list of Focus on Energy incentives: http://www.focusonenergy.com/page.jsp?pagelid=1171</p>
Program Contact	<p>Chuck Sasso, P.E. Wisconsin Focus on Energy Senior Project Manager 431 Charmany Drive Madison, WI 53719 608-249-9322, ext. 324 chucks@weccusa.org</p>
Program Website	http://www.focusonenergy.com/page.jsp?pagelid=1171&templateContainerId=502

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Coordination Level	Outreach varies with sector and type of program but generally includes coordination between end-users, supplier and vendors, allied organizations, and equipment manufacturers.
Year Established	2001
Budget	\$22,000,000 for all program sectors and for all technologies. The current budget cycle is from July 1 st to June 30 th .
Target Audience	All business customers are eligible. However the target markets are industrial customers and large commercial customers.
Specification Reference	The program references the CEE Premium Motor specification.
Program Description	Focus on Energy offers incentives to eligible businesses that improve the energy efficiency of their motor and drive equipment. Eligibility depends on whether the business is a customer of a participating utility company. Complete lists of participating utilities, as well as all prescriptive and custom incentive information, is on the downloadable forms on the program Web site.
Evaluation Report Available	http://www.focusonenergy.com/intranet/dms.jsp?documentId=7163&pageId=881
Motor Management Integration	Focus on Energy currently uses and plans to continue using MDM resources or materials within the program.

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Organization	Kansas City Power & Light
Organization Type	IOU
Organization Territory	Eastern Kansas and Western Missouri. Total approximately 500,000 customers (about 440,000 residential, the remaining C&I)
Website	www.kcpl.com
MDM Association	

Program	C&I Custom Rebate – New Construction, Retrofit
Program Type	Prescriptive, Custom
Incentives	<p>Prescriptive rebate for customers smaller than 25 kW demand. Rebates for high efficiency lighting, air conditioning and motors. See http://www.kcplprograms.com/content/prescriptiverebates for rebate schedule.</p> <p>Custom rebates for any energy efficiency measure (retrofit/new construction), including HVAC systems, motors, variable speed drives, lighting, building controls, pumps, etc. Rebates are calculated as the lesser of the following:</p> <ul style="list-style-type: none"> • A buydown to a two year payback • 50% of the incremental cost
Program Contact	<p>George Phillips, Manager, C&I Markets KCP&L P.O. Box 418679 Kansas City, MO 64141-9679 816-556-2648 george.phillips@kcpl.com</p>
Program Website	<p>Go to http://www.kcpl.com/business/aegonline.html for program information. Rebate applications are online at http://www.kcplprograms.com/form/i/application.</p>
Coordination Level	Not coordinated with other efficiency organizations but managed through a vendor. KCPL service territory wide.
Year Established	July 2006
Budget	<p>\$700K Year 1 for retrofit and new construction rebate program. Increases to about \$1.7 Mil annually over several years and stays there. This is a 12-month budget, currently Jul to Jun, but will eventually be calendar year basis.</p>
Target Audience	C&I Customers

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Specification Reference	NEMA Premium for prescriptive rebates. None for custom rebates.
Program Description	<p>The C&I Custom Rebate Retrofit and New Construction programs will provide rebates to C&I customers that install, replace or retrofit qualifying electric savings measures including HVAC systems, motors, lighting, pumps, etc. All custom rebates will be individually determined and analyzed to ensure they pass the Societal Benefit/Cost Test. Any measure that is pre-qualified (evaluated prior to being installed) must produce a Societal Benefit/Cost test result of 1.0 or higher.</p> <p>The customer may submit multiple applications for different efficiency measures and different facilities or buildings. In the first six months of the program there is a limit to the total incentive any one customer receives. See website for details and application form.</p>
Evaluation Report Available	Not yet evaluated
Motor Management Integration	No

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Organization	MidAmerican Energy Company
Organization Type	Privately held electric and gas utility company with state mandated energy efficiency programs in Iowa only.
Organization Territory	MidAmerican serves 706,440 electric customers in Iowa, Illinois and South Dakota and 686,793 natural gas customers in Iowa, Illinois, South Dakota and Nebraska.
Website	www.midamericanenergy.com
MDM Association	Financial Sponsor

Program	2007 Motors & Variable-Speed Drives Program
Program Type	Prescriptive, Custom
Incentives	<ul style="list-style-type: none"> • Prescriptive incentives for NEMA Premium motors between 1 – 200HP; Custom program for motors greater than 200HP • Financing is also available but the customer chooses a rebate or financing, not both. • Direct incentives for NEMA Premium motors per the table on the Web site. • For drives, \$30 per HP of the driven motor operating at least 3,000 annual hours, larger than 5HP only. • See www.midamericanenergy.com/motors for more details.
Program Contact	Carol Parker – Product Manager MidAmerican Energy Company One RiverCenter Place 106 E. Second St. Davenport, IA 52801 563-333-8836 cdparker@midamerican.com
Program Website	www.midamericanenergy.com/motors
Coordination Level	MidAmerican Iowa customers only.
Year Established	1990
Budget	N/A
Target Audience	End users (Customers). Coordination with trade allies, motor and drive vendors, engineering firms, etc. Manufacturing/processing customers are the specific target sectors.
Specification Reference	NEMA Premium and CEE Specification for Premium-Efficiency Motors

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Program Description	<p>Prescriptive:</p> <ul style="list-style-type: none"> The customer installs a NEMA Premium motor, fills out the application and provides a copy of the invoice. Upon proper submittal, an incentive check is sent to the customer. Pre-approval is required for incentives >\$10,000. The same process applies to Variable Speed Drives. <p>Custom:</p> <ul style="list-style-type: none"> For motors >200HP, a Custom Systems Program application is filled out and submitted for approval prior to installation.
Evaluation Report Available	The program has been evaluated but the report is not available to the public.
Motor Management Integration	MidAmerican uses the Motor Planning Kit with its large manufacturing customers along with a motor slide calculator. MidAmerican's Web site displays the MDM logo and has a direct link to the MDM web site; program promotional materials also provide the link and MDM logo. MidAmerican account managers (Energy Consultants) have been trained on the on-line savings calculator on the MDM website.

Other Relevant Programs			
Program Name	Custom Systems		
Program Contact	<table border="0"> <tr> <td>Dick Walker (Commercial) Product Manager 563-333-8841 rcwalker@midamerican.com</td> <td>Dave Ahlberg (Industrial) Product Manager 515-252-6762 drahlberg@midamerican.com</td> </tr> </table>	Dick Walker (Commercial) Product Manager 563-333-8841 rcwalker@midamerican.com	Dave Ahlberg (Industrial) Product Manager 515-252-6762 drahlberg@midamerican.com
Dick Walker (Commercial) Product Manager 563-333-8841 rcwalker@midamerican.com	Dave Ahlberg (Industrial) Product Manager 515-252-6762 drahlberg@midamerican.com		
Program Website	www.midamericanenergy.com/custom		
Program Description	<p>The Custom Systems program encourages nonresidential customers to purchase and install high-efficiency building systems equipment in existing buildings, focusing primarily on large space heating and cooling systems and control systems not addressed in other EnergyAdvantage programs.</p> <p>Customers choose financing or custom rebates. The rebate level is based on the equipment's incremental cost, peak demand reduction, annual energy use reduction and annual energy cost savings. Proposals must be pre-approved. Qualifying equipment includes premium-efficiency motors over 200hp, large boilers, and many others.</p>		
Program Name	Commercial New Construction		
Program Contact	Dick Walker Product Manager 563-333-8841 rcwalker@midamerican.com		
Program Website	www.midamericanenergy.com/cnc		
Program Description	The Commercial New Construction program encourages the design and construction of new – as well as the renovation of existing – energy-		

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	<p>efficient commercial buildings in Iowa. The program offers <u>design incentives</u> for the use of an independent building energy performance modeler (contracted by MidAmerican). Design incentives are determined based on the square footage and type of building. The program also offers <u>construction incentives</u> paid to the building owner based upon the kWh savings. A minimum energy savings of 5 percent beyond that required by the state of Iowa code is required to qualify. Incentives range from \$.05 to \$.14 per kWh.</p>
Program Name	BusinessChecksm
Program Contact	<p>Dick Walker Product Manager 563-333-8841 rcwalker@midamerican.com</p>
Program Website	www.midamericanenergy.com/buscheck
Program Description	<p>Small businesses in Iowa may qualify for an on-site, walk-through audit of their small commercial facility at no cost. In addition to recommending ways to save energy, MidAmerican will install a number of energy-saving measures during the audit. MidAmerican also provides financing and/or rebates for implementation of the energy management opportunities recommended by the energy auditor.</p>
Program Name	Efficiency Bid®
Program Contact	<p>Dave Ahlberg Product Manager 515-252-6762 drahlberg@midamerican.com</p>
Program Website	www.midamericanenergy.com/ebid
Program Description	<p>The Efficiency Bid program allows industrial customers to bid for the funds needed to implement an energy efficiency project. Bids can be submitted directly by the customer or by qualified Program Partners on behalf of a customer. An RFP is released twice a year. Bids must state how much energy savings the project will yield and how much incentive money is required for the project. Bids are awarded based on MidAmerican's evaluation of each bid. This program is available to all industrial customers with 3MW or greater of electrical demand. Qualifying measures include, but are not limited to, those measures described in our other commercial/industrial programs.</p>

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Organization	Ohio Department of Development's Office of Energy Efficiency
Organization Type	State Office
Organization Territory	Statewide
Website	www.odod.state.oh.us/cdd/oe
MDM Association	

Program	Energy Loan Fund
Program Type	Financial assistance, education and awareness, and some technical assistance.
Incentives	Low-interest loans for projects that reduce energy costs and manage energy use through replacement of existing equipment including motors and drives.
Program Contact	Bill Manz, Manager Business & Industry Ohio Department of Development Office of Energy Efficiency 77 S High Street P O Box 1001, Columbus, OH 43216-1001 614.466.6797 wmanz@odod.state.oh.us
Program Website	http://www.odod.state.oh.us/cdd/oe/ELFBand1.htm
Coordination Level	Statewide
Year Established	2003
Budget	The Energy Loan Fund is currently authorized to collect \$ 5 million per year; 100% of those receipts are authorized for use in low-interest linked deposit loans or grant programs for efficiency and renewable energy. There is no set budget for motor programs.
Target Audience	The following customers may apply for funds: <ul style="list-style-type: none"> • commercial businesses • industrial businesses • local governments • educational institutions (public, private and parochial) • not-for-profit organizations • small agricultural farms and businesses*
Specification Reference	None for motors

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<p>Program Description</p>	<p>Qualification Requirements</p> <ol style="list-style-type: none"> 1. Project must meet Energy Star standards, where applicable. if Energy Star standards are not applicable to a piece of equipment (e.g., motors), then the customer must meet eligibility through one of the other standards: <ul style="list-style-type: none"> • have a simple payback in energy cost savings within the life of the loan or linked deposit; • result in the consumption of at least 15 percent less energy than previously existing conditions or minimum code standards; 2. Project is expected to last longer than the energy payback period. 3. Qualifying projects must be located in the service territories of one of the four participating electric distribution companies: <ul style="list-style-type: none"> • American Electric Power (Columbus and Southern Power and Ohio Power); • Duke Energy (Formerly CINergy); • Dayton Power and Light and • First Energy (Cleveland Electric Illuminating, Ohio Edison, Toledo Edison) <p>Applicants with interest in upgrading motors apply to the Energy Loan Fund and to a participating bank.</p>
<p>Evaluation Report Available</p>	<p>No</p>
<p>Motor Management Integration</p>	

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Organization	Southern Minnesota Municipal Power Agency (SMMPA)
Organization Type	18 Member municipal utilities: Austin Utilities; Blooming Prairie Public Utilities; Fairmont Public Utilities; Grand Marais Public Utilities; Lake City Utilities; Litchfield Public Utilities; Mora Municipal Utilities; New Prague Utilities; North Branch Water & Light; Owatonna Public Utilities; Preston Public Utilities; Princeton Public Utilities; Redwood Falls Public Utilities; Rochester Public Utilities; St. Peter Municipal Utilities; Spring Valley Public Utilities; Waseca Utilities; Wells Public Utilities
Organization Territory	Our Members are located throughout Minnesota, but mostly in Southern Minnesota. We have 100,000 residential, 12,000 commercial/industrial customers.
Website	www.SMMPA.com
MDM Association	

Program	C&I Premium Efficiency Motor Rebate Program
Program Type	Prescriptive, Educational
Incentives	We offer program incentives for NEMA Premium qualifying motors up to 200hp & VSD drives. Incentives range from \$10-\$600.
Program Contact	Rick Holmes (507) 292-6418 rt.holmes@smmpa.org
Program Website	Motor programs listed specifically on our Members' websites, which are accessible from www.SMMPA.com
Coordination Level	The program is coordinated among SMMPA members in Minnesota
Year Established	1993
Budget	Motor program budget is \$250,000
Target Audience	Motor vendor/distributors, commercial & industrial customers
Specification Reference	NEMA Premium
Program Description	<ul style="list-style-type: none"> • Must be a utility member customer & end-user of motor • Motor must be 1-200 HP NEMA Premium-efficiency rated motor • Motor must be new installation in new construction or replacing an older motor, as in retrofit • Lesser rebates available for inventoried motors • We also provide a motor training session for customers within our Building Operator's Certificate Program (BOC).

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Evaluation Report Available	No
Motor Management Integration	Not linked yet to MDM site. We send the MDM motor calculator to customers along with the <i>1-2-3 Approach to Motor Management</i> , the Motor Master+ CD & a letter

Program	C&I Custom Rebate Program
Program Type	Custom
Incentives	Rebate is based upon the lesser of \$240/kW for the maximum kW reduced during the summer period (June - September), or up to 25% of total project cost based upon the payback period.
Program Contact	Rick Holmes (507) 292-6418 rt.holmes@smmpa.org
Program Website	http://www.smmpa.org/atwork/reb_custom.html
Coordination Level	The program is coordinated among SMMPA members in Minnesota.
Year Established	
Budget	
Target Audience	Commercial & industrial customers
Specification Reference (NEMA for motors?)	
Program Description	<ul style="list-style-type: none"> • Project must show a demand reduction from June through September. • Eligible equipment must have a useful life of at least 5 years. • Project must have a payback less than 6 years without the rebate. • Rebate funds are limited so contact an SMMPA member utility for availability and eligibility before beginning the custom project.
Evaluation Report Available	No
Motor Management Integration	Not linked yet to MDM site.

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	Other Relevant Programs
Program Name	Process Optimization Analysis
Program Contact	Dan Hayes dm.hayes@smmpa.org (507) 292-6444
Program Website	http://www.smmpa.org/atwork/process.html
Program Description	This program is designed for customers whose demand is 1 MW or greater. The Process Optimization Analysis is a two-day in-house assessment that produces recommendations to help customers optimize energy use and process efficiency, and minimize downtime and waste. The final analysis also quantifies the risks, costs and payback of implementation. The program is offered by SMMPA Member Utilities i on a cost-sharing basis.

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Organization	We Energies
Organization Type	IOU
Organization Territory	Southeast Wisconsin and central Wisconsin around the Fox Valley area. Includes over 1 million electric customers.
Website	www.we-energies.com/EE
MDM Association	

Program	55 MW Energy Efficiency Program
Program Type	Prescriptive, Custom (new const), Technical Assistance
Incentives	Incentives are paid for motors with efficiencies equal to or greater than NEMA Premium Efficiency motors. Refer to the Web site for a direct link to the motors page and schedule of prescriptive incentives. There are custom incentives available within various program elements.
Program Contact	Fred Dreher, Franklin Energy Services 403 West Foster Street P O Box 304 Port Washington, WI 53074 (888) 603-5519 fdreher@franklinenergy.com
Program Website	http://www.we-energies.com/business_new/energyeff/efficiency_incentives/prescriptive_incentprog.htm
Coordination Level	Electric service territory in Wisconsin. Some coordination takes place within the Prescriptive program with the state-wide Focus on Energy program.
Year Established	2005-2008
Budget	Program covers more than motors and there is no special motor goal or budget. There is an overall program budget and goal.
Target Audience	Commercial and industrial sectors.
Specification Reference	NEMA Premium for prescriptive incentives
Program Description	<u>Prescriptive program</u> : Customers receive cash incentives for replacing less-efficient equipment on a one-for-one basis with qualified energy-efficient technologies. The predetermined incentives apply to many popular technologies, which makes it easy to participate. Project approval is <i>not</i> required before installation for prescriptive incentive eligibility; however, projects must be implemented on or after Feb. 1, 2005, and application submittal is required within 30 days of

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	<p>project completion.</p> <p><u>Custom program</u>: A complicated project or one that uses technologies other than those in the Prescriptive Incentive Program, may be eligible for custom incentives. Partial funding of feasibility studies and comprehensive energy audits also may be eligible. All custom projects, studies and audits must receive prior approval to become eligible for incentives.</p> <p><u>New Construction</u>: This program, implemented by the Energy Center of Wisconsin in cooperation with We Energies, targets construction projects that apply advanced building guidelines to achieve 20 to 40 percent greater efficiency than the researched baseline.</p>
Evaluation Report Available	The program is currently in evaluation.
Motor Management Integration	

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Organization	Wisconsin Public Power Inc. (WPPI)
Organization Type	Municipal joint-action agency
Organization Territory	WPPI is a regional power company serving 46 municipalities that operate electric utilities. These community-owned utilities purchase all of their electric requirements from WPPI and supply power to nearly 172,000 customers in Wisconsin, Iowa and Michigan.
Website	www.wppisys.org
MDM Association	

Program	Efficiency Improvement Incentive
Program Type	Custom (retrofit, new const), Technical Assistance and in some instances, performance-based financial assistance
Incentives	Incentives are available for all electrical efficiency improvement projects, including motors, drives and motor systems, and are determined on the basis of utility peak demand reduction, energy savings and payback.
Program Contact	Jake Oelke, P.E., Director, Industrial Services (608) 834-4500 joelke@wppisys.org
Program Website	No
Coordination Level	The program is coordinated regionally for 46 municipal utilities.
Year Established	1998
Budget	Each Wisconsin municipal utility has a designated Public Benefits budget for incentives, which covers motors, drives and other energy efficiency measures. WPPI has also budgeted \$575,000 for efficiency improvement incentives.
Target Audience	Large power customers (approximately 200 kW and greater)
Specification Reference	CEE; NEMA Premium
Program Description	Energy Services Representatives are available to assist large power customers identify efficiency improvement opportunities, solicit quotations, estimate energy cost savings and calculate the custom incentive amounts. Once a project is completed and verified, the incentive payment is made.
Evaluation Report Available	Program evaluation is budgeted for 2007.
Motor Management Integration	No

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Organization	Xcel Energy
Organization Type	IOU
Organization Territory	Xcel Energy has operations in 8 Western and Midwestern states, and revenue of \$10 billion annually; we own more than 33,000 miles of natural gas pipelines; and operate power plants that generate over 15,200 megawatts of electric power. Currently we serve 3.3 million electricity customers and 1.8 million natural gas customers.
Website	http://www.xcelenergy.com/
MDM Association	Financial Sponsor

Program	MN Motor Efficiency Program
Program Type	Prescriptive, Custom
Incentives	<p><u>Prescriptive Incentives for new motors and motor replacement:</u></p> <ul style="list-style-type: none"> • \$4/hp rebate for new motor applications from 1hp-200hp when they meet or exceed NEMA Premium™ efficiency standards and have the following features: AC polyphase induction motor; squirrel cage rotor design; NEMA design B torque characteristic; synchronous speed of 3600, 1800, or 1200 RPM. • Customers replacing an operating motor with a NEMA premium efficiency motor can receive a rebate up to \$16.50/hp <p><u>Prescriptive Incentives for variable frequency drives from 1hp-200hp:</u></p> <ul style="list-style-type: none"> • VFDs must 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 and be installed on qualifying applications. • Variable Frequency Drive rebates are \$30/hp. <p><u>The Custom Efficiency program</u> 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. Measures that may qualify for Custom Efficiency Incentives include:</p> <ul style="list-style-type: none"> • VFD applications not approved for prescriptive rebates, including chillers, refrigeration compressors and air compressors. • VFDs larger than 200hp • Motors larger than 200hp <p><u>Vendor Incentives:</u> See our website for full program details</p>
Program Contact	<p>Bruce Peterson, Product Portfolio Program manager bruce.peterson@xcelenergy.com 303-294-2263</p> <p>Julia Bunge, Marketing Assistant julia.a.bunge@xcelenergy.com 303-294-2208</p>

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	George Spargo, Technical Consultant george.spargo@xcelenergy.com 612-330-6036
Program Website	www.xcelenergy.com Click on Business, Programs and Resources, Conservation Incentives & Rebates, Motors
Coordination Level	Currently in service territory only; future goals include coordinating closely with MDM, EASA and manufacturers of NEMA Premium efficiency motors
Year Established	1986
Budget	The Motor Efficiency program budget is approximately \$1.7M per year for the next three years (2007-09).
Target Audience	Large C & I customers (> 500 kW), small business customers Local and regional motor and VFD trade.
Specification Reference	NEMA Premium Efficiency
Program Description	<ul style="list-style-type: none"> • Customer purchases and installs qualifying equipment prior to submitting their rebate application. • Customer completes rebate application, attaches equipment invoice and submits according to instructions on application. • Xcel Energy reviews application and once approved, customers can expect to receive their check within 6-8 weeks after submission.
Evaluation Report Available	The program is currently being evaluated by a 3 rd party selected through an extensive RFP process. Evaluation consists both in terms of program impacts, such as savings assumptions, targets met, etc. and processes used to manage the program. The report will not be made available to the general public.
Motor Management Integration	MDM resources or materials such as the Motor Planning Kit, case studies, tri-fold brochure and energy savings calculation spreadsheet are made available or referenced in our promotional materials. Links to some of these documents, including the MDM web site, are available at www.xcelenergy.com .

Program	CO Motor Efficiency Program
Program Type	Prescriptive, Custom
Incentives	<p><u>Prescriptive incentives for new motor applications:</u></p> <ul style="list-style-type: none"> • motors must be from 1hp-200hp and meet or exceed NEMA Premium™ efficiency standards and have the following features: AC polyphase induction motor; squirrel cage rotor design; NEMA design B torque characteristic; synchronous speed of 3600, 1800, or 1200 RPM. • Rebate levels vary by horsepower, please visit our website to view the table. <p><u>Prescriptive Incentives for variable frequency drives from 1hp-200hp:</u></p>

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	<ul style="list-style-type: none"> • VFDs must 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 and be installed on qualifying applications. • Variable Frequency Drive rebates are \$30/hp. <p>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. Measures that may qualify for Custom Efficiency Incentives include:</p> <ul style="list-style-type: none"> • VFD applications not approved for prescriptive rebates, including chillers, refrigeration compressors and air compressors. • VFDs larger than 200hp • Motors larger than 200hp
Program Contact	<p>Bruce Peterson, Product Portfolio Program manager bruce.peterson@xcelenergy.com 303-294-2263</p> <p>Julia Bunge, Marketing Assistant julia.a.bunge@xcelenergy.com 303-294-2208</p> <p>Alberto Cordova, Technical Consultant alberto.cordova@xcelenergy.com 303-294-2502</p>
Program Website	www.xcelenergy.com Click on Business, Programs and Resources, Conservation Incentives & Rebates, Motors
Coordination Level	Currently in service territory only; future goals include coordinating closely with MDM, EASA and manufacturers of NEMA Premium efficiency motors
Year Established	January 1, 2006
Budget	The CO Motor Efficiency program budget is approximately \$400,000 for 2007 but may be increased to meet market demand if required.
Target Audience	Large C & I customers (> 500 kW), small business customers
Specification Reference	NEMA Premium
Program Description	<ul style="list-style-type: none"> • Customer purchases and installs qualifying equipment prior to submitting their rebate application. • Customer completes rebate application, attaches equipment invoice and submits according to instructions on application. • Xcel Energy reviews application and once approved, customers can expect to receive their check within 6-8 weeks after submission.
Evaluation Report Available	No evaluation report available at this time.
Motor Management Integration	MDM resources or materials such as the Motor Planning Kit, case studies, tri-fold brochure and energy savings calculation spreadsheet are made available or referenced in our promotional materials. Our Web site links to some of these documents, and the MDM Web site.

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Program	MN Energy Design Assistance
Program Type	Custom (new construction)
Incentives	<ul style="list-style-type: none"> • The program offers incentives for motors, drives, and motor systems that exceed MN State Energy Code and meet CEE specifications. • Incentives are based on kW and MCF saved over MN State Energy Code. • The Energy Design Assistance program looks at new construction buildings as a whole and provides a DOE2.2 model that includes all systems in a new building including how they interact together. • Xcel Energy offers incentives at \$2/MCF saved and \$170/kW to \$275/kW saved based on a percent of savings over code.
Program Contact	<p>Lisa Kauffman, Product Portfolio Manager 414 Nicollet Mall – GO6 Minneapolis, MN 55401 612-330-7521; lisa.a.Kauffman@xcelenergy.com</p> <p>George Spargo, Technical Consultant 414 Nicollet Mall – GO6 Minneapolis, MN 55401 612-330-6036; george.spargo@xcelenergy.com</p>
Program Website	www.xcelenergy.com/rebates Make sure to enter the correct zip code for Minnesota (example: 55401)
Coordination Level	Statewide
Year Established	1993
Budget	Program budget for 2007 is \$5,705,927. This budget includes the entire building including motors and drives. The budget is filed with the Minnesota Department of Commerce every 3 years.
Target Audience	New construction, additions, and major renovations at least 15,000 sq. ft.
Specification Reference	The program does reference the CEE Premium Motor specification and the MN State Energy Code.
Program Description	<p>There are two program offerings available through Energy Design Assistance.</p> <p>Custom Consulting:</p> <ul style="list-style-type: none"> • New construction buildings at least 50,000 sq. ft. in early design stage • Free, customized energy-design consulting expertise • Personalized computer energy modeling for planned building • Incentives for implementing recommendations • Design team reimbursement • LEED assistance <p>Plan Review:</p>

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	<ul style="list-style-type: none"> • New construction buildings from 15,000 – 50,000 sq. ft. • Free review of construction documents for energy-efficiency options • Incentives for implementing recommendations
Evaluation Report Available	No
Motor Management Integration	We currently do not use any MDM resources or materials within the Energy Design Assistance program offering.

Program	CO Energy Design Assistance
Program Type	New construction
Incentives	<ul style="list-style-type: none"> • The program offers incentives for motors, drives, and motor systems that exceed the International Energy Conservation Code (IECC 2003) and meet CEE specifications. • Incentives are based on kW saved over IECC 2003. • The Energy Design Assistance program looks at new construction buildings as a whole and provides a DOE2.2 model that includes all systems in a new building including how they interact together. • Xcel Energy offers incentives at \$170/kW to \$275/kW saved based on a percent of savings over IECC 2003 code.
Program Contact	<p>Lisa Kauffman, Product Portfolio Manager 414 Nicollet Mall – GO6 Minneapolis, MN 55401 612-330-7521; lisa.a.Kauffman@xcelenergy.com</p> <p>Jeff Lyng, Technical Consultant 1225 17th St. – 12th Floor Denver, CO 80202 303-294-2469; jeffrey.r.lyng@xcelenergy.com</p>
Program Website	www.xcelenergy.com/rebates Make sure to enter the correct zip code for Colorado (example: 80202)
Coordination Level	Statewide
Year Established	2006
Budget	Program recoverable budget for 2007 is \$457,081 (does not include internal labor, employee expenses). This budget includes incentives and program costs for the entire building including motors and drives. Our conservation program budgets were approved through 2013.
Target Audience	New construction, additions, and major renovations at least 50,000 sq. ft.
Specification Reference	The program does reference the CEE Premium Motor specification and the IECC 2003.

Program Description	Energy Design Assistance - Custom Consulting: <ul style="list-style-type: none">• New construction buildings at least 50,000 sq. ft. in early design stage• Free, customized energy-design consulting expertise• Personalized computer energy modeling for planned building• Incentives for implementing recommendations• Design team reimbursement• LEED assistance
Evaluation Report Available	No
Motor Management Integration	We currently do not use any MDM resources or materials within the Energy Design Assistance program offering.

WEST REGION PROGRAMS

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California:

[Bonneville Power Association](#) (in Northwest Region)

[Los Angeles Department of Water & Power](#)

[Pacific Gas & Electric](#)

Pacific Power ([PacifiCorp](#), in Northwest Region)

[Sacramento Municipal Utility District](#)

[San Diego Gas & Electric](#)

[Sierra Pacific Power](#) (in Southwest Region)

[Southern California Edison](#)

Hawaii:

[Hawaiian Electric Company](#)

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Organization	Hawaiian Electric Company
Organization Type	Investor-Owned Utility
Organization 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.
Website	www.heco.com
MDM Association	

Program	Energy\$olutions for Business	
Program Type	Prescriptive; Custom; New Construction =	
Incentives	<p>The <i>Energy\$olutions for Business</i> program offers standardized rebates for many energy-saving technologies, including 3 phase motors from 1 - 450 hp in size at NEMA Premium levels. If the rebate amount exceeds \$1000 for motors, inspections are required.</p> <p>Customized rebates are also available for projects and equipment, other than standard, that are shown to improve energy efficiency. Customized Incentives are based on the calculated energy (kWh) and demand (kW) savings of your new construction or retrofit project, including adjustable speed drives. Prior notification is required for HECO to inspect existing equipment.</p> <p>Application details available on this HECO website: http://www.heco.com/vcmcontent/StaticFiles/pdf/rebateapplication0503.pdf</p> <p>Motor rebate worksheet including qualifying specifications and incentive levels are available on this HECO website: http://www.heco.com/vcmcontent/StaticFiles/pdf/motors0503.pdf</p>	
Program Contact	Jim Maskrey 808-543-4765 jim.maskrey@heco.com	Dean Oshiro 808-543-4632 dean.oshiro@heco.com
Program Website	From the home page, www.heco.com , select <i>Business Services</i> and then <i>Energy\$olutions Rebates</i> .	
Coordination Level	Statewide	
Year Established	1996	
Budget	Total rebate incentive budget of \$3.9M for all qualifying technologies in the three C&I rebate programs.	

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Target Audience	All business customers.
Specification Reference	NEMA Premium Efficient Motors
Program Description	<p>Energy Solutions for Business encompasses three sub-programs:</p> <ol style="list-style-type: none"> 1. C&I Energy Efficiency Program 2. Customized Rebate Program 3. C&I New Construction Program <p>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.</p> <p>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.</p> <p>Custom incentives are based on \$125/kW and 5 cents/kWh on year 1 annualized savings</p>
Evaluation Report Available	Unavailable
Motor Management Integration	

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Organization	Los Angeles Department of Water & Power
Organization Type	Municipal Utility
Organization Territory	City of Los Angeles 1.2 Million Residential, 180,000 Commercial and 14,000 Industrial customers
Website	www.LADWP.com
MDM Association	

Program	Custom Performance Program
Program Type	Custom
Incentives	Incentives offered for high efficiency motors (1-200 HP) and variable speed drives. Incentive calculated at \$0.14 per kWh savings for VFDs on existing chillers, and \$0.08 per kWh savings for all other motor and drive applications.
Program Contact	Reynaldo D. Reyes, Supervisor - Program Development 213-367-4983 Reynaldo.Reyes@LADWP.com
Program Website	www.ladwp.com/ladwp/cms/ladwp008836.jsp
Coordination Level	None
Year Established	2004
Budget	Specific budget for High Efficiency motors not available this year since this is now part of the Custom Program.
Target Audience	Commercial and Industrial customers
Specification Reference	Motor efficiency must exceed California State Title 24 and NEMA Table 12-10.
Program Description	Measured savings are determined by Custom Program modeling software and incentives are paid based on annualized kWh savings. <ul style="list-style-type: none"> • Customer must submit an application prior to beginning a project. • LADWP conducts a pre-inspection prior to approval. • Incentive is calculated and paid upon satisfactory completion of final post-inspection.
Evaluation Report Available	No.
Motor Management Integration	No.

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	Other Relevant Programs
Program Name	Non-Residential New Construction Incentive Program
Program Contact	Monique Harrell Program Manager 213-367-2308
Program Website	http://www.ladwp.com/ladwp/cms/ladwp008821.jsp
Program Description	<p>The <u>Performance Track</u> is for projects that include environmental improvements, energy efficiency, and sustainability. To qualify, projects need to be certified by LEED or CHPS 2006.</p> <p>The <u>Prescriptive Track</u> is for small projects, projects that are already far into design and construction, and for those owners that are interested in improving only the energy efficiency of their project. This track offers incentives for installing equipment from an approved menu of energy efficient products. Incentives for Prescriptive Track projects are paid based on type and number of qualifying products installed.</p> <p>All projects require LADWP pre-approval and inspection. Funds are available on a first-come, first served basis until funds for each budget year are claimed.</p>

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Organization	Pacific Gas and Electric Company
Organization Type	Investor Owned Utility
Organization 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 15 million people (5 million customer electric accounts) throughout a 70,000-square-mile service area in northern and central California.
Website	www.pge.com
MDM Association	Financial sponsor

Program	Motor Distributor Rebate Program
Program Type	Prescriptive
Incentives	<p>The Program offers rebates to distributors of Premium Efficiency motors that are installed in the PG&E electric service territory. Rebates are for 1 to 500 HP, low voltage, 3 phase motors that meet the NEMA Premium efficiency specifications. Rebates range from \$33 for a 1 HP to \$2,838 for a 500 HP motor with the average rebate being about \$6.75/HP. The Minimum Qualifying Nominal Full Load Efficiencies/Rebate Levels can be found at the following URL.</p> <p>https://www.cainstantrebates.com/media/uv2/img/PGE_RebateLevels_2006_Motors.pdf</p>
Program Contact	<p>John Barbour Contractor-Program Implementer California Motor Distributor Rebate Program 510-482-4420 x243 john@energy-solution.com</p> <p>James B. Hanna Motor and HVAC Distributor Rebate Program Manager Pacific Gas and Electric Company 530-896-4222 jbh1@pge.com</p>
Program Website	www.cainstantrebates.com
Coordination Level	Regional - Central/Northern California; Utilizing PG&E's program website and Online Application Process Sacramento Municipal Utilities District is running similar program.
Year Established	2004 presently with a similar program having run 1999 to 2001.
Budget	The Motor Distributor Rebate Program and the HVAC Distributor Rebate Program are run together and share resources. The incentive budget for

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	the combined Program is \$10,000,000 for the period of January 2, 2006 through December 31, 2008. It is estimated that motor rebates will be at least \$1,000,000 in the 2006/8 program.
Target Audience	Motor distributors who install Premium Efficiency motors at any non-residential electric customer.
Specification Reference	The CEE Premium Motor specification (NEMA Premium)
Program Description	The Program provides rebates to distributors who stock and sell qualifying premium efficiency motors to commercial, industrial, and agricultural customers. The program defines a Distributor as a business that purchases motors directly from the manufacturer. The motors must be installed in the PG&E electric service territory with a valid non-residential electric account. Customer facilities that generate a significant portion of their electricity do not qualify. Rebates are for 1 to 500 HP, low voltage, 3 phase motors that meet the NEMA Premium efficiency specifications. Rebates range from \$33 for a 1 HP to \$2,838 for a 500 HP motor.
Evaluation Report Available	Not available yet.
Motor Management Integration	The Program is in the process of integrating in the use of the MDM Slide Calculator, and Motor Planning Kit in 2007 to help Distributors Upsell and for Customer education. We may also use the MDM 1-2-3 approach as well. The Program does not currently link to the MDM web site.

Program	Customized Energy Efficiency Program	
Program Type	Custom (retrofit and new const)	
Incentives	<ul style="list-style-type: none"> • Cash Incentives are available to our business customers to do retrofit projects through our Non-Residential Retrofit (NRR) offering or new construction energy efficiency projects through our Non-Residential New Construction (NRNC) offering. • The measures eligible in the program include replacement of older motors with NEMA Premium efficiency motors and also installation of variable speed drives. • For motors and drives the incentive rate is paid at 8 cents per kwh saved for one year of energy savings, up to 50% of the project cost. 	
Program Contact	Bob Wherritt Sr Program Manager REWd@pge.com 415-972 5024	Angie Ong-Carrillo Industrial Program Lead AXO1@pge.com 415-973 1887
	For more information, you can also call our Business Customer Service Center (800) 468-4743.	
Program Website	http://www.pge.com/biz/rebates/	

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Coordination Level	Statewide
Year Established	2006
Budget	2006-2008 program cycle - \$ 333 Million dollars (includes all measures).
Target Audience	All Business Customers
Specification Reference	NEMA Premium motors
Program Description	<ul style="list-style-type: none"> • A project is sponsored either by the customer or a vendor or design team on behalf of the customer. • Sponsor submits application to PG&E. • PG&E conducts pre-inspection to establish baseline. • PG&E reviews and approves application. • Sponsor and PG&E sign agreement. • Sponsor implements project and sends installation report to PG&E. • PG&E conducts post-inspection. • PG&E pays the cash incentive if project complies with agreement.
Evaluation Report Available	The program will be evaluated sometime in the year. The report will be available on the Calmac website http://www.calmac.org/
Motor Management Integration	No

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Organization	Sacramento Municipal Utility District (SMUD)
Organization Type	California Municipal Utility
Organization Territory	Sacramento County, CA. The sixth largest publicly owned utility in the country, SMUD provides service to over 470,000 residential customers and 65,000 commercial and industrial customers.
Website	http://www.smud.org
MDM Association	Financial Sponsor

Program	Distributor Rebate Program
Program Type	Prescriptive
Incentives	Incentives of \$33 to \$1,192 per motor are provided to distributors and manufacturers of general purpose motors up to 200 horsepower.
Program Contact	Anson Battershell, Program Manager Mail Stop A-203 PO Box 15830 Sacramento, CA 95852-1830 916-732-5415 abatter@smud.org
Program Website	www.smud.org/commercial/saving/service/motorsincent.html
Coordination Level	Regional
Year Established	2006 (1997 original prescriptive incentive program)
Budget	\$610K combined HVAC and Motor Distributor Rebate Program, budgeted on calendar year basis
Target Audience	Distributors and manufacturers of general purpose motors in commercial and industrial segments.
Specification Reference	NEMA Premium Efficiency
Program Description	<ul style="list-style-type: none"> • Equipment distributors are enrolled in program by administering contractor. • Incentive applications submitted through administering contractor.
Evaluation Report Available	N/A
Motor Management Integration	MDM reference materials available to all SMUD Commercial Services staff and customers

Program	Energy Efficiency Incentive Program
Program Type	Prescriptive, Custom
Incentives	<p>This program provides incentives to end use customers or contractors for adjustable speed drives and motors larger than 200 horsepower.</p> <ul style="list-style-type: none"> • Prescriptive incentive of \$50 / HP for variable frequency drives on HVAC fan and cooling tower fan motors. • Custom incentive for pump system variable frequency drives, and other adjustable speed drive types, based on first year calculated energy savings. Incentive of \$0.14 per kWh saved on HVAC and refrigeration systems, and \$0.08 per kWh saved on process systems. • Custom incentive on system modifications to motor systems larger than 200 HP, based on first year calculated energy savings, at \$0.08 per kWh saved.
Program Contact	<p>Steve Oliver, Program Manager Mail Stop A-102 PO Box 15830 Sacramento, CA 95852-1830 soliver@smud.org (916)732-6359</p>
Program Website	www.smud.org/commercial/saving/service/hvacincent.html
Coordination Level	SMUD specific program
Year Established	2005 (ongoing custom incentive programs reintroduced 1997)
Budget	Combined with other energy efficiency incentive programs totaling \$953,000. Calendar year budget cycle; June planning input cycle.
Target Audience	Commercial and industrial end users and contractors
Specification Reference	None
Program Description	<ul style="list-style-type: none"> • Prescriptive measures have predetermined incentive levels • Custom incentive projects must have annual savings calculated by SMUD energy specialists. • Incentive applications are submitted through energy specialists for approval in 3 step process (estimate, encumber, and final project approvals – required for prescriptive incentives if funds are to be reserved)
Evaluation Report Available	N/A
Motor Management Integration	MDM reference materials available to all SMUD Commercial Services staff

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Organization	San Diego Gas & Electric (SDG&E)
Organization Type	Investor-owned Utility (owned by Sempra Energy)
Organization 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 San Diego and southern Orange counties. SDG&E's service area encompasses 4,100 square miles, covering two counties and 25 cities.
Website	http://www.sdge.com/index.shtml
MDM Association	

Program	Upstream HVAC/Motors Program	
Program Type	Prescriptive (for motor vendors and distributors)	
Incentives	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.	
Program Contact	Liz DeSouza Conservation Resources Group 619-206-8256	Mark Jensen SDG&E 858-636-6811 majensen@semprautilities.com
Program Website	http://www.sdge.com/thirdparty/#6	
Coordination Level	SDG&E Service Territory	
Year Established	2006	
Budget	Total Program Budget for HVAC and Motors: 2006: \$1.1 million 2007: \$1.4 million 2008: \$1.4 million	
Target Audience	Upstream (manufacturers) and midstream (distributors and suppliers).	
Specification Reference	Program references the CEE Premium Motor specification.	
Program Description	SDG&E's Upstream HVAC/Motor Program is designed to increase the supply and stocking of premium efficiency HVAC units and motors for residential and commercial customers by providing incentives upstream	

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	<p>(manufacturers) and midstream (distributors and suppliers). Incentives are issued at the midstream level to maximize cost-effectiveness and market impacts, while working with upstream players – manufacturers and distributors – in a manner that supports their business goals and secures their participation.</p> <p>The program, while focused on interacting primarily with upstream actors and the midstream program implementer, targets residential and small and medium sized commercial customers seeking HVAC or motors replacements in existing buildings, or installations in new construction applications.</p> <p>CSG, as the prime contractor for the Upstream HVAC/Motor program, will serve as the point of contact for SDG&E and with midstream vendors to ensure consistency of goals, approach, and messaging.</p>
Evaluation Report Available	
Motor Management Integration	

Program	Standard Performance Contract Program
Program Type	Standard Performance Contract
Incentives	<p>Funding for retrofit projects involving commercial, industrial and agricultural customers are available through the end of 2007 or until funds are exhausted.</p> <ul style="list-style-type: none"> • Incentives are determined by the amount of energy saved resulting from installation of the new equipment or systems. • For motors, incentive payments of \$0.08 per kWh of annual energy savings in excess of the state and federal minimum standards are available. • Applicants are eligible to receive up to 50 percent of the cost for each measure type for Calculated (SPC) Measures, not to exceed \$350,000 per project site. • The SPC program CD provides savings calculations for a variety of the most common energy saving measures, including variable speed drives for centrifugal chillers, cooling tower fans, HVAC fans and process applications as well as motors and other motor efficiency upgrades. <p>These savings calculations incorporate assumptions and stipulations See http://www.sdge.com/business/specializedincentives.shtml</p>
Program Contact	<p>Shea Dibble San Diego Gas & Electric (858) 636-5774 sdibble@semprautilities.com</p>
Program Website	http://www.sdge.com/business/specializedincentives.shtml

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Coordination Level	SDG&E Service Territory
Year Established	1998
Budget	Total Program Budget for SPC 2006: \$3.4 million 2007: \$3.6 million 2008: \$3.9 million
Target Audience	Industrial, commercial, and agricultural customers including manufacturing facilities, office buildings, and retail facilities and governmental facilities are the customers targeted by this program. SPC targets mid to large-sized customers but will accommodate small non-residential customers that cannot be served by other programs.
Specification Reference	The SPC Calculator tool establishes the existing motor (baseline) efficiency to correspond to the 1992 Energy Policy Act (EPA) minimum.
Program Description	<p>The SPC Program promotes procurement and installation of high efficiency energy technologies by providing incentive payments, and design/audit assistance in some cases, to partially offset incremental equipment costs. Customers can receive incentives for customized projects by calculating the amount of kWh saved or through a measurement and verification procedure. Providing incentives to shorten payback periods and assistance to quantify equipment performance increases the adoption of new technologies.</p> <p>Program incentive funds will be allocated on a first-come, first-served basis, until all funds are committed or until December 31, 2007, whichever occurs first. If all funds are committed prior to December 31, 2007, applications received by December 31 will be placed on a waiting list by SDG&E, and will be notified in order of receipt if additional funds become available. All projects must be installed and operational by June 1, 2008.</p> <p>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 VFDs 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.</p> <p>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.</p>
Evaluation Report Available	
Motor Management Integration	

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Program	Savings By Design Program
Program Type	Custom (New Construction)
Incentives	<p>The Savings By Design program has been funded to extend through 2008. The program offers building owners and their design teams a variety of services including owner incentives of up to \$150,000 per project or 50% of the incremental cost (whichever is less) 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.</p> <p>For projects participating in the Systems Approach, incentives will be calculated using a rate of \$.10/kWh for estimated annualized savings. Incentives begin when process equipment's performance exceeds industry standard baseline by approximately 10%.</p>
Program Contact	Chip Fox Manager, Savings By Design 858-636-5739 cfox@semprautilities.com
Program Website	http://www.sdge.com/construction/ee_commercial_newconst.shtml http://www.savingsbydesign.com/
Coordination Level	Statewide - The Program is sponsored by four of California's largest utilities, PG&E, SCE, SoCalGas, and SDG&E, under the auspices of the Public Utilities Commission.
Year Established	1999
Budget	Total Program Budget for Savings By Design: 2006: \$3.3 million 2007: \$4.2 million 2008: \$6.0 million
Target Audience	Commercial, industrial and agricultural customers
Specification Reference	
Program Description	<p>Savings By Design is a statewide program encouraging high performance nonresidential building design and construction. It offers building owners and their design teams a wide range of services to encourage energy-efficient building design and construction.</p> <p>A variety of motor-driven process systems and controls can be considered for the Savings By Design program, including (but not limited to):</p> <ul style="list-style-type: none"> • 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.

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	<ul style="list-style-type: none"> • Drive power systems including conveying, transporting, and manufacturing systems. • Compressed air for aeration, pneumatic tools, and control or transport systems. <p>For more information, visit the Savings By Design Web site.</p>
Evaluation Report Available	
Motor Management Integration	

Program	Energy Savings BID Program
Program Type	Financial Assistance (Performance-Based Incentive Program)
Incentives	<p>Incentives for retrofit projects involving commercial, industrial, governmental and agricultural customers are available and are determined by the amount of energy saved resulting from installation of the new retrofit equipment or systems.</p> <p>For motors over 100 HP, incentive payments of \$0.10 per kWh of annual energy savings in excess of the state and federal minimum standards are available. Applicants are eligible to receive up to 100 percent of the cost for each measure. There isn't a site incentive cap in this program.</p> <p>For details, see http://www.sdge.com/spc</p>
Program Contact	<p>Jerry Humphrey San Diego Gas & Electric (858) 654-1190 GHumphrey@SempraUtilities.com</p>
Program Website	http://www.sdge.com/bid
Coordination Level	SDG&E Service Territory
Year Established	2004
Budget	Total Program Incentive Budget for BID 2006-2008: \$36 million
Target Audience	Industrial, commercial, and agricultural customers including manufacturing facilities, office buildings, retail facilities, schools, municipalities, military and other governmental facilities are some of the customers targeted by this program.
Specification Reference	The SPC Calculator tool establishes the existing motor (baseline) efficiency to correspond to the 1992 Energy Policy Act (EPAct) minimum.

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<p>Program Description</p>	<p>The Energy Savings Bid Program is a local non-residential performance-based energy efficiency incentive program. The program targets large-sized energy efficiency projects saving at least 500,000 kWh annually. Aggregation of customers and sites is acceptable to reach the minimum energy savings level.</p> <p>The program's incentive funds will be allocated on a first-come, first-served basis, until all funds are committed or until December 31, 2008, whichever occurs first. If all funds are committed prior to December 31, 2008, applications received by December 31 will be placed on a waiting list by SDG&E, and will be notified in order of receipt if additional funds become available. All projects must be installed and operational by June 1, 2009.</p> <p>The SPC program software or engineering calculations may be used to calculate the energy savings. The SPC program's software calculations are available for a variety of the most common energy saving measures, including variable speed drives for centrifugal chillers, cooling tower fans, HVAC fans and process applications, as well as, motors and other motor efficiency upgrades. These savings calculations incorporate assumptions and stipulations that provide reasonable savings estimates under most conditions.</p> <p>The program promotes procurement and installation of high efficiency energy technologies by providing incentive payments to partially offset the incremental equipment costs. Measurement and Verification is required for all participating projects.</p>
<p>Evaluation Report Available</p>	<p>The program has not been evaluated.</p>
<p>Motor Management Integration</p>	<p>The program does not currently use any MDM resources or materials, nor does it link to the MDM web site.</p>

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Organization	Southern California Edison
Organization Type	IOU
Organization 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.
Website	www.sce.com
MDM Association	Financial Sponsor

Program	Industrial Energy Efficiency Program
Program Type	Custom
Incentives	Motors are offered incentives via the Industrial Energy Efficiency Program (IEEP). Incentive is based on \$.08/kwh saved. The incentive is calculated as the delta kWh energy savings between lower efficiency to NEMA-Premium efficiency motors.
Program Contact	Ron Cobas Program Manager 626-633-3088 cobasr@sce.com
Program Website	In development
Coordination Level	California Climate Action Registry; Calif. Air Resources Board; South Coast Air Quality Mgmt. District MWD (Metropolitan Water District) All coordination is at the Regional level.
Year Established	2006
Budget	\$14.8m- 3 yr. Incentive budget for all technologies, including motors and drives.
Target Audience	All Nonresidential commercial and Industrial. Specific target sectors are 1) Oil and Gas Extraction; 2) Food Processing; 3) Water and waste water treatment.
Specification Reference	CEE Premium Motor specification is referenced.
Program Description	Technologies covered by the program include: Ind. Motors Ind. Adj. Speed Drive Ind. Pump System Controls Ind. Customized - Process Ind Institutionalized Maintenance Industrial lighting efficiency Industrial HVAC efficiency

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	<p>Program process:</p> <ul style="list-style-type: none"> • EE audit is performed. • Project proposal is submitted to the customer • Customer agrees to provide resources for EE improvement projects • Customer works with designated contractor to complete the project • Inspection is completed • Incentive check is disbursed.
Evaluation Report Available	Evaluation is in development.
Motor Management Integration	We plan to increase our use of MDM resources/materials. We have a link to the MDM web site. We will begin a motor management pilot program in 2007 with selected large and mid-sized customers in the target sectors.

Program	Express Efficiency Program
Program Type	Prescriptive
Incentives	Express Efficiency offers itemized incentives for NEMA-Premium efficiency motors up to 200 horsepower and VFD's for HVAC fan applications. Qualifying equipment must retrofit, replace, or upgrade old equipment with new, energy efficient technologies. For a schedule of incentives, see program website. (Incentives for motors over 200hp must be calculated using the Standard Performance program.)
Program Contact	Steve Culbertson 626-633-3085 steve.culbertson@sce.com
Program Website	www.sce.com/express
Coordination Level	Express efficiency is a statewide program in coordination with Pacific Gas and Electric, San Diego Gas and Electric, and Southern California Gas Company
Year Established	1990
Budget	Overall program incentive budget: \$12 million/year
Target Audience	All nonresidential (C&I) customers
Specification Reference	The program references the CEE Premium Motor specification.
Program Description	<ul style="list-style-type: none"> ▪ Open to all nonresidential customers regardless of size ▪ Customer completes application after equipment is installed ▪ No pre-installation inspection required ▪ Post-installation inspection may be required ▪ Supporting documentation includes manufacturer's spec sheet and paid invoice

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	<ul style="list-style-type: none"> ▪ Itemized incentives based on hp of motor or VFD
Evaluation Report Available	The program has been evaluated.
Motor Management Integration	MDM resources or materials are not currently used within the program. There is no link to the MDM web site.

Program	Standard Performance Program
Program Type	Standard Performance Contract
Incentives	The incentive for motor and VFD retrofits is 8 cents per kWh saved over a 1-year time period. Qualifying equipment must retrofit, replace, or upgrade old equipment with new, energy efficient technologies.
Program Contact	Steve Culbertson 626-633-3085 steve.culbertson@sce.com
Program Website	www.sce.com/spc
Coordination Level	Standard Performance Contract is a statewide program in coordination with Pacific Gas and Electric, San Diego Gas and Electric, and Southern California Gas Company
Year Established	1998
Budget	The Program has the following total budgets for incentives: 2006: \$16,074,483 2007: \$16,074,483 2008: \$16,074,483
Target Audience	All non-residential customers in SCE's service territory
Specification Reference	The program references the CEE Premium Motor specifications.
Program Description	<p>Calculated Savings. Incentives are based on annual kWh savings achieved above minimum industry standard. The delta between minimum standard efficiency and the NEMA-Premium efficiency model is the basis for the savings. Applications and energy savings are submitted prior to project implementation.</p> <p>Early Retirement. This 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 annual energy savings is calculated using the existing efficiency of the current system, rather than minimum industry standard.</p>

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Evaluation Report Available	The program has been evaluated
Motor Management Integration	MDM resources and materials are not currently being actively used within the program

Program	Agricultural Energy Efficiency Program
Program Type	Custom, Technical Assistance
Incentives	Financial incentives are provided for specific energy efficiency measures related to operations such as motors and adjustable speed drives and other equipment. Incentives range from \$.04 - \$.08 per kWh for qualifying energy efficient measures. The program also offers free comprehensive energy-savings audits
Program Contact	Gary Suzuki, Program Manager gary.suzuki@sce.com
Program Website	Currently under development (www.sce.com)
Coordination Level	
Year Established	Agricultural Energy Efficiency Program established in 2006 Pump test services offered since 1911
Budget	SCE's 2006/2008 budget is approximately \$32 million
Target Audience	Agricultural businesses, cold storage and food processing facilities, water agencies and other agricultural businesses
Specification Reference	<ul style="list-style-type: none"> • Program publications reference U.S Department of Energy's Best Practices Web Page. • NEMA Premium for motors.
Program Description	<p>The AEEP is a portfolio of products and services designed to enhance adoption of energy efficient technologies and practices focused on SCE's agricultural customers. The program offers free comprehensive audit services, which focus on energy efficiency measures that include but go beyond SCE's traditional offering of pumping activity. In addition, the program will provide incentives to a wide variety of activities. The incentives are designed to assist customer integrate energy efficiency into their facility's operation or processes.</p> <p>A few measures that can be considered are:</p> <ul style="list-style-type: none"> • Pumping systems found in water distribution systems, dairy and food processes, and cold storage. • High volume, low speed fan applications • Variable Speed Drives • Premium Efficiency Motors • Golf course irrigation systems

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Evaluation Report Available	Program has been independently evaluated. Report submitted to CPUC. Report not available for review.
Motor Management Integration	Motor Decisions Matter information has been distributed and utilized by account representatives. It is utilized to provide reference background for customers who are evaluating the motor inventory. Program Web Page in development, currently no direct links to MDM web site, but could be included as web pages and publications are updated. CEE table of motor efficiencies utilized for SCE Express Efficiency Program.

NORTHEAST REGION PROGRAMS

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Connecticut:

[Connecticut Light & Power](#)

[United Illuminating](#)

Maine:

[Efficiency Maine](#)

Massachusetts:

[Cape Light Compact](#)

[National Grid USA](#)

[NSTAR Electric & Gas](#)

[Unitil](#)

New Hampshire:

[National Grid USA](#)

[New Hampshire Electric Co-op](#)

[Public Service of New Hampshire](#)

[Unitil](#)

New Jersey:

[New Jersey Board of Public Utilities](#)

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Rhode Island:

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Vermont:

[Efficiency Vermont](#)

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Organization	Cape Light Compact
Organization Type	Regional Efficiency Program
Organization Territory	Cape Cod and Martha's Vineyard – 200,000 customers
Website	www.capelightcompact.org
MDM Association	Sponsor of CEE

Program	Commercial & Industrial Programs
Program Type	Prescriptive, Custom, Technical Assistance
Incentives	Prescriptive incentives are available for NEMA Premium motors (1-200hp) and HVAC-related VFD's. Additional incentives are available using a Custom Application. Detailed rebate forms are on the programs' Web sites.
Program Contact	John Burns Commercial and Industrial Program Planner Cape Light Compact PO Box 427 SCH Barnstable, MA 02630 (508) 375-6829 burnsje@cape.com
Program Website	http://www.capelightcompact.org/doc.ccml?15
Coordination Level	The Cape Light Compact is a sponsor of Massachusetts MotorUp, a consortium of the following electric utilities and energy efficiency program providers: Cape Light Compact, National Grid USA, NSTAR Electric & Gas, Western Massachusetts Electric Company and Unutil.
Year Established	2001
Budget	C&I Program budget \$2.4 Million includes all programs
Target Audience	Commercial, Industrial and Government customers
Specification Reference	NEMA Premium for prescriptive rebate

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<p>Program Description</p>	<p><u>The Small Commercial and Industrial Retrofit Program</u>, provides technical assistance, financial incentives and direct installation to C&I customers whose peak demands are less than 100 kW to replace existing operating equipment and systems with high-efficiency equipment.</p> <p><u>The Large Commercial and Industrial Retrofit Program</u>, provides technical and financial assistance to medium and large commercial and industrial (“C&I”) customers seeking to do discretionary replacements of existing operating equipment and processes in their facilities with high-efficiency alternatives.</p> <p><u>The Commercial and Industrial New Construction Program</u>, provides technical assistance and financial incentives to increase the efficiency in the construction, renovation, and/or remodeling of all commercial, industrial, government and multi-family housing facilities.</p> <p><u>The Commercial and Industrial Products and Services Program (incorporates Massachusetts MotorUp)</u>, seeks to increase the availability and use of more efficient motors, lighting designs, and HVAC systems. The program can be accessed either by the Massachusetts MotorUp Rebate form and/or through Cape Light Compact HVAC and Custom rebate forms.</p>
<p>Evaluation Report Available</p>	<p>http://www.capelightcompact.org/pdfs/2005%20DOER-CLC%20Annual%20Rpt%20Combined%20FINAL.pdf</p>
<p>Motor Management Integration</p>	<p>No</p>

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Organization	Connecticut Light & Power
Organization Type	Investor Owned Utility
Organization Territory	CL&P (a Northeast Utilities company), the largest electric utility in Connecticut, serves approximately 1.1 million residential, commercial and industrial customers in a service area of approximately 4,400 square miles.
Website	www.cl-p.com
MDM Association	

Program	Connecticut MotorUp
Program Type	Prescriptive
Incentives	Rebates would apply towards motors from 1 to 200 horsepower, meeting or exceeding NEMA Premium efficiencies. Rebates vary by motor type and horsepower from \$45 to \$700. See program website for complete rebate schedule.
Program Contact	Joan Geronimo 203-352-5460 geronjo@nu.com
Program Website	Refer to www.cl-p.com/clmbus/express/motorup.asp
Coordination Level	CL&P and United Illuminating administer the Connecticut MotorUp Program for the state of Connecticut.
Year Established	Initially MotorUp Program was a regional program as part of the NEEP association. In 2007, Connecticut and other northeast utilities will be offering their own motors program.
Budget	NA at this time.
Target Audience	Program is open to all commercial and industrial electric customers.
Specification Reference	Program references the CEE Premium Motor specification (NEMA Premium)
Program Description	A rebate program open to commercial and industrial customers of any size requiring new or replacement three-phase, premium-efficient general purpose motors.
Evaluation Report Available	Not recently.
Motor Management Integration	We currently do not use any MDM resources or materials within our program.

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Program	Energy Opportunities
Program Type	Custom (retrofit), Prescriptive
Incentives	Incentives are determined for each specific measure of a project. Incentives can be up to 60% of installed (dependent upon energy-efficient measure). In addition, prescriptive incentives are offered for other common energy-efficiency measures (e.g., HVAC drives, controls, lighting, etc.).
Program Contact	James Motta 860-665-3098 mottaj@nu.com
Program Website	Refer to www.cl-p.com/clmbus/target/custom.asp
Coordination Level	CL&P and United Illuminating administer this program for the state of Connecticut.
Year Established	2006
Budget	NA at this time.
Target Audience	Program is open to all commercial and industrial electric customers.
Specification Reference	Connecticut building code is baseline. NEMA Premium is referenced for motors. ASHRAE 90.1 2001 for VFDs
Program Description	A program open to all commercial and industrial customers to capture retrofit opportunities at customer's existing facilities.
Evaluation Report Available	Not recently.
Motor Management Integration	We currently do not use any MDM resources or materials within our program.

Program	Energy Conscious Blueprint
Program Type	Custom (new construction), Prescriptive
Incentives	Incentives are determined for each specific measure of a project. Incentives can be up to 100% of the incremental cost between standard baseline equipment and higher efficiency products or a maximum dollar value based on the predicted kWh and peak kW electrical savings. In addition, prescriptive incentives are offered for other common energy-efficiency measures (e.g motors, HVAC drives, controls, lighting, etc.).
Program Contact	John P. Matchett 860-665-3054 matchjp@nu.com

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Program Website	Refer to www.cl-p.com/clmbus/target/indexconstruction.asp .
Coordination Level	CL&P and United Illuminating administer this Program for the state of Connecticut.
Year Established	2006.
Budget	NA at this time.
Target Audience	Program is open to all commercial and industrial electric customers.
Specification Reference	Connecticut building code is baseline. NEMA Premium is referenced for motors. ASHRAE 90.1 2001 for VFDs
Program Description	This program is open to commercial and industrial customers of any size for new construction, planned remodeling, major renovations, and new equipment. C L&P conducts a review of facility plans and customer proposals and establishes items that may qualify for an incentive (e. g. motors, variable speed drives, efficient HVAC equipment including chillers, lighting, controls, air compressors, efficient dryers, plastic injection molders, etc.) A Letter of Agreement (LOA) with customer, outlining incentives and predicted energy savings is required.
Evaluation Report Available	Not recently.
Motor Management Integration	We currently do not use any MDM resources or materials within our program.

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Organization	Efficiency Maine
Organization Type	Statewide Efficiency Program
Organization Territory	State of Maine
Website	http://www.energymaine.com/
MDM Association	

Program	Efficiency Maine Business Program
Program Type	Prescriptive, Custom and Educational Components
Incentives	<p>Prescriptive incentives apply to:</p> <ul style="list-style-type: none"> • NEMA Premium™ open drip-proof motors – from \$45 for 1hp to \$630 for 200 hp. • NEMA Premium totally enclosed fan-cooled motors – from \$50 for 1 hp to \$700 for 200 hp. • Variable-frequency drives in specific system applications including HVAC and Ag. <p>Custom incentives are available for:</p> <ul style="list-style-type: none"> • Retrofit projects - up to 35 percent of the project's cost • New construction – up to 75 percent of the incremental cost • VFDs for use in other applications not covered by prescriptive <p>All incentives (prescriptive and custom) are capped at \$50,000 per business, per year.</p>
Program Contact	David Kyle, Business Program Manager David.kyle@maine.gov 277-287-7327
Program Website	http://www.energymaine.com/business_programs.htm
Coordination Level	Statewide program
Year Established	2002
Budget	Motors are part of the business program total budget. The Efficiency Maine Business Program budget for FY 2007 is \$5.9 Million
Target Audience	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.
Specification Reference	NEMA Premium

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Program Description	All applications – both prescriptive and custom – require pre-approval.
Evaluation Report Available	The program was evaluated recently. Go to: http://www.energymaine.com/documents_evaluations.htm
Motor Management Integration	None.

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Organization	Efficiency Vermont
Organization Type	Efficiency Utility
Organization Territory	Vermont (statewide program) with the exception of Burlington Electric Dept.
Website	www.encyvermont.com
MDM Association	

Program	Business Energy Services	
Program Type	Prescriptive, Custom	
Incentives	<ul style="list-style-type: none"> • Prescriptive incentives for motors (1 – 200hp) and variable frequency drives (up to 10hp) on HVAC fans • Custom incentives are available for larger motor systems and variable frequency drives (>10hp). 	
Program Contact	Dan Gaherty dgaherty@veic.org 888-921-5990 X1037	Kris Hatfield: Prescriptive rebates hhatfield@veic.org 888-921-5990 X1003
Program Website	http://www.encyvermont.com/pages/Business/	
Coordination Level		
Year Established	2000	
Budget		
Target Audience	All commercial and industrial customers served by electric utilities in VT with the exception of Burlington Electric Dept.	
Specification Reference	Must be NEMA Premium™ motors to be eligible for rebates.	
Program Description	<ul style="list-style-type: none"> • For 2007, prescriptive rebates are provided for NEMA Premium™ motors (1-200 hp) and VFD's (< 10hp) on HVAC fans. • Custom incentives are provided for all other eligible equipment, including VFD's (>10 hp). • Customers/contractors should contact Efficiency Vermont prior to equipment purchase to ensure eligibility of incentives 	
Evaluation Report Available	<i>Phase 2 Evaluation of the Efficiency Vermont Business Programs</i> February, 2006 http://publicservice.vermont.gov/divisions/energy-efficiency.html	
Motor Management Integration		

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Organization	Long Island Power Authority (LIPA)
Organization Type	Municipal Utility
Organization Territory	Nassau County, Suffolk County, and the portion of Queens County known as the "Rockaways" Over 1 million customers
Website	www.lipower.org
MDM Association	Financial Sponsor

Program	Commercial Construction Program	
Program Type	Prescriptive, Custom, New Construction	
Incentives	<ul style="list-style-type: none"> • Prescriptive rebates are offered for Open Drip Proof (ODP) and Totally Enclosed Fan-Cooled (TEFC) 1 - 200 HP motors, and VFDs used for HVAC applications. For complete rebate schedule, see pages 19-21 of the application form: http://www.lipower.org/pdfs/cei/commercial/commconst_prog.pdf • Custom incentives for <ul style="list-style-type: none"> – motors > 200 HP – non-HVAC VFDs – whole-building systems projects • Incentives for contractors who work with customers 	
Program Contact	Stacey Wagner, Program Mgr. 25 Hub Drive Melville, NY 11747 631-755-5358 swagner@service.lipower.org	Joe Paruolo, Program Mgr. 25 Hub Drive Melville, NY 11747 631-755-5348 jparuolo@service.lipower.org
Program Website	http://www.lipower.org/cei/commercial.html	
Coordination Level	The program is administered independently by LIPA.	
Year Established	1999	
Budget	\$4 - \$5 million annually for all Commercial Construction; no specific budget for motors.	
Target Audience	Any commercial/industrial customer in the LIPA service territory.	
Specification Reference	NEMA Premium	
Program Design	<p>Commercial Construction Program covers lighting, HVAC, chillers and motor or VFD equipment in new construction, building expansion, renovation, and equipment replacement and uses three approaches:</p> <ul style="list-style-type: none"> • Prescriptive Approach: pre-approval required for incentive requests over \$5,000 • Custom Approach: includes technical services and incentives • Whole Building Approach: may include motor systems if customer desires • Contractor Incentive Program for contractors who install approved energy 	

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	efficient electrical equipment for participants in LIPA's Commercial Construction program
Evaluation Report Available	Market Transformation studies have been performed on the Commercial Construction Program, but none specific to motors.
Motor Management Integration	Circuit riders have background training in MotorUp concepts.

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Organization	National Grid USA
Organization Type	Energy Efficiency Program Provider – Electric Utility
Organization Territory	Most of Rhode Island, parts of Massachusetts, and New Hampshire. Commercial customers (MA – 132,749; RI - 50,220; NH – 6,032): Industrial customers (MA – 4,479; RI – 2,368; NH – 225)
Website	www.nationalgridus.com
MDM Association	Financial Sponsor

Program	Design 2000<i>plus</i> (incorporates Massachusetts MotorUp)	
Program Type	Prescriptive, Custom, New Construction	
Incentives	<p>Motors:</p> <ul style="list-style-type: none"> • Design incentives are available to maximize efficiency opportunities. • Prescriptive rebates follow MotorUp schedule, \$45 to \$700 on NEMA Premium motors from 1 to 200 hp. • Custom rebates are available for technologies not covered by prescriptive. • Custom incentives for motors are designed to cover 40 to 50 percent of the total cost of equipment (labor and materials). <p>VFD's:</p> <ul style="list-style-type: none"> • Incentives range from a minimum of \$900 for a VFD controlling a 5 hp motor to a maximum of \$1,800 for a VFD controlling a 20 hp motor. • Incentive eligibility is partially based on minimum annual hours of operation for different VFD applications. • Incentives for VFDs cover about 45 percent of project cost. 	
Program Contact	Design 2000 <i>plus</i> : Kevin Keena kevin.keena@us.ngrid.com 508-421-7279	Massachusetts MotorUp: Sarah Dagher daghers@comcast.net
Program Website	www.nationalgridus.com Click on “Your Business” select your state, then click “Energy Efficiency” / “New Construction” / Motors (or VFDs)	
Coordination Level	The MotorUp program was a regional program from 1998 – 2006. For 2007, MotorUp will be coordinated statewide for Massachusetts, Rhode Island and parts of New Hampshire by the following utilities: Cape Light Compact, National Grid USA, NSTAR Electric & Gas, Western Massachusetts Electric Company and Unutil.	
Year Established	MotorUp participant since 1998; prior to 1998 rebates were available through Design 2000.	
Budget	<u>Design2000<i>plus</i> (MotorUp) Implementation (Admin & Mktg) Budget:</u>	

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	2004 - \$51,660 (<i>includes field support</i>); 2005 – \$16,825; 2006 - \$15,749
Target Audience	Large C&I customers; Motor dealers
Specification Reference	NEMA Premium Efficiency Motor specifications, which mirror CEE's Premium Motor specifications.
Program Description	Design 2000 <i>plus</i> : promotes energy efficiency in design and construction practices in new and renovated commercial and industrial buildings. For prescriptive rebates, customers must fill out a MotorUp rebate form and verify purchase of the qualifying equipment. Customers interested in the custom program should contact a Business Services representative to initiate the application process prior to the start of the proposed project.
Evaluation Report Available	No recent evaluation is available. NEEP, the regional coordinator of MotorUp, is in the process of drafting a transition report.
Motor Management Integration	National Grid uses the MDM Planning Kit and training on MDM 1-2-3, as well as Motor Master+, for motor dealers and their customers. A pilot program for motor systems and motor management was initiated in 2006, to be expanded in 2007.

Program	Energy Initiative
Program Type	Custom
Incentives	<p>Motors:</p> <ul style="list-style-type: none"> • 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. • Incentives typically cover 40-50 percent of the installed cost. <p>VFD's:</p> <ul style="list-style-type: none"> • Incentives range from a maximum of \$1,500 for a VFD controlling a 5 hp motor to a maximum of \$6,300 for a VFD controlling a 100 hp motor. • Incentive eligibility is partially based on a minimum annual hours of operation for different VFD applications. • Incentives for VFDs cover about 45% of project cost.
Program Contact	Kevin Keena kevin.keena@us.ngrid.com 508-421-7279
Program Website	www.nationalgridus.com Click on "Your Business" select your state, then click "Energy Efficiency" / "Existing Facility Incentives" / Motors (or VFDs)
Coordination Level	Statewide for Rhode Island and parts of Massachusetts and New Hampshire, as delineated by service territory boundaries.
Year Established	1987

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Budget	
Target Audience	Large C&I customers; Motor dealers
Specification Reference	NEMA Premium™ Efficiency Motor specifications, which mirrors CEE's Premium Motor specifications.
Program Description	Energy Initiative serves mostly large C&I customers and covers replacement of existing motors, VFDs, lighting, compressed air, HVAC (EMS) and custom projects. Customers must complete a Project Information Form and schedule an inspection with the Business Services department prior to installation.
Evaluation Report Available	The most recent evaluation report available for retrofit motor activity is 1994, to determine free-ridership.
Motor Management Integration	National Grid uses the MDM Planning Kit and training on MDM 1-2-3, as well as Motor Master+, for motor dealers and their customers. A pilot program for motor systems and motor management was initiated in 2006, to be expanded in 2007.

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Organization	New Hampshire Electric Co-op (NHEC)
Organization Type	Member-owned electric utility
Organization Territory	Member-owned and controlled electric distributor serving approximately 75,000 members in 116 towns and cities in New Hampshire. The ratio of residential to commercial is approximately 80 /20% respectively.
Website	www.nhec.coop
MDM Association	

Program	Large Business Energy Solutions
Program Type	Prescriptive, Custom, Technical Assistance, Education
Incentives	<p>The prescriptive and custom rebates are designed to cover the lesser of a one year payback or 35% of equipment and installation costs up to the customer's incentive cap, whichever is less. Rebates are available for:</p> <ul style="list-style-type: none"> • Lighting conversions and controls • Energy-efficient motors • Variable Frequency Drives (VFDs) • HVAC equipment and controls • Custom projects <p>Services include:</p> <ul style="list-style-type: none"> • Detailed energy audits • Energy efficiency project evaluation • Measure identification • Equipment monitoring
Program Contact	<p>Bill Smith New Hampshire Electric Cooperative, Inc. Commercial Energy Efficiency Program Coordinator 579 Tenney Mountain Hwy. Plymouth, NH 03264 smithb@@nhec.com 603-536-8673</p>
Program Website	http://www.nhec.coop/business_energysolutions_largebusiness.php
Coordination Level	Programs are coordinated in conjunction with the 3 other NH utilities which offer "like programs" across the state. Known as the "Core" energy efficiency programs, each utility services their programs independent of each other and within their respective service territories.
Year Established	2000
Budget	The Large Business Energy Solutions statewide "Core" program budget

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	for the 2007 calendar year is \$3,290,182. NHEC's budget is \$125,724.
Target Audience	Large Commercial & Industrial members defined as 100 kW and larger.
Specification Reference	NEMA Premium for motors
Program Description	This program targets any large commercial/industrial member with equipment and installation costs for lighting, motors, VFDs, HVAC and other custom projects. Measures can be identified by onsite personnel or utility program representatives.
Evaluation Report Available	No.
Motor Management Integration	No.

Program	New Equipment and Construction
Program Type	Prescriptive, Custom, Technical Assistance, Education
Incentives	<p>The program offers prescriptive and custom rebates designed to cover the lesser of a one year payback or 75% of incremental costs up to the member's incentive cap. Rebates are available for:</p> <ul style="list-style-type: none"> • Energy-efficient lighting and controls • Energy-efficient motors • Variable Frequency Drives (VFDs) • HVAC equipment and controls • Energy-efficient transformers • Custom projects <p>Technical assistance services include:</p> <ul style="list-style-type: none"> • Detailed plan review • Review of specific energy efficiency projects • Equipment and building commissioning • Educational programs and seminars • Energy-efficient schools initiative
Program Contact	<p>Bill Smith New Hampshire Electric Cooperative, Inc. Commercial Energy Efficiency Program Coordinator 579 Tenney Mountain Hwy. Plymouth, NH 03264 smithb@nhec.com 603-536-8673</p>
Program Website	http://www.nhec.coop/business_energysolutions_newbusiness.php
Coordination Level	Programs are coordinated in conjunction with the 3 other NH utilities which offer "like programs" across the state. Known as the "Core" energy efficiency programs, each utility services their programs independent of each other and within their respective service territories.

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Year Established	2000
Budget	The New Equipment & Construction program statewide “Core” program budget for the 2007 calendar year is \$2,764,501. NHEC’s budget is \$124,926.
Target Audience	Customers, 100 kW and larger, with new construction, major renovation, or failed equipment replacement projects.
Specification Reference	NEMA Premium for motors
Program Description	This program targets any commercial/industrial member building a new facility, undergoing a major renovation, or replacing failed (end-of-life) equipment. Measures can be identified by onsite personnel or utility program representatives.
Evaluation Report Available	Yes. Not available at this time.
Motor Management Integration	No.

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Organization	New Jersey Board of Public Utilities
Organization Type	Consortium representing seven New Jersey public utility companies
Organization Territory	State of New Jersey
Website	www.njcleanenergy.com
MDM Association	

Program	New Jersey's Clean Energy Program: Commercial and Industrial Programs (incorporates New Jersey EnergySmart Buildings and Clean Energy Financing and Assistance)
Program Type	Prescriptive, Custom, Technical Assistance
Incentives	<p>Prescriptive incentives are as follows:</p> <p>NEMA Premium Motors 1- 200 hp:</p> <ul style="list-style-type: none"> • Three-phase motors (\$45 - \$700 per motor) <p>Variable Frequency Drives</p> <ul style="list-style-type: none"> • Variable air volume (\$65 - \$155 per hp) • Chilled-water pumps (\$60 per hp) <p>Chilled water pump motors for HVAC systems:</p> <ul style="list-style-type: none"> • \$60 per VFD rated hp for 20+ hp <p>Custom incentives and financial assistance are calculated on a per-project basis.</p>
Program Contact	Steve Norman, TRC Energy Services 732-855-0033 ph 732-855-0422 fax snorman@trcsolutions.com
Program Website	www.njcleanenergy.com/ci.html
Coordination Level	Statewide program coordinated for seven utilities: Atlantic City Electric, Jersey Central Power & Light; New Jersey Natural Gas; Elizabethtown Gas; Public Service Electric and Gas Co. (PSE&G); Rockland Electric Company; South Jersey Gas (Note: Motor and drive incentives are only offered to customers of electric utilities.)
Year Established	2001; revised 2007 NOTE: there will be some program and technology updates starting in the summer of 2007 and they will be communicated via the C&I website at www.njcleanenergy.com and then the C&I link to "NJ SmartStart Buildings."
Budget	

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Target Audience	All commercial and industrial customers
Specification Reference	NEMA Premium for motors
Program Description	<p><u>Prescriptive Incentives:</u> Almost all equipment incentives require preapproval before equipment is purchased. Initiate the preapproval process using on-line forms.</p> <p><u>NJ EnergySmart Buildings Projects:</u></p> <ul style="list-style-type: none"> • Customers must register for the program prior to doing a construction project, or replacing/adding equipment. NJBPU can help in the design effort or in selecting equipment that is energy efficient; be sure to check the boxes for Technical Assistance and/or Design Support. • Incentives for new construction are available only for “Smart-Growth” eligible projects in areas designated for growth in the NJ State Development and Redevelopment Plan. Customers or their trade allies can assess whether a location is in a designated growth area using on-line tools. • For projects over 50,000 sq.ft.: <ul style="list-style-type: none"> ○ NJBPU will provide various levels of design support either during or after the conceptualization stage. ○ Participating projects participating may qualify for the Multiple Measures Bonus, an added incentive for installing multiple energy-efficient measures (two or more approved measures). • For smaller projects (under 50,000 sq.ft.) and for projects past the preliminary design and bidding stages, “no cost” services available may include: <ul style="list-style-type: none"> ○ Project review and screening ○ Recommendations for energy-efficiency measures ○ Assistance with incentive applications <p><u>Custom Measures:</u> Custom Measures allows program participants the opportunity to receive technical assistance to qualify, and receive an incentive for unique energy-efficiency measures that are not on the Prescriptive Equipment Incentive list, but are project/facility specific.</p>
Evaluation Report Available	Evaluation reports can be found on NJ Office of Clean Energy web site www.njcleanenergy.com
Motor Management Integration	

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Organization	New York Power Authority (NYPA)
Organization Type	Authority of the State of New York
Organization Territory	New York state
Website	www.nypa.gov
MDM Association	

Program	Energy Services
Program Type	Financial and Technical Assistance
Incentives	Turn key project implementation from audit to construction 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; 3.71% as of January 2007
Program Contact	Marko Bradica 914-390-8225 Marko.Bradica@nypa.gov
Program Website	http://www.nypa.gov/services/esp.htm
Coordination Level	Statewide
Year Established	1990
Budget	The Authority targets \$100M annually for all its programs, and the budgets for each offering float under this umbrella during the year.
Target Audience	Public sector facilities Statewide
Specification Reference	NEMA Premium motors are recommended
Program Description	<p>This program provides services to public facilities at no up-front cost. The customer does not pay until the project is commissioned. We finance the projects, recovering our costs by sharing in the resulting electric bill savings. Once our loan is repaid, within 10 years or less, the participants retain all the savings. ESP can cut energy bills by up to 25 percent. As added benefits, it reduces maintenance requirements and creates new jobs for the production and installation of new fixtures.</p> <p>Services include:</p> <ul style="list-style-type: none"> • Turnkey implementation • Technical feasibility studies • Engineering services • Emission reduction strategies

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	<ul style="list-style-type: none"> • 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 <p>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.</p>
<p>Evaluation Report Available</p>	<p>N/A</p>
<p>Motor Management Integration</p>	<p>We refer to the MDM web site</p>

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Organization	New York State Energy Research & Development Authority (NYSERDA)
Organization Type	State Authority
Organization Territory	All of New York State except Long Island
Website	www.nyserda.org
MDM Association	Financial Sponsor

Program	Premium-Efficiency Motors Program
Program Type	Market Development focusing on motor management
Incentives	No
Program Contact	Priscilla Richards Senior Project Manager 518-862-1090 ext. 3312 pjr@nyserda.org
Program Website	http://www.energysmartmotors.org/
Coordination Level	All of New York State except Long Island
Year Established	1999
Budget	2006: \$360,000
Target Audience	Motor Vendors and Distributors
Specification Reference	NEMA Premium [®] Motors; EASA Guide to AC Motor Repair and Replacement
Program Description	Since 2005, the Program's main focus has been helping vendors to promote and offer motor management services to customers. The Program works with vendors to present the case for a motor management program to their customers, to conduct motor assessments, and to facilitate implementation of motor management plans and policies whenever possible. NYSERDA also informs vendors about incentive programs offered to customers so they can assist customers wishing to undertake motor replacements and/or other energy saving projects, either by helping with applications or by directing customers to appropriate programs (see below).
Evaluation Report Available	No

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Motor Management Integration	NYSERDA uses a number of resources, including the MDM tri-fold brochure and the MDM Planning Kit, and US DOE Motor Master+ software. NYSERDA has links from the motors program website to MDM, DOE and other useful motor management resources.
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Program	Enhanced Commercial and Industrial Performance Program (ECIPP) Tier 1 (formerly Smart Equipment Choices)
Program Type	Prescriptive
Incentives	Motor incentives for motors 1 – 200 horsepower range from \$25 to \$480 and Drives incentives range from \$10 to \$20 per horsepower per unit - please see the following website for full listings: http://www.nysерda.org/Funding/1101t1appa1.xls Incentives are capped at \$25,000 per applicant for Con Ed territory and \$10,000 per applicant for the rest of the territory the program serves.
Program Contact	Richard Barlette Project Coordinator 518-862-1090 ext. 3268 rpb@nysерda.org
Program Website	http://www.nysерda.org/programs/Commercial_Industrial/cipp.asp
Coordination Level	All of New York State except Long Island
Year Established	Began in 1999; currently on budget cycle through March 31, 2008 or until funds are fully committed, whichever comes first
Budget	2006: \$30 million for ECIPP Tiers 1,2,3
Target Audience	Small to moderate commercial and industrial customers
Specification Reference	Motors: NEMA Premium
Program Description	ECIPP Tier 1 provides incentives directly to customers for the purchase of prescriptive measures. Eligible equipment includes but is not limited to lighting and controls, HVAC, motors and drives, commercial kitchen equipment.
Evaluation Report Available	Yes
Motor Management Integration	No

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Program	Enhanced Commercial and Industrial Performance Program (ECIPP) Tier II, III
Program Type	Tier II is a Custom approach and Tier III is a Standard Performance Contract approach
Incentives	Includes Tier II incentives at \$0.02/kWh and Tier III incentives for Motors and Drives at \$0.10/kWh- please see the following website for full listings: http://www.nyserdera.org/funding/1101pon.pdf
Program Contact	Eric Mazzone Associate Project Manager 518-862-1090, ext. 3371 efm@nyserdera.org
Program Website	http://www.nyserdera.org/programs/Commercial_Industrial/cipp.asp
Coordination Level	All of New York State except Long Island
Year Established	Began in 1998; currently on budget cycle through March 31, 2008 or until funds are fully committed, whichever comes first
Budget	2006: \$30 Million for ECIP Tiers 1,2,3
Target Audience	Commercial customers
Specification Reference	Motors: NEMA Premium
Program Description	<p>Tier II: Custom Path-Technical Study- The custom path enables eligible customers to receive incentives based upon kWh saved or therms saved for the installation of energy efficiency measures after performing a technical engineering analysis of the electric or gas energy savings of their energy project as determined by NYSERDA. Studies completed under NYSERDA's Energy Audit Program, FlexTech or Technical Assistance Program may be submitted as the required Technical Study or customer may complete their own study. Only Con Edison firm gas customers are eligible for gas efficiency incentives. Pre-approval of the application is required before purchase and installation of the energy-efficiency measures.</p> <p>Tier III: Performance-Based Incentives- Tier III of the Enhanced Commercial/Industrial Performance Program promotes energy-efficiency, demand reduction through capital improvements. The program supports the development and expansion of the energy service company (ESCO) industry by offering performance-based incentives for energy projects delivering verifiable annual electric energy savings. The incentives are provided through a Standard Performance Contract between NYSERDA and the contractor. The contract between the customer and the contractor can be an energy performance contract or a fee-for-service contract. The amount of the incentive passed through to the customer is negotiable between the contractor and the customer. Eligible energy-efficient measures include lighting, motors, variable speed drives, energy management systems, packaged air conditioning and chillers, and custom measures. Gas measures are eligible in Con Edison Territory only. NEMA Premium® motors that operate over</p>

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	2,000 hours per year and ASDs are pre-approved measures eligible for incentives of \$0.10/kWh. Limits: \$5 million per ESCO and \$1,000,000 per customer through single ESCO.
Evaluation Report Available	Yes
Motor Management Integration	No

Program	Peak Load Reduction
Program Type	Prescriptive & Peak Load Reduction
Incentives	Please see the following website: http://www.nyserda.org/programs/peakload/default.asp
Program Contact	Chris Smith Project Manager 518-862-1090, ext. 3360 cjs@nyserda.org
Program Website	http://www.nyserda.org/programs/peakload/default.asp
Coordination Level	All of New York State except Long Island
Year Established	Began in 2001; on budget cycle from 11/1/06 – 3/31/08
Budget	2006: \$37 million
Target Audience	Large Commercial customers
Specification Reference	No
Program Description	The program requests applications from eligible contractors (see NYSEDA Web site for details) to identify and implement project(s) which will result in reduced peak electric demand in New York State, particularly New York City, through four distinct program components: Permanent Demand Reduction (PDR), Load Curtailment/Shifting (LC/S), Distributed Generation (DG), and Interval Meters (IM). Total incentives per Contractor under this Program will not exceed \$5 million. Total incentives per Facility for measures under this Program will not exceed \$1 million.
Evaluation Report Available	Yes
Motor Management Integration	No

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Program	New York Energy \$martSM Loan Fund Program
Program Type	Financial Assistance
Incentives	Motors & VSDs – for a complete list please see the Commercial Borrower Application: http://www.nyserda.org/loanfund/appkitcommercial.pdf
Program Contact	Marilyn Dare Associate Project Manager 518-862-1090, ext. 3348 mjd@nyserda.org
Program Website	www.nyserda.org/loanfund
Coordination Level	All of New York State except Long Island
Year Established	2000: current budget schedule 7/1/06 – 6/30/11
Budget	2006: \$13 Million over five years
Target Audience	All Commercial sectors
Specification Reference	Motors: NEMA Premium, CEE
Program Description	The Loan Fund provides an interest rate reduction up to 4.0% (400 basis points), 6.5% in Con Edison electric territory, 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.
Evaluation Report Available	Yes
Motor Management Integration	No

Program	Flex Tech
Program Type	Technical Assistance
Incentives	Technical assistance services for implementation of cost-effective energy efficiency measures are provided on a cost-shared basis. See: http://www.nyserda.org/programs/flextech.asp
Program Contact	Mark Gundrum Associate Project Manager 518-862-1090, ext 3256

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	mrg@nyserda.org
Program Website	http://www.nyserda.org/programs/flextech.asp
Coordination Level	All of New York State except Long Island
Year Established	1992
Budget	2006: \$29.5 million (All Technical Assistance Programs)
Target Audience	Businesses, not-for-profit and private institutions, private and public K-12 schools, colleges and universities, healthcare facilities, and state and local governments
Specification Reference	
Program Description	FlexTech's primary focus is to increase productivity and economic competitiveness by identifying and encouraging implementation of cost-effective energy efficiency measures. NYSERDA has contracted with engineering firms that were competitively selected through an RFP process, to provide a variety of technical assistance services to New York State companies, custom-tailored to their energy-related needs. These services are provided on a cost-shared basis, and include: engineering feasibility and technical assistance studies, detailed analysis of specific energy efficiency projects, process improvement rate analysis, load shapes, energy service aggregation, engineering in support of project-financing proposals, development of long term capital budget strategies for the upgrade or replacement of energy-consuming equipment, and retro-Commissioning of energy-efficiency measures in existing buildings
Evaluation Report Available	Yes
Motor Management Integration	No

Program	Technical Assistance
Program Type	Technical Assistance
Incentives	Up to \$50,000 per project of cost-shared help from energy engineers and experts. See: http://www.nyserda.org/programs/Technical_Assistance/default.asp
Program Contact	Greg Lampman Project Manager 518-862-1090, ext 3372 ggl@nyserda.org
Program Website	http://www.nyserda.org/programs/Technical_Assistance/default.asp

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Coordination Level	All of New York State except Long Island
Year Established	1998
Budget	2006: \$29.5 million (All Technical Assistance Programs)
Target Audience	All Commercial and Industrial sectors
Specification Reference	
Program Description	<p>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 an analysis of capital improvements for buildings, industrial facilities and municipal systems.</p> <p>Customers may request assistance for projects as follows:</p> <ul style="list-style-type: none"> • 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. <p>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.</p>
Evaluation Report Available	Yes
Motor Management Integration	No

Program	New Construction Program
Program Type	New Construction
Incentives	<p>Prescriptive incentives include motors in the 1 – 200 horsepower and range from \$25 to \$480 and drives ranging from \$10 to \$20 per horsepower per unit. Prescriptive incentives are limited to \$50,000 per project except for geothermal which has a \$150,000 limit.</p> <p>Custom and whole-building design incentives are based on improved</p>

	<p>performance (kWh and kW) over current NYS energy code requirements. Customer-based incentives are capped at 50% of the estimated incremental cost and limited to \$150,000 a project. Whole-building design incentives are capped at 60 of estimated incremental costs and limited to \$500,000 per building; additional allowances are made for LEED certified projects.</p> <p>For complete information please see the New Construction Application: http://www.nyserda.org/programs/New_Construction/default.asp</p>
Program Contact	<p>Christopher Reohr Senior Project Manager 518-862-1090, ext. 3363 cjr@nyserda.org</p>
Program Website	<p>http://www.nyserda.org/programs/New_Construction/default.asp</p>
Coordination Level	<p>All of New York State except Long Island</p>
Year Established	<p>1999</p>
Budget	<p>2006: \$12 million over 5 years</p>
Target Audience	<p>All Commercial sectors and Industry</p>
Specification Reference	<p>Motors must meet or exceed NEMA Premium[®]</p>
Program Description	<p>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.</p>
Evaluation Report Available	<p>Yes</p>
Motor Management Integration	<p>No</p>

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Organization	NSTAR Electric and Gas
Organization Type	Energy Efficiency Program Provider - Independently Owned Electric and Gas Utility
Organization Territory	1.1 Million electric customers in 81 communities and 245,000 gas customers in 51 communities in metropolitan Boston and Eastern Massachusetts
Website	www.nstar.com
MDM Association	Financial Sponsor

Program	NSTAR'S New Construction Program (incorporates Massachusetts MotorUp)
Program Type	Prescriptive, Custom (retrofit and new const)
Incentives	<p>Motors:</p> <ul style="list-style-type: none"> • Prescriptive rebates follow MotorUp schedule, \$45 to \$700 on NEMA Premium motors from 1 to 200 hp installed as part of new construction projects, equipment replacement or to stock motors. • Custom rebates are available for technologies not covered by prescriptive. • Custom incentives for motors are designed to cover 40 to 50 percent of the total cost of equipment (labor and materials) for those measures that will result in electrical energy savings and pass NSTAR's Cost Benefit Analysis model. <p>VFDs (available through both the New Construction and the Business Solutions Programs):</p> <ul style="list-style-type: none"> • VSD prescriptive incentives are for VSDs used in nine specific applications and ranging in size from 5 to 100 hp. • Incentives range between \$1,700 for a 5 hp VSD to \$10,200 for a 100 hp Motor and VSD installation through NSTAR Business Solutions Program. • Naturally, Code mandated VSD's are not covered by NSTAR's Programs.
Program Contact	Cherie Miles, Program Manager Energy Efficiency, C&I Implementation NSTAR One NSTAR Way Westwood, MA 02090 (781) 441-8037 Cherie_miles@nstaronline.com
Program Website	www.nstar.com Click on "Energy Efficiency" Applications and Forms for access to NSTAR Motors and/or VSD Applications
Coordination Level	The MotorUp program was a regional program from 1998 – 2006. For 2007, MotorUp will be coordinated statewide for Massachusetts, Rhode

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	Island and parts of New Hampshire by the following utilities: Cape Light Compact, National Grid USA, NSTAR Electric & Gas, Western Massachusetts Electric Company and Unitil.
Year Established	MotorUp participant since 1998; prior to 1998 rebates were available through NSTAR's Construction and Business Solutions Programs.
Budget	\$32,000,000 for NSTAR's Entire C&I Program, including Motors and Variable Speed Drives.
Target Audience	All NSTAR C&I customers and Motor dealers
Specification Reference	NEMA Premium Efficiency Motor specifications, which mirror CEE's Premium Motor specifications.
Program Description	NSTAR's Program promotes energy efficiency in design and construction practices in new and renovated commercial and industrial buildings as well as equipment replacement.
Evaluation Report Available	No recent evaluation is available. NEEP, the regional coordinator of MotorUp, is in the process of drafting a transition report.
Motor Management Integration	MDM Planning Kit and training on MDM 1-2-3, as well as Motor Master+, for motor dealers and their customers. Massachusetts Energy Efficiency Providers have joined together to continue to support and supply sound Motor Management through a Mass MotorUp program. This program provides field support to Motor Dealers and Customer through a circuit rider, who provides Motor Dealers and Customers with training, tools and materials.

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Organization	Public Service of New Hampshire
Organization Type	Electric Utility
Organization Territory	PSNH is New Hampshire's largest electric utility, serving more than 475,000 homes and businesses throughout the state.
Website	www.psnh.com
MDM Association	

Program	New Equipment and Construction (NE&C) Program
Program Type	Prescriptive, Custom, and Technical Assistance
Incentives	<ul style="list-style-type: none"> • Prescriptive rebates are provided for motors up to 200 hp. To qualify, a new 3 phase motor must operate a minimum of 2000 hours and meet NEMA Premium efficiency criteria. • Prescriptive rebates are also offered for VFDs in selected applications; rebate varies with horsepower controlled. VFDs must operate at least 2000 hours a year. • Custom incentives are available for motors over 200hp as well as VFDs in applications not covered in the prescriptive rebate schedule. Custom rebate is lesser of : <ul style="list-style-type: none"> ○ 75% of incremental equipment cost ○ buy-down to 1-year payback, or • Technical assistance is also offered through the New Equipment and Construction Program <p>Motor rebates under the NE&C program mirror the MotorUp program incentives. See the Web site for complete rebate schedules: http://www.psnh.com/SharePDFs/NewEquipMotorupApplication.pdf http://www.psnh.com/SharePDFs/NewEquipVFDApplication.pdf</p>
Program Contact	Paul S. Lentine New Equipment & Construction Program Administrator Public Service Company of NH 780 North Commercial St. Manchester, NH 03101 (603) 634 - 2523 (603) 634 - 2449 (Fax) (603) 385 - 4390 (Pager) email - lentips@psnh.com
Program Website	http://www.psnh.com/Business/Efficiency/newequipment.asp
Coordination Level	The program is coordinated statewide with other electric utilities.
Year Established	2002

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Budget	No specific motor budgets just combined overall budgets for the NE&C and Retrofit programs
Target Audience	Electric utility business customers undertaking new construction, major renovation, or replacement of failed equipment.
Specification Reference	NEMA Premium
Program Description	<ul style="list-style-type: none"> • Financial incentives cover the incremental cost of purchasing NEMA-Premium motors and qualifying premium-efficiency drives as well as energy efficient lights, HVAC, Chillers, air compressors and other custom equipment and measures. • Pre-approval of rebates by PSNH is required prior to the purchase and installation of the energy efficient equipment. • Custom rebates are calculated by a Utility Representative and are subject to pre- and post-installation inspections. • Technical assistance includes project evaluation that helps facilitate the identification and installation of premium energy efficient equipment and measures.
Evaluation Report Available	There was a baseline evaluation study done in June, 2003
Motor Management Integration	

Program	Large Business Retrofit Program
Program Type	Prescriptive, Custom, and Technical Assistance
Incentives	<ul style="list-style-type: none"> • Prescriptive rebates are provided for motors up to 200 hp. To qualify, a new 3 phase motor must operate a minimum of 2000 hours and meet NEMA Premium efficiency criteria. Incentives are also available for energy efficient lights, air compressors and other custom measures and equipment. • Prescriptive rebates are also offered for VFDs in selected applications; rebate varies with horsepower controlled, from 5-100hp. VFDs must operate at least 2000 hours a year to qualify. • Custom incentives are provided for motors over 200hp, as well as VFD applications not included in the prescriptive criteria. Custom rebate is lesser of : <ul style="list-style-type: none"> ○ 35% of project cost, or ○ buy-down to 1-year payback • Technical assistance is also offered through this program <p>Motor rebates under the retrofit program use the same motor efficiencies as the MotorUp program however the incentives are increased as this incentive is for the project costs and not just the incremental costs of the NEMA premium equipment. For complete rebate schedules, see: http://www.psnh.com/SharePDFs/RetroMotorApplication.pdf http://www.psnh.com/SharePDFs/RetroVFDApplication.pdf</p>

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Program Contact	Paul S. Lentine New Equipment & Construction Program Administrator Public Service Company of NH 780 North Commercial St. Manchester, NH 03101 (603) 634 - 2523 (603) 634 - 2449 (Fax) (603) 385 - 4390 (Pager) email - lentips@psnh.com
Program Website	http://www.psnh.com/Business/Efficiency/IndustrialRetrofit.asp
Coordination Level	The program is coordinated statewide with other electric utilities.
Year Established	2002
Budget	No specific motor budgets
Target Audience	Business customers who replace working equipment at their facility with new, energy efficient equipment.
Specification Reference	NEMA-Premium
Program Description	<ul style="list-style-type: none"> • PSNH can help better the efficiency of a facility through services including installation of variable frequency drives, replacement of motors, air compressors and lighting upgrades. • Financial incentives cover the project cost of qualifying new energy efficient equipment. Pre-approval of rebates by PSNH is required prior to the purchase and installation of the new energy efficient equipment. • Rebates are also available for custom projects. Custom rebates are calculated by a Utility Representative and are subject to pre- and post-installation inspections. • Technical assistance is also offered through the Retrofit Program, including project evaluation, measure identification, equipment monitoring, and energy audits.
Evaluation Report Available	There was an impact evaluation done in 2005
Motor Management Integration	

Program	Energy Rewards Request for Proposal Program
Program Type	Financial Assistance
Incentives	Customers bid for funds for a variety of projects; minimum project cost is \$200,000
Program Contact	Gary LaCasse

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	(603) 634-3216 lacasga@psnh.com
Program Website	http://www.psnh.com/Business/Efficiency/Rewards.asp
Coordination Level	None – PSNH only
Year Established	2003
Budget	Funding budget is determined annually. In 2007, funding available for RFP program is approx. \$350,000. No specific motors budget is specified.
Target Audience	Commercial and industrial customers with a demand of 350 kW or more
Specification Reference	NEMA Premium highly recommended
Program Description	<ul style="list-style-type: none"> • PSNH's Energy Rewards Program offers incentives on a competitive basis to commercial and industrial customers, with a demand of 350 kW or more, who achieve measurable energy savings through the installation of energy efficiency measures. • Proposals will be evaluated based upon a comparison of energy savings and other price and non price variables, including whether the project includes items other than lighting, and whether the project reduces emissions or waste. • Bids may be submitted by customers, energy service companies, or other third party service providers on behalf of customers. • 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. • Typical projects include lighting, cooling, compressed air and process applications. • The RFP Specification and other related forms are available at PSNH's website for review. Project submittals for consideration are required by end of February each year. Projects are selected in April of each year.
Evaluation Report Available	
Motor Management Integration	

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Organization	United Illuminating
Organization Type	Regional distribution utility
Organization Territory	UI's territory covers 335 square miles in 17 towns in the Greater New Haven and Bridgeport areas of Connecticut. We serve more than 320,000 residential, commercial and industrial customers. The population of our territory is 726,000, which is 21% of the state's population.
Website	www.uinet.com
MDM Association	

Program	Energy Conscious Blueprint
Program Type	Prescriptive, Custom (retrofit and new const), Technical Assistance
Incentives	<p>The Energy Conscious Blueprint program pays cash incentives to commercial and industrial customers who incorporate energy-efficient technology into their facilities during construction and renovations.</p> <p>Prescriptive incentives are offered for motors and drives associated with HVAC applications:</p> <ul style="list-style-type: none"> • NEMA Premium Efficient motors are recommended with VFDs. • Incentives for NEMA Premium Motors Design A & B range from \$45 - \$700 • Motors must be operated at least 2,000 hours per year. • HVAC fan VFDs receive incentives from \$920 - \$1,320. • HVAC pump VFDs receive incentives from \$1,710 - \$4,580. <p>VFD's installed in applications other than HVAC systems, fractional HP motors, NEMA C&D type motors, and motors with fewer than 2,000 run hours may qualify for custom incentives.</p> <p>Custom incentives equal either \$.10/ kWh saved, or 90% of the incremental cost of the project, whichever is less. 2007 incentives subject to an annual cap.</p>
Program Contact	Roy W. Haller (203) 499-2025 roy.haller@uinet.com
Program Website	http://www.uinet.com/your_business/ebeadetails.asp
Coordination Level	Limited to United Illuminating service territory. Designed in conjunction with Connecticut Light & Power
Year Established	Re-established in 2000

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Budget	2007: \$2.95 million total
Target Audience	Commercial and industrial customers
Specification Reference	NEMA Premium is required for motors ASHRAE 90.1-2001 (CT Energy Code version) as the baseline for projects
Program Description	<p>UI uses engineering studies and energy audits to review a facility's current energy consumption or new building plans. UI then recommends energy-efficient equipment and materials and identifies energy-saving or demand-reducing measures.</p> <p>Any improvement which has electrical energy-saving potential may be evaluated.</p> <p>Incentives are available for installing energy-efficient measures that cost-effectively save kilowatt hours, or reduce peak demand (load). These can include lighting, HVAC systems, refrigeration, building envelope, motors, various industrial machinery, and renewable resources technologies.</p> <p>After an agreement is signed and the measures are installed, UI will pay the incentives for qualified, energy-saving and/or demand measures. Depending on the program and/or measure, these incentives can account for up to 90% of the incremental costs.</p>
Evaluation Report Available	See 2007-2008 C&LM Plan posted on the DPUC website
Motor Management Integration	No reference is made to MDM on our website or in our materials. However, many of our staff are familiar with MDM and may reference MDM when speaking to customers and vendors.

Program	Energy Opportunities
Program Type	Prescriptive, Custom (retrofits), Technical Assistance
Incentives	<p>Incentives are granted to two kinds of projects:</p> <p><u>Non – Lighting Single End Use Projects</u></p> <ul style="list-style-type: none"> • Projects with simple paybacks < 50% of the measure life are eligible • Incentives for each qualifying non – lighting project or measure will equal the lesser amount of <ul style="list-style-type: none"> ○ 50% of the project cost, ○ 75% of the systems savings. (See your UI Representative for details). ○ 50% of the project's reasonable cost. <p><u>Comprehensive Multiple End Use Projects</u></p> <ul style="list-style-type: none"> • Projects consisting of 2 or more end uses; each end use must account for at least 10% of the project's total annual kWh or summer peak demand kW savings • Total incentives for qualifying multiple end-use projects or

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	<p>measures will equal the lesser amount of</p> <ul style="list-style-type: none"> o buy-down to 2 year payback (combining all measures), o Combined 75% of the systems savings. <p>Incentives are subject to an annual cap.</p>
Program Contact	Roy W. Haller (203) 499-2025 roy.haller@uinet.com
Program Website	http://www.uinet.com/your_business/eo.asp
Coordination Level	Limited to United Illuminating service territory. Designed in conjunction with Connecticut Light & Power
Year Established	Re-established in 2000
Budget	2007 (calendar year): \$1,950,000
Target Audience	Commercial & Industrial Customers > 150kW Special Needs Customers, including Municipal Facilities, State Facilities, and Federal Facilities
Specification Reference	NEMA Premium is recommended for motors
Program Description	<ul style="list-style-type: none"> • UI provides assistance with the evaluation of energy-saving upgrades. Services include audits, analysis, product previews, review of proposals submitted by contractors, and cash incentives. • The owner and installation vendor team maintain complete control over the project. • Incentives are available for installing energy-efficient measures that cost-effectively save kilowatt hours. • Incentives available may vary with the project's size, and scope of design or construction. • Some customers qualify for project financing and co-funded energy studies for advanced technologies. • Eligible technologies include: HVAC applications, envelope measures, premium efficiency motors, variable speed drives, compressed air systems, and chillers.
Evaluation Report Available	See 2007-2008 C&LM Plan posted on the DPUC website
Motor Management Integration	No reference is made to MDM on our website or in our materials. However, many of our staff are familiar with MDM and may reference MDM when speaking to customers and vendors.

Program	Connecticut MotorUp
Program Type	Prescriptive
Incentives	Rebates apply towards 3 phase NEMA Premium motors from 1 to 200 horsepower, operated a minimum of 2000 hours annually. Rebates vary

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	by motor type and horsepower from \$45 to \$700. See program website for complete rebate schedule.
Program Contact	Michelle LeMoine (203) 499-5828 michelle.lemoine@uinet.com
Program Website	http://www.uinet.com/your_business/ne_premium_motor.asp
Coordination Level	Connecticut utilities (United Illuminating and Connecticut Light & Power) administer the Connecticut MotorUp Program for the state of Connecticut.
Year Established	Initially MotorUp Program was a regional program as part of the NEEP association. In 2007, Connecticut and other northeast utilities will be offering the program regionally.
Budget	\$30,250 total (UI portion – CT Motor Up) \$10,000 for rebates (UI portion – CT Motor Up)
Target Audience	Commercial and Industrial customers who purchase motors for their businesses in United Illuminating's territory
Specification Reference	Program references the CEE Premium Motor specification (NEMA Premium)
Program Description	A rebate program open to commercial and industrial customers of any size requiring new or replacement three-phase, premium-efficient general purpose motors.
Evaluation Report Available	Please see Jon Linn at NEEP for more info: 207-338-9705
Motor Management Integration	No reference is made to MDM on our website or in our materials.

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Organization	Unitil
Organization Type	IOU
Organization Territory	Unitil has electric utility distribution operations in the seacoast and capital areas of New Hampshire, as well as a combination electric and gas utility distribution operation in north central Massachusetts.
Website	http://www.unitil.com
MDM Association	

Program	Small Business Energy-Efficiency Program (incorporates Massachusetts MotorUp)
Program Type	Prescriptive, Custom
Incentives	<p>Incentives of up to 50% of installed cost are available on prescribed equipment. Eligible technologies include lighting, occupancy sensors, electric hot water measures, controls for walk-in coolers, air-conditioning, programmable thermostats and motors:</p> <ul style="list-style-type: none"> • Prescriptive rebates follow MotorUp schedule, \$45 to \$700 on NEMA Premium motors from 1 to 200 hp. • To be eligible for a rebate, new 3 phase motors must operate a minimum of 2,000 hours annually and meet NEMA Premium criteria. <p>Custom projects may also qualify, including motors over 200hp, as well as drives and motor systems.</p>
Program Contact	Ed Mailloux, Sr. Program Coordinator 1-603-773-6541 mailloux@unitil.com
Program Website	http://services.unitil.com/ceco/bus_energy_efficiency_programs.asp?t=1
Coordination Level	Service territory for custom program. The MotorUp program was a regional program from 1998 – 2006. For 2007, MotorUp will be coordinated statewide for Massachusetts, Rhode Island and parts of New Hampshire by the following utilities: Cape Light Compact, National Grid USA, NSTAR Electric & Gas, Western Massachusetts Electric Company and Unitil.
Year Established	2003
Budget	About \$250,000 for 2007
Target Audience	This program is designed specifically for smaller commercial and industrial customers (less than 100 kW).

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Specification Reference	NEMA Premium motors for prescriptive incentives
Program Description	<ul style="list-style-type: none"> • Unitil's professional energy contractor will complete a free technical assessment of a facility. • Recommended energy efficiency opportunities are provided along with the associated costs and benefits. • Incentives up to 50% of installed cost are available on prescribed eligible technologies including 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 approves the recommended project(s), a Unitil contractor will professionally install the equipment. • A quality assurance inspection after project completion will verify correct installation. All work is warranted for one year. • All removed materials will be disposed of in an environmentally responsible manner.
Evaluation Report Available	
Motor Management Integration	

Program	Large Commercial & Industrial (C&I) Retrofit Program
Program Type	Prescriptive, Custom (retrofit), Technical Assistance
Incentives	<p>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.</p> <ul style="list-style-type: none"> • Prescriptive and custom incentives are available to cover the lesser of a 1-year payback or 35% of the installed cost of the equipment. • To be eligible for a rebate, new 3 phase motors must operate a minimum of 2,000 hours annually and meet NEMA Premium Criteria. • Open drip proof motors: Incentives range from \$75 for 1 hp motor to \$2,110 for 200 hp motor. • Totally enclosed fan cooled motors: Incentives range from \$85 for 1 hp motor to \$3,295 for 200 hp motor. • Variable frequency drives: Maximum incentives can range from \$1,700 for a VFD controlling a 15 hp motor to \$4,900 for a VFD controlling a 100 hp motor. • Custom incentives are available.
Program Contact	Ed Mailloux, Sr. Program Coordinator 1-603-773-6541 mailloux@unitil.com
Program Website	http://services.unitil.com/ceco/bus_energy_efficiency_programs.asp?t=2

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Coordination Level	Service territory; through NHSaves program
Year Established	2004
Budget	
Target Audience	Unitil's Large Business Programs are designed specifically for large commercial, industrial and institutional customers with average monthly demands greater than 100 kW.
Specification Reference	NEMA Premium for motors
Program Description	<p>Unitil offers the following services:</p> <ul style="list-style-type: none"> • Detailed Energy Audits (a customer co-payment of up to 25% of the audit cost may be required) • Review of Specific Energy Efficiency Projects • Equipment and Building Commissioning • Educational Programs and Seminars <p>Eligible technologies include:</p> <ul style="list-style-type: none"> • Lighting Conversions and Controls • Energy Efficient Motors • Variable Frequency Drives (VFDs) • LED Traffic Lights • Custom Projects • Compressed Air
Evaluation Report Available	
Motor Management Integration	

Program	Large C&I New Construction Program (incorporates Massachusetts MotorUp)
Program Type	Prescriptive, Custom (new construction), Technical Assistance
Incentives	<p>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.</p> <p>Prescriptive and custom incentives are available to cover the lesser of a 1-year payback or 75% of the incremental cost of the efficient over standard equipment.</p> <p>Motors:</p> <ul style="list-style-type: none"> • Prescriptive rebates follow MotorUp schedule, \$45 to \$700 on NEMA Premium motors from 1 to 200 hp. • To be eligible for a rebate, new 3 phase motors must operate a minimum of 2,000 hours annually and meet NEMA Premium criteria.

	<ul style="list-style-type: none"> • Custom rebates are available for technologies not covered by prescriptive. • Custom incentives for motors are designed to cover 40 to 50 percent of the total cost of equipment (labor and materials). <p>Variable-frequency drives:</p> <ul style="list-style-type: none"> • Maximum incentives can range from \$1,000 for a VFD controlling a 7.5 hp motor to \$1,750 for a VFD controlling a 20 hp motor.
Program Contact	Ed Mailloux, Sr. Program Coordinator 1-603-773-6541 mailloux@unitil.com
Program Website	http://services.unitil.com/ceco/bus_energy_efficiency_programs.asp?t=2
Coordination Level	The MotorUp program was a regional program from 1998 – 2006. For 2007, MotorUp will be coordinated statewide for Massachusetts, Rhode Island and parts of New Hampshire by the following utilities: Cape Light Compact, National Grid USA, NSTAR Electric & Gas, Western Massachusetts Electric Company and Unitil.
Year Established	2004
Budget	
Target Audience	Unitil's Large Business Programs are designed specifically for large commercial, industrial and institutional customers with average monthly demands greater than 100 kW.
Specification Reference	NEMA Premium for motors
Program Description	<p>Services provided by Unitil include:</p> <ul style="list-style-type: none"> • Detailed Plan Review • Review of Specific Energy Efficiency Projects • Equipment and Building Commissioning • Educational Programs and Seminars • Energy Efficient Schools Initiative <p>Incentives are available for:</p> <ul style="list-style-type: none"> • Energy Efficient Lighting and Controls • Chillers • Variable Frequency Drives (VFDs) • HVAC Equipment and Chillers • Custom Process Projects • Compressed Air • Energy Efficient Motors
Evaluation Report Available	
Motor Management Integration	

SOUTH REGION PROGRAMS

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Texas:

[Austin Energy](#)

[Energy](#)

[TXU Electric Delivery](#)

Organization	Austin Energy
Organization Type	Municipal
Organization Territory	Austin Metropolitan area 331,000 residential, 39,700 commercial customers.
Website	http://www.austinenergy.com
MDM Association	

Program	Commercial Energy Rebate Program Existing and New Construction
Program Type	Prescriptive, Custom, Technical Assistance
Incentives	<ul style="list-style-type: none"> • Rebates of \$350/kW for the demand reduction by NEMA Premium efficiency motors (1-200hp) over EPC Act 1992. • Drives are rebated at \$250/kW over the existing system kW. • Check the website for a complete incentive schedule.
Program Contact	Norman Muraya Conservation@austinenergy.com (512) 482-5346 512-482-5323
Program Website	http://austinenergy.com/Energy%20Efficiency/Programs/Rebates/Commercial/index.htm
Coordination Level	Program is regional and coordinated with all strategies that reduce peak demand.
Year Established	1987
Budget	\$6 million total for all commercial and municipal incentive programs.
Target Audience	All commercial and industrial customers.
Specification Reference	References the NEMA Premium Motor standard. Program incorporates and cites CEE.
Program Description	<ul style="list-style-type: none"> • Customer submits a Participation Request Form. • For new construction, Rebate Applications must be submitted before 50% of the construction phase is completed. • Austin Energy provides free audit and written cost-saving suggestions. • The customer decides which energy conservation measures to install and selects vendors/contractors. • Austin Energy can provide assistance in selecting vendors/contractors, selecting and sizing motors, and installing ASDs • Customer schedules installation and notifies Austin Energy of project

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	<p>completion.</p> <ul style="list-style-type: none"> • Austin Energy verifies equipment installation and processes rebate. • The maximum rebate (for all energy conservation measures) per customer is \$100,000 per fiscal year per site and cannot exceed 50% of the total job cost.
Evaluation Report Available	Limited measurement and verification. Mostly rely on NEMA nameplate data.
Motor Management Integration	MDM MotorSlide calculator is handed out to customers.

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Organization	Entergy
Organization Type	IOU
Organization Territory	Areas of Texas (Beaumont, Conroe, Port Arthur) serving 365,000 customers in 26 counties.
Website	http://www.energy-texas.com/Energy_Efficiency/ http://www.texasefficiency.com
MDM Association	

Program	The Large Commercial and Industrial Standard Offer Program
Program Type	Standard Performance Contract
Incentives	<p>For motors:</p> <ul style="list-style-type: none"> • \$174/on-peak kW reduced • And \$0.059 for the annual energy reduced • Drives can be included but not as a stand-alone item, the motor must also be updated. <p>Standard incentive prices for demand and energy savings are: \$174/kW or \$.059/kWh saved.</p> <p>Maximum incentive of 20% of project budget.</p>
Program Contact	Terry Swan tswan@entergy.com 409-981-3245
Program Website	http://www.energy-texas.com/energy_efficiency/ci_overview.aspx
Coordination Level	Statewide
Year Established	2001
Budget	The 2007 budget is \$425,347 for all types of measures. Nothing is earmarked for any particular measure.
Target Audience	Customers with non-residential facilities with an electric demand of more than 100kW
Specification Reference	ASHRAE 90.1-1995m
Program Description	<ul style="list-style-type: none"> • 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, including motors.

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	<ul style="list-style-type: none"> • Our program pays an incentive based on the kW and kWh savings achieved with the upgrades. • 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: <ul style="list-style-type: none"> -Fan and pump variable-speed drive installations (cooling)* -Fan and pump motor efficiency upgrades (cooling) -Variable-speed drive installations on industrial fans and pumps (industrial process)* -All motor-efficiency upgrade projects (industrial process) • Participation in the C&I Standard Offer Program involves five basic phases: <ul style="list-style-type: none"> • Submit an Initial Application (IA) in order for Entergy to screen the project • Prepare and submit a Final Application (FA). • Enter into a Standard Offer Program Contract with Entergy. • Install the project and submit an Installation Report (IR) to receive an initial incentive payment (40% Installation Payment). • Conduct measurement and verification (M&V) activities and submit a Savings Report (SR) in order to receive the final energy and demand savings incentive payment (~60% Performance Payment).
<p>Evaluation Report Available</p>	<p>The program has been evaluated (audited) in a statewide audit mandated by the PUC, but the results have not been published. The program did well, though.</p>
<p>Motor Management Integration</p>	

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Organization	TXU Electric Delivery
Organization Type	IOU
Organization 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.
Website	http://www.txuelectricdelivery.com/default.asp
MDM Association	

Program	Commercial and Industrial Standard Offer Program
Program Type	Standard Performance Contract
Incentives	<p>For motors:</p> <ul style="list-style-type: none"> • \$150/on-peak kW reduced • And \$0.04 for the annual energy reduced • Drives can be included but not as a stand-alone item, the motor must also be updated.
Program Contact	<p>TXU Electric Delivery John Hanel 500 N Akard, Suite 09-155 Dallas, TX 75201 800-273-8741 Ext 1 jhanel1@txued.com</p>
Program Website	http://www.txuelectricdelivery.com/electricity/teem/services/default.asp
Coordination Level	This program is a state-mandated energy-efficiency program offered by all IOU's in the State of Texas. Each IOU administers its own programs. See www.texasefficiency.com for more information
Year Established	2002
Budget	The 2007 budget is \$8.3 million, for all types of measures. Nothing is earmarked for any particular measure.
Target Audience	ESCO's, Consultants, and Self Sponsors for C&I Accounts over 100 kW.
Specification Reference	ASHRAE 2004 90.1
Program Description	<p>Project sponsors apply to the program. Technical assistance is not provided in developing energy efficiency measures.</p> <p>The following measures are eligible on a first come, first served basis:</p> <p>Motors with or without drives Lighting Upgrades & New Const</p>

	HVAC Upgrades & New Const Energy Star® Roofing Retrofits Process Upgrades Traffic Signal Lighting Upgrades Air Compression System Upgrades Window Film Master Metered Apartment Measures
Evaluation Report Available	N/A
Motor Management Integration	Has not been completed

SOUTHWEST REGION PROGRAMS

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Arizona:

[Salt River Project](#)

Colorado:

[Xcel Energy](#) (in Midwest Region)

Nevada:

[Bonneville Power Administration](#) (in Northwest Region)

[Nevada Power](#)

[Sierra Pacific Power](#)

Utah:

[Bonneville Power Administration](#) (in Northwest Region)

Rocky Mountain Power ([PacifiCorp](#))

Wyoming:

[Bonneville Power Administration](#) (in Northwest Region)

Rocky Mountain Power ([PacifiCorp](#))

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Organization	Nevada Power Company
Organization Type	Investor-Owned Utility
Organization Territory	Approximately 4,000 square miles in southeastern Nevada.
Website	www.nevadapower.com
MDM Association	

Program	Nevada Sure Bet and New Construction Design Assistance	
Program Type	Prescriptive, Custom (retrofit and new const), Technical Assistance	
Incentives	<p>The 2006 Nevada Sure Bet Program is now closed; however, the Nevada Sure Bet Program will be announcing the 2007 program soon. The 2007 Program will be similar to the 2006 program. In 2006, the program provided the following incentives for motors:</p> <ul style="list-style-type: none"> • Prescriptive incentives for qualifying three phase induction motors of open drip and totally enclosed classifications, range from \$10 for a 1 hp motor to \$350 for a 200 hp motor. • Custom incentives calculated based on the amount of energy savings and peak demand savings. • The 2006 application and a Motors Incentive Worksheet can be found on the following website: http://www.nevadasurebet.com/ProjectCenter/Default.aspx?tabid=61 <p>The 2007 program will add a prescriptive incentive for motor controllers for escalators only. Watch the program website for details.</p> <p>New Construction Design Assistance Program offers incentives to help offset the incremental cost of energy-efficient commercial building design. In addition, technical guidance and education on energy-efficiency practices are provided to design professionals and building owners.</p>	
Program Contact	John Hargrove Senior Project Manager 775-834-5580 jwhargrove@sppc.com	Jon Trabert Operations Manager 702-367-5387 jtrabert@nevp.com
Program Website	Nevada Sure Bet: http://www.nevadasurebet.com/ProjectCenter/ New Construction Design: http://www.nevadapower.com/conservation/commercial/programs/	
Coordination Level	The Sure Bet Program is offered by Nevada Power Company and Sierra Pacific Power Company, and administered by KEMA, Inc.	
Year Established	2003	

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Budget	In 2006, Nevada Power committed \$1.3 million to the Sure Bet Program and Sierra Pacific Power committed \$802,000. In 2007, the Program budget for both territories is approximately \$5.0 million for Commercial Incentives and New Construction. This budget is for all programs which includes the motor program. The program runs from January 1, 2007 to December 1, 2007
Target Audience	Commercial business, industrial, and institutional customers All sectors as long as they are served by a Commercial rate meter.
Specification Reference	Program references the CEE Premium Motor specification (provides table)
Program Description	<p>The Nevada Sure Bet program is an incentive program designed to facilitate the implementation of cost effective energy efficiency improvements in businesses.</p> <p>Project requirements include the following:</p> <ul style="list-style-type: none"> • 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. <p>Motors over 200hp and drives are eligible for consideration under the “custom rebate” portion of this project and are considered on a case by case basis.</p> <p>New Construction Design Assistance Program is available to help commercial property owners, developers, architects and construction companies to explore, design and build more efficient commercial buildings. The program offers incentives to help offset the incremental cost of energy-efficient commercial building design. In addition, technical guidance and education on energy-efficiency practices are provided to design professionals and building owners.</p>
Evaluation Report Available	There is a third-party evaluator for all DSM programs at the Utilities. A report is submitted to the Public Utility Commission of Nevada.
Motor Management Integration	Do not currently use any MDM resources or materials within the program, but will be considering it this year.

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Organization	PacifiCorp
Organization Type	Investor Owned Utility
Organization Territory	Rocky Mountain Power: Utah, Idaho, Wyoming Pacific Power: California, Washington, and Oregon (See Energy Trust of Oregon page for more details)
Website	www.pacificpower.net www.rockymtnpower.net
MDM Association	

Program	Energy FinAnswer Express (WA, UT, ID customers only)
Program Type	Prescriptive
Incentives	Premium-efficiency motor incentives range from \$45 for a 1 hp motor to \$630 for a 200 hp motor. Washington - http://www.pacificpower.net/File/File37846.pdf Utah & Idaho - http://www.rockymtnpower.net/File/File38242.pdf ----- HVAC fan and pump VFD ≤ 100 hp \$65/hp in Utah \$80/hp in Idaho \$65/hp in Washington
Program Contact	Chris Kanoff DSM Project Manger PacifiCorp 825 NE Multnomah St.; Ste. 600 Portland, OR 97232 503-813-5122 Christopher.Kanoff@PacifiCorp.com
Program Websites	http://www.pacificpower.net/Navigation/Navigation1869.html - WA http://www.rockymtnpower.net/Navigation/Navigation2806.html - UT http://www.utahpower.net/Navigation/Navigation64669.html ID
Coordination Level	Pacific Power – Washington service territory Rocky Mountain Power – Utah and Idaho service territory
Year Established	Early 1990s
Budget	N/A
Target Audience	C&I customers
Specification Reference	NEMA Premium efficiency ratings

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Program Description	<ul style="list-style-type: none"> • Purchase and install a qualifying unit at an eligible location (motors can be placed in inventory) • Obtain an incentive application from website • Submit your incentive application • Receive incentive check within 45 days of completion of step 3
Evaluation Report Available	N/A
Motor Management Integration	

Program	Energy FinAnswer (CA, WA, UT, WY customers only)
Program Type	Custom (retrofit and new const), Financial Assistance, Technical Assistance
Incentives	Varies by state – see below.
Program Contact	Chris Kanoff DSM Project Manger PacifiCorp 825 NE Multnomah St.; Ste. 600 Portland, OR 97232 503-813-5122 Christopher.Kanoff@PacifiCorp.com
Program Websites	http://www.pacificpower.net/Navigation/Navigation1855.html - CA http://www.pacificpower.net/Navigation/Navigation925.html - WA http://www.rockymtnpower.net/Navigation/Navigation926.html - UT http://www.rockymtnpower.net/Navigation/Navigation1854.html - WY
Coordination Level	Pacific Power – California and Washington service territory Rocky Mountain Power – Utah and Wyoming service territory
Year Established	Early 1990s
Budget	N/A
Target Audience	C&I customers
Specification Reference	NEMA Premium efficiency ratings
Program Description	<p><u>In Utah and Washington</u>, 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.</p> <p>Incentives are \$0.12/kWh + \$50/kW average monthly on-peak demand savings for:</p> <ul style="list-style-type: none"> • any size new construction or major renovation project • any size industrial project

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	<ul style="list-style-type: none"> commercial retrofit projects at facilities of 20,000 square feet or more (per electric meter) <p>Incentives are capped at 50 percent of the eligible energy efficiency measure cost.</p> <p>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.</p> <p><u>In Wyoming and California</u>, financial assistance is provided in the form of a loan with interest. The funding for cost-effective measures is based on the projected annual kilowatt-hours (kWh) saved. After the measures are installed and inspected, an Energy Services Charge is added to the customer's monthly bill to repay the loan plus interest. For existing facilities, technical services provided include thorough energy analysis to quantify the energy savings potential and independent third party quality control. For new facilities, technicians will work with the customer's existing engineering firm during the initial design stages and will pay for a high-quality study to identify energy efficiency measures that will improve the energy efficiency of the design. Further funding may be provided for the incremental costs of the measures. See Web sites for details.</p>
<p>Evaluation Report Available</p>	<p>N/A</p>
<p>Motor Management Integration</p>	

Organization	Salt River Project
Organization Type	Public Power Utility
Organization Territory	The program serves 832,266 residential, 75,311 commercial, and 45 industrial energy users in the Phoenix Metropolitan Area.
Website	www.srpnet.com
MDM Association	

Program	Signature Series
Program Type	Educational
Incentives	None
Program Contact	Jerry Thieken, Senior Project Manager PO Box 52025 Phoenix, AZ 85072 Jerry.Thieken@srpnet.com
Program Website	NA
Coordination Level	US DOE provides support in the form of seminar materials and web site postings. AZ Dept of Commerce, Energy Office provides additional credibility to the seminars as well as an additional attendee pool.
Year Established	2005
Budget	
Target Audience	Commercial and industrial customers
Specification Reference	All DOE approved seminars identify the CEE Premium Motor Specifications
Program Description	Signature Series is a commercial and industrial training program. Commercial and industrial education seminars dealing with motor efficiency in motor system management, pump system management, fan system management, compressed air system management, and chiller optimization.
Evaluation Report Available	No
Motor Management Integration	Resources are used in all DOE sponsored seminars (Motor System Assessment, Pump System Assessment, Fan System Assessment, and Compressed Air)

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Organization	Sierra Pacific Power Company
Organization Type	Investor-Owned Utility
Organization Territory	Approximately 50,000 square miles in northern Nevada including the cities of Reno, Sparks, and the Lake Tahoe area of northeastern California.
Website	www.sierrapacific.com
MDM Association	

Program	Nevada: Sure Bet and Agricultural Irrigation Programs	
Program Type	Prescriptive, Custom	
Incentives	<p>The 2006 Nevada Sure Bet Program is now closed; however, the Nevada Sure Bet Program will be announcing the 2007 program soon. The 2007 Program will be similar to the 2006 program. In 2006, the program provided the following incentives for motors:</p> <ul style="list-style-type: none"> • Prescriptive incentives of up to \$350 for qualifying three phase induction motors of open drip and totally enclosed classifications, ranging from 1 to 200 horsepower. • Custom incentives calculated based on the amount of energy savings and peak demand savings. • The 2006 application and a Motors Incentive Worksheet can be found on the following website: http://www.nevadasurebet.com/ProjectCenter/Default.aspx?tabid=61 <p>The 2007 program will add a prescriptive incentive for motor controllers for escalators only. Watch the program website for details</p> <p>Under its Agricultural Irrigation Rebate Program, Sierra Pacific Power also offers rebates for agricultural irrigation energy efficiency measures, including:</p> <ul style="list-style-type: none"> • Low-pressure sprinkler nozzles and regulators • Impact sprinkler package • Replacement gaskets • Replacement pumps <p>See the program website for details.</p>	
Program Contact	<p>John Hargrove Senior Project Manager 775-834-5580 jwhargrove@sppc.com</p>	<p>Jon Trabert Operations Manager 702-367-5387</p>
Program Website	<p>Nevada Sure Bet: http://www.nevadasurebet.com/ProjectCenter/ Agricultural Irrigation: http://www.sierrapacific.com/conservation/commercial/programs/</p>	

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Coordination Level	The Sure Bet Program is offered by Nevada Power Company and Sierra Pacific Power Company, and administered by KEMA, Inc.
Year Established	2003
Budget	In 2006, Sierra Pacific Power committed \$802,000 to the Sure Bet Program and Nevada Power committed \$1.3 million. In 2007, the Program budget for both territories is approximately \$5.0 million for Commercial Incentives and New Construction. This budget is for all programs which includes the motor program. The program runs from January 1, 2007 to December 1, 2007.
Target Audience	Commercial business, industrial, and institutional customers in all sectors as long as they are served by a Commercial rate meter.
Specification Reference	Program reference the CEE Premium Motor specification (provides table)
Program Description	<p>The Nevada Sure Bet program targets lighting, cooling, refrigeration and high efficiency motors. Eligible projects must (among other stipulations) involve a capital improvement that results in an energy savings due to the efficiency improvement, or a permanent shift of the electricity load during Peak Hours. Also, with the exception of screw-in compact fluorescent lights, the project savings must be sustainable for a period of five years.</p> <p>Non-eligible projects include fuel switching (e.g. electric to gas), changes in operational or maintenance practices, on-site generation and gas chiller projects.</p> <p>The application for motor incentives must include the manufacturer's performance data sheet that at least shows equipment size, model # and efficiency rating. Details on the application and including a Motors Incentive Worksheet can be found on the following website: http://www.nevadasurebet.com/ProjectCenter/Default.aspx?tabid=61</p> <p>For applications over \$7,500, customers should submit a Sure Bet Preliminary Application.</p> <p>The Agricultural Irrigation Rebate Program offers rebate assistance to our agricultural customers to help them update their equipment and perform energy efficiency focused maintenance so they can improve their crop yield and save money on their utility bills through reduced energy consumption. Rebates are available to Sierra Pacific Power customers located in Nevada who are served by either IS-1 or IS-2 rate schedules. Equipment must be purchased within a certain range of dates to be eligible for a rebate. For more information contact Larry Rackley at Sierra Pacific Power at (775) 834-4801 or see the following website for details. http://www.sierrapacific.com/conservation/commercial/programs/</p>
Evaluation Report Available	There is a third-party evaluator for all DSM programs at the Utilities. A report is submitted to the Public Utility Commission of Nevada.
Motor Management Integration	Do not currently use any MDM resources or materials within the program, but will be considering it this year.

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Program	California Sure Bet
Program Type	Prescriptive, Custom, Technical Assistance
Incentives	<p>The California Sure Bet Program is similar to the 2006 Nevada Sure Bet program. In 2006, the program provided the following incentives for motors:</p> <ul style="list-style-type: none"> • Prescriptive incentives of up to \$350 for qualifying three phase induction motors of open drip and totally enclosed classifications, ranging from 1 to 200 horsepower. • Custom incentives calculated based on the amount of energy savings and peak demand savings. • In addition, technical services are available to help assess energy saving opportunities.
Program Contact	<p>John Hargrove Senior Project Manager 775-834-5580 jwhargrove@sppc.com</p>
Program Website	http://www.californiasurebet.com/ProjectCenter/Default.aspx?tabid=518
Coordination Level	Sierra Pacific Power service area in the Lake Tahoe area of northeastern California.
Year Established	2003
Budget	
Target Audience	Commercial business, industrial, and institutional customers
Specification Reference	Program reference the CEE Premium Motor specification (provides table)
Program Description	<p>The California Sure Bet program targets lighting, cooling, refrigeration and high efficiency motors. Eligible projects must (among other stipulations) involve a capital improvement that results in an energy savings due to the efficiency improvement, or a permanent shift of the electricity load during Peak Hours. Also, with the exception of screw-in compact fluorescent lights, the project savings must be sustainable for a period of five years.</p> <p>Non-eligible projects include fuel switching (e.g. electric to gas), changes in operational or maintenance practices, on-site generation and gas chiller projects.</p> <p>The application for motor incentives must include the manufacturer's performance data sheet that at least shows equipment size, model # and efficiency rating.</p>
Evaluation Report Available	
Motor Management Integration	Do not currently use any MDM resources or materials within the program, but will be considering it this year.

CANADA PROGRAMS

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[BC Hydro – Power Smart](#)
[Hydro Québec](#)
[Natural Resources Canada](#)

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Organization	BC Hydro – Power Smart
Organization Type	Provincial Utility
Organization Territory	British Columbia, serving 1.7 million total customers
Website	www.bchydro.com
MDM Association	Financial Sponsor

Program	Power Smart Partner Program: Motor Management Planning
Program Type	Technical Assistance
Incentives	Technical assistance to help transmission customers reduce the costs of motor ownership by helping them make sound motor decisions.
Program Contact	Eddie Young Program Manager 900-4555 Kingsway Burnaby BC V5H4T8 Eddie.young@bchydro.com
Program Website	www.bchydro.com/industrial , under “Industrial Transmission”
Coordination Level	EASA (Western Canada) endorses and participates in the program. BC Hydro sponsors and endorses the Green Motors Practices Group.
Year Established	December, 2006
Budget	\$500k
Target Audience	Transmission customers (served at >69kV) with installed motor base > 10000 hp
Specification Reference	Yes, we recommend NEMA Premium Efficiency Motors to be purchased.
Program Description	<p>The program analyzes the customer’s current motor management practices (based on MDM’s 5 building blocks) and then works closely with them to customize a motor management plan for them by upgrading practices that do not reflect best practice in motor management. At the end of the process, each customer is given a customized motor management plan as well as a business case for adopting the plan.</p> <p>Target customers are in BC Hydro’s Stepped rate program, where our Transmission customers are charged 24\$/MWh for their first 90% of consumption and \$54/MWh for their remaining 10% of production.</p>

	Previously, they were charged a flat rate of \$27/MWh so if the customers consumption remained the same, they would pay the same amount for their electricity. But if the customer saves electricity, their electricity savings rate has doubled.
Evaluation Report Available	No
Motor Management Integration	Not specifically. Program design based on MDM philosophies.

Program	Product Incentive Program
Program Type	Prescriptive
Incentives	Incentives for: ASDs on HVAC Fans – \$50 / HP ASDs on HVAC Pumps - \$80 / HP Pony Brine Pump Motors (ice rinks) - \$1,000 / motor
Program Contact	Christy Intihar 604-453-6200 Christy.Intihar@bchydro.bc.ca
Program Website	www.bchydro.com/incentives
Coordination Level	none
Year Established	2003
Budget	NA
Target Audience	Commercial high rise buildings, school gymnasiums and ice rinks
Specification Reference	no
Program Description	<ul style="list-style-type: none"> • Customers apply for pre-approval of their project online. • Applications are reviewed and responded to within 5 business days. • Customer proceeds with installation and submits paperwork within 120 days of pre-approval. • Incentive checks issued after review of invoicing and application.
Evaluation Report Available	No
Motor Management Integration	No

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	Other Relevant Programs
Program Name	High-Performance Building Program for Large Commercial Buildings (New Construction)
Program Contact	Liz Johnson 604-453-6347 Elizabeth.Johnston@bchydro.bc.ca
Program Website	http://www.bchydro.com/business/identify/identify24037.html
Program Description	<p>The High-Performance Building Program for Large Commercial Buildings provides financial incentives, resources, and technical assistance to help qualified projects:</p> <ul style="list-style-type: none"> • Identify energy saving strategies early in the design process; • Evaluate alternative design options and make a business case for the high-performance design; and • Offset the incremental costs, if any, of the energy-efficient measures in the high-performance design. <p>Also included are tools to help to prepare a business case that demonstrates the benefits of the investment. Building developers and designers will receive valuable recognition for program participation. This is for large new projects that are at least 50,000 square feet; or electricity-intense facilities such as arenas, refrigerated warehouses or grocery stores.</p>

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Organization	Hydro-Québec
Organization Type	Utility
Organization Territory	Québec, CANADA
Website	www.hydroquebec.com
MDM Association	

Program	Efficient Products - Motors
Program Type	Prescriptive
Incentives	For motors from 1 to 75 hp: 600 CN\$ / HP to the customer 150 CN\$ / HP to the distributor
Program Contact	Marie Mantha 514-879-4100 #2380 mantha.marie@hydro.qc.ca
Program Website	http://www.hydroquebec.com/efficientproducts/moteurs/index.html
Coordination Level	MotorMaster database (Canadian version : CANMOST)
Year Established	September 2005
Budget	N / A
Target Audience	Small & medium industrial customers < 5 MW
Specification Reference	NEMA Premium
Program Description	<ul style="list-style-type: none"> • Customers, as well as distributors, have to file some information to get the incentives (see web site) • Customer must purchase an eligible motor from a participating vendor • Requires installation within 6 months of purchase • Must be purchased between September 30, 2005 and December 31, 2010
Evaluation Report Available	The program is being in the early stage of an evaluation process The report is not publicly available at the present time
Motor Management Integration	There is a web site link to MDM

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Program	Empower Program for Industrial System
Program Type	Custom
Incentives	Financial assistance for all of a project's eligible measures is the least of: <ul style="list-style-type: none"> • 15¢ / KWh saved subject to specific criteria • Amount needed to reduce payback period to 12 months • \$300,000 per project
Program Contact	Lise Bellehumeur 514-879-4100 #2313 bellehumeur.lise@hydro.qc.ca
Program Website	http://www.hydroquebec.com/business/appui_pmi/index.html
Coordination Level	Quebec province
Year Established	January 2004
Budget	54M CN\$
Target Audience	Small & medium industrial customers < 5MW
Specification Reference	No, custom
Program Description	<ul style="list-style-type: none"> • All electrical applications are covered including motors greater than 75 HP and all drives • Customers have to file a detailed description of their projects • Projects are validated internally by qualified engineers
Evaluation Report Available	The program is in process of being evaluated. The report is not publicly available at the present time.
Motor Management Integration	

Program	Industrial Initiatives
Program Type	Custom – grant program
Incentives	Financial assistance covers all industrial processes, including motors & drives, for accounts > 5 MW and is limited to the least of these: <ul style="list-style-type: none"> • Amount required to reduce payback period to 1 year • 74% of project costs • 15¢ / KWh saved subject to specific criteria • \$350,000 per project
Program Contact	Martine Ouellette 514-879-4100 #4183 ouellette.martine@hydro.qc.ca

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Program Website	http://www.hydroquebec.com/majorcustomers/ee/initiatives_batiments/index.html
Coordination Level	Quebec province
Year Established	October 2003
Budget	N / A
Target Audience	Major customers < 5MW
Specification Reference	No - custom
Program Description	<ul style="list-style-type: none"> • Supports implementation of energy management initiatives by the customer • All electrical applications are covered including all types of motors & drives • Projects are contracted with large customers • Projects are validated internally by qualified engineers • Participants agree to measure energy consumption before and after the project • Customer may receive assistance for several projects • Grants are paid in three installments
Evaluation Report Available	Internal evaluation only.
Motor Management Integration	

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Organization	Natural Resources Canada
Organization Type	Government of Canada
Organization Territory	All of Canada
Website	Natural Resources Canada, Office of Energy Efficiency (OEE): Industrial page: http://oee.nrcan.gc.ca/industrial/index.cfm?attr=0
MDM Association	

Program	Canadian Industry Program for Energy Conservation (CIPEC)
Program Type	Educational, Financial Assistance, Technical assistance
Incentives	Energy audits and measure implementation may be cost shared at up to 25% of the costs incurred.
Program Contact	Michael Burke, Director Industrial Programs Division Office of Energy Efficiency, Natural Resources Canada T(613) 996-6872; F(613) 992-3161; mburke@nrcan.gc.ca
Program Website	For further information see: http://oee.nrcan.gc.ca/industrial/index.cfm?attr=0
Coordination Level	The program is delivered by the Office of Energy Efficiency and coordinated nationally through Canadian Industry Program for Energy Conservation (CIPEC), a voluntary partnership between the Government of Canada and industry to improve Canada's industrial energy efficiency.
Year Established	1975
Budget	CIPEC has an annual average budget in the order of \$6,000,000/year for various initiatives to support energy efficiency in industries.
Target Audience	Industries in Canada
Specification Reference	Technical literature used in the courses notes the availability and merits of NEMA Premium motors. On standards and related premium performance levels, see the website: http://oee.nrcan.gc.ca/industrial/regulations-standards/performance.cfm?attr=24 For a copy of the Motor Systems Energy Efficiency Assessment Guide, see the technical guides section of the CIPEC website: http://oee.nrcan.gc.ca/industrial/technical-info/index.cfm?attr=24
Program Description	<ul style="list-style-type: none"> Information about motors and drives is communicated through technical literature and ongoing training under the title Dollars to \$ense for energy management.

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	<ul style="list-style-type: none"> The Buildings and Standards Divisions of the OEE also offer motor selection guidance as noted above under Specification Reference.
Evaluation Report Available	Yes, evaluations are required by the funding agencies – see program contact above for further information.
Motor Management Integration	At the workshops, use of the CanMOST program, based on MotorMaster+, is encouraged and MDM links provided.

APPENDICES

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Understanding Energy Efficiency Incentive Programs

What are energy-efficiency programs?

Energy-efficiency programs promote energy-efficient designs, processes, products and services in the residential, commercial and industrial sectors by providing educational programs, technical assistance, and/or financial incentives to these markets. Energy-efficiency programs 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, including efficiency, renewable energy, and alternative fuels. In 2006, approximately \$2.6 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 and siting 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 administrative 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 and Texas) For the latter, investor-owned utilities (IOUs) are generally required to participate, while municipal utilities' participation is usually optional.

Service Territory: This designation indicates that the organization administers programs directly to the customers in its service territory.

Program Types

These designations provide a framework for discussing various program types. They are intended as general guidelines rather than hard and fast definitions. There is often overlap between these program types and one or more may be incorporated within a single program. As Table 3 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 upgrades.

Table 3: Descriptions of Energy-Efficiency Program Types	
Program Terms	Descriptions
Prescriptive Programs	<ul style="list-style-type: none"> • Provide financial incentives, typically rebates, for specific pieces of equipment that meet prescribed energy-efficiency specifications or standards, such as NEMA Premium®. • 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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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.
Standard Performance	<ul style="list-style-type: none"> • Provide funds to any qualified applicant proposing a project that

<p>Contract (SPC) Programs</p>	<p>meets the program criteria, usually based on a kW or kWh savings threshold.</p> <ul style="list-style-type: none"> • 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.
<p>Technical Assistance Programs</p>	<ul style="list-style-type: none"> • 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.
<p>Financial Assistance Programs</p>	<ul style="list-style-type: none"> • 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.
<p>Education and Awareness Programs</p>	<ul style="list-style-type: none"> • 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.
<p>Other Programs</p>	<ul style="list-style-type: none"> • 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.
<p>Deemed Measures</p>	<ul style="list-style-type: none"> • 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.

History of 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-1³ 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 and 4 pole (to 500 hp), 6 pole (to 350 hp), and 8 pole (to 250 hp)
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; *special purpose* motors are defined as those with special mechanical construction and/or operating specifications⁴. EPACT applied to all general purpose motors that fell into the following range:

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

⁴ Nadel S. et al. 2002. *Energy Efficient Motor Systems: A Handbook on Technology, Program, and Policy Opportunities*. Washington, D.C.: ACEEE (www.aceee.org).

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 in 1996. 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, and 6 pole
size	1-500 hp
design	NEMA A and B
enclosure type	Open and Closed
voltage	low and medium voltage
class	general, definite, and special purpose

**Nominal Motor Efficiency Specifications
C&I Energy-Efficiency Programs - 2007**

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.

Nominal Motor Efficiency Specifications C&I Energy-Efficiency Programs - 2007

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.

**Nominal Motor Efficiency Specifications
C&I Energy-Efficiency Programs - 2007**

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.

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)

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

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, RE, SI, W	B, E, G, RB, 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
300	B, E, G, RE, SI, W	B, E, G, RB, 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, RE, SI, W	B, E, G, RB, RE, SI, W	B, E, G, RE, SI, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RB, RE, SI, TE, TO, W	B, E, G, RE, SI, TE, W
400	B, E, G, RE, SI, W	B, E, G, RB, RE, SI, W	B, E, G, RA, RE, SI, W	B, E, G, RB, RE, SI, TE, TO, W	B, E, G, RB, RE, SI, TE, TO, W	B, E, G, RE, SI, TE, W
450	B, E, G, RE, SI, W	B, E, G, RB, RE, SI, W	B, E, G, RA, RE, SI, W	B, E, G, RB, RE, SI, TE, TO, W	B, E, G, RB, RE, SI, TE, TO, W	B, E, G, RE, SI, TE, W
500	B, E, G, RE, SI, W	B, E, G, RB, RE, SI, W	B, E, G, RA, RE, SI, W	B, E, G, RB, RE, SI, TE, TO, W	B, E, G, RB, RE, SI, TE, W	B, E, G, RE, SI, TE, W

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