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Northeast Electronic Book of Industrial Resources



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Introduction

According to the U.S. Department of Energy's (DOE) Energy Information Administration (EIA), 20.3% of all energy consumed in the Northeast in 2007 occurred in the industrial sector. This percentage is higher in Pennsylvania, where industrial energy consumption is approximately one third of statewide energy consumption.¹ That same year the industrial sector also accounted for 11.3% of carbon emissions.² Currently, great opportunities exist for industrial manufacturers in the 13-state Northeast region to lower their energy and carbon intensity.

There are many government and nongovernment organizations that have resources to assist industry in the region utilize energy more effectively. Financial and technical resources are available from federal agencies, national laboratories, utilities, utility associations, industrial organizations, energy efficiency organizations, state energy offices, energy services companies, nonprofits or nongovernmental organizations, foundations, and private companies. This document provides a comprehensive listing of incentives, tools, and resources for industrial manufacturing energy efficiency. Divided by national, regional, and states, the resource features information on rebates, waived fees, tax credits, loans, and other resources such as analysis tools, education and training programs, and energy assessments. It is based on data available in the *States Incentives and Resources Database*, maintained by DOE's Industrial Technologies Program (ITP).

The *States Incentives and Resources Database* is a comprehensive searchable online database of approximately 3,000 energy efficiency incentives organized by state. It is updated regularly and is accessible on Save Energy Now's Web site at http://www1.eere.energy.gov/industry/states/state_activities/incentive_search.aspx.

A. Federal and National Programs

There are a host of federal and national organizations across the nation that provide resources to help industrial manufacturers lower their energy intensity and consumption. For example, ITP provides industrial manufacturers across the country with a variety of



energy efficiency tools, resources, and incentives. ITP is a prime example of DOE's commitment to improving the energy efficiency of industrial operations in the United States. ITP is a multi-faceted outreach and deployment initiative designed specifically for industrial manufacturers. ITP supports research and development of energy-efficient technologies, provides industry with energy management and assessment tools, resources, and information. It also provides no-cost energy assessments to industrial plants of all size.

Several other federal agencies offer energy efficiency incentives in addition to the multitude of DOE resources. Internal Revenue Service, for instance, provides tax incentives to industrial manufacturers that implement energy efficiency projects. In addition, the U.S. Environmental Protection Agency provides loans on new energy-efficient construction and incentives on the implementation of combined heat and power systems. Finally, the U.S. Department of Agriculture is another federal agency that provides incentives to rural and small industrial operations seeking to become more energy efficient.



B. National Incentives

The private and non-profit sectors also offer a wide variety of resources and tools to industrial manufacturers striving to increase energy efficiency. The table below contains a detailed listing of a plethora of national organizations such as non-profit organizations, utility and industry associations, and environmental foundations which provide energy incentives to industry.

C. Regional Programs

This section contains information on organizations in the Northeast that have devoted themselves to increasing the energy efficiency of businesses in the region. For example, energy assessments performed by Industrial Assessment Centers (IACs) are in-depth evaluations of industrial facilities that seek to identify potential cost and energy savings for industrial manufacturers. There are five IACs located in the Northeast region—Lehigh University, Syracuse University, University of Delaware, University of Massachusetts, and West Virginia University. In addition, there are two Clean Energy Application Centers within the region—Mid-Atlantic Clean Energy Application Center and Northeast Clean Energy Application Center. These centers provide application assistance, technology information, and educational support to industrial manufacturers in the Northeast seeking to evaluate the use of CHP at their facilities.

D. State Programs

Finally, entries in the state section provide information on resources available on the local level. Resources in this section are offered from state and municipal agencies, utilities, academia, and nonprofit organizations.

Federal and National Programs

A variety of federal and national organizations offer incentives and resources to help industrial manufacturers lower their energy intensity and consumption.

Government

Internal Revenue Service

Biodiesel Income Tax Credit

Federal Tax Credit

Companies that put biodiesel fuel into a vehicle or use biodiesel fuels in their business vehicles are eligible for a tax credit of \$1.00 per gallon.

Learn More:

Excise Tax Branch

202-622-3130

http://www.afdc.energy.gov/afdc/progs/view_ind_fed.php/afdc/396/0

Corporate Tax Credit

Federal Tax Credit

In addition to receiving a tax credit for solar photovoltaic generation, a non-residential manager can receive a tax credit of 30 percent for geothermal energy, microturbines, and fuel cells.

Learn More:

800-829-4933

http://frwebgate.access.gpo.gov/cgi-bin/getdoc.cgi?dbname=browse_usc&docid=Cite:+26USC48

Fuel Cells and Microturbines Tax Incentive

Federal Tax Credit

Tax credits of up to \$3,000 per kWh are available for the purchase of fuel cells, while tax credits of up to \$200 per kWh are available for microturbines.

Learn More:

800-829-4933

http://energytaxincentives.org/business/fuel_cells.php

U.S. Department of Agriculture

Biobased Products and Bioenergy Program

Federal Loan Program

Loans are available to help rural industry generate electricity from biobased sources.

Learn More:

<http://www.rurdev.usda.gov/rbs/biomass/biomass.htm>

Biorefinery Assistance Loan Guarantee

Federal Loan Program

Loans are available to help biorefineries conserve and use energy more effectively. Loan guarantees are available up to \$250 million.

Learn More:

<http://www.rurdev.usda.gov/rbs/busp/baplg9003.htm>

Business and Industry Guaranteed Loans

Federal Loan Program

Loans of up to \$10 million are available to rural industrial manufacturers to “improve the economic and environmental climate” in their communities.

Learn More:

http://www.rurdev.usda.gov/rbs/busp/b&i_gar.htm

Energy Efficiency Improvements Loan

Federal Tax Credit

Loans are available for the purchase of renewable energy generating systems by small rural businesses or agricultural producers.

Learn More:

<http://www.rurdev.usda.gov/rbs/farm-bill/index.html>

Renewable Energy Systems and Energy Efficiency Improvements Program

Federal Grant and Loan Program

This program provides grants and loans to small businesses in rural communities that are interested in making their buildings more energy efficient.

Learn More:

<http://www.rurdev.usda.gov/rbs/farm-bill/index.html>

U.S. Department of Energy

Loan Guarantee Program

Federal Loan Program

DOE offers loans to projects that “avoid, reduce, or sequester air pollutants or anthropogenic emissions of greenhouse gases.” Loans are available for biomass, hydrogen, wind, solar, hydropower, advanced fossil energy coal, carbon, electricity delivery and reliability, alternative fuel vehicles, pollution control equipment, and industrial energy efficiency projects.

Learn More:

202-586-8336

<http://lgprogram.energy.gov/index.html>

Unsolicited EERE Proposals

Federal Grant Program

Unsolicited proposals may be selected if they are novel and do not reflect a current solicitation or existing work.

Learn More:

John N. Augustine
412-386-4524

John.Augustine@netl.doe.gov
http://www1.eere.energy.gov/financing/unsolicited_proposals.html

U.S. Department of the Treasury

American Reinvestment and Recovery Act Tax Credits and Grants

Federal Tax Credits and Grant Program

Tax credits and grants are available from select state energy offices to help promote renewable energy generation and/or energy efficiency.

Learn More:

http://thomas.loc.gov/home/h1/Recovery_Bill_Div_B.pdf

U.S. Environmental Protection Agency (EPA)

Clean Construction USA Loans

Federal Loan Program

EPA offers loans to companies to help finance projects that reduce diesel emissions from construction equipment and vehicles.

Learn More:

<http://www.epa.gov/otaq/diesel/construction/>

Combined Heat and Power (CHP) Partnerships

Federal Assistance Program

Combined Heat and Power (CHP) systems are an efficient, clean and reliable approach to generating power and thermal energy from a single fuel source. Incentives for CHP are available through the EPA.

Learn More:

703-373-8108
chp@epa.gov
<http://www.epa.gov/chp/funding/index.html>

Energy Star for Industry

Technical Assistance

The Energy Star program is a joint initiative of the U.S. Department of Energy and EPA which seeks to increase implementation of energy efficient equipment and techniques.

Learn More:

http://www.energystar.gov/index.cfm?c=industry.bus_industry

U.S. Small Business Administration (SBA)

Energy Loan Program

Federal Loan Program

SBA offers a loan program to small businesses that are affiliated with energy conservation. Loans are up to \$2 million with a low interest rate.

Learn More:

<http://www.sba.gov/services/financial-assistance/sbaloantopics/SpecialPurposeLoans/index.html>

National Resources

Non-profit Organizations

Pump Systems Matter

Pumping System Optimization and Energy-Efficiency Education & Training

Technical Assistance

Vendor neutral market awareness, education, training, products, services and tools that focus on energy savings opportunities with pumping systems.

Learn More:

Joanne Bachmann
973-267-9700
jbachmann@pumps.org
<http://www.PumpSystemsMatter.org>

National Industry Associations

Aluminum Association

Energy Information

Technical Assistance

The organization provides fact sheets on energy and environmental responsibility to its members.

Learn More:

Charles Johnson
703- 358-2960
cjohnson@aluminum.org
<http://www.aluminum.org/>

Association of Energy Engineers

Energy Training Program

Education and Training Program

This organization offers seminars and online training sessions for engineers. Trainings cover a wide variety of energy-related topics, including energy efficiency and renewable energy generation.

Learn More:

Helen Ardavin

770-447-5083, ext. 218

Helen@aeecenter.org

<https://www.aeecenter.org/seminars/>

Association of Energy Services Professionals

Brown Bag Energy Seminars

Education and Training Program

These 90-minute online Webinars cover a variety of energy topics including energy efficiency.

Learn More:

Kim Burtraw

480-704-5900

kim@aesp.org

<http://www.aesp.org/displaycommon.cfm?an=1&subarticlenbr=46>

Non-Ferrous Founders' Society

Energy Information

Technical Assistance

NFDS offers training, technical resources, and technical assistance to its members.

Learn More:

Ryan Moore

847-299-0950

ryanm@nffs.org

<http://www.nffs.org/>

North American Die Casting Association

Energy Information

Technical Assistance

NADCA members can access the organization's energy audits, training, technical assistance and resources, and cost shared-R&D.

Learn More:

847-279-0001

<http://www.diecasting.org/default.php>

Original Equipment Suppliers Association

Energy Information

Technical Assistance

OESA offers its members energy efficiency publications, trainings, and events.

Learn More:

248-952-6401

info@oesa.org

<http://www.oesa.org/>

Steel Founders' Society of America

Energy Information

Technical Assistance

The organization offers technical assistance, resources, and cost shared-R&D to its members.

Learn More:

Malcolm Blair

815-455-8240

blairm@sfsa.org

<http://www.sfsa.org/>

National Industry Associations

American Public Power Association

Energy Efficiency Resource Central

Technical Assistance

APPA offers technical assistance for its member utilities to help their key industrial customers improve their energy efficiency.

Learn More:

Ursula Schryver

202-467-2980

USchryver@APPAnet.org

<http://www.appanet.org/utility/utility.cfm?ItemNumber=21923&navItemNumber=21021>

Edison Electric Institute

Industry Initiatives

Technical Assistance

EI works with its member utilities to improve the energy efficiency of their industrial customers.

Learn More:

<http://www.eei.org/ourissues/EnergyEfficiency/Pages/IndustryInitiatives.aspx>

Energy Solutions Center

Industrial Consortia

Technical Assistance

ESC convenes various industrial consortia of equipment manufacturers to address how they can improve their equipment to better meet the needs and energy efficiency objectives of industrial manufacturers.

Learn More:

Warren Willits

216-536-9787

wawillits@wawii-inc.com

http://www.energysolutionscenter.org/consortia/ind-energy_eff.asp

Foundations

Hannon Armstrong

Energy Conservation Fund

Loan Program

Hannon Armstrong will offer loans to public and private sector businesses interested in making their buildings more energy efficient. The loan will cover up to 100 percent of the total project cost.

Learn More:

Polly Gibbons-Neff

410-571-6177

pneff@hannonarmstrong.com

<http://ase.org/content/article/detail/3448>

StePP Foundation

Environmental Project Financing

Financial Assistance

The StePP Foundation matches organizations with environmental improvement projects (include renewable energy and energy efficiency) with companies that have financing to implement those projects.

Learn More:

Bruce Dines

303-277-0932

<http://www.steppfoundation.org/main.htm>

Private Firms

American Trainco

Industrial Energy Efficiency Training

Education and Training Program

This company provides a wide variety of industrial training opportunities throughout the country. All programs are linked to certain industrial systems/practices and have an energy efficiency component.

Learn More:

303-531-4560

Administrator@AmericanTrainco.com

<http://www.americantrainco.com/default.aspx>

Energy Guide

Customized Business

Energy Analysis

Energy Audit

This online tool helps non-residential customers analyze their energy use.

Learn More:

781-694-3300

<http://www.energyguide.com/audit/BAintro.asp>

Energy Sciences

Energy Consultants

Technical Assistance

Energy Sciences specializes in demand side energy services for the municipal, commercial and industrial, sectors. We enable our clients to practice energy conservation and reduce GHG emissions while optimizing operating costs. Our core services include: development and implementation of comprehensive energy management programs, energy audits, energy efficient lighting solutions, staffing, and outreach/training programs. We believe that energy efficiency is an integral part of the energy solution needed for the future.

Learn More:

Frank Schulmeister

248-760-1924

frank@esciences.us

<http://www.esciences.us>

E-Source

Efficiency & Demand-Response Programs Service

Energy Audit and Demand

Response Program

This online tool helps companies improve their demand response and energy efficiency programs.

Learn More:

Rachel Reiss Buckley

303-345-9104

http://www.esource.com/public/products/frs_edrp.asp

Regional Programs

There are also a host of different organizations in the Northeast that provide technical or financial assistance to industrial manufacturers throughout the 13-state region.

Utilities

Investor-owned

Allegheny Energy

Custom Applications Program

Technical and Financial Assistance

This program provides industrial customers energy auditing services and custom rebates for highly specialized processes and applications of energy efficient improvements. Allegheny Energy will issue an annual request for proposals for energy-savings projects of 250,000 kWh per year or greater. Approved rebates will be capped at \$250,000 per project.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/EngConservHome.asp>

Data Pulses

Technical Assistance

As part of the Allegheny Energy Management tools, the Data Pulses program provides unedited near real-time energy data, giving an industrial customer greater capacity to take advantage of load-management systems.

Learn More:

866-523-4081

myaccountmanager@alleghenypower.com

<http://www.alleghenypower.com/Bus-2Bus/Bus2BusEngEfficiency.asp>

Economic Load Response Program

Financial Assistance

The Economic Load Response Program offers financial incentives to customers who reduce their power consumption during periods of high electrical demand or prices. To qualify, customers must have the ability to reduce their electric demand by a minimum of 100 kW per hour.

Learn More:

866-523-4081

myaccountmanager@alleghenypower.com

<http://www.alleghenypower.com/Bus-2Bus/Bus2BusEngEfficiency.asp>

Energy Data Services

Technical Assistance

As part of Allegheny Energy management tools, Energy Data Services provide customers with the ability to access historical electric-load data in 15-, 30-, or 60-minute increments for an individual facility or for multiple facilities in order to make optimal money-saving energy decisions.

Learn More:

866-523-4081

myaccountmanager@alleghenypower.com

<http://www.alleghenypower.com/Bus-2Bus/Bus2BusEngEfficiency.asp>

High Efficiency HVAC Retrofits

Financial Assistance

Allegheny Energy offers rebates on qualifying commercial air conditioners and heat pumps.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/EngConservHome.asp>

Interruptible Load Resource Program

Financial Assistance

The Interruptible Load Resource Program pays customers if they are called to reduce electrical usage during system emergencies. To participate, customers must agree to be available for up to 10 reductions per year and have the ability to reduce demand by a minimum of 100 kW per hour.

Learn More:

866-523-4081

myaccountmanager@alleghenypower.com

<http://www.alleghenypower.com/Bus-2Bus/Bus2BusEngEfficiency.asp>

Variable Frequency Drives

Financial Assistance

Allegheny Energy provides rebates up to 50% off the initial purchase price for installing variable frequency drives.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/EngConservHome.asp>

Blue Star Energy

Energy Audit

Technical Assistance

BlueStar Energy offers industrial customers energy audits.

Learn More:

<http://www.bluestarenergy.com/efficiency-audit.html>

Lighting Retrofit Services

Financial Assistance

BlueStar Energy's industrial customers pay no out-of-pocket expenses when implementing lighting retrofits because the cost is paid for with energy savings over time.

Learn More:

<http://www.bluestarenergy.com/efficiency-retrofit.html>

Chesapeake Utilities Corporation

Energy Consulting

Technical Assistance

Chesapeake Utilities offers technical services such as project management, feasibility studies, design and engineering review, cost comparisons, and performance monitoring.

Learn More:

302-734-6797

<http://www.chpkgas.com/business/energyconsult.htm>

Constellation NewEnergy

Constellation NewEnergy Online

Technical Assistance

Constellation NewEnergy offers a free energy-management tool for industrial customers to find energy efficient opportunities, track changes in their consumption, and compare usage across multiple facilities.

Learn More:

866-237-7693

<https://quote.newenergy.com/http://www.newenergy.com/portal/site/menuitem.987b194dd5e782ce18a805e4da6176a0>

Energy Efficiency Projects

Technical Assistance

This program provides technical and operational solutions designed to help industrial customers achieve energy goals and improve energy management.

Learn More:

866-237-7693

<http://www.newenergy.com/portal/site/cne/menuitem.1b1af2559c566632782c7883da6176a0>

Load Response

Financial Assistance

The Load Response Program offers financial rewards to industrial customers who reduce energy consumption on days when regional power grids are under stress in the Load Response Program.

Learn More:

<http://www.newenergy.com/portal/site/cne/menuitem.96b929cflc4680ae18a805e4da6176a0>

Consolidated Edison

Day-Ahead Demand Reduction Program (DADRP)

Financial Assistance

Under DADRP, customers agree to reduce load when wholesale electric market prices exceed a predetermined price. A customer will receive payment incentives based on forecasted wholesale prices for the load reductions if the nomination was accepted.

Learn More:

800-643-1289

dr@coned.com
http://www.coned.com/energyefficiency/demand_reduction.asp

Day-Ahead Hourly Pricing (DAHP)

Financial Assistance

Under DAHP, customers pay hourly retail electric energy rates that reflect the hourly changes in wholesale energy rates.

Learn More:

800-643-1289

dr@coned.com
http://www.coned.com/energyefficiency/vol_time_pricing.asp

Distribution Load Relief Program (DLRP)

Financial Assistance

DLRP is designed to reduce the strain on transmission and distribution lines during times of heavy demand by industrial customers, reducing their consumption by at least 50 kW. Consolidated Edison will pay for electricity not used during an event.

Learn More:

800-752-6633

http://www.coned.com/energyefficiency/dist_load_relief.asp

Emergency Demand Response Program (EDRP)

Technical Assistance

Consolidated Edison will contact EDRP participants with a request to voluntarily curtail power use. Participating companies will receive financial compensation from the utility.

Learn More:

800-752-6633

dr@coned.com
http://www.coned.com/energyefficiency/emergency_d_response.asp

Installed Capacity Program

Financial Assistance

Incentives are available for industrial customers that reduce electric load by using generators or other means of curtailment without having to meet daily bidding and scheduling requirements.

Learn More:

800-752-6633

<http://www.coned.com/energyefficiency/icap.asp>

PowerYourWay ESCO Rebate Program

Technical and Financial Assistance

Customers can use PowerYourWay to shop for electricity and natural gas from a variety of energy supply companies. Customers may also qualify for a 7% PowerMove discount on the Consolidated Edison price for energy supply for two months.

Learn More:

877-668-3234

http://www.poweryourway.com/business_customers.asp

Small Business Direct Installation Program

Technical Assistance

Consolidated Edison offers free on-site energy surveys.

Learn More:

800-643-1289

<http://www.coned.com/energyefficiency/business.asp>

Delmarva Power

Energy Management with Energy Profiler Online

Technical Assistance

This online tool enables users to analyze usage for multiple sites or facilities, review usage data for energy-choice decisions, measure

the effectiveness of energy efficiency efforts, and generate management reports.

Learn More:

800-898-8042

<http://www.delmarva.com/business/services/commercial/energy/>

EnerNOC

Carbon SMART

Technical Assistance

Carbon SMART offers industrial customers carbon-management applications and services to measure, track, and manage GHG emissions across the enterprise.

Learn More:

<http://www.enernoc.com/solutions/carbontrak.php>

Demand Response

Financial Assistance

The utility offers businesses a load-management program that enables them to earn money by reducing energy use during emergencies and other critical periods.

Learn More:

<http://www.enernoc.com/solutions/demand-response.php>

Energy Efficiency Program

Technical Assistance

Monitoring Based Commissioning can uncover substantial energy efficiency opportunities through the continuous analysis of building operations.

Learn More:

<http://www.enernoc.com/solutions/energy-efficiency.php>

Energy Procurement

Technical Assistance

EnerNOC provides energy analysis and services to help organizations make better energy-purchasing decisions.

Learn More:

<http://www.enernoc.com/solutions/energy-procurement-services.php>

Site SMART

Technical Assistance

EnerNOC provides industrial customers with data driven energy efficiency applications and services, including analysis to determine an optimal performance baseline and monitoring services that can report, track, and help reduce energy consumption.

Learn More:

<http://www.enernoc.com/solutions/energy-efficiency.php>

GasNetworks

Commercial & Industrial Infrared Rebate

Financial Assistance

GasNetworks provides financial incentives to encourage customers to purchase and install natural gas, low-intensity infrared heating equipment.

Learn More:

800-232-0672

<http://www.gasnetworks.com/efficiency/applications.asp>

Commercial High Efficiency Equipment Rebate

Financial Assistance

GasNetworks provides financial incentives to encourage small businesses to purchase high-efficiency furnaces, boilers, and water heaters.

Learn More:

800-232-0672

<http://www.gasnetworks.com/efficiency/applications.asp>

Gexa Energy

Energy Audit

Technical Assistance

Gexa Energy provides energy-management professionals to help industrial customers create electricity plans with fixed- or variable-rate components.

Learn More:

866-961-9399

<https://www.gexaenergy.com/business/Solutions/products.aspx>

Hess Energy

Demand Response

Financial Assistance

Customers earn money by committing to reduce electricity usage a few times a year when their local power grid is at its peak, or when there is a significant spike in energy prices. For this commitment to reduce usage, Hess will pay customers every month.

Learn More:

860-529-0679

<http://www.hessenergy.com/products/electricity/DR.aspx>

Hess C-Neutral

Financial Assistance

This program helps businesses become leaders in environmental stewardship and consumer advocates by bundling natural gas, electricity, and/or fuel oil with carbon offset credits, making their total energy purchase carbon neutral.

Learn More:

860-529-0679

<http://www.hessenergy.com/green/carbon.htm>

Custom Trainings

Technical Assistance

Custom Trainings provides links to energy efficiency resources, training, and certification for industry.

Learn More:

<http://www.maeeep.org/custom.cfm>

Integrys Energy Services

Energy Manager

Technical Assistance

Integrys Energy Services provides industrial customers with energy tracking, management, and aggregated facility data and analysis.

Learn More:

800-350-9594

<http://www.integrysenergy.com/service/energymanager.aspx>

ISO New England

Demand Response

Technical and Financial Assistance

ISO New England offers customers the opportunity to participate in a variety of Demand Response programs that compensate large electricity users for reducing consumption when market prices or demand is high.

Learn More:

413-540-4220

http://www.iso-ne.com/genrtion_resources/dr/index.html

National Grid

Building Practices & Demonstration Program

Technical and Financial Assistance

The Building Practices & Demonstration Program partially pays the installation costs of industrial customers who install new or underutilized energy-saving technology and publically demonstrate the technology's energy-saving potential.

Learn More:

800-843-3636

http://www2.nationalgridus.com/ps-business/energy/building_nh_kednh.jsp

Business Energy Analyzer

Technical Assistance

This program provides free customized energy-analysis service to build an energy-saving action plan that's uniquely fit for a business.

Learn More:

800-322-3223

<http://www.energyguide.com/energysmartsbe/sbemasterframe.asp?bid=keyspanma&sid=447>

Business Energy Library

Technical Assistance

This online library provides energy and technology resources to help users learn about the energy used in businesses. Topics include heating, cooling, lighting, weatherization, water heating, food storage, light industrial, and ENERGY STAR.

Learn More:

800-322-3223

<http://www.energyguide.com/library/energylibraryhome.asp?referrerid=52&bid=keyspanma&sid=451&prd=20>

Commercial Energy Efficiency Program

Financial Assistance

National Grid will help fund energy-saving measures by offering rebates based on projected energy savings. Incentives are available for up to 50% of the project cost, up to \$100,000.

Learn More:

718-643-4050

http://www2.nationalgridus.com/psbusiness/choose_region.jsp?sect=/psbusiness/energy/energy_efficiency

Commercial High Efficiency Heating Program

Financial Assistance

National Grid provides cash rebates to customers for the installation of high-efficiency gas and water heating equipment. Rebates are available to industrial customers to help reduce the incremental cost difference between standard- and high-efficiency heating equipment.

Learn More:

800-292-2032

http://www2.nationalgridus.com/psbusiness/choose_region.jsp?sect=/psbusiness/energy/heating_program

Demand Response

Technical and Financial Assistance

National Grid will provide industrial customers with a demand response assessment to help determine the best demand response program for their business, provide financial incentives toward implementation of demand response projects, and provide credits to reduce electric bills for participating demand response customers.

Learn More:

800-322-3223

https://www.nationalgridus.com/mas-selectric/business/programs/3_demand_response.asp

Design 2000plus program

Technical and Financial Assistance

Design 2000plus offers technical assistance and financial incentives to large industrial customers that are building new facilities, adding capacity for manufacturing, replacing failed equipment, or undergoing major renovations.

Learn More:

800-322-3223

http://www.nationalgridus.com/mas-selectric/business/energyeff/4_new.asp

Energy Profiler Online

Technical Assistance

Energy Profiler Online enables customers to understand how electricity is used within their company over time.

Learn More:

http://www.nationalgridus.com/niagara-hawk/business/programs/3_energycheck.asp

Existing Facility Incentives

Technical and Financial Assistance

National Grid offers technical assistance and incentives to help businesses purchase and install energy efficient equipment and systems for a facility.

Learn More:

800-322-3223

http://www.nationalgridus.com/nantucket/business/energyeff/4_existing.asp

New Construction Incentives

Financial and Technical Assistance

National Grid offers technical assistance and financial incentives to industrial customers that are building new facilities, adding capacity for manufacturing, replacing failed equipment, or undergoing major renovations. The utility offers financial incentives through the following programs to help defray costs of improvements on lighting and controls, HVAC systems, motors, custom projects, compressed air, variable speed drivers, and dry type transformers.

Learn More:

800-375-7405

http://www.nationalgridus.com/granite-estate/business/energyeff/4_new.asp

Small Business Energy Efficiency Program

Technical and Financial Assistance

The National Grid Small Business Energy Efficiency Program is for business customers with an average demand use of 300 kW or less per month. The program provides a free energy audit with personalized energy-saving recommendations. National Grid pays up to 70% of the installation cost of qualifying equipment. Interest-free financing for two years is also available for the remaining 30% of installation costs.

Learn More:

800-332-3333

http://www.nationalgridus.com/mas-selectric/business/energyeff/3_small.asp

Technical Assistance

Technical Assistance

National Grid helps industrial customers identify more energy efficient processes and equipment, as well as design and construction assistance for energy efficient buildings.

Learn More:

800-375-7405

https://www.nationalgridus.com/naragansett/business/energyeff/5_assist.asp

Turnkey Services: Project Expediter Program

Technical Assistance

The Project Expediter Program provides energy audits and support services, including qualified vendors to inspect facilities for energy efficient measures; analysis of project economics; maximizing benefits of incentive programs; and complete installation services.

Learn More:

800-375-7405

https://www.nationalgridus.com/nar-ragansett/business/energyeff/5_turn-key.asp

Pepco**Chief Energy Officer Online (CEO Online)***Technical Analysis*

CEO Online allows users to monitor and analyze a variety of electric consumption statistics, including energy use by time of use period (kWh); peak demand (kW) and load factor (percentage); and hourly, daily, weekly, monthly, or customized time period data.

Learn More:

202-872-2121

ceo_online@pepco.com

<http://www.pepco.com/business/services/commercial/energy/>

Energy Saving for Existing Construction*Technical and Financial Assistance*

Pepco helps industrial customers identify energy-saving opportunities and provides a rebate up to \$30,000 or 50% of the cost for implementing Retro-Commissioning recommendations in an existing building.

Learn More:

866-353-5798

PepcoEnergyEfficiency@LMBPS.com
<https://cienergyefficiency.pepco.com/EnergySaveEB.aspx>

Energy Saving for New Construction*Financial Assistance*

Pepco provides a rebate of up to \$20,000 or 50% of the cost for implementing enhanced commissioning services in the design phase of new construction.

Learn More:

866-353-5798

PepcoEnergyEfficiency@LMBPS.com
<https://cienergyefficiency.pepco.com/EnergySavingNC.aspx>

Lighting and Lighting Controls Rebates*Financial Assistance*

Pepco provides various rebates for industrial customers that upgrade to more efficient lighting systems.

Learn More:

866-353-5798

PepcoEnergyEfficiency@LMBPS.com
<https://cienergyefficiency.pepco.com/Lighting.aspx>

Motor Rebates*Financial Assistance*

Pepco provides various rebates up to \$700 for the NEMA premium-efficiency motors.

Learn More:

866-353-5798

PepcoEnergyEfficiency@LMBPS.com
<https://cienergyefficiency.pepco.com/Motors.aspx>

Operations and Maintenance Training*Technical and Financial Assistance*

Pepco provides a partial reimbursement for training and tuition costs for industrial building operation personnel that complete a course on reducing electrical energy within buildings.

Learn More:

866-353-5798

PepcoEnergyEfficiency@LMBPS.com
<https://cienergyefficiency.pepco.com/OMTraining.aspx>

Packaged and Split System HVAC Units Rebates*Financial Assistance*

Pepco provides various rebates for industrial customers that install energy-saving heating ventilation and air conditioning (HVAC) systems and equipment.

Learn More:

<https://cienergyefficiency.pepco.com/HVAC.aspx>

Variable Frequency Drive Rebates*Financial Assistance*

Pepco offers rebates from \$1700 to \$7000 for the purchase and installation of qualifying variable frequency drives.

Learn More:

<https://cienergyefficiency.pepco.com/Variable.aspx>

Vending Machine/Beverage Cooler Controls*Financial Assistance*

Pepco provides incentives for measures adopted to reduce the energy consumption of vending machines/beverage coolers.

Learn More:

<https://cienergyefficiency.pepco.com/Refri.aspx>

Unitil

Energy Efficiency Program for Small Commercial and Industrial Customers

Financial Assistance

For small industrial customers consuming annual gas usage of 0.4 trillion British thermal units (Trillion Btu) or less, Unitil shares the cost to design, purchase, and install qualified energy efficient upgrades and equipment. Unitil will pay 50% of the qualified installment cost, up to a maximum of \$50,000 per master meter.

Learn More:

http://services.unitil.com/maine/bus_energy_efficiency_programs.asp?t=5

Energy Efficiency Program for Large Commercial and Industrial Customers

Technical and Financial Assistance

For large industrial customers consuming annual gas usage of more than 0.4 Trillion Btu, Unitil provides a free walk through assessment of the customer's facility; up to \$7,500 of the cost for a professional engineer's energy assessment; and 50% of the cost to design, purchase, and install qualified energy efficiency upgrades and equipment. Unitil will pay 50% of the qualified installment cost, up to a maximum of \$50,000 per master meter.

Learn More:

866-933-3821

http://services.unitil.com/maine/bus_energy_efficiency_programs.asp?t=6

Energy Efficiency Programs Large Business Services

Technical and Financial Assistance

Unitil provides large business, whose average monthly demand exceeds 100 kW, with comprehensive engineering services, project management, and up to 50% rebates on project costs for qualifying energy-saving improvements and equipment.

Learn More:

888-301-7700

http://services.unitil.com/mass/bus_energy_efficiency_programs.asp?t=2

Energy Efficiency Programs Small Business Services

Technical and Financial Assistance

Unitil provides small business, whose average monthly demand is less than 100 kW, with free technical assessments, comprehensive energy efficiency proposals, and rebates for qualifying energy-saving improvements and equipment.

Learn More:

888-301-7700

http://services.unitil.com/mass/bus_energy_efficiency_programs.asp?t=1

Energy Efficient Equipment Rebate Programs

Financial Assistance

Unitil provides rebates for the installation of qualifying high-efficiency gas fired space and water heating equipment.

Learn More:

888-301-7700

http://services.unitil.com/mass/bus_energy_efficiency_programs.asp?t=3

Local Resources

Nonprofit Organizations

Northeast Energy Efficiency Council

Building Operator Certification (BOC)

Technical Assistance

BOC is a nationally recognized training and certification program for building operators offering improved job skills and more comfortable, energy efficient facilities.

Learn More:

Ellen MacPherson

877-850-4793

bocinfo@theboc.info

http://www.theboc.info/ne/schedule_ne.html

Reinvestment Fund

Sustainable Development Fund

Financial Assistance

This \$32 million fund is available to businesses to reduce their building's energy consumption by a minimum of 25%.

Learn More:

215-574-5800

Energy@TRFund.com

<http://www.trfund.com/financing/energy/energy.html>

Sustainable Energy Fund (SEF)

SEF Financing

Financial Assistance

SEF provides technical assistance and financing for energy efficiency and renewable energy projects. Loan payments are customized for each project to be less than the monthly energy savings, creating a positive cash flow.

Learn More:

<http://www.theseef.org/Incentives-Financing/SEFFinancing/tabid/72/Default.aspx>

Industrial Efficiency Centers and Clean Energy Application Centers

Lehigh University

Industrial Assessment Center (IAC)

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

Sudhakar Neti
610-758-4117
sn01@lehigh.edu
<http://www.lehigh.edu/~inluiac/index.html>

Mid-Atlantic Clean Energy Application Center

Combined Heat and Power (CHP)

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment, and other information on CHP such as available financial incentives.

Learn More:

James Freihaut
814-863-0083
jdf11@psu.edu
<http://www.maceac.psu.edu/index.htm>

Northeast Clean Energy Application Center

CHP

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment, and other information on CHP such as available financial incentives.

Learn More:

Beka Kosanovic
413-545-0684
kosanovi@ceere.org
<http://www.northeastchp.org/nechpi/events.cfm?recID=110>

Syracuse University

IAC

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

Frederick Carranti
315-443-4346
carranti@syr.edu
<http://iac.syr.edu/>

University of Delaware

IAC

Technical Assistance

The University of Delaware IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

Learn More:

Keith Goosen
302-831-0590
goossen@ece.udel.edu
<http://www.ece.udel.edu/iac/>

University of Massachusetts

IAC

Technical Assistance

The University of Massachusetts IAC operates within the Center for Energy Efficiency and Renewable Energy. Assessments are offered to small- and medium-sized manufacturing plants (Standard Industrial Codes 20-39) in the New England area with gross annual sales of less than \$100 million, not more than 500 employees, no in-house energy expert, and energy costs totaling \$100,000 to \$2.5 million per year.

Learn More:

Beka Kosanovic
413-545-0684
kosanovi@ceere.org
<http://www.ceere.org/iac/index.html>

West Virginia University

IAC

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

B. Gopalakrishnan
304-293-4607 ext. 3709
bgopalak@mail.wvu.edu
<http://www2.cemr.wvu.edu/~wwwiac/>

State Programs

In addition to the national and regional programs, industrial energy efficiency resources and incentives are available from a number of other sources. The following section provides an overview of the various programs offered in the Northeast region, including programs from state agencies, utilities, industry and energy efficiency associations, and nonprofit associations among other organizations.

A. Connecticut

Connecticut's economy is ranked 23rd in the nation in terms of 2008 gross domestic product (GDP), generating \$216.1 million annually.³ Industrial manufacturing is an important sector of Connecticut's economy, providing the state with 79,054 jobs and supplying \$26,269 million worth of goods. Based on the total value of shipments, Connecticut's leading industries include transportation equipment, chemical, and fabricated metal product manufacturing.⁴ In 2007, local industry used 115.2 Trillion Btu, which was the 44th highest in the nation (or approximately 13.2% of all energy consumed in the state).⁵ The state's industrial natural gas consumption totaled 23.5 Trillion Btu, ranking 40th in the nation. Moreover, the industrial sector accounted for approximately 3.0 million metric tons of carbon dioxide (CO₂) emissions, according to 2005 data.⁶

The State of Connecticut has realized the importance of addressing its level of energy consumption and has authorized the Connecticut Energy Advisory Board (CEAB) to represent the state in regional energy planning, the state's annual load forecast proceeding, and the procurement plan submitted by electric distribution companies. CEAB's goal is to provide a blueprint for Connecticut's state policymakers of the key long-term visionary goals and strategies that will assist in the creation of a successful state energy policy. The 2007 State Energy Plan details ways to bring down electric cost for the commercial and industry sectors, such as providing energy efficiency financial incentives and load-management programs.⁷

Additionally, multiple resources are made available throughout the state for plant managers that provide information on energy efficiency and renewable energy, as well as assistance in financing energy efficiency improvements and renewable-energy projects. Both the state government and utility companies offer local industry incentives and resources for reducing its energy consumption.

Government

State Programs

Connecticut Clean Energy Fund (CCEF)

On-Site Renewable Distributed Generation Program

Financial Assistance

Connecticut's On-Site Renewable Distributed Generation Program provides grants to support the installation of systems that generate electricity at commercial, industrial, and institutional buildings.

Learn More:

860-563-0015

bocinfo@theboc.info

<http://www.ctcleanenergy.com/Your-BusinessorInstitution/OnSiteRenewableDG/tabid/95/Default.aspx>

Operational Demonstration Program Incentive Program

Financial Assistance

The CCEF created the Operational Demonstration Program in August 2005 to enable companies to demonstrate the effectiveness of their near-commercial, clean-energy technologies.

Learn More:

860-563-0015

<http://www.ctcleanenergy.com/Your-BusinessorInstitution/OperationalDemoProgram/tabid/98/Default.aspx>

Solar Thermal Incentive Program

Financial Assistance

CCEF received \$4 million from the American Recovery and Reinvestment Act State Energy Program to support solar hot water heating in the state.

Learn More:

860-563-0015

<http://www.ctcleanenergy.com/YourBusinessorInstitution/SolarThermalIncentiveProgramCommercial/tabid/519/Default.aspx>

Connecticut Department of Public Utility Control

Backup Rates - Interconnection Standards - ISO-NE Demand Response Programs

Financial Assistance

Under the capital grant program, the electric cost associated with power used when base load customer-side generation is out of service can be reduced. Some projects may be required to participate in ISO-NE's Demand Response Programs.

Learn More:

Bryan Barbera, CL&P
860-665-6249

barbebc@nu.com

<http://www.ct.gov/dpuc/cwp/view.asp?a=3356&q=419794>

Capital Grants for Customer-Side Distributed Resources

Financial Assistance

Connecticut offers grants to retail end-use customers of electric distribution companies for the installation of customer-side distributed resources.

Learn More:

Kimberley Santopietro
(Filling Assistance)
860-827-2737

Kimberley.santopietro@po.state.ct.us

<http://www.dpuc.state.ct.us/Electric.nsf/All?OpenView&Start=1&Count=30&Expand=1.7#1.7>

Discounts for Natural Gas

Financial Assistance

Distributed-resource projects that use natural gas can qualify for reduced rates and/or loans from Connecticut Natural Gas, Southern Connecticut Gas, or Yankee Gas Services Company.

Learn More:

Bryan Barbera, Yankee Gas
860-665-6249

barbebc@nu.com

<http://www.ct.gov/dpuc/cwp/view.asp?a=3356&q=419794>

Incentive Program for Customer-Side Distributed Resources

Financial Assistance

A one-time nonrecurring grant is available for retail customer-side projects up to 65 MW.

Learn More:

860-827-1553

dpuc.information@po.state.ct.us

<http://www.dpuc.state.ct.us/Electric.nsf/bb23886a033a7ef28525713c000031d4/98a6442127db9ec1852572680058abf3?OpenDocument>

Low-Interest Loans for Customer-Side Distributed Resources

Financial Assistance

Long-term financing is available to retail end-use customers for the installation of customer-side distributed resources.

Learn More:

Maureen Hoffman, DPUC
860-827-2811

maureen.hoffman@po.state.ct.us

<http://www.ct.gov/dpuc/cwp/view.asp?a=3356&q=419794>

Property Tax Exemption for Renewable Energy Systems

Financial Assistance

Connecticut provides a property-tax exemption for any passive or active solar-water or space-heating system, or geothermal-energy resource, regardless of the type of facility the system serves.

Learn More:

860-827-1553

<http://www.cga.ct.gov/2008/sup/chap203.htm#Sec12-81.htm>

Renewable Energy Credits (RECs)

Financial Assistance

Generators that use Class I, Class II, or Class III fuel sources are awarded renewable-energy credits that can be sold in the wholesale electric market.

Learn More:

860-827-1553

<http://www.ct.gov/dpuc/cwp/view.asp?a=3356&q=419794>

Connecticut Department of Revenue Services

Sales and Use Tax Exemption for Solar and Geothermal Systems

Financial Assistance

Connecticut offers a sales and use tax exemption for the purchase and installation of solar and geothermal heat pumps.

Learn More:

860-297-5962

<http://www.ct.gov/drs/cwp/view.asp?A=1514&Q=385310>

Connecticut Office of Policy and Management

New Energy Technology Program

Financial Assistance

This program offers grants to develop innovative energy efficient and renewable-energy technologies to save energy, improve air quality, and generate employment in Connecticut.

Learn More:

John Ruckes
860-418-6384

john.ruckes@ct.gov

http://www.ct.gov/opm/cwp/view.asp?a=2994&q=389832&opmNav_GID=1808

Utilities

Investor-Owned

Ameresco

Connecticut Energy Efficiency Incentive Program

Financial Assistance

Ameresco is offering Connecticut customers a rebate of up to \$600 per kW saved for installing energy efficient equipment and reducing their energy use during peak hours. The funding is available on a first-come, first-served basis, but is expected to be available until December 2010.

Learn More:

Larry Kata
866-314-9611

lkata@ameresco.com

<http://www.ameresco.com/ctdsmeep1.asp>

Connecticut Light and Power (CL&P)

Cool Choice Rebate Program

Financial Assistance

The Cool Choice Rebate Program provides a progressive rebate for the installation of new, qualifying HVAC units, including rebates for economizer controls.

Learn More:

877-947-3873

[http://nuwnotes1.nu.com/apps/clp/clp-webcontent.nsf/AR/CoolChoice/\\$File/coolchoice.pdf](http://nuwnotes1.nu.com/apps/clp/clp-webcontent.nsf/AR/CoolChoice/$File/coolchoice.pdf)

Energy Conscious Blueprint Program

Technical and Financial Assistance

CL&P Energy Conscious Blueprint Program is designed to maximize energy efficiency for industrial customers with new construction, major renovations, and tenant fit-out projects. The program also provides for new and replacement equipment.

Learn More:

877-947-3873

<http://www.cl-p.com/business/saveenergy/newconstruction/energyconsciousblueprint.aspx>

Energy Opportunities Efficiency Program

Technical and Financial Assistance

CL&P Energy Opportunities Program helps industrial customers improve the energy efficiency of their facilities by offering rebates on various retrofit options.

Learn More:

877-947-3873

<http://www.cl-p.com/business/saveenergy/services/energyopportunities.aspx>

Express Rebate Programs

Financial Assistance

CL&P offers prescriptive rebates for nonresidential customers including rebates for lighting, motors, A/C units, heat pumps and vending machines.

Learn More:

877-947-3873

<http://www.cl-p.com/Business/SaveEnergy/BusinessRebates.aspx>

MotorUp Rebate Program

Financial Assistance

The MotorUp Program provides a progressive rebate for the installation of new premium-efficiency, three-phase 1-200 hp open drip proof or totally enclosed fan cooled 1200, 1800, or 3600 RPM motors. Motors must operate at a minimum of 2,000 hours annually.

Learn More:

877-947-3873

[http://nuwnotes1.nu.com/apps/clp/clpwebcontent.nsf/AR/MotorUp/\\$File/motorup.pdf](http://nuwnotes1.nu.com/apps/clp/clpwebcontent.nsf/AR/MotorUp/$File/motorup.pdf)

Operation and Maintenance Program

Technical and Financial Assistance

The Operation and Maintenance Program helps improve the maintenance and operation of electric equipment in industrial facilities.

Learn More:

877-947-3873

<http://www.cl-p.com/business/saveenergy/services/omservices.aspx>

PRIME Audit Program

Technical Assistance

The PRIME Audit Program caters to industrial customers with an average monthly peak demand up to 1,500 kW and whose SIC codes are between 2000–3999. CL&P will provide an initial, no-cost facility walk-through assessment with a

comprehensive productivity audit and will conduct a focused study if necessary.

Learn More:

877-947-3873

<http://www.cl-p.com/Business/SaveEnergy/Services/PRIME.aspx>

Retro Commissioning Program

Technical Assistance

CL&P energy engineers will collaborate with businesses, industry, and a pre-qualified RCx engineering firm to maximize the opportunities for energy efficiency improvements at a facility. Based on the findings, CL&P will review the functional tests and trend analysis, and quantify the estimated savings.

Learn More:

877-947-3873

<http://www.cl-p.com/Business/SaveEnergy/Services/RetroCommissioning.aspx>

Small Business Energy Advantage Program

Financial Assistance

This combined rebate and loan program is offered to some of CL&P's industrial customers to make energy efficiency improvements at their facilities.

Learn More:

877-947-3873

<http://www.cl-p.com/business/saveenergy/services/energyadvantage.aspx>

Small Industrial and Commercial Energy Efficiency Loan Program

Financial Assistance

CL&P offers loans to industrial customers for the installation of electric energy-saving measures. The loan is interest-free and has a maximum six-year payback period. Loan amounts range from \$5,000 to \$100,000.

Learn More:

877-947-3873

<http://www.cl-p.com/business/saveenergy/financing/smallciloans.aspx>

Connecticut Natural Gas Energy Blueprint Program

Technical Assistance

Through the Energy Blueprint Program, Connecticut Natural Gas will work with industrial manufacturers to design a new facility that uses energy efficient equipment and will consume energy effectively.

Learn More:

877-947-3873

<http://www.cngcorp.com/YourBusiness/EnergyConservation/Energy-blueprnt.html>

Energy O&M Program

Technical and Financial Assistance

The utility will help customers improve the electrical and thermal efficiency of their operations through changes and repairs rather than capital investments.

Learn More:

877-947-3873

<http://www.cngcorp.com/YourBusiness/EnergyConservation/Operation-andMainten.html>

Energy Opportunities Program

Technical and Financial Assistance

Connecticut Natural Gas helps customers make gas efficiency choices based on advanced technology and what will benefit their organization in the long term.

Learn More:

877-947-3873

<http://www.soconngas.com/YourBusiness/EnergyConservation/opportunitiesprogram.html>

EnerNOC

Carbon SMART

Technical Assistance

The Carbon SMART program offers industrial customers carbon-management applications and services to measure, track, and manage GHG emissions across the enterprise.

Learn More:

<http://www.enernoc.com/solutions/carbontrak.php>

Energy Efficiency Program

Technical Assistance

Monitoring Based Commissioning (MBCx) can uncover substantial energy efficiency opportunities through the continuous analysis of building operations.

Learn More:

<http://www.enernoc.com/solutions/energy-efficiency.php>

Energy Procurement

Technical Assistance

EnerNOC provides energy analysis and services to help organizations make better energy-purchasing decisions.

Learn More:

<http://www.enernoc.com/solutions/energy-procurement-services.php>

Site SMART

Technical Assistance

EnerNOC provides industrial customers with data driven energy efficiency applications and services, including analysis to determine an optimal performance baseline and monitoring services that can report, track, and help reduce energy consumption.

Learn More:

<http://www.enernoc.com/solutions/energy-efficiency.php>

Hess Energy

Hess C-Neutral

Financial Assistance

This program helps businesses become leaders in environmental stewardship and consumer advocates by bundling natural gas, electricity, and/or fuel oil with carbon-offset credits, making their total energy purchase 100% carbon neutral.

Learn More:

860-529-0679

<http://www.hessenergy.com/green/carbon.htm>

Southern Connecticut Natural Gas

Energy Conscious Blueprint Program

Technical and Financial Assistance

Through the Energy Conscious Blueprint Program, Southern Connecticut Natural Gas will work with industrial manufacturers to design a new facility that uses energy efficient equipment and will consume energy effectively.

Learn More:

877-947-3873

<http://www.soconngas.com/YourBusiness/EnergyConservation/Energy-blueprint.html>

Energy Opportunities Program

Financial Assistance

This program provides financial assistance that will enable a business to determine its energy future and make decisions based on advanced technology and what will benefit the organization in the long term.

Learn More:

877-947-3873

<http://www.soconngas.com/YourBusiness/EnergyConservation/opportunitiesprogram.html>

Operation & Maintenance Services Program

Technical and Financial Assistance

The utility will help customers improve the electrical and thermal efficiency of their operations through changes and repairs rather than capital investments.

Learn More:

877-947-3873

<http://www.soconngas.com/YourBusiness/EnergyConservation/Operation-andMainten.html>

United Illuminating Company (UI)

Electric Solutions

Technical Assistance

The Electric Solutions team will work with businesses to identify, evaluate, and install energy efficient technologies throughout the workplace. Program measures include energy surveys, feasibility studies, and comparative cost analyses by experienced engineers.

Learn More:

Roddy Diotalevi

203-499-3632

Roddy.Diotalevi@uinet.com
http://www.uinet.com/wps/portal/uinet/business/!ut/p/c5/vY_dToNAEEafpS_AzPK-zu1yuFXEbdsKCrZSbhholUGibqCXdpXe9qjHqTeN8lzMnZz6oYMq-PrVN_doe9nUPJVR0k6QyVnMmhVyZAKU-vXZNmc4Ixgwco0d_k3fko7c5mHZ-6tihqrmRhV1CdqyYlakkTtWjePXmy-Nag7g4VdaOQHwD2ZSihnr38bZ5N-rfenKqT-5IsEKqTEM7p-fVF8vwwM-fe_xhBMlIaKnBp-HtxBdGGs4IMg-KK3b91aXxH13uVV0LqNrt4lyPg4NOS-Fhlg5DyIKAE8Xwob0DfH4YnO-A6nhGacfMZrZu_UDY9h/dl3/d3/L2dBISEvZ0FBIS9nQSEh/

Energy Conscious Blueprint

Financial Assistance

The Energy Conscious Blueprint program pays cash incentives to UI's industrial customers that build energy efficient technology into their facilities.

Learn More:

Roddy Diotalevi

203-499-3632

Roddy.Diotalevi@uinet.com
http://www.uinet.com/wps/portal/uinet/business/!ut/p/c5/vY_NcoJAEI SfxRdgZvnZXY4UErLKLIIYCHKxMJVE UNSKka3w9MGBqVSSi5XpY8_01wMI jNo1p_a1eW_3u2YLFdR0maQiliETgS-i1h8IVtk6zkGDM4BEqdJd593EQ-w2bluiETalrOpYnOMtomsuDkWKzncrNOTXEc8pVG1Wk0w0wh90I5p6Pg4U1QiZORtbhm5dQdWVHAjFAYE_vPjvXXje_3Fx9_mABB3e_7Z1hAza5 SUn86phgtNgcEmQPmhh_yIL4jyz-7pqwZIO2qt85PvYWWT5hPPZ9yz-6MOcVyoQjj0p4RmXL1cJIPJJ-CK05A!/dl3/d3/L2dBISEvZ0FBIS9nQSEh/

Energy Opportunities Program

Financial Assistance

IU offers the Energy Opportunities Program to industrial customers that are interested in retrofitting their existing buildings in an energy efficient manner. UI offers rebates for a wide range of technologies ranging from lighting to refrigeration to envelope measures.

Learn More:

Roy Haller

203-499-2025

roy.haller@uinet.com

http://www.uinet.com/wps/portal/uinet/business!/ut/p/c5/vY_dbo-JAEIWfxRdgZvnZhcunRVzKLI-FLkx2LQGBDspUcvTF-80TeuN6Zyry-Zk53wyUMKqvTvW20tb7vmqhgJKuo-1gEcsoEFwvtoLCFqeNkSjBgsIQC7XX-afB3EsBusBi9RlrevxOafpd9GMndJ-OvZyt72k-eeQbjSqRmM2hApdjyx-m2ufzUGDvT0bW6paVUntk-ZxIQm-FAzleXIPcTP_evPv5SHEHN9907rK-BkNymx9zKmZFpolxFkFmRP_PhPlsJ_ZJIPZYVQ1pvOOL91B-hoeYR51POo6DrWIZUMxg-ON3imjiqo-rJJ98A3r21ss/dl3/d3/L2dBISEvZOFBIS9nQSEh/

Lighting Express Rebate Program

Financial Assistance

In conjunction with Connecticut Power and Light, UI offers the Express Lighting Rebate Program to industrial customers that install energy efficient lighting fixtures in existing facilities.

Learn More:

800-722-5584

http://www.uinet.com/wps/portal/uinet/business!/ut/p/c5/vY_BboMwEES_JT_ArgnY-IgIpabYyOck4EtEqjbCDUmkVonK-15fcUIVtL1F3jrM7bxYsTNp3p37bvfe-HfbedBixdF6XIZMJELFY6RBEIX5d-VQjBj8AgNBuafRzF-DpWbqxyaVp-Su_Qs010hIlyZhVXSVQ81vo31RqNyG-s2YK4w4Wd3pNE7apUu2s4n-VXrNqGkysNGZGKMyL_2cT-3Xj-_3Fxx8mRID3h-EZWrDsKqXkiyn-FaKEjRpDNwdzw419ZCv-R5d-UI-YPtN4N3fho89DhnlacRmFI52QeQJP-BcTgVtirUy0UynnOCFKZAqg!/dl3/d3/L2dBISEvZOFBIS9nQSEh/

MotorUp Incentive Program

Financial Assistance

This rebate program provides a fast, easy way to bridge the gap between the cost of motors that meet EPart standards and the slightly higher cost of premium-efficiency motors.

Learn More:

Michelle Lemoine

203-499-5828

http://www.uinet.com/wps/portal/uinet/business!/ut/p/c5/vY_NUoNAEISfJS_AzPKzuxyp-iGQRllrYIOGSIpZRICsUsYLy9JJ-brJR6STI97Jn-eqCESfvqVL9U7_VhX-2ggJKuoOQE8ZwJT-TKQWELUyX-pnGDA4BEktNdZ89mLsR3TBgcil_XH-MVJD70-ieMmJfstF3L4-6PY4ZhuF-slGox1Aid0l-r3wv7C255bOJtbp-kZdSeWL7Ht.JAYEPpPJuX3jev7s48_jlcfG4fuGVZQsouUxL2bUrQSijOC-zAJ9w49_ZUn8R5Z5U1YIzB3p-jOGpM9BwCXOp41LuONQilg3FA-vruFNGUy-1ZsTf7AvSou9E!/dl3/d3/L2dBISEvZOFBIS9nQSEh/

On-Site Energy Audit

Technical Assistance

Services include single-measure analysis, walk-through audits, product reviews, reviews of proposals submitted by contractors or vendors, cash incentives, and co-funded energy studies for advanced technologies.

Learn More:

Roy Haller

203-499-2025

roy.haller@uinet.com

<http://www.uinet.com/wps/wcm/connect/UINet%20-%20Your%20Business/UINet/Your%20Business/UI%20Products%20Services/On-Site%20Energy%20Audit/>

Retro-Commissioning (RCx)

Technical Assistance

RCx is primarily concerned with low-cost energy savings. This process focuses on the operation of mechanical equipment, lighting, and related controls. The process is intended to optimize how equipment and systems operate, in addition to optimizing how the systems function together.

Learn More:

Michael Doucette

203-499-2764

roy.haller@uinet.com

http://www.uinet.com/wps/portal/uinet/business!/ut/p/c5/vY_NUoNAEISfJS_AzPKzCOe-MiEuxiwubSPaSAksjJCRUxQrK-00tusSz1knL62DP99YCBSfvq1Gyqt-awr3ZQgqHrNOOxmDMe8qXyKlvcV-lk-JxgzelsQ3XXRfvR83I55i--JbJO-HQi8GEe1SsfCJro0Q2w0p8DgWtUL-ZKtRjitEPyPJOReHNSX9Nh9nEW-l2yCupOrChkmkuMifInE_N14_v92c-cfJkSQ94fuGVZg2EVKfTxOKVpx-5TOCzAF9xY9_ZUn8R5Z9VVCpq-k7a3jqLLQCwglqBdT3POoQx4WSQ9-dUpr78uUsEc4-AckbBTc!/dl3/d3/L2dBISEvZOFBIS9nQSEh/

Small Business Energy Advantage Program

Technical and Financial Assistance

The Small Business Energy Advantage Program is a combined rebate and loan program offered to UI's small business customers for energy efficiency improvements.

Learn More:

800-722-5584

http://www.uinet.com/wps/portal/uinet/business!/ut/p/c5/vY_NboM-wEISfJS_ArvmxzZFSSo2wqcFJgEtE-qjaChCRq6Dy9CW3RFxbS9Sd4-zONwsITNo3p3bTfLSHfbODEmq6S-jMRy5CJQCy0h8IVts7ykGDMYAk-luqui-zyKcTvmHQ7EGPVUdNEgo-10q55zItOTI7QaL-ftYrDWqTqMZ-E4XcJ4sHHQXhkCzvqtnEqj5ZBXUn-VhQwIxTGxP6zSX298f3-7OMPEy-CoxOP_AhXU7CII8--nFKOF5owgc8D-c8ONFWQr_kWXfIJVA3a57a3juL-br8wnzq-ZR7HnWI40KZwLE_pTTn6vUsGcy-AOCTX2A!/dI3/d3/L2dBISEvZ0FBIS9nQSEh/

Yankee Gas

Energy Conscious Blueprint Program

Technical and Financial Assistance

Yankee Gas' Energy Conscious Blueprint Program is designed to maximize energy efficiency for industrial customers with new construction, major renovations, and tenant fit-out projects. In addition to financial incentives, Yankee Gas energy experts will work with a customer's design teams to brainstorm and identify energy-saving strategies and equipment for consideration.

Learn More:

877-947-3873

<http://www.yankeegas.com/Business-Customer/EnergyConsciousBlueprint.asp>

Energy Opportunities Program

Financial Assistance

This program helps businesses and municipalities maximize electric and natural gas savings during retrofits to lighting, motors and controls, HVAC equipment, water heaters, commercial cooking equipment, and more.

Learn More:

877-947-3873

<http://www.yankeegas.com/Business-Customer/EnergyOpportunities.asp>

Operation & Maintenance Services (O&M) Program

Technical and Financial Assistance

The utility will help customers improve the electrical and thermal efficiency of their operations through changes and repairs rather than capital investments.

Learn More:

877-947-3873

<http://www.yankeegas.com/Business-Customer/OperationMaintenance.asp>

Public Power

East Norwalk Electric - Third Taxing District

Commercial Lighting Audits and Rebates

Technical and Financial Assistance

Free lighting audits and upgrade cost estimates are available. East Norwalk Electric - Third Taxing District will pay 33% of the cost of upgrading to high-efficiency lighting.

Learn More:

203-866-9271

http://www.ttd.gov/index.php?option=com_content&task=view&id=71&Itemid=132

Commercial Motor Upgrade

Financial Assistance

A program to replace old motors with high-efficiency motors is available for industrial customers.

Learn More:

203-866-9271

http://www.ttd.gov/index.php?option=com_content&task=view&id=71&Itemid=132

Groton Utilities

Commercial & Industrial Energy Efficiency Rebate Programs

Financial Assistance

This is an incentive program for industrial customers to install energy efficient equipment at their facilities through a number of efficiency programs.

Learn More:

860-446-4000

http://www.grotonutilities.com/elec_conserv_comm.asp

Commercial Distributed Generation and On-site Solutions

Technical Assistance

Groton Utilities offers expertise and advice for customers considering the design and installation of on-site distributed energy solutions, including expert advice on regulatory processes and design and engineering of a distributed energy plant.

Learn More:

860-446-4000

http://www.grotonutilities.com/elec_conserv_comm_distribute.asp

Commercial High Efficiency Motor Replacement Program

Financial Assistance

Groton Utilities' Motor Replacement Program provides cash incentives for new or replacement three-phase, premium-efficiency motors.

Learn More:

860-446-4000

http://www.grotonutilities.com/elec_conserv_comm_motor.asp

Commercial Lighting Program

Financial Assistance

Groton Utilities' lighting-efficiency program provides cash incentives for new fixture installation and rebates for installation of lighting-occupancy controls and daylight harvesting and dimming controls for new construction, major renovation, or existing lighting retrofits.

Learn More:

860-446-4000

http://www.grotonutilities.com/elec_conserv_comm_light.asp

Commercial Vending and Door Heater Control Program

Financial Assistance

This program provides cash incentives for refrigeration door heater controls and vending machine occupancy controls.

Learn More:

860-446-4000

http://www.grotonutilities.com/elec_conserv_comm_vend.asp

Norwich Public Utilities (NPU)

Commercial Energy Audit

The utility offers a free energy analysis of a customer's facility.

Learn More:

860-823-4514

efficiencymatters@npumail.com
<http://www.norwichpublicutilities.com/energyefficiency/efficiency-comm.html>

MotorUp Program

Financial Assistance

The MotorUp initiative is a program that offers NPU's nonresidential customers incentives to upgrade to premium-efficiency electric motors. The MotorUp Program covers products purchased and installed, or placed in stock on or after January 1, 2009.

Learn More:

860-823-4514

efficiencymatters@npumail.com
<http://www.norwichpublicutilities.com/pdfs/app-MotorUp.pdf>

Natural Gas High-Efficiency Incentives

Financial Assistance

NPU is now offering incentives for high-efficiency natural gas boilers, furnaces, instantaneous water heaters, and programmable thermostats.

Learn More:

860-823-4514

efficiencymatters@npumail.com
<http://www.norwichpublicutilities.com/energyefficiency/efficiency-natgas.html>

Zero Percent Financing Program

Financial Assistance

NPU offers no-interest financing to qualifying industrial customers looking to make improvements that will increase energy efficiency.

Learn More:

Jeff Brining
860-823-4522

jeffbrining@npumail.com
<http://www.norwichpublicutilities.com/pdfs/zerofinancingbrochure.pdf>

Local Resources

Nonprofit Organizations

Manufacturing Alliance of Connecticut (MAC)

MAC Energy Services

Technical Assistance

MAC members are offered energy-related services, including energy assessments and training.

Learn More:

Jeff Gaudiosi
203-596-1900, Ext. 2

jgaudiosi@mact.org
<http://www.mact.org/services.php>

Massachusetts Energy Consumers Alliance

Mass Energy – Renewable Energy Certificate Incentive

Financial Assistance

Solar energy producers have the option to sell their excess energy in the form of renewable-energy Credits.

Learn More:

Kate Bogart, Energy Program Associate

617-524-0776

kate@massenergy.org

<http://www.massenergy.com/Solar.REC.Sale.html>

Industrial Assessment and Clean Energy Application Centers

Northeast Clean Energy Application Center

CHP

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment, and other information on CHP such as available financial incentives.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org

<http://www.northeastchp.org/nechpi/events.cfm?reclD=110>

University of Massachusetts

IAC

Technical Assistance

The University of Massachusetts IAC operates within the Center for Energy Efficiency and Renewable Energy. Assessments are offered to small- and medium-sized manufacturing plants (Standard Industrial Codes 20-39) in the New England area with gross annual sales of less than \$100 million, not more than 500 employees, no in-house energy expert, and energy costs totaling \$100,000 to \$2.5 million per year.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org

<http://www.ceere.org/iac/index.html>

B. Delaware

Delaware's economy is ranked 40th in the nation in terms of 2008 GDP, generating \$61.8 million annually.⁸ Industrial manufacturing is an important sector of Delaware's economy, providing the state with 33,470 jobs and supplying \$14,848 million worth of goods.⁹ The state's largest consumer of energy is the industrial sector, in part because Delaware contains several energy-intensive industries, including petroleum refining, chemical production, and other manufacturing.¹⁰ In fact, local industry used 101.1 Trillion Btu in 2007, which was 45th highest in the nation (or 33.5% of all energy consumed in the state).¹¹ The state's industrial natural gas consumption totaled 16.4 Trillion Btu, ranking it 44th in the nation. Furthermore, the industrial sector produced approximately 4.1 million metric tons of CO₂ in 2005.¹²

Although its population and total energy consumption are among the lowest in the nation, Delaware's economy is energy intensive. With a total population of 900,000, Delaware's total energy consumption per capita was 353 million Btu in 2006—the 20th highest in the nation. In large part, this is due to Delaware's industrial sector.¹³ Delaware recognized the need for a comprehensive energy-policy plan to address the state's energy consumption. In March 2009, Delaware came out with a new energy policy that identified the direction Delaware's energy system should be headed in over the next 20–30 years, and to determine what can be done in the short-term to move Delaware in that direction. Delaware's energy-reduction goals for industry are to focus on making industrial energy efficiency processes state-of-the-art, and to make their buildings as energy efficient as possible. In addition to the energy plan, legislation is in place to encourage renewable-energy production.¹⁴

Government

State Programs

Delaware Department of Natural Resources and Environmental Control for an Energy Efficiency Program

Delaware Energy Answers for Business Program

Financial Assistance

The program provides grant funding for energy audits, efficiency improvements, and customized full-facility upgrades. Businesses can apply for any combination of grants up to \$100,000 per facility and up to \$200,000 for two or more facilities.

Learn More:

Kevin Yingling
302-735-3480

Kevin.yingling@state.de.us
<http://dedo.delaware.gov/Energy2.pdf>

Research and Development Grants

Financial Assistance

The Green Energy Fund's Research and Development Program offers grants to projects that develop or improve renewable-energy technology in Delaware.

Learn More:

Scott Lynch

scott.lynch@state.de.us
<http://dedo.delaware.gov/Energy2.pdf>

Technology and Demonstration Grants

Financial Assistance

The Green Energy Fund's Technology and Demonstration Program provides grants to projects that demonstrate the market potential for renewable technologies and

accelerate the commercialization of these technologies in Delaware.

Learn More:

Scott Lynch

scott.lynch@state.de.us
<http://dedo.delaware.gov/Energy2.pdf>

Utilities

Investor-Owned

Chesapeake Utilities Corporation

Energy Consulting

Technical Assistance

Chesapeake Utilities offers technical services, such as project management, feasibility studies, design and engineering review, cost comparisons, and performance monitoring.

Learn More:

302-734-6797

<http://www.chpkgas.com/business/energyconsult.htm>

Delmarva Power

Energy Management with Energy Profiler Online

Technical Assistance

Delmarva Power has an Internet-based tool for energy-management decisions. Energy Profiler Online enables users to analyze usage for multiple sites or facilities, review usage data for energy-choice decisions, measure the effectiveness of energy efficiency efforts, and generate management reports.

Learn More:

800-898-8042

<http://www.delmarva.com/business/services/commercial/energy/>

Public Power

Delaware Municipal Electric Corporation

Municipal Green Energy Grants

Financial Assistance

The Municipal Green Energy Fund supports electric customers to implement renewable-energy technologies, energy efficiency technologies, and demand-side management programs.

Learn More:

302-735-3480

<http://www.demecinc.net/conservation.html>

Cooperatives

Delaware Electric Cooperative

Renewable Resource Program

Financial Assistance

Delaware Electric Cooperative offers grants to offset the installed cost of renewable-energy technologies, including photovoltaic, solar water heating, and wind and geothermal technologies.

Learn More:

800-282-8595

http://www.delaware.coop/downloads/resources/Renewable_Resource_Fund_Program.pdf

Local Resources

Nonprofit Organizations

Manufacturing Alliance of Connecticut (MAC)

MAC Energy Services

Technical Assistance

MAC members are offered energy-related services.

Learn More:

Jeff Gaudiosi

203-596-1900, Ext. 2

jgaudiosi@mact.org

<http://www.mact.org/services.php>

Industrial Assessment and Clean Energy Application Centers

Mid-Atlantic Clean Energy Application Center

CHP

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment, and other information on CHP such as available financial incentives.

Learn More:

James Freihaut

814-863-0083

jdf11@psu.edu

<http://www.maceac.psu.edu/index.htm>

University of Delaware

IAC

Technical Assistance

The University of Delaware IAC operates within the Center for Energy. IACs provide free energy use, productivity enhancement, and waste-reduction assessments to qualifying manufacturers.

Learn More:

Keith Goosen

302-831-0590

goossen@ece.udel.edu

<http://www.ece.udel.edu/iac/>

C. District of Columbia

The District of Columbia's (DC's) economy is ranked 35th in the nation in terms of 2008 GDP, generating \$97.2 million annually. Industrial manufacturing is an important sector of DC's economy, providing the city with 1,718 jobs and supplying \$273.4 million worth of goods. In 2007, DC's industrial sector ranked 51st in the nation in terms of energy expended, accounting for 4.0 Trillion Btu (or 2.1% of citywide energy consumption). The city's natural gas consumption totaled less than 1 Trillion Btu, which was least in the nation in 2007. Moreover, the industrial sector accounted for approximately 1 million metric tons of CO₂ emissions, according to 2005 data.

DC has a deregulated, competitive market for electric power, which gives residents and businesses a choice of who will provide their electricity. Moreover, electricity consumption is growing at 2.9% per year, which is one-third higher than the national average. Therefore, the deregulation, increased energy consumption, and high cost of energy are incentives for local utilities to offer energy efficiency programs for their customers, regardless of sector. In an effort to decrease DC's energy consumption, Washington lawmakers passed legislation that encourages more energy efficiency measures. For example, the Council of the District of Columbia passed Bill 16-515 on December 5, 2006, which established green-building standards for public buildings and nonresidential buildings of 50,000 square feet or more. While many jurisdictions have adopted green-building standards for public buildings, DC is the first to make such requirements for privately-owned buildings. Additionally, in 2008, the Council of the District of Columbia enacted the *Clean and Affordable Energy Act*, which created the Sustainable Energy Trust Fund (SETF). SETF is meant to help support energy efficiency and renewable-energy programs.

Government

District Programs

District Department of the Environment

District of Columbia Revenue Bond Program

Financial Assistance

The District of Columbia Revenue Bond Program provides below-market interest rate loans to qualified private enterprises located in the Enterprise Zone, as well as manufacturing organizations citywide. Bonds can be issued to assist in financing equipment and machinery purchases.

Learn More:

866-258-3782

<http://dcbiz.dc.gov/dmped/cwp/view,a,1365,q,569383,dmpedNav,%7C33026%7C%7C33028%7C.asp#dcrbp>

Utilities

Investor-Owned

BlueStar Energy

Energy Audit

Technical Assistance

BlueStar Energy offers industrial customers energy audits.

Learn More:

866-258-3782

<http://www.bluestarenergy.com/efficiency-audit.html>

Lighting Retrofit Services

Financial Assistance

BlueStar Energy's industrial customers pay no out-of-pocket expenses when implementing lighting retrofits because the cost is paid for with energy savings over time.

Learn More:

<http://www.bluestarenergy.com/efficiency-retrofit.html>

Constellation NewEnergy

Energy Efficiency Projects

Technical Assistance

This program provides technical and operational solutions designed to help industrial customers achieve energy goals and improve energy management.

Learn More:

866-237-7693

<http://www.newenergy.com/portal/site/cne/menuitem.1b1af2559c566632782c7883da6176a0>

Gexa Energy

Energy Audit

Technical Assistance

Gexa Energy provides energy-management professionals to help industrial customers create electricity plans with fixed or variable-rate components.

Learn More:

866-961-9399

<https://www.gexaenergy.com/business/Solutions/products.aspx>

Integrus Energy Services

Energy Manager

Technical Assistance

Integrus Energy Services provides industrial customers with energy tracking, management, and aggregated facility data and analysis.

Learn More:

800-350-9594

<http://www.integrusenergy.com/service/energymanager.aspx>

Ohms Energy

Demand Response Solutions

Technical and Financial Assistance

Ohms Energy offers a suite of energy-management services, including energy analytics, energy procurement, and emissions tracking and trading to assist industrial customers in lowering energy consumption during peak demand.

Learn More:

866-634-8881

<http://ohmsenergy.com/services.php>

Pepco

Energy Saving for Existing Construction

Technical and Financial Assistance

Pepco helps industrial customers identify energy-saving opportunities and provides a rebate of up to \$30,000 or 50% of the cost for implementing retro-commissioning recommendations in an existing building.

Learn More:

866-353-5798

PepcoEnergyEfficiency@LMBPS.com
<https://cienergyefficiency.pepco.com/EnergySaveEB.aspx>

Energy Saving for New Construction

Financial Assistance

Pepco provides a rebate of up to \$20,000 or 50% of the cost for implementing enhanced commissioning services in the design phase of new construction.

Learn More:

866-353-5798

PepcoEnergyEfficiency@LMBPS.com
<https://cienergyefficiency.pepco.com/EnergySavingNC.aspx>

Green Power Connection

Financial Assistance

This program enables customers to install renewable-powered generators and then sell unused power back to the power grid.

Learn More:

202-872-2040

gpc-south@pepco.com
<http://www.pepco.com/home/choice/dc/greenpower/>

Lighting and Lighting Controls Rebates

Financial Assistance

Pepco provides various rebates for industrial customers that upgrade to more efficient lighting systems.

Learn More:

866-353-5798

PepcoEnergyEfficiency@LMBPS.com
<https://cienergyefficiency.pepco.com/Lighting.aspx>

Motor Rebates

Financial Assistance

Pepco provides various rebates up to \$700 for the NEMA premium-efficiency motors.

Learn More:

866-353-5798

PepcoEnergyEfficiency@LMBPS.com
<https://cienergyefficiency.pepco.com/Motors.aspx>

Operations and Maintenance Training

Technical and Financial Assistance

Pepco provides a partial reimbursement for training and tuition costs for industrial-building-operation personnel that complete a course reducing electrical energy within buildings.

Learn More:

866-353-5798

PepcoEnergyEfficiency@LMBPS.com
<https://cienergyefficiency.pepco.com/OMTraining.aspx>

Packaged and Split System HVAC Units Rebates

Financial Assistance

Pepco provides various rebates for industrial customers that install energy-saving HVAC systems and equipment.

Learn More:

<https://cienergyefficiency.pepco.com/HVAC.aspx>

Variable Frequency Drive Rebates

Financial Assistance

Pepco offers rebates from \$1,700 to \$7,000 for the purchase and installation of qualifying variable frequency drives.

Learn More:

<https://cienergyefficiency.pepco.com/Variable.aspx>

Local Resources

Industrial Assessment and Clean Energy Application Centers

Mid-Atlantic Energy Application Center

CHP

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment, and other information on CHP such as available financial incentives.

Learn More:

James Freihaut

814-863-0083

jdf11@psu.edu

<http://www.maceac.psu.edu/index.htm>

University of Delaware

IAC

Technical Assistance

The University of Delaware IAC provides free energy use, productivity enhancement, and waste-reduction assessments to qualifying manufacturers.

Learn More:

Keith Goosen

302-831-0590

goossen@ece.udel.edu

<http://www.ece.udel.edu/iac/>

D. Maine

Maine's industrial manufacturing sector accounts for 11.1% of the state's GDP.¹⁵ Additionally, industrial manufacturing provides the state with 54,351 jobs.¹⁶ Based on overall value of shipments, Maine's leading industries include paper manufacturing, transportation equipment manufacturing, food processing, and wood product manufacturing.¹⁷ Due to its energy-intensive forest product industry, Maine is the only New England state in which industry is the leading energy-consuming sector.¹⁸ Maine's industrial sector used a total of 146.7 Trillion Btu in 2007 (or 32.2% of all energy consumed in the state), ranking it 43rd in the nation.¹⁹ Additionally, the state's natural gas consumption totaled 3.4 Trillion Btu, ranking it 48th in the nation.²⁰ Moreover, in 2005, Maine's industrial sectors' energy consumption lead to the release of approximately 3.0 million metric tons of CO₂ emissions.²¹

Maine showed initiative toward addressing the state's energy consumption by becoming the first state in the nation to implement an energy efficiency program and pass legislation addressing global warming.²² Maine continues toward reducing statewide energy consumption by creating more legislation, such as the *Energy Conservation Act*, which formed a statewide energy efficiency program that helps residents and businesses reduce electricity energy costs through energy audits, incentives, and loans. Additionally, in 2009, Maine produced a state energy plan to address current and future energy needs. Of note, the energy plan highlights the importance of providing industry with opportunities to invest in energy efficiency. One opportunity they plan on developing is an interdisciplinary energy SWAT team whose purpose would be to assist large industries and manufacturers in addressing their critical energy needs.²³

Government

State Programs

State of Maine

Biofuel Production and Use Credit

Financial Assistance

Maine offers a tax credit for the production of qualifying biofuels of 0.05 cents per gallon. The credit cannot reduce tax liability to below zero, but unused amounts can be carried forward for up to five years. The credit applies to tax years beginning after 2003.

Learn More:

<http://www.maine.gov/revenue/incomeestate/creditsumm.htm>

Utilities

Investor-Owned

Bangor Hydro- Electric Company

Commercial Lighting Incentive Program

Financial Assistance

This program provides fixed financial incentives to industrial customers for the purchase and installation of qualifying energy efficient lighting equipment.

Learn More:

207-945-5621

http://www.bhe.com/rates/terms/terms_sec17.cfm

Unitil Corporation

Energy Assessments

Technical and Financial Assistance

Unitil provides a free or reduced-cost energy assessment for industrial natural gas customers. The assessment includes a list of energy-saving recommendations and projected financial benefits for each opportunity. Additionally, the program helps customers identify installation contractors and provides a one-year warranty for products installed.

Learn More:

866-933-3821

http://services.unitil.com/maine/bus_energy_efficiency_programs.asp?t=100

Energy Efficiency Program for Small Commercial and Industrial Customers

Financial Assistance

For small industrial customers consuming annual gas usage of 0.4 Trillion Btu or less, Unitil shares the cost- to-design, purchase, and install-qualified energy efficient upgrades and equipment. Unitil will pay 50% of the qualified installment cost, up to a maximum of \$50,000 per master meter.

Learn More:

800-422-5365

http://services.unitil.com/maine/bus_energy_efficiency_programs.asp?t=5

Energy Efficiency Program for Large Commercial and Industrial Customers

Technical and Financial Assistance

For large industrial customers consuming annual gas usage of more than 0.4 Trillion Btu , Unitil provides a free walk-through assessment of the customer's facility; up to \$7,500 of the cost for a professional engineer's energy assessment; and 50% of the cost-to-design, purchase, and install-qualified energy efficiency upgrades and equipment. Unitil will pay 50% of the qualified installment cost, up to a maximum of \$50,000 per master meter.

Learn More:

866-933-3821

http://services.unitil.com/maine/bus_energy_efficiency_programs.asp?t=6

Public Power

Maine Public Utilities Commission

Efficiency Maine Business Program - Financial Incentives

Financial Assistance

The Efficiency Maine Business Program offers both prescriptive incentives and custom incentives up to \$300,000 for energy efficient measures.

Learn More:

866-376-2463

http://www.energymaine.com/business_programs.htm

Efficiency Maine Program Allies

Technical Assistance

Efficiency Maine Business Program provides an Internet-based tool with nearly 500 vendors, contractors, suppliers, and professionals that can advise consumers on qualifying energy equipment and rebate application processes. The program Web site provides a zip code search of these vendors.

Learn More:

866-376-2463

<http://gdsit.gdsassociates.com/efficiencymainesearch/>

Industrial Lighting Guide

Financial Assistance

Industrial Lighting Guide provides technical information regarding the various lighting measures that qualify for incentives under the Efficiency Maine Business Program.

Learn More:

866-376-2463

<http://www.energymaine.com/pdfs/IndustrialLighting.pdf>

Small Business Energy Audit Program

Technical Assistance

The program, part of Maine's Small Business Program, provides free walk-through energy audits for small- and medium-sized industrial and manufacturing facilities. The audits result in recommended energy-savings opportunities and accompanying cost and waste reductions.

Learn More:

A. J. Ballard

866-376-2463

aj@bravozuluenergy.com

http://www.energymaine.com/business_programs_sbeap.htm

Small Business Energy Efficiency Loan Program

Financial Assistance

The program, part of Maine's Small Business Program, is available to small businesses seeking to improve energy efficiency. The program provides loans of up to \$35,000, currently at 1% interest, to businesses implementing energy-conservation measures approved by Efficiency Maine.

Learn More:

Michael Barden

207-287-3318

Michael.barden@maine.gov

http://www.energymaine.com/business_programs_sbllip.htm

Solar Rebate Program

Financial Assistance

Maine offers a rebate program for solar energy systems installed at businesses.

Learn More:

Richard Fortier

207-287-3319

richard.fortier@maine.gov

http://www.energymaine.com/renewable_programs_solar.htm

Industrial Assessment and Clean Energy Application Centers

Northeast Clean Energy Application Center

CHP

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment, and other information on CHP such as available financial incentives.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org

<http://www.northeastchp.org/nechpi/events.cfm?reclD=110>

University of Massachusetts

IAC

Technical Assistance

The University of Massachusetts IAC operates within the Center for Energy Efficiency and Renewable Energy. Assessments are offered to small- and medium-sized manufacturing plants (Standard Industrial Codes 20-39) in the New England area with gross annual sales of less than \$100 million, not more than 500 employees, no in-house energy expert, and energy costs totaling \$100,000 to \$2.5 million per year.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org

<http://www.ceere.org/iac/index.html>

E. Maryland

With a population of 5.6 million, Maryland's total industrial energy consumption was 184.0 Trillion Btu in 2007, earning it a ranking of 42nd highest in the nation and accounting for 12.4% of all energy consumed in the state.¹ Maryland's natural gas consumption was 21.1 Trillion Btu, placing it 42nd in the nation.²⁴ Moreover, industry in Maryland contributed to 6.7 million metric tons of CO₂ in 2005.²⁵ Based on the value of shipments, Maryland's leading industries include chemical, food, and computer and electronic product manufacturing. Together, these three industries are responsible for approximately 48,474 jobs, \$3,002.3 million in payroll, and \$19,907.6 million in shipments.²⁶ Finally, the industrial manufacturing sector accounted for 5.6% of the state's total GDP in 2008.²⁷

Rising electricity and natural gas prices through 2007 prompted Maryland's government to take a more proactive approach to reducing statewide energy consumption. In 2008, the Maryland Energy Administration (MEA) published the *Strategic Electricity Plan* to determine and prepare for Maryland's future energy needs. Of note, the plan suggests enacting legislation that requires utilities to implement performance-based programs to encourage reduced electricity consumption and peak demand. The utility programs would apply broadly to residential, commercial, and industrial customers.²⁸ Further, the Maryland government realizes the importance of helping industry with energy efficiency, which is evidenced through MEA's work to enhance the productivity and competitiveness of Maryland's industries through the development and disbursement of energy efficiency resources.

Government

State Programs

Maryland Department of Assessments and Taxation

Property Tax Exemption for High Performance Buildings

Financial Assistance

Maryland provides an optional property tax credit for high-performance buildings achieving at least a silver rating on the Leadership in Energy and Environmental Design (LEED) Green Building Rating System™.

Learn More:

http://mlis.state.md.us/asp/web_statutes.asp?gtp&9-242

Maryland Energy Administration

Bioheat Tax Credit Program

Financial Assistance

Maryland offers a bioheating oil tax credit. The statute provides for a \$0.03 per gallon tax credit up to \$500 for individuals and corporations that purchase bioheating oil for the purpose of space and water heating. The statute defines bioheating oil as being at least 5% biodiesel. The statute also limits tax credit eligibilities from 2008 to 2012.

Learn More:

Chris Rice
410-260-7207

crice@energy.state.md.us
<http://energy.maryland.gov/facts/renewable/BioheatTaxCredit.asp>

Clean Energy Production Tax Credit

Financial Assistance

Maryland offers a state income tax credit for electricity generated by qualified renewable resources of \$0.85 per kWh and \$0.50 for co-firing a qualified resource with coal.

Learn More:

Chris Rice
410-260-7207

crice@energy.state.md.us
http://www.energy.state.md.us/incen-tives/allprograms/cep_taxcredit.asp

Corporate Income Tax Credit for Green Buildings

Financial Assistance

Maryland provides a tax credit for the construction of some LEED-certified green buildings, worth up to 8% of the total cost of the building. Buildings must be located in a priority funding area and be at least 20,000 square feet.

Learn More:

410-260-7655

meainfo@energy.state.md.us
<http://www.energy.state.md.us/incen-tives/business/greenbuilding/index.asp>

Energy Management Resources

Technical Assistance

Resources are available on energy accounting, corporate energy management, restructured energy markets, as well as information about how to hire a construction manager, energy services company, and an energy auditor.

Learn More:

<http://energy.maryland.gov/incen-tives/business/industrial/clearing-house/energymanagement.asp>

Local Option - Corporate Property Tax Credit

Financial Assistance

Title 9 of Maryland's property tax code creates an optional property tax credit for corporations. This statute allows counties to provide a credit against the corporate property tax for buildings equipped with a solar, geothermal, or qualifying energy-conservation device used to heat or cool the structure, to generate electricity to be used in the structure, or to provide hot water for use in the structure.

Learn More:

http://mlis.state.md.us/asp/statutes_Respond.asp?article=gtp§ion=9-203&Extension=HTML

Local Option - Property Tax Exemption for High-Performance Buildings

Financial Assistance

Similar to Maryland's Property Tax Credit for Renewable Energy, Title 9 of Maryland's tax code creates an optional property tax credit for high-performance buildings. This statute allows counties and municipalities to provide a credit against the property tax for buildings that achieve at least a silver rating according to the U.S. Green Building Council's LEED standards.

Learn More:

http://mlis.state.md.us/asp/web_statutes.asp?gtp&9-242

Personal Income Tax Credit for Green Buildings

Financial Assistance

Maryland offers a corporate income tax credit for nonresidential buildings of at least 20,000 square feet that are constructed or rehabilitated to meet energy-savings criteria set forth by the U.S. Green Building Council. Newly constructed buildings must

be located on a qualified brownfields site or in a priority funding area.

The credit includes a building credit, a fuel cell credit, a photovoltaic module credit, and a wind turbine credit, where applicable.

Learn More:

Maria Ulrich
410-260-7655

mulrich@energy.state.md.us
<http://business.marylandtaxes.com/taxinfo/taxcredit/greenbldg/default.asp>

Solar Energy Grant Program

Financial Assistance

Maryland's Solar Energy Grant Program provides financial incentives for the installation of solar water-heating systems or solar-electric/photovoltaic systems.

Learn More:

Peter Lowenthal
301-530-5343

info@mdv-seia.org
<http://www.energy.state.md.us/incentives/business/solargrants/index.asp>

Special Property Assessment for Solar Heating & Cooling

Financial Assistance

Title 8 of Maryland's property tax code allows for a statewide special assessment provision for solar heating and cooling systems that exempts the value of the solar energy equipment from property taxes.

Learn More:

http://mlis.state.md.us/asp/statutes_Respond.asp?article=gtp§ion=8-240&Extension=HTML

Ten Tips for Saving Natural Gas

Technical Assistance

Maryland Energy Administration provides 10 tips for reducing industrial natural gas bills through equipment maintenance and resolution of facility and operational inefficiencies.

Learn More:

http://energy.maryland.gov/incentives/business/industrial/clearing-house/natural_gas.pdf

Windswept Grant Program

Financial Assistance

Windswept Grant Program helps offset a portion of the cost of small-scale wind energy projects. A limited number of grants are available for the installation of qualifying wind energy systems of at least 1.5 kW for nonresidential properties.

Learn More:

<http://energy.maryland.gov/incentives/business/windswept/index.asp>

County Programs

Baltimore County

Baltimore County Green Building Tax Credit

Financial Assistance

Baltimore County enacted Maryland's first property tax credit to encourage development of high-performance buildings. The tax credit is available to the owner of a Baltimore County commercial building with completed LEED platinum, gold, or silver certification.

Learn More:

410-887-8000
bussinesshelp@baltimorecountymd.gov
Hartford County <http://resources.baltimorecountymd.gov/Documents/Economic%20Devel/Forms/grnbldg-taxcrdtform.pdf>

Harford County

Property Tax Credit for Solar and Geothermal Devices

Financial Assistance

Harford County offers a tax credit for real property taxes imposed on nonresidential buildings that use solar or geothermal devices for heating, cooling, or generating electricity for on-site consumption.

Learn More:

<http://www.harfordcountymd.gov/Downloads.cfm?FormID=969>

Howard County

Howard County Green Building Tax Credits

Financial Assistance

The county offers tax credits for the construction of new buildings that are at least LEED silver certified.

Learn More:

http://www.howardcountymd.gov/DPZ/Environment/green_building.htm#Tax%20Credits

Montgomery County's Department of Environmental Protection

Montgomery County Clean Energy Rewards Program

Financial Assistance

The Montgomery County Clean Energy Rewards Program provides incentives to Montgomery County businesses for purchasing clean energy through certified suppliers. Nonresidential customers will receive \$0.015 per kWh. The incentives are distributed by suppliers and will appear as a credit on consumers' monthly bills.

Learn More:

<http://www.montgomerycountymd.gov/deptmpl.asp?URL=/content/dep/rewards.asp>

Utilities

Investor-Owned

Allegheny Energy

Custom Applications Program

Technical and Financial Assistance

This program provides industrial customers energy-auditing services and custom rebates for highly specialized processes and applications of energy efficient improvements. Allegheny Energy will annually issue a request for proposals for energy-savings projects of 250,000 kWh per year or greater. Approved rebates will be capped at \$250,000 per project.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/MDBus/CustApps.asp>

Lighting Efficiency Rebates

Financial Assistance

Allegheny Energy's Commercial Lighting Program provides rebates to customers who make energy efficient lighting improvements.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/MDBus/Lighting.asp>

Variable Frequency Drives

Financial Assistance

Allegheny Energy provides rebates up to 50% off the initial purchase price for installing variable frequency drives.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/MDBus/Drives.asp>

Baltimore Gas & Electric (BGE)

Energy Efficiency Business Programs

Technical Assistance

BGE provides information and resources to advance energy decision makers' ability to apply the most cost-effective, energy efficient products and services to their business.

Learn More:

<http://www.bge.com/portal/site/bge/menuitem.ba8d83d81d610cb-259c031e0da6176a0/>

Energy Solutions for Your Business

Financial Assistance

BGE offers financial incentives on equipment, such as lighting, motors, unitary HVAC systems, chillers, variable frequency drives, commercial refrigeration equipment, and commercial kitchen equipment. Incentives typically cover up to 50% of the total cost for retrofit projects and up to 75% of the incremental cost for new construction projects.

Learn More:

877-685-7377

business@bgesmartenergy.com
<http://conservation.bgesmartenergy.com/business/energy-solutions-business>

Chesapeake Utilities Corporation

Energy Consulting

Technical Assistance

Chesapeake Utilities offers technical services, such as project management, performance monitoring, feasibility studies, and cost comparisons, for energy-saving efforts.

Learn More:

Greg Denston

410-548-5515, Ext. 5551

Gdenston@chpkg.com

<http://www.chpkgas.com/business/energyconsult.htm>

Cooperatives

Southern Maryland Electric Cooperative (SMECO)

Energy Audits

Technical Assistance

SMECO offers an energy audit to help customers prioritize energy-saving measures. By investigating total building electric use and analyzing separate components like heating, cooling, lighting, and water heating, an energy audit will provide ideas for the most cost-effective energy-saving measures.

Learn More:

888-440-3311

<http://www.smeco.coop/business/energyservices.html>

Energy Conservation Services

Technical Assistance

SMECO, in partnership with Chevron Energy, offers large industrial customers a full range of energy conservation services, including engineering, procurement, project management, and energy monitoring services. The program also offers unique financing options to help pay for upgrades with the energy savings they provide.

Learn More:

888-440-3311

<http://www.smeco.coop/business/energyservices.html>

Equipment Analysis

Technical Assistance

SMECO's energy analysts can install temporary monitoring equipment at a facility that can help identify poorly operating equipment and verify proper airflow or proper thermostat operation.

Learn More:

888-440-3311

<http://www.smeco.coop/business/energy-services.html>

Load Inventory

Technical Assistance

SMECO's energy analysts can install temporary monitoring equipment at a facility to help identify poorly operating equipment, airflow, and thermostat operation.

Learn More:

888-440-3311

<http://www.smeco.coop/business/energy-services.html>

Industrial Assessment and Clean Energy Application Centers

Mid-Atlantic Energy Application Center

Combined Heat and Power (CHP)

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, and market assessment, along with other information on CHP such as available financial incentives.

Learn More:

James Freihaut

814-863-0083

jdf11@psu.edu

<http://www.maceac.psu.edu/index.htm>

University of Delaware

Industrial Assessment Center (IAC)

Technical Assistance

The IAC operates provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

Learn More:

Keith Goosen

302-831-0590

goossen@ece.udel.edu

<http://www.ece.udel.edu/iac/>

F. Massachusetts

Massachusetts' industrial manufacturing sector accounts for 9.5% of the state's gross domestic product and 282,582 jobs.¹ Based on number of shipments, Massachusetts' leading industries include computer- and electronic-product manufacturing, chemical manufacturing, and food processing.²⁹ Massachusetts' industry used 195.6 Trillion Btu in 2007, earning it a ranking of 39th in the nation (or 12.9% of all energy consumed in the state).³⁰ That same year, Massachusetts' industrial sector consumed 46.7 Trillion Btu of natural gas, ranking it 35th in the United States.³¹ Since 2000, statewide energy consumption has decreased 4.5%.³²

Massachusetts is committed to addressing the state's energy consumption. For instance, Massachusetts Governor Deval Patrick recently signed the *Green Communities Act*, which will reduce electric bills, promote the development of renewable energy, and stimulate the clean-energy industry.³³ The legislation has led to a coalition of the Commonwealth's leading energy efficiency providers—NSTAR, National Grid, Western Massachusetts Electric, New England Gas, Unitil, Berkshire Gas, Bay State Gas, Blackstone Gas, and the municipal aggregator Cape Light Compact—to file an approved three-year plan to deliver services to businesses and residents that will potentially net more than \$4 billion in energy savings.³⁴ In order to further strengthen Massachusetts' position as a leader in clean energy and environmental stewardship, Governor Patrick signed two more energy-related bills into law—the *Global Warming Solutions Act* and the *Green Jobs Act*. The *Global Warming Solutions Act* requires the reduction of greenhouse gas (GHG) emissions by 80% from 1990 levels by 2050, with a reduction of up to 25% by 2020, while the *Green Jobs Act* will provide support for the growth of a clean-energy-technology industry, helping Massachusetts meet its goals for reducing GHG emissions.³⁵

Government

State Programs

Massachusetts Department of Energy Resources (DOER)

Alternative Energy and Energy Conservation Patent Deduction

Financial Assistance

Massachusetts offers a personal income tax deduction for any income received from the sale of a patent or royalty income from a patent deemed beneficial for energy conservation or alternative energy development.

Learn More:

617-887-6967

DOER.energy@state.ma.us

http://www.mass.gov/?pageID=eoeea&terminal&L=4&LO=Home&L1=Energy%2c+Utilities+%26+Clean+Technologies&L2=Renewable+Energy&L3=Renewable+Energy+Funding+and+Incentives&sid=Eoeaa&b=terminalcontent&f=doer_renewables_massachusetts_incentives&csid=Eoeaa

Hybrid Electric Refrigeration Truck Demonstration Program

Financial Assistance

This funding will be used to demonstrate the performance of hybrid electric refrigeration systems on perishable product delivery vehicles for reductions in fuel use as well as emission reductions. Two \$50,000 grant awards will be made.

Learn More:

Linda Benevides

617-626-1197

Linda.Benevides@state.ma.us

http://www.mass.gov/?pageID=eoeea&terminal&L=4&LO=Home&L1=Grants+%26+Technical+Assistance&L2=Grant+%26+Loan+Programs&L3=EEA+Grant+%26+Loan+Guide&sid=Eoeaa&b=terminalcontent&f=eea_grants_grants_energy&csid=Eoeaa

Renewable Energy Sales, Property, and State Income Tax Exemption

Financial Assistance

The Commonwealth of Massachusetts offers numerous tax credits for the sale, installation, and use of renewable energy. Tax credits include deductions from sales, property, and state income taxes. State law exempts sales taxes from the sale of equipment directly relating to renewable energy. Businesses can qualify for income and property tax deductions through the installation and use of solar- or wind-powered energy within Massachusetts.

Learn More:

617-887-6967

DOER.energy@state.ma.us

http://www.mass.gov/?pageID=eoeea&terminal&L=4&LO=Home&L1=Energy%2c+Utilities+%26+Clean+Technologies&L2=Renewable+Energy&L3=Renewable+Energy+Funding+and+Incentives&sid=Eoeaa&b=terminalcontent&f=doer_renewables_massachusetts_incentives&csid=Eoeaa

Massachusetts Department of Energy Resources (DOER)

Energy Efficiency Assistance for Business

Technical and Financial Assistance

Commonwealth Energy Resource Teams created an online resource to provide businesses with a one-stop-shop for energy reduction, as well as a Web resource showcasing a variety of energy-related best practices being employed by the private sector. This includes highlighting opportunities for rebates, tax credits, assessments, and other resources.

Learn More:

Gerry Bingham

617-626-7378

gerry.bingham@state.ma.us

<http://www.mass.gov/?pageID=eoea&subtopic&L=4&LO=Home&L1=Energy%2c+Utilities+%26+Clean+Technologies&L2=Energy+Efficiency&L3=Energy+Efficiency+for+Businesses+%26+Institutions&sid=Eoeaa>

Green Business Development

Technical Assistance

The Executive Office of Energy and Environmental Affairs supports the development of new innovative environmental technologies. This Web site provides information, resources and technology assessment reports on Green Business Development.

Learn More:

Linda Benevides

617-626-1197

Linda.Benevides@state.ma.us

<http://www.mass.gov/?pageID=eoeaa&topic&L=3&LO=Home&L1=Energy%2c+Utilities+%26+Clean+Technologies&L2=Green+Business+Development&sid=Eoeaa>

Local Programs

Hampshire Council of Governments

Custom Rate Plan

Technical and Financial Assistance
Hampshire Council of Governments assists large industrial customers to develop individualized plans to reduce energy costs and hedge risk.

Learn More:

Geoffrey Rogers

413-584-1300, Ext. 153

grogers@hampshirecog.org

<http://www.hampshirecog.org/electricityaggregation.html>

Utilities

Investor-Owned

Mass Save: The New Massachusetts Storefront for Utility Efficiency Programs

Mass Save is the state's new integrated web resource used by all electric and gas energy efficiency programs. It provides expert engineering, commissioning, support services, and reference materials to help large and small businesses build new facilities, add manufacturing capacity, or complete major renovations. We also offer incentives towards energy-efficient lighting and controls, HVAC systems, motors, variable speed drives, and compressed air equipment.

Learn More:

Call your utility account executive.

<http://www.masssave.com/business/>

Bay State Gas

Partners in Energy Program

Technical and Financial Assistance

Bay State Gas Company offers industrial customers the Partners in Energy Program, a program that provides a free initial energy evaluation, up to \$7,500 for a comprehensive energy analysis and up to \$100,000 in rebates for the costs to design, purchase, and install energy efficient upgrades to a facility.

Learn More:

800-232-0120

Gdenston@chpk.com

<http://www.baystategas.com/en/save-energy-money/Energy-Efficiency-Business/Medium-Large-Business.aspx>

Rebates for High Efficiency Equipment

Financial Assistance

Bay State Gas offers existing and prospective customers significant rebates for the installation of high-efficiency equipment.

Learn More:

800-232-0672

<http://www.baystategas.com/en/save-energy-money/Energy-Efficiency-Business/Mail-in-Equipment-Rebates.aspx>

Berkshire Gas

Commercial and Industrial Financing Program

Financial Assistance

Berkshire Gas offers industrial customers fixed-rate financing for energy-related improvements through an arrangement with Berkshire Bank.

Learn More:

800-944-3212

<http://www.berkshiregas.com/UsageAndSafety/Commenergyefficprog.html>

GasNetworks® Commercial & Industrial Energy Efficiency Programs

Technical and Financial Assistance

Berkshire Gas offers eligible industrial customers incentives and rebates for the installation of select high-efficiency equipment through the GasNetworks Program.

Learn More:

800-944-3212

<http://www.berkshiregas.com/UsageAndSafety/Commenergyefficprog.html>

National Grid

Building Practices & Demonstration Program

Technical and Financial Assistance

The Building Practices & Demonstration Program partially pays the installation costs of industrial customers who install new or underutilized energy-saving technology and publically demonstrate the technology's energy-saving potential.

Learn More:

800-843-3636

http://www2.nationalgridus.com/ps-business/energy/building_nh_kednh.jsp

Building Operator Certification

Technical Assistance

Building Operator Certification is a competency-based training and verification program for building operators designed to improve the energy efficiency of industrial buildings. Building operators can earn certification by attending training sessions and completing project assignments in their facilities.

Learn More:

800-322-3223

http://www.nationalgridus.com/mas-selectric/business/energyeff/4_bldg_oper.asp

Custom Project Program

Financial Assistance

Through the Custom Project program, incentives of up to 45% of the project cost are available.

Learn More:

800-322-3223

http://www.nationalgridus.com/nantucket/business/energyeff/4_existing.asp

Design 2000plus program

Technical and Financial Assistance

The Design 2000plus program offers technical assistance and financial incentives to large industrial customers that are building new facilities, adding capacity for manufacturing, replacing failed equipment, or undergoing major renovations.

Learn More:

800-322-3223

http://www.nationalgridus.com/mas-selectric/business/energyeff/4_new.asp

Energy Audit and Engineering Services

Technical and Financial Assistance

National Grid will share the cost of energy audit and engineering services for small to large industrial customers intending to adopt energy efficiency improvements. National Grid also provides prescriptive rebates for energy efficient measures installed after the completion of an energy audit.

Learn More:

800-843-3636

http://www2.nationalgridus.com/psbusiness/energy/energy_efficiency_ma_kedma.asp

Enhanced Metering

Technical Assistance

For a one-time or annual fee, National Grid will upgrade existing metering to include a meter equipped with a modem that will collect electricity usage data every 15 minutes, or one that is equipped with a pulse output for use with a company's own energy-management system.

Learn More:

800-322-3223

https://www.nationalgridus.com/mas-selectric/business/programs/3_enhanced_meter.asp

Existing Facility Incentives

Technical and Financial Assistance

National Grid offers technical assistance and incentives to help businesses purchase and install energy efficient equipment and systems for a facility.

Learn More:

800-322-3223

http://www.nationalgridus.com/nantucket/business/energyeff/4_existing.asp

Small Business Energy Efficiency Program

Technical and Financial Assistance

The National Grid Small Business Program is for business customers with an average demand use of 300 kW or less per month. The program provides a free energy audit with personalized energy-saving recommendations. National Grid pays up to 70% of the installation cost of qualifying equipment. Interest-free financing for 24 months is also available for the remaining 30% of installation costs.

Learn More:

800-332-3333

http://www.nationalgridus.com/mas-selectric/business/energyeff/3_small.asp

NSTAR (Electric)

Business Solutions

Financial Assistance

NSTAR's Business Solutions program enables customers to incorporate energy efficient lighting fixtures, controls, high-efficiency mechanical equipment, and other energy saving strategies within a facility by providing rebates. NSTAR offers prescriptive rebates up to 50% of the total project cost; comprehensive rebates up to 75% of the total project cost; as well as cost sharing for engineering, design, and commissioning services.

Learn More:

781-441-8592

efficiency@nstar.com

http://www.nstaronline.com/business/energy_efficiency/electric_programs/business_solutions.asp

Construction Solutions

Financial Assistance

NSTAR provides rebates for new construction, major renovation, and/or adding new or replacement equipment. To be eligible for significant rebates on design, equipment, engineering services, and commissioning services, industrial customers must consult NSTAR before project begins.

Learn More:

781-441-8592

efficiency@nstar.com

http://www.nstaronline.com/business/energy_efficiency/electric_programs/construction_solutions.asp

ENERGY STAR Benchmarking

Technical Assistance

NSTAR will help customers benchmark how their energy use compares to industry competitors with the ENERGY STAR Benchmarking Tool. The tool will allow NSTAR to work with customers to identify improvements to maximize the energy use and competitiveness of the facility.

Learn More:

781-441-8592

efficiency@nstar.com

http://www.nstaronline.com/business/energy_efficiency/electric_programs/benchmark.asp

Engineering Services

Financial and Technical Assistance

As part of its energy efficiency programs, NSTAR pays up to 50% of the cost for bringing a qualified technical consultant to a customer's facility to identify, evaluate, and recommend electrical energy conservation measures.

Learn More:

781-441-8592

efficiency@nstar.com

http://www.nstaronline.com/business/energy_efficiency/electric_programs/engservices.asp

MotorUp Program

Financial Assistance

NSTAR's MotorUp Program provides industrial customers the opportunity to purchase a NEMA-premium-qualifying motor for approximately the same cost as a standard EPA efficiency motor.

Learn More:

781-441-8592

efficiency@nstar.com

http://www.nstaronline.com/business/energy_efficiency/electric_programs/motors.asp

Operation & Maintenance (O&M) Advisor

Technical Assistance

O&M Advisor gives highly detailed information about the steps that can be taken to improve the performance and energy efficiency of equipment.

Learn More:

http://www.esource.com/BEA/hosted/NStar/OM_home.html

Purchasing Advisor

Technical Assistance

Purchasing Advisor is an extensive online library of energy-related technology buyer's guides and management tips.

Learn More:

http://www.esource.com/BEA/hosted/NStar/PA_home.html

Small Business Solutions

Technical and Financial Assistance

NSTAR's Small Business Solutions provide businesses, whose average monthly demand is 300 kWh or less, with a free energy audit to identify energy-saving opportunities. The program can also pay up to 70% of the total cost for retrofitting qualifying lighting and mechanical systems.

Learn More:

781-441-8592

efficiency@nstar.com

http://www.nstaronline.com/business/energy_efficiency/electric_programs/small_business_solutions.asp

NSTAR (Gas)

Custom Program

Financial Assistance

NSTAR's Custom Program will pay up to 50% of the incremental cost between standard and high-efficiency natural gas equipment.

Learn More:

781-441-8592

efficiency@nstar.com

http://www.nstaronline.com/business/energy_efficiency/gas_programs/custom.asp

Infrared Heating Equipment Rebates

Financial Assistance

With this program, NSTAR offers a \$500 rebate for each legally installed low-intensity infrared heating unit.

Learn More:

800-232-0672

http://www.nstaronline.com/business/energy_efficiency/gas_programs/infrared.asp

Unitil Corporation

Energy Efficiency Program for Small Commercial and Industrial Customers

Financial Assistance

For small industrial customers consuming an annual gas usage of 40,000 therms or less, Unitil shares the cost to design, purchase and install qualified energy efficiency upgrades and equipment. Unitil will pay 50% of the qualified installment cost, up to a maximum of \$50,000 per master meter.

Learn More:

800-422-5365

http://services.unitil.com/mass/bus_energy_efficiency_programs.asp?t=5

Energy Efficiency Program for Large Commercial and Industrial Customers

Technical and Financial Assistance

For large industrial customers consuming an annual gas usage of more than 40,000 therms, Unitil provides a free walk-through assessment of the customer's facility; up to \$7500 of the cost for a professional engineer's energy assessment; and 50% of the cost to design, purchase, and install qualified energy efficiency upgrades and equipment. Unitil will pay 50% of the qualified installment cost, up to a maximum of \$50,000 per master meter.

Learn More:

866-933-3821

http://services.unitil.com/mass/bus_energy_efficiency_programs.asp?t=6

Energy Efficiency Programs Large Business Services

Technical and Financial Assistance

Unitil provides large business, whose average monthly demand exceeds 100 kW, with comprehensive engineering services, project management and up to 50% rebates on project costs for qualifying energy-saving improvements and equipment.

Learn More:

888-301-7700

http://services.unitil.com/mass/bus_energy_efficiency_programs.asp?t=2

Energy Efficiency Programs Small Business Services

Technical and Financial Assistance

Unitil provides small business, whose average monthly demand is less than 100 kW, with free technical assessments, comprehensive energy efficiency proposals and rebates for qualifying energy-saving improvements and equipment.

Learn More:

888-301-7700

http://services.unitil.com/mass/bus_energy_efficiency_programs.asp?t=1

Energy Efficient Equipment Rebate Programs

Financial Assistance

Unitil provides rebates for the installation of qualifying high-efficiency gas-fired space and water heating equipment.

Learn More:

888-301-7700

http://services.unitil.com/mass/bus_energy_efficiency_programs.asp?t=3

Western Massachusetts Electric Company (WMECO)

Electric Motors Program

Financial Assistance

WMECO industrial customers can receive a rebate for installing a new or replacement three-phase, premium-efficient general purpose motors between 1 and 200 HP.

Rebates are based on the efficiency of the motor's horsepower.

Learn More:

603-773-6541

<http://www.wmeco.com/business/saveenergy/energyefficiencyprograms/electricmotors.aspx?sec=ew>

Energy Audit and Focused Study

Technical and Financial Assistance

WMECO provides 50% of the cost for an energy audit and if the customer implements the audit recommendations, WMECO pays for the full cost of the audit. Energy-saving improvements may also qualify for cash rebates of 50% to 100% of the incremental costs to upgrade from standard to higher-efficiency measures.

Learn More:

800-835-2707

<http://www.wmeco.com/business/saveenergy/energyefficiencyprograms/energyaudit.aspx?sec=ew>

Lighting Program

Technical and Financial Assistance

WMECO provides rebates to industrial customers that upgrade lighting systems. The amount of the rebate is based on the number of units installed, and is paid directly to the customer following installation by a qualified, licensed contractor and inspection by WMECO.

Learn More:

603-773-6541

<http://www.wmeco.com/business/saveenergy/energyefficiencyprograms/lighting.aspx?sec=ew>

New Construction/Major Renovations*Technical Assistance*

WMECO assists industrial customers and design professionals in the selection of more energy efficient strategies to incorporate into new construction and major renovations. WMECO has an available team of professional consultants at no cost or obligation to the owner or design professionals.

Learn More:

800-835-2707

<http://www.wmeco.com/business/saveenergy/energyefficiencyprograms/newconstruction.aspx?sec=ew>

Small Business Energy Advantage and Zero Interest Loans*Technical and Financial Assistance*

WMECO provides technical assistance and cash incentives to customers designing or upgrading facilities with energy efficient equipment. WMECO pays up to 35% of the costs for energy conservation measures and offers a zero-interest financing option.

Learn More:

413-787-9275

<http://www.wmeco.com/business/saveenergy/energyefficiencyprograms/smallbusenergyadvantage.aspx?sec=ew>

Public Power**Concord Municipal Light Plant****Commercial Audits***Technical Assistance*

Concord Municipal Light offers a free walk through audit for customers. Full-scale audits are available at substantial discounts.

Learn More:

978-318-3101

http://www.concordma.gov/Pages/ConcordMA_LightPlant/services

Holyoke Gas & Electric**Commercial Assistance Program***Financial Assistance*

Holyoke Gas & Electric's Commercial Assistance Program offers a zero-interest loan to customers that are making energy efficient improvements to facilities. The loan does not apply to new building construction.

Learn More:

413-536-9300

http://www.hged.com/html/energy_conservation1.html#AuditForBusiness

Commercial Audit Program*Technical Assistance*

This program offers complimentary technical services, such as arranging for energy audits, power quality analysis, and rate analysis.

Learn More:

413-536-9355

http://www.hged.com/html/energy_conservation1.html#AuditForBusiness

Commonwealth Wind and Solar Rebate Program*Financial Assistance*

Holyoke Gas & Electric customers are now eligible to participate in the Commonwealth Solar and Wind rebate programs. Managed by the Massachusetts Technology Collaborative Renewable Energy Trust, these programs provide substantial financial incentives for the installation of photovoltaic (PV) solar generation panels or small-scale wind turbines on buildings.

Learn More:

508-439-5700 (Solar)

508-870-0312 (Wind)

http://www.hged.com/html/renewable_energy.html

Economic Development Discounts*Financial Assistance*

Holyoke Gas & Electric offers a special Economic Development Discount rate to qualifying companies for a period of three years. Businesses relocating to Holyoke or expanding businesses qualify.

Learn More:

413-536-9300

http://www.hged.com/html/incentive_programs.html#EconDevDisc

Natural Gas Incentives

Financial Assistance

Holyoke Gas & Electric offers a variety of rate options for businesses including interruptible service where a business receives a lower per-unit rate for gas, provided that the facility can suspend consumption during periods of peak system demand. Additional incentives include interest-free assistance for the conversion to natural gas and special rate discounts for new or expanding businesses.

Learn More:

413-536-9300

http://www.hged.com/html/natural_gas.html

North Attleborough Electric Department

Power Saver Rebate Program

Financial Incentives

North Attleborough Electric Department provides a free lighting audit valued up to \$1,500 and issues rebates up to \$5,000 for large customers who install eligible lighting equipment.

Learn More:

508-643-6310

http://www.naelectric.com/documents/2009_powersave_info_app.pdf

Reading Municipal Light Department

Commercial Energy Initiative Rebate Program

Technical and Financial Assistance

Reading Municipal Light Department provides industrial customers rebates on qualifying energy efficient equipment up to \$50,000 per customer.

Learn More:

Jared Carpenter

781-942-6412

JCarpenter@RMLD.com

http://www.rmlld.com/Pages/rmldma_conservation/ceir.pdf

Commercial Lighting Rebate

Financial Assistance

Reading Municipal Light Department provides industrial customers rebates on qualifying retrofit lighting. Rebates are limited to \$10,000 per customer per year.

Learn More:

Jared Carpenter

781-942-6412

JCarpenter@RMLD.com

http://www.rmlld.com/Pages/rmldma_conservation/index

South Hadley Electric Light Department

Audits: lighting, all-electric and all-fuels

Technical Assistance

South Hadley Electric Light Department offers energy audits to all nonresidential customers that receive small or large general service rates.

Learn More:

888-333-7525

http://www.sheld.org/bs_save.php

Local Resources

Nonprofit Organizations

New Generation Energy (NGE)

Community Solar Lending Program

Financial Assistance

New Generation Energy provides financial assistance for determining the best finance option for a solar PV or thermal system.

Learn More:

clp@newgenerationenergy.org

<http://www.newgenerationenergy.org/?q=community-lending/community-lending-program>

Food Service Energy Efficiency Loan Program

Financial Assistance

NGE supports the energy intensive food service industry to reduce its energy use and cut costs. NGE offers funds to any qualifying restaurant or organization with a commercial kitchen for the purchase of Energy Star® rated kitchen appliances.

Learn More:

clp@newgenerationenergy.org

<http://www.newgenerationenergy.org/?q=community-lending/community-lending-program>

Local or Regional Initiatives

Massachusetts Energy Efficiency Partnership

Best Practices Energy Efficiency Programs

Technical Assistance

The Massachusetts Energy Efficiency Partnership, a partnership with DOE and state utilities, provides educational and training resources where energy managers can review case studies and learn about how other organizations used various technologies to improve efficiencies.

Learn More:

<http://www.maeeep.org/bptraining.cfm>

Custom Trainings

Technical Assistance

Custom Trainings provides helpful links to energy efficiency resources, training, and certification for Massachusetts industry.

Learn More:

<http://www.maep.org/custom.cfm>

GasNetworks

Commercial & Industrial Infrared Rebate

Financial Assistance

GasNetworks provides financial incentives to encourage customers to purchase and install natural gas, low-intensity infrared heating equipment.

Learn More:

800-232-0672

<http://www.gasnetworks.com/efficiency/applications.asp>

Commercial High Efficiency Equipment Rebate

Financial Assistance

GasNetworks provides financial incentives to encourage small businesses to purchase high efficiency furnaces, boilers, and water heaters.

Learn More:

800-232-0672

<http://www.gasnetworks.com/efficiency/applications.asp>

Industrial Assessment and Clean Energy Application Centers

Northeast Clean Energy Application Center

Combined Heat and Power (CHP)

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment along with other information on CHP such as available financial incentives.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org

<http://www.northeastchp.org/nechpi/events.cfm?recID=110>

University of Massachusetts

Industrial Assessment Center (IAC)

Technical Assistance

The IAC operates within the Center for Energy Efficiency and Renewable Energy at the University of Massachusetts. Assessments are offered to small- and medium-sized manufacturing plants (Standard Industrial Codes 20-39) in the New England area with gross annual sales of less than \$100 million, not more than 500 employees, no in-house energy expert, and energy costs totaling \$100,000 to \$2.5 million per year.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org

<http://www.ceere.org/iac/index.html>

G. New Hampshire

The industrial manufacturing sector accounts for 11% of New Hampshire's GDP³⁶ and provides 74,517 jobs,³⁷ or 10.2% of the state's total civilian labor force.³⁸ Based on total value of shipments, New Hampshire's leading industries include computer and electronic product manufacturing, machinery manufacturing, and fabricated metal product manufacturing. Local industry ranked 48th in the United States in terms of energy expended, accounting for 44.6 Trillion Btu in 2007, or 14.2% of all energy consumed in the state.³⁹ In addition, industrial natural gas consumption totaled 6.4 Trillion Btu, ranking it 47th in the nation. Finally, the industrial sector accounted for approximately 1 million metric tons of CO₂ emissions in 2005.⁴⁰

Though New Hampshire's energy consumption is relatively low compared to the rest of the nation, the state recognizes that its industrial manufacturing facilities could consume energy more effectively. In 2002, the New Hampshire government created a comprehensive 10-year energy plan to help reduce energy consumption throughout the state.⁴¹ In order to achieve its energy goals, New Hampshire legislators created energy-related legislation and set forth plans to develop new agencies to implement specific state legislative initiatives. For instance, the *Restructuring Act*, RSA 374-F:3 X, prompted electric utilities to offer a variety of energy efficiency programs for both residential and commercial/industrial customers.⁴² In addition, the Sustainable Energy Division was created in 2008 to assist the Public Utilities Commission in implementing specific state legislative initiatives, such as the ones mentioned above. Additionally, the Sustainable Energy Division has helped to administrate the Renewable Energy Fund and the Greenhouse Gas Emissions Reduction Fund, which support energy efficiency and renewable energy projects and initiatives in New Hampshire.⁴³

Government

State Programs

New Hampshire Division of Economic Development

Renewable Energy and Energy Efficiency Business Loan

Financial Assistance

New Hampshire Division of Economic Development's Business Resource Center, in cooperation with Ocean Bank, offers low-interest loans for the purchase of energy efficient equipment and renewable energy systems. Loans start at \$10,000.

Learn More:

603-271-2591

<http://www.nheconomy.com/pdf/BusinessLoanBrochure.pdf>

Business Resource Center Energy Efficiency Programs

Technical and Financial Assistance

NH Business Resource Center provides information on audits, workshops, training, new technologies, R&D and financing opportunities for improving productivity and energy efficiency for industry.

Learn More:

603-271-2591

<http://www.nheconomy.com/business-services/energy-efficiency-programs.aspx>

New Hampshire Office of Energy and Planning

Industrial Energy Efficiency Program

Technical Assistance

The State of New Hampshire provides energy efficiency education, training, and technical assistance to businesses through two programs.

Learn More:

603-271-2155

<http://www.nh.gov/oep/programs/energy/ieep.htm>

Utilities

Investor-Owned

National Grid

Building Practices & Demonstration Program

Technical and Financial Assistance

The Building Practices & Demonstration Program partially pays the installation costs of demonstrating energy-saving technology.

Learn More:

800-843-3636

http://www2.nationalgridus.com/ps-business/energy/building_nh_kednh.jsp

Commercial Energy Efficiency Program

Technical and Financial Assistance

The program helps fund recommended energy-saving measures by offering rebates based on projected savings. It also offers custom incentives for projects that demonstrate the use of natural gas more efficiently than industry practices and/or minimum building code requirements.

Learn More:

800-843-3636

http://www2.nationalgridus.com/psbusiness/energy/energy_efficiency_nh_kednh.jsp

Commissioning: Quality Assurance/Performance Testing

Technical Assistance

National Grid's Commissioning program provides a quality control check, from project inception through the installation and operation of the energy efficient equipment. The program helps supervise and monitor independent engineers during construction and on-site testing.

Learn More:

http://www.nationalgridus.com/granit-estate/business/energyeff/5_commission.asp

Commissioning: Quality Assurance/Performance Testing

Technical Assistance

National Grid's Commissioning program provides a quality control check, from project inception through the installation and operation of the energy efficient equipment. The program helps supervise and monitor independent engineers during construction and on-site testing.

Learn More:

http://www.nationalgridus.com/granit-estate/business/energyeff/5_commission.asp

Current Incentives in New England

Financial Assistance

National Grid offers financial incentives to help businesses finance and install energy efficient equipment and systems for a facility.

Learn More:

877-MyNGrid

http://www2.nationalgridus.com/psbusiness/programs/incentive_nh_kednh.jsp

Custom Project Program

Financial Assistance

Incentives of up to 45% of the project cost are available through this program for existing facilities, while new facilities are eligible for incentives of up to 75% of total cost.

Learn More:

800-375-7405

http://www.nationalgridus.com/granit-estate/business/energyeff/4_existing.asp

Existing Facility Incentives (New Hampshire Saves at Work for Retrofit)

Financial and Technical Assistance

This program offers technical assistance and incentives to help customers purchase and install energy efficient equipment and systems for facilities.

Learn More:

800-375-7405

http://www.nationalgridus.com/granit-estate/business/energyeff/4_existing.asp

Financing Program

Financial Assistance

National Grid offers funding for qualifying energy efficiency projects, including a preview of the project cash flow, financing agents, lending partners, and competitive rates.

Learn More:

800-375-7405

http://www.nationalgridus.com/granit-estate/business/energyeff/5_financing.asp

New Construction Incentives (New Hampshire Saves at Work for New Equipment and Construction)

Financial and Technical Assistance

National Grid offers technical assistance and financial incentives to industrial customers that are building new facilities, adding capacity for manufacturing, replacing failed equipment, or undergoing major renovations. The utility offers financial incentives through the following programs to help defray costs of improvements on lighting and controls, HVAC systems, motors, custom projects, compressed air, variable speed drivers, and dry type transformers.

Learn More:

800-375-7405

http://www.nationalgridus.com/granitestate/business/energyeff/4_new.asp

Small Business Energy Efficiency Program

Technical and Financial Assistance

The National Grid Small Business Program aids industrial customers, who consume an average monthly demand of 200 kW or less, to install energy efficient equipment. National Grid provides a free energy audit and report of recommended energy efficiency improvements. If a company chooses to make recommended improvements, National Grid will pay 70% of the cost of the equipment installation. The remaining 30% can be paid off with a zero-interest loan over a maximum period of 24 months.

Learn More:

800-332-3333

http://www.nationalgridus.com/granitestate/business/energyeff/3_small.asp

Technical Assistance

Technical Assistance

National Grid offers comprehensive engineering and support services to assist customers in identifying, evaluating, and implementing energy efficient opportunities. These services are available for new construction, expansion of manufacturing capacity, or energy-saving retrofit projects.

Learn More:

800-375-7405

http://www.nationalgridus.com/granitestate/business/energyeff/5_assist.asp

Public Service of New Hampshire (PSNH)

Energy Efficiency Incentive/Rebate Programs (Electric Technologies)

Financial Assistance

Public Service of New Hampshire's (PSNH's) Energy Service Program is a series of energy conservation programs and services available to industrial customers. This program is designed to help PSNH customers lower operating costs through joint investment in electrical energy conservation. The following areas are part of the program: electric motors, HVAC, light emitting diode (LED) traffic lights, interior lighting, and variable frequency drives.

Learn More:

800-662-7764

belaitr@psnh.com

<http://www.psnh.com/Business/Commercial/Rebate.asp>

Energy Management Systems (EMS)

Financial Assistance

EMS cost savings vary according to the load being controlled. Typically, EMS systems can help reduce energy costs 10% to 30%, with payback periods usually less than 2 years.

Learn More:

800-662-7764

belaitr@psnh.com

<http://www.psnh.com/Business/Commercial/EnergyMgmt.asp>

Energy Rewards Program

Financial Assistance

PSNH's Energy Rewards Program offers incentives on a competitive basis that achieve measurable energy savings through the installation of energy efficiency measures. Under this program, PSNH accepts proposals from any qualified party for electrical energy efficiency projects to be implemented at the facilities of commercial and industrial PSNH customers with a demand of 350 kW or more.

Learn More:

888-224-4300

<http://www.psnh.com/Business/Efficiency/Rewards.asp>

Large Business Retrofit Program

Technical and Financial Assistance

PSNH can help businesses improve the efficiency of facilities through services including the installation of variable frequency drives, replacement of motors, air compressors, and lighting upgrades. Rebates are also available for custom projects. Technical assistance is also offered through the Retrofit Program, including project evaluation, measure identification, equipment monitoring, and energy audits.

Learn More:

800-662-7764

<http://www.psnh.com/Business/Efficiency/IndustrialRetrofit.asp>**New Equipment & Construction Program***Financial Assistance*

PSNH's New Equipment and Construction Program offers prescriptive rebates for energy efficient lighting, motors, HVAC, chillers, variable frequency drives, and air compressors. It offers custom rebates to customers that install energy efficient equipment at a facility. Technical assistance is also offered through the New Equipment and Construction Program. Assistance includes project evaluation that helps facilitate the identification and installation of premium energy efficient equipment and measures.

Learn More:

800-662-7764

<http://www.psnh.com/Business/Efficiency/newequipment.asp>**Power Quality Assistance***Technical Assistance*

PSNH account executives can help customers collect and analyze data and develop a plan regarding how to control energy usage and costs.

Learn More:http://www.psnh.com/Energy/Reduce-Bill_Business/EnergyData.asp**Renewable Generation Pricing Rates***Financial Assistance*

The Net Energy Metering Program is available to any customer with a generator that has a capacity of up to 100 kW and uses a renewable energy source- such as solar, wind, or water- to produce electricity. Under this billing option, a customer's monthly

PSNH bill amount will reflect the difference between the power generated and the power used during the month.

Learn More:

603-634-2312

<http://www.psnh.com/Business/Efficiency/renewrate.asp>**Unitil****Energy Efficiency Equipment Rebate Programs***Financial Assistance*

Unitil provides rebates up to \$1,300 for the installation of qualifying high-efficiency, gas-fired space and water heating equipment.

Learn More:

866-933-3820

http://services.unitil.com/nh/bus_energy_efficiency_programs.asp?t=3**Energy Saving Tips***Technical Assistance*

Unitil provides information on efficiency tips for businesses in areas including generators, motors, and refrigeration.

Learn More:http://services.unitil.com/nh/bus_energy_efficiency_conservation.asp**Large Business Energy Efficiency Program***Technical and Financial Assistance*

Unitil provides large business, whose average monthly demand exceeds 100 kW, with comprehensive engineering services, project management and up to 50% rebates on project costs for qualifying energy-saving improvements and equipment.

Learn More:

800-852-3339

http://services.unitil.com/nh/bus_energy_efficiency_programs.asp?t=2**Large Commercial and Industrial Customers Energy Efficiency Programs***Technical and Financial Assistance*

For large industrial customers consuming an annual gas usage of more than 40,000 therms, Unitil provides a free walk through assessment of the customer's facility; up to \$7,500 of the cost for a professional engineer's energy assessment; and 50% of the cost to design, purchase and install qualified energy efficiency upgrades and equipment. Unitil will pay 50% of the qualified installment cost, up to a maximum of \$50,000 per master meter.

Learn More:

800-852-3339

http://services.unitil.com/nh/bus_energy_efficiency_programs.asp?t=6**Small Business Energy Efficiency Program***Technical and Financial Assistance*

Unitil provides small business, whose average monthly demand is less than 100 kW, with free technical assessments, comprehensive energy efficiency proposals and rebates for qualifying energy-saving improvements and equipment.

Learn More:

800-852-3339

http://services.unitil.com/nh/bus_energy_efficiency_programs.asp?t=1

Small Commercial and Industrial Customers Energy Efficiency Programs

Financial Assistance

For small industrial customers consuming an annual gas usage of 40,000 therms or less, Unitol shares the cost to design, purchase and install qualified energy efficiency upgrades and equipment. Unitol will pay 50% of the qualified installment cost, up to a maximum of \$50,000 per master meter.

Learn More:

800-852-3339

http://services.unitil.com/nh/bus_energ_efficiency_programs.asp?t=5

Public Power

Littleton Light & Power

Free Electrical Energy Audits and Power Quality Monitoring

Technical Assistance

Littleton Light & Power offers large industrial customers free electrical energy audits and power quality monitoring to help improve competitiveness in the marketplace.

Learn More:

<http://www.littletonwaterandlight.org/electric.php>

Cooperatives

New Hampshire Electric Co-Op

Large Business Energy Solutions

Financial Assistance

The cooperative offers incentives for industrial customers (100 kW or greater) to increase the energy efficiency of facilities through the Large Business Energy Solutions Program. This program offers prescriptive and custom rebates

designed to pay up to 35% of the installed cost of energy efficient equipment, or a buy-down to a two-year payback, whichever is less.

Learn More:

800-698-2007

solutions@nhec.coop
http://www.nhec.com/business_energysolutions_largebusiness.php

New Equipment and Construction Program

Financial Assistance

New Hampshire Electric Co-Op offers incentives for industrial customers (100 kW or greater) who are building a new facility, undergoing major renovation and/or replacing older equipment. This program offers prescriptive and custom rebates for equipment and services, but to qualify projects must be approved prior to commencement.

Learn More:

800-698-2007

solutions@nhec.coop
http://www.nhec.com/business_energysolutions_newbusiness.php

Small Business Energy Solutions

Technical and Financial Assistance

The cooperative will conduct a free assessment of a smaller business' energy consumption, recommend efficiency improvements to reduce consumption, and provide rebates of up to 50% toward the cost of implementing the recommendations.

Learn More:

800-698-2007

solutions@nhec.coop
http://www.nhec.com/business_energysolutions_smallbusiness.php

SmartSTART Energy Efficiency Loan Program

Financial Assistance

SmartSTART is a no-money-down option to have energy efficient products installed in a business. The cost of the improvements is repaid over time using the savings generated by the products themselves.

Learn More:

800-698-2007

solutions@nhec.coop
http://www.nhec.com/business_energysolutions_smartstart.php

Wind Turbine Incentives

Financial Assistance

The cooperative provides incentives of up to \$3,500 on the qualified installation of small and medium wind generators.

Learn More:

800-698-2007

solutions@nhec.coop
http://www.smallsteps.coop/coop_programs/small_wind_turbine.php

New Hampshire Public Utilities Commission

Core Energy Efficiency Programs

Technical and Financial Assistance

The State of New Hampshire has established a set of statewide energy efficiency programs in the service territories of the utilities and regulated by the Public Utilities Commission. A variety of programs exist, industrial customers for new construction, retrofitting existing structures, and rebates for qualifying lighting and appliances. In addition to the statewide programs, individual utilities run specific programs.

Learn More:

603-271-3878

puc@puc.nh.gov
<http://www.puc.state.nh.us/Electric/coreenergyefficiencyprograms.htm>

Energy Solutions, Retrofit, and New Equipment or Construction Program

Technical and Financial Assistance

In partnership with New Hampshire Public Utilities Commission and state utilities, NHsaves provides links and information on how businesses can qualify for rebates and other incentives whether the customer is a small or large business.

Learn More:

<http://nhsaves.com/business/efficiency.html>

Local Resources

Nonprofit Organizations

New Generation Energy

Community Solar Lending Program

Financial Assistance

New Generation Energy provides financial assistance for determining the best finance option for a solar PV or thermal system.

Learn More:

cp@newgenerationenergy.org
<http://www.newgenerationenergy.org/?q=community-lending/community-lending-program>

Local or Regional Initiatives

Northwest Energy Efficiency Council (NEEC)

Building Operator Certification (BOC)

Technical Assistance

BOC is a nationally recognized training and certification program for building operators offering improved job skills and more comfortable, energy efficient facilities.

Learn More:

Ellen MacPherson
 877-850-4793
bocinfo@theboc.info
http://www.theboc.info/ne/schedule_ne.html

Industrial Assessment and Clean Energy Application Centers

Northeast Clean Energy Application Center

Combined Heat and Power (CHP)

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment along with other information on CHP such as available financial incentives.

Learn More:

Beka Kosanovic
 413-545-0684
kosanovi@ceere.org
<http://www.northeastchp.org/nechpi/events.cfm?recID=110>

University of Massachusetts

Industrial Assessment Center (IAC)

Technical Assistance

The IAC operates at the University of Massachusetts and referrals are coordinated through the New Hampshire Department of Resources and Economic Development. Assessments are offered to small- and medium-sized manufacturing plants (Standard Industrial Codes 20-39) in the New England area with gross annual sales of less than \$100 million, not more than 500 employees, no in-house energy expert, and energy costs totaling \$100,000 to \$2.5 million per year.

Learn More:

Joanne O. Morin
 603-271-2155
joanne.morin@nh.gov
<http://www.nh.gov/oepp/programs/energy/ieep.htm>

H. New Jersey

The industrial manufacturing sector accounts for 9.2% of New Jersey's GDP⁴⁴ and 290,183 jobs.⁴⁵ Based on the total value of shipments, the state's leading industries include chemical manufacturing, petroleum and coal product manufacturing, and food processing.⁴⁶ New Jersey's industrial energy consumption ranks near the national average, despite the abundance of energy-intensive chemical manufacturing and petroleum refining industries in the state.⁴⁷ In 2007, New Jersey's industrial sector consumed 68.8 Trillion Btu of natural gas, which was 31st in the nation.⁴⁸ Local industry expended 452.1 Trillion Btu of energy in 2007, or 16.5% of all energy consumed in the state,⁴⁹ earning a ranking of 25th in the United States. Moreover, the industrial manufacturing sector accounted for approximately 15.9 million metric tons of CO₂ emissions in 2005.⁵⁰

New Jersey is committed to reducing the state's energy consumption. In 2008, New Jersey published a *State Energy Master Plan* to guide the state toward a responsible energy future with adequate, reliable energy supplies that are both cost effective and environmentally sustainable. This plan details a series of actions and strategies to fulfill Executive Order 54, Governor Jon Corzine's mandate for a 20% reduction in statewide GHG emissions by 2020, and an 80% reduction by 2050.⁵¹ New Jersey has created programs to help implement energy efficiency and conservation measures that are cost effective and strengthen the state's economic competitiveness. Between 2001 and 2007, one such program, the New Jersey Clean Energy Program (NJCEP), assisted in the reduction of 1,428 gigawatt hours of electricity consumption and 3.1 Trillion Btu of natural gas usage. Through the NJCEP program, industrial and commercial customers realized savings of 64.5% for electricity spending and 32.2% for natural gas spending.⁵²

Government

State Programs

New Jersey Economic Development Authority (EDA)

Clean Energy Solutions Financing

Technical and Financial Assistance

New Jersey EDA created Clean Energy Solutions to provide financing options for industrial businesses wanting to improve energy efficiency. Programs include loans and grants for equipment and property purchase; site and facility improvements or purchase; and combined heat and power projects generating 1 MW of capacity.

Learn More:

866-534-7789

http://www.njeda.com/web/Aspx_pg/Templates/Pic_Text.aspx?Doc_Id=1080&midid=1351&menuid=1351&topid=718

Edison Innovation Clean Energy Manufacturing Fund

Financial Assistance

The Edison Innovation Clean Energy Manufacturing Fund supports the commercialization and development of Class 1 renewable energy and energy efficiency technologies in New Jersey. The fund will award New Jersey manufacturing projects up to \$3.3 million in grants and interest-free loans.

Learn More:

866-534-7789

<http://www.njcleanenergy.com/commercial-industrial/programs/eda-programs/eda-programs>

Edison Innovation Clean Energy Fund

Financial Assistance

This fund awards New Jersey technology companies between \$100,000 and \$300,000 to for demonstration, development and commercialization of renewable energy and energy efficient technologies.

Learn More:

866-534-7789

<http://www.njcleanenergy.com/commercial-industrial/programs/eda-programs/eda-programs>

UEZ Energy Sales Tax Exemption Program

Financial Assistance

An Urban Enterprise Zone-certified manufacturer with at least 250 fulltime employees (50% of which are plant-level), is eligible for a sales tax exemption on energy and utility services (natural gas and electricity).

Learn More:

866-534-7789

http://www.njeda.com/web/Aspx_pg/Templates/Npic_Text.aspx?Doc_Id=874&menuid=1256&topid=718&levelid=6&midid=1175

New Jersey's Clean Energy Program

Renewable Energy Incentive Program

Financial Assistance

This program provides rebates to reduce the upfront cost of installing renewable energy systems, such as solar, wind and sustainable biomass projects in New Jersey.

Learn More:

866-534-7789

<http://www.njcleanenergy.com/renewable-energy/programs/renewable-energy-incentive-program>

State of New Jersey

Property Tax Exemption

Financial Assistance

New Jersey offers a property tax exemption for renewable energy systems installed on industrial buildings and used to meet on-site electricity, heating, cooling, or general energy needs.

Learn More:

<http://www.state.nj.us/treasury/taxation/newlegislation2008.shtml>

Utilities

Investor-Owned

New Jersey Natural Gas (NJNG)

Distributed Generation Service-Commercial

Financial Assistance

NJNG offers a special pricing plan for industrial customers that install distributed generation systems.

Learn More:

800-221-0051

<http://www.njng.com/save-energy-money/distrGen/index.asp>

NJ SmartStart Buildings

Financial Assistance

NJNG offers cash rebates for installing pre-qualified energy efficient equipment, such as gas furnaces and boilers, water and booster water heaters, gas absorption chillers, and desiccant systems.

Learn More:

800-221-0051

<http://www.njng.com/save-energy-money/commercialPrograms.asp>

Direct Install

Technical and Financial Assistance

NJNG offers industrial facilities, with a peak demand of 200 kW or less, up to 80% of the cost to evaluate, update and replace outdated equipment with energy efficient alternatives.

Learn More:

866-657-6278

<http://www.njng.com/save-energy-money/commercialPrograms.asp>

Public Service Electric and Gas (PSE&G) of New Jersey

Solar Loan Program

Financial Assistance

PSE&G of New Jersey offers loans for the purchase and installation of photovoltaic (PV) systems to industrial customers in its electric service territory.

Learn More:

973-430-8460

<http://www.pseg.com/customer/solar/index.jsp>

Standard Offer

Financial Assistance

This performance-based program pays for measured energy savings due to the installation of energy-saving equipment or material such as lighting, heating, and cooling.

Learn More:

800-854-4444

<http://www.pseg.com/customer/business/industrial/standard/overview.jsp>

Public Power

New Jersey Board of Public Utilities

Commercial and Industrial Technologies

Technical Assistance

The site provides useful information on HVAC systems, motors and drives, water heating, combined heat and power applications, and other methods to improve energy efficiency.

Learn More:

866-657-6278

<http://www.njcleanenergy.com/commercial-industrial/technologies/technologies>

Solar Energy Systems Tax Exemption

Financial Assistance

New Jersey offers a full exemption from the state's 7% sales tax for qualifying solar energy equipment purchases. All major types of solar energy equipment, including equipment for passive solar design, are considered eligible for the exemption.

Learn More:

<http://www.njcleanenergy.com/renewable-energy/technologies/solar/costs-incentives-and-savings/costs-incentives-and-savings>

Solar Renewable Energy Certificates (REC) Program

Financial Assistance

New Jersey Solar REC Program provides a means for solar RECs to be created and verified on a customer's behalf. Each time a solar electric system generates 1,000 kWh of electricity, a solar REC is issued that can then be sold or traded separately from the power.

Learn More:

866-657-6278

<http://www.njcleanenergy.com/renewable-energy/programs/solar-renewable-energy-certificates-srec/new-jersey-solar-renewable-energy>

Utility Financing Programs

Financial Assistance

The New Jersey Board of Public Utilities has approved innovative financing programs at three of the state's electric utilities to support the installation of solar PV systems.

Learn More:

866-657-6278

<http://www.njcleanenergy.com/renewable-energy/programs/utility-financing-programs/utility-financing-programs>

Local Resources

Nonprofit Organizations

New Generation Energy Community Solar Lending Program

Financial Assistance

New Generation Energy provides financial assistance for determining the best finance option for a solar PV or solar thermal system.

Learn More:

clp@newgenerationenergy.org
<http://www.newgenerationenergy.org/?q=community-lending/community-lending-program>

Local or Regional Initiatives

Northeast Energy Efficiency Council (NEEC)

Building Operator Certification (BOC)

Technical Assistance

Building Operator Certification is administered by NEEC and operates in 20 states. BOC is a nationally recognized training and certification program for improved job skills and improving plant energy efficiency.

Learn More:

Ellen MacPherson

877-850-4793

bocinfo@theboc.info
http://www.theboc.info/ne/schedule_ne.html

Industrial Efficiency Centers

Lehigh University

Industrial Assessment Center (IAC)

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

Sudhakar Neti

610-758-4117

sn01@lehigh.edu

<http://www.lehigh.edu/~inluiac/index.html>

Mid-Atlantic Clean Energy Application Center

Combined Heat and Power (CHP)

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment along with other information on CHP such as available financial incentives.

Learn More:

James Freihaut

814-863-0083

jdf11@psu.edu

<http://www.maceac.psu.edu/index.htm>

University of Delaware

Industrial Assessment Center (IAC)

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

Keith Goosen

302-831-0590

goossen@ece.udel.edu

<http://www.ece.udel.edu/iac/>

I. New York

New York's economy is ranked 31st in the nation in terms of 2008 GDP, generating \$1,144.2 billion.⁵³ Industrial manufacturing is an important sector of the state's economy, providing 153,348 jobs and supplying \$69,634.1 million worth of goods. The largest manufacturing sectors in the state are nonmetallic mineral manufacturing and food processing based on total value of shipments.⁵⁴ In 2007, New York's industrial sector ranked 21st in the nation in terms of energy expended, accounting for 504.6 trillion Btu, or 12.4% of statewide energy consumption.⁵⁵ The state's industrial natural gas consumption tallied 82.2 Trillion Btu, which was 24th in the nation for that year.⁵⁶ Moreover, the industrial sector accounted for approximately 2.7 million metric tons of CO₂ emissions in 2005.⁵⁷

Due to significant energy-related events like the 1965, 1977, and 2003 power outages, New York has realized the importance of addressing its energy consumption, as well as the need to better plan for the future in order to avoid or lessen the impact of future widespread power failures. State lawmakers have created legislation to encourage energy efficiency and renewable energy generation. For instance, New York was among the first states to offer tax incentives for buildings that save energy and minimize environmental impact.⁵⁸ Additionally, Executive Order 4 established the Sustainability and Environmental Stewardship Program in 2007.⁵⁹ That same year, Governor Elliot Spitzer committed to reducing energy consumption in New York by a total of 15% by the year 2015 (*15x15*).⁶⁰ One of the major outcomes of this policy goal was the creation of an Energy Efficiency Portfolio Standard, which is meant to establish the framework for ensuring that energy efficiency becomes an integral part of the New York energy industry.⁶¹ New York is currently in the process of updating its state energy plan; it is schedule to be published in October 2009.⁶²

Government

State Programs

Empire State Development

Industrial Effectiveness Program

Technical and Financial Assistance

The program provides grants of up to \$50,000 to manufacturers to identify, develop, and implement improved management and production processes. Direct assistance to companies is provided for product design and development, process and quality improvement, market expansion, product commercialization, information systems upgrades, supplier development projects, project management, technical awareness seminars, and assistance with environmental and other regulatory requirements.

Learn More:

<http://esd.ny.gov/BusinessPrograms/IEP.html>

Manufacturing Assistance Program (MAP)

Financial Assistance

MAP encourages manufacturers to invest in projects that will significantly increase the productivity and competitiveness of their operations by providing up to \$1 million capital grants.

Learn More:

<http://esd.ny.gov/businessprograms/map.html>

New York State Banking Department

Advanced Controls for Efficiency (ACE) Program

Financial Assistance

ACE provides loans to higher-risk efforts than those traditionally supported by such sources as venture capitalists or banks and to bring those projects to New York State.

Learn More:

518-862-1090

<http://www.banking.state.ny.us/sba/nys-erd4.htm>

Economic Development through Greater Energy Efficiency (EDGE)

Technical Assistance

EDGE provides financial and technical support for detailed engineering studies of manufacturing operations, and financial assistance for the demonstration of innovative energy efficient process technology.

Learn More:

518-862-1090, Ext. 3257

<http://www.banking.state.ny.us/sba/nys-erd1.htm>

Industrial Waste Minimization Program

Financial Assistance

The Industrial Waste and Minimization Program provides financing to develop and demonstrate energy efficient methods to reduce, recover, reuse, or recycle industrial wastes at the point of generation.

Learn More:

518-862-1090

<http://www.banking.state.ny.us/sba/nys-erd2.htm>

University/Industry Energy Research Program

Financial Assistance

The program provides loans to industry to reduce risks and operating costs, increased opportunities to develop and use innovative technologies, and improved access to university resources and specialized equipment.

Learn More:

518-862-1090

<http://www.banking.state.ny.us/sba/nys-erd3.htm>

New York State Energy Research and Development Authority (NYSERDA)

Anaerobic Digester Gas-to-Electricity Program

Technical and Financial Assistance

This program is designed to support smaller-sized electricity generation where the energy generated is used primarily at the electric customer's location. Funding may include reimbursement of a portion of capital costs based on potential kW capacity, as well as production incentives based on the number of kW actually produced in a year.

Learn More:

866-697-3732

<http://www.nyserda.org/rps/project-gallery.asp>

Combined Heat and Power (CHP) Incentives

Financial Assistance

NYSERDA offers incentives to promote the installation of clean, efficient, and commercially available CHP systems that provide peak demand reduction. Incentives are performance-based and correspond to the summer-peak demand reduction (measured in kW), energy generation (kWh), and fuel conversion efficiency (FCE) achieved by the CHP system on an annual basis over a two-year measurement and verification period.

Learn More:

866-697-3732

http://www.nyserda.org/Programs/Existing_Facilities/chp.html

Existing Facilities Program

Financial Assistance

NYSERDA offers performance-based electric incentives to customers or energy service companies that are working on energy efficiency projects that deliver verifiable annual electric energy savings.

Learn More:

866-697-3732

http://www.nyserda.org/Programs/Existing_Facilities/electric.html

Flexible Technical Assistance (FlexTech)

Technical Assistance

FlexTech provides cost-shared energy studies to identify cost savings that could be achieved through energy efficiency and industrial process improvements.

Learn More:

866-697-3732

<http://www.nyserda.org/programs/flextech.asp>

Gas Efficiency Performance Based Incentive

Financial Assistance

NYSERDA offers performance-based gas incentives for installing natural gas efficiency projects that deliver verifiable annual energy savings. Incentives are performance-based.

Learn More:

866-697-3732

http://www.nyserda.org/Programs/Existing_Facilities/gas.html

Industrial and Process Efficiency Performance Based Incentive

Financial Assistance

NYSERDA offers process efficiency incentives to offset the cost of projects that improve energy efficiency and productivity at industrial and data center facilities.

Learn More:

866-697-3732

http://www.nyserda.org/programs/Existing_facilities/industrial.html

New Construction Program

Technical Assistance

The New Construction Program can provide assistance to incorporate energy efficiency measures into the design, construction, and operation of new and substantially renovated buildings, and industrial processes.

Learn More:

866-697-3732

http://www.nyserda.org/programs/New_Construction/default.asp

PV Incentive Program

Financial Assistance

NYSERDA provides incentives of \$4 to \$5 per watt (DC) to eligible installers for the installation of approved, grid-connected photovoltaic (PV) systems.

Learn More:

866-697-3732

<http://www.powernaturally.org/Programs/Solar/incentives.asp>

Renewable, Clean Energy and Energy Efficiency Product Manufacturing Incentive Program

Financial Assistance

This program is designed to expand in-state manufacturing of clean energy systems. This program provides funding for manufacturers to develop or expand a facility to manufacture innovative clean-energy technology products.

Learn More:

Jennifer Harvey

518-862-1090

jlh@nyserda.org

<http://www.nyserda.org/funding/1176summary.pdf>

Renewables R&D Grant Program

Financial Assistance

This competitive research program involves a multi-step approach to assist companies in the development, testing, and commercialization of renewable-energy technologies that will be manufactured in New York, as well as the implementation of innovative business models to increase market penetration.

Learn More:

866-697-3732

<http://www.nyserda.org/funding/funding.asp?i=2>

Solar, Wind & Biomass Energy Systems Exemption

Financial Assistance

Section 487 of the New York State Real Property Tax Law provides a 15-year real property tax exemption for solar and wind energy systems constructed in New York State.

Learn More:

Jerome McCall

jerome.mccall@orps.state.ny.us

<http://www.orps.state.ny.us/assessor/manuals/vol4/part1/section4.01/sec487.htm>

Local Programs

New York City Economic Development Corporation

Business Incentive Rate (BIR)

Financial Assistance

BIR is an energy discount program co-administered by EDC and Con Edison. The program is designed to encourage economic growth in the manufacturing and industrial sectors by offering a discount on Con Edison's electric delivery charges.

Learn More:

212-312-3600

EnergyBenefits@nycedc.com

<http://www.nycedc.com/FinancingIncentives/DiscountedEnergyPrograms/BusinessIncentRate/Pages/BusinessIncentivesRate.aspx>

Energy Cost Savings Program (ECSP)

Financial Assistance

ECSP is an energy discount program administered by the Department of Small Business Services (SBS) offering up to 45% savings on regulated electric or 35% on natural gas costs. The program reduces energy costs for businesses that relocate to, make improvements

to property in or lease space in, previously improved buildings in Manhattan above 96th Street, or space in Brooklyn, Queens, the Bronx, or Staten Island.

Learn More:

212-639-9675

<http://www.nycedc.com/FinancingIncentives/DiscountedEnergyPrograms/EnergyCostSavingsProg/Pages/EnergySavingsProgram.aspx>

Green Sector Industry Initiative

Financial Assistance

New York's Green Sector Industry Initiative comprises of 30 initiatives to promote and attract green businesses. The initiatives cover financing options and target several types of renewable energy projects.

Learn More:

<http://www.nycedc.com/BusinessIncentives/NYC/IndustryOverviews/GreenSector/Pages/NYCGreenSector.aspx>

Industrial Incentive Program

Financial Assistance

The Small Industry Incentive Program and Industrial Incentive Program provide eligible industrial companies with real estate tax reductions, mortgage recording tax waivers, and sales tax exemptions on purchases of materials used to construct, renovate, or equip facilities.

Learn More:

<http://www.nycedc.com/FinancingIncentives/NYCIDA/NYCIDAPrograms/Pages/NYCIDAPrograms.aspx>

Lower Manhattan Energy Program

Financial Assistance

Industrial tenants in buildings that have been renovated in excess of 20% of the property's assessed value and approved for real estate

tax benefits through the Industrial and Commercial Incentive Program, or for benefits through the New York City Industrial Development Agency, or are owned by the City of New York or the Empire State Development Corporation, can reduce regulated electricity costs up to 45% for the first 8 years (or 9 years for landmarked buildings), declining at one-fifth of the reduction per year for the remaining 4 years.

Learn More:

212-312-3600

NYCIDA@nycedc.com

<http://www.nycedc.com/FinancingIncentives/DiscountedEnergyPrograms/LowerManhattanEnergyProg/Pages/EnergyProgram.aspx>

Manufacturing Facilities Bond Program

Financial Assistance

Manufacturers of tangible personal property acquiring, developing, renovating, or equipping facilities for self-use can access triple tax-exempt bond financing and real estate, mortgage, and sales tax reductions.

Learn More:

212-312-3600

<http://www.nycedc.com/FinancingIncentives/Financing/ManuFacilities-BondProg/Pages/ManufacturingBond-Program.aspx>

Tax Benefits for Industrial Firms

Financial Assistance

Industrial companies may take a tax credit for amounts paid to their electric, gas, and steam utilities for gross receipts and related taxes. These taxes comprise approximately 3.4% of a company's electric, gas, and steam utility bill.

Learn More:

800-972-1233

<http://www.nycedc.com/FinancingIncentives/DiscountedEnergyPrograms/TaxBenefitsIndustrialFirms/Pages/Tax-BenefitsforIndustrialFirms.aspx>

The Industrial and Commercial Abatement Program (ICAP)

Financial Assistance

The ICAP program provides abatements of real property taxes for varying periods up to 25 years for eligible industrial buildings that are built, modernized, rehabilitated, expanded, or otherwise physically improved.

Learn More:

<http://www.nycedc.com/FinancingIncentives/TaxExemptions/IndustCom-AbateProg/Pages/ICAP.aspx>

Town of Riverhead

Discounted Energy Conservation Device Permitting Fees

Financial Assistance

Commercial energy conservation devices constructed or installed in or upon a structure that qualify for any federal, state or local tax exemption, tax credit or tax rebate, including, but not limited to, solar panels: a flat permit fee of \$150. Found in town code 52-10 (F).

Learn More:

<http://www.ecode360.com/?custId=RI0508>

Utilities

Investor-Owned

Central Hudson Gas & Electric

Business Energy SavingsCentral Program

Technical and Financial Assistance

The Business Energy SavingsCentral program is for nonresidential customers with electric demand of less than 350 kW. The program offers a free energy assessment by one of the utility of one of its trade allies.

Learn More:

800-515-5353

<http://www.savingscentral.com/business.html>

Energy Solutions programs

Financial and Technical Assistance

Energy Solutions helps industrial customers become more energy efficient and competitive. Among these programs are free energy audits, industrial competitiveness surveys, alternative fuel analyses, lighting design and installation services, custom design and consultation services, and financial assistance.

Learn More:

845-452-2700

http://www.centralhudson.com/business/energy_solutions.html

Consolidated Edison

Installed Capacity Program

Financial Assistance

Incentives are available for industrial customers that reduce electric load by using generators or other means of curtailment without having to meet daily bidding and scheduling requirements.

Learn More:

800-752-6633

<http://www.coned.com/energyefficiency/icap.asp>

PowerYourWay ESCO Rebate Program

Technical and Financial Assistance

Customers can use PowerYourWay to shop for electricity and natural gas from a variety of energy supply companies. Customers may also qualify for a 7% PowerMove discount on the Consolidated Edison price for energy supply for two months.

Learn More:

877-668-3234

http://www.poweryourway.com/business_customers.asp

Small Business Direct Installation Program

Technical Assistance

Consolidated Edison offers free on-site energy surveys.

Learn More:

800-643-1289

<http://www.coned.com/energyefficiency/business.asp>

Long Island Power Authority (LIPA)

Energy Efficient Commercial Construction Rebate Program

Financial Assistance

LIPA offers incentives for nonresidential customers to increase the energy efficiency of facilities.

Learn More:

800-966-4818

<http://www.lipower.org/efficiency/commercial.html>

Green Building Incentives

Financial Assistance

For building projects seeking LEED certification, LIPA will fund 100% of the cost of energy modeling up to \$50,000; pay up to 100% of the cost for fundamental and additional commissioning of energy-related systems up to \$100,000; and up to \$25,000 for achieving LEED points that are related to the building's energy performance. The maximum rebate will be \$500,000 for LEED Green Buildings.

Learn More:

800-966-4818

<http://www.lipower.org/efficiency/commercial.green.html>

Incentives for Building Commissioning

Financial Assistance

LIPA will provide cost share up to 50% (\$50,000 maximum) for commissioning services (optimizing energy systems) through one of its Technical Assistants.

Learn More:

800-966-4818

<http://www.lipower.org/efficiency/commercial.commissioning.html>

Light Solutions Program

Technical and Financial Assistance

The program provides lighting choices that fit the specific needs of a business. LIPA owns the equipment and provides installation and maintenance for a monthly fee.

Solar Entrepreneur Program

Financial Assistance

For commercial grid connected PV systems, LIPA's rebate is \$3.50 per W, with a maximum rebate of \$35,000 (up to 10 kW) per PV installation. Commercial customers can also take advantage of the business energy tax credit. Any organization that invests in or purchases qualified solar energy property can take the credit, up to 10% of the investment or purchase and installation amount, when income tax forms are filed.

Learn More:

800-966-4818

<http://www.lipower.org/efficiency/solar-comm-rebates.html>

Whole Building Design

Financial Assistance

LIPA provides up to \$10,000 in technical assistance services, including consultants to help customers choose and implement energy efficient measures and equipment. For more complex projects, LIPA will provide 50% of any additional costs, up to \$50,000. A maximum of \$800,000 in incentives is available for whole building design applications in any one calendar year.

Learn More:

800-966-4818

<http://www.lipower.org/efficiency/commercial.whole.html>

Wind Energy Program

Financial Assistance

LIPA offers rebates for the installation of grid-connected wind energy systems. Rebate amounts are generally based on expected annual energy production in kWh up to \$200,000 per application.

Learn More:

800-966-4818

<http://www.lipower.org/efficiency/wind-programs.html>

National Grid

Building Practices & Demonstration Program

Technical Assistance

The program is designed to promote the installation of new, emerging, or underutilized energy efficiency technologies and operating practices.

Learn More:

718-643-4050

http://www2.nationalgridus.com/psbusiness/choose_region.jsp?sect=/psbusiness/energy/building

Commercial Energy Efficiency Program

Financial Assistance

National Grid will help fund energy-saving measures by offering rebates based on projected energy savings. Incentives are available up to 50% of the project cost, up to \$100,000.

Learn More:

718-643-4050

http://www2.nationalgridus.com/psbusiness/choose_region.jsp?sect=/psbusiness/energy/energy_efficiency

Economic Development Gas Rate (EDGAR)

Financial Assistance

The EDGAR discount is applicable to new or incremental gas consumption and is applied to accounts that are billed by firm and temperature controlled rate tariffs. The discount will consist of a rate reduction of up to 50% for a period of 12 years and phasing out by 25% each year from years 13 through 15 until the rate is returned to the standard tariff in year 16.

Learn More:

516-545-3873

<http://www.nycedc.com/FinancingIncentives/DiscountedEnergyPrograms/NationalGrid/Pages/NationalGrid.aspx>

Economic Redevelopment Program

Financial Assistance

National Grid offers additional funding for projects that provide excellent energy saving opportunities and also have a strong economic impact in the community. Funding is based on energy savings, with an additional amount determined from the broader benefits of the project. These projects must be located in areas designated for economic redevelopment. Incentives are available up to 50% of the project cost or \$100,000.

Learn More:

718-643-4050

http://www2.nationalgridus.com/psbusiness/choose_region.jsp?sect=/psbusiness/energy/economic

Energy Consulting Services

Technical Assistance

National Grid offers integrated solutions specialized in resolving energy issues in today's deregulated environment.

Learn More:

718-643-4050

http://www2.nationalgridus.com/psbusiness/choose_region.jsp?sect=/psbusiness/solutions/consulting

Engineering & Design Services

Technical Assistance

National Grid provides engineering, planning, building design, and environmental compliance services.

Learn More:

718-643-4050

http://www2.nationalgridus.com/psbusiness/choose_region.jsp?sect=/psbusiness/solutions/engineering

Financing Solutions For Natural Gas Equipment

Technical and Financial Assistance

National Grid has partnered with major financial institutions that offer reduced interest rate loans and leases for preferred qualified industrial customers. Terms typically range from 12 to 60 months and can go as long as 84 months. National Grid lenders and leases will provide customized service at a place of business and waive most fees.

Learn More:

718-643-4050

http://www2.nationalgridus.com/psbusiness/choose_region.jsp?sect=/psbusiness/programs/financing

Green Buildings Services

Technical Assistance

National Grid Business Solutions supports industrial customers with a full range of Green Building Services.

Learn More:

718-643-4050

http://www2.nationalgridus.com/psbusiness/choose_region.jsp?sect=/psbusiness/solutions/green

Industrial Building Redevelopment

Financial Assistance

The Industrial Building Assistance program provides grants of up to \$250,000 to building owners undertaking efforts to retrofit the interior electric and gas infrastructure required to convert these buildings to multi-tenant industrial use. The grants will be made through local industrial development agencies or other quasi public development corporations.

Learn More:

<http://www.shovelready.com/application/programs.asp#anchor12a>

Power Quality Enhancements Program

Financial Assistance

This program offers financial incentives to qualified customers for the installation of power quality mitigation equipment and controls. Qualifying applicants must demonstrate that a facility has a power quality problem that results in production, operational, or quality constraints, including but not limited to downtime and outage costs.

Learn More:

<http://www.shovelready.com/application/programs.asp#Anchor-5676>

New York State Electric and Gas (NYSEG)

Competitive Pricing: Electricity and Natural Gas

Financial Assistance

NYSEG provides negotiated prices to new customers or for qualified expansions by existing customers considering appropriate energy efficiency measures.

Learn More:

800-456-5153

<http://www.nyseg.com/YourBusiness/economicdev/progandincentives.html#CompPricing>

Empire Zone Incentive

Financial Assistance

The program provides a reduction from the standard tariff rate, on a per kWh basis, for businesses locating or expanding in a designated Empire Zone.

Learn More:

800-456-5153

<http://www.nyseg.com/YourBusiness/economicdev/progandincentives.html#EDI>

Power for Jobs (PFJ)

Financial Assistance

Provides low-cost electricity from the New York Power Authority for qualifying businesses that expand or remain in New York State. PFJ is designed to assist New York State businesses that are at risk of closing or downsizing their operations or moving out of the state. Pricing varies depending on a customer's usage pattern, power need and the delivery cost.

Learn More:

800-456-5153

<http://www.nyseg.com/YourBusiness/economicdev/progandincentives.html>

Orange & Rockland Utilities

New York Economic Development Rate

Financial Assistance

New or expanding customers must add 100 kW of separately metered monthly electric usage to the electric system to receive a 10% discount on the rate for five years.

Learn More:

Toni Graziano

201-236-6009

<http://www.oru.com/programsandservices/economicdevelopment/financialincentives.html>

Small Business Direct Install Program

Financial Assistance

Business customers with peak demands less than 100 kW may be eligible to receive 70% of the installed cost of energy efficient lighting measures through this program.

Learn More:

877-852-5678

<http://www.oru.com/programsandservices/incentivesandrebates/smallbusinessdirectinstall.html>

Rochester Gas & Electric (RG&E)

Business Energy Efficiency Assistance Program

Financial Assistance

RG&E offers incentives in the form of rate discounts and funding assistance to help make upstate New York an attractive place to do business. Various incentive programs include a focus on capital investment, utility infrastructure, building redevelopment, business energy efficiency, and economic development outreach.

Learn More:

800-456-5153

dawn_cote@rge.com<http://www.rge.com/YourBusiness/economicdev/progandincentives.html>

Public Power

Jamestown Board of Public Utilities

Economic Development Rate

Financial Assistance

New or existing industrial General Service customers that meet qualifying criteria are eligible for discounted rates.

Learn More:

716-661-1660

<http://www.jamestownbpu.com/electric/rates.php>

Local Resources

Local or Regional Initiatives

Northeast Energy Efficiency Council (NEEC)

Building Operator Certification (BOC)

Technical Assistance

Building Operator Certification is administered by the NEEC and operates in 20 states. BOC is a nationally recognized training and certification program for building operators offering improved job skills and more comfortable, energy efficient facilities.

Learn More:

Ellen MacPherson

877-850-4793

bocinfo@theboc.infohttp://www.theboc.info/ne/schedule_ne.html

Industrial Efficiency Centers

Lehigh University

Industrial Assessment Center (IAC)

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

Sudhakar Neti

610-758-4117

sn01@lehigh.edu<http://www.lehigh.edu/~inlu/iac/index.html>

Northeast Clean Energy Application Center

Combined Heat and Power (CHP)

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment along with other information on CHP such as available financial incentives.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org<http://www.northeastchp.org/nechpi/events.cfm?recID=110>

Syracuse University

IAC

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

Frederick Carranti

315-443-4346

carranti@syr.edu<http://iac.syr.edu/>

Syracuse University

IAC

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

Frederick Carranti

315-443-4346

carranti@syr.edu<http://iac.syr.edu/>

University of Delaware

IAC

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

Keith Goosen

302-831-0590

goossen@ece.udel.edu<http://www.ece.udel.edu/iac/>

University of Massachusetts

IAC

Technical Assistance

The IAC operates within the Center for Energy Efficiency and Renewable Energy at the University of Massachusetts. Assessments are offered to small- and medium-sized manufacturing plants (Standard Industrial Codes 20-39) in the New England area with gross annual sales of less than \$100 million, not more than 500 employees, no in-house energy expert, and energy costs totaling \$100,000 to \$2.5 million per year.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org<http://www.ceere.org/iac/index.html>

J. Pennsylvania

The industrial manufacturing sector accounts for 13.6% of Pennsylvania's GDP⁶³ and 643,155 jobs,⁶⁴ or 10.3% of the total civilian labor force.⁶⁵ The industrial sector is Pennsylvania's leading energy-consuming sector, due in part to energy-intensive industries that include chemical manufacturing, food processing, metal casting, petroleum refining, and fabricated metals manufacturing based on total value of shipments.⁶⁶ Local industry used 1,288.8 Trillion Btu in 2007, or 32.2% of all energy consumed in the state, earning Pennsylvania a ranking of 6th in the nation. Industrial natural gas consumption by that sector it totaled 204.2 Trillion Btu, placing the state 9th in the nation.⁶⁷ Moreover, the industrial manufacturing sector accounted for approximately 49.9 million metric tons of CO₂ emissions in 2005.⁶⁸

In February 2007, Governor Edward Rendell proposed the Energy Independence Strategy to manage statewide energy costs, move toward energy independence, and stimulate the economy. In order to support the initiative, funding was made available to help spur the development of renewable energy technologies and help utility customers and small businesses take steps to reduce their electricity consumption and save money. Pennsylvania's \$665.9 million investment in this initiative has led to the creation of multiple new energy conservation and renewable energy investment programs to help consumers save money and use energy more effectively.⁶⁹ In particular, the Pennsylvania government, realizing the importance of businesses reducing their energy consumption, has allocated about \$500,000 toward energy conservation grants for small businesses.⁷⁰

Government

State Programs

Pennsylvania Department of Community and Economic Development

Alternative and Clean Energy Program

Financial Assistance

The Alternative and Clean Energy program provides financial assistance in the form of grants and loans that will be used by eligible applicants for the utilization, development and construction of alternative and clean energy projects.

Learn More:

866-466-3972

<http://www.newpa.com/find-and-apply-for-funding/funding-and-program-finder/funding-detail/index.aspx?progId=212>

High Performance Building Program

Financial Assistance

The High Performance Building Program provides financial assistance in the forms of grants and loan funds to underwrite the cost premiums associated with the design and construction or major renovation of high performance buildings.

Learn More:

866-466-3972

<http://www.newpa.com/find-and-apply-for-funding/funding-and-program-finder/funding-detail/index.aspx?progId=198>

Renewable Energy Program -- Geothermal and Wind Projects

Financial Assistance

The Renewable Energy Program provides financial assistance in the forms of grants and loan funds to promote the use of alternative energy.

Learn More:

866-466-3972

<http://www.newpa.com/find-and-apply-for-funding/funding-and-program-finder/funding-detail/index.aspx?progId=191>

Solar Energy Program

Financial Assistance

The Solar Energy Program provides financial assistance in the forms of grants and loan funds to promote the use of alternative energy.

Learn More:

866-466-3972

<http://www.newpa.com/find-and-apply-for-funding/funding-and-program-finder/funding-detail/index.aspx?progId=197>

Pennsylvania Department of Environmental Protection

Energy Management Technical Assistance

Technical and Financial Assistance

Technical assistance is provided free of charge to industrial entities working to conserve energy, reduce waste generation, and meet environmental obligations. Assistance includes review of production processes, innovative technologies, financial programs, load reduction, demand-side management, energy system training for plant staff, educational workshops, technical literature, on-site assessment resources, and energy system software analysis tools for motor, steam, compressed air, fan, pump, and process heating systems.

Learn More:

RA-epcontactus@state.pa.us
<http://www.depweb.state.pa.us/portal/server.pt/community/technology/10406>

Pennsylvania Energy Harvest Grant Program

Financial Assistance

This initiative finances the implementation of clean and renewable-energy technologies that have measurable benefits in terms of pollution reduction, environmental quality, and reduced energy use.

Learn More:

RA-epcontactus@state.pa.us
http://www.portal.state.pa.us/portal/server.pt/community/energy_harvest/10397

Pennsylvania Industries of the Future

Technical Assistance

Pennsylvania's Industries of the Future initiative provides assistance to the mining, metal casting, and aluminum industries. The initiative helps increase industrial productivity through improvements in energy efficiency, reduced operating costs, and development of partnerships.

Learn More:

Ric Llig
 717-772-5834
rillig@state.pa.us
<http://www.dep.state.pa.us/dep/deputate/pollprev/techservices/Paiof/>

Small Business Pollution Prevention Assistance Account Loan Program

Financial Assistance

Low-interest loans are available to help small businesses implement energy efficiency and pollution prevention projects.

Learn More:

RA-epcontactus@state.pa.us
<http://www.dep.state.pa.us/grantscenter/GrantAndLoanPrograms.asp>

Pennsylvania Department of Revenue

Wind-Energy System Exemption

Financial Assistance

This tax exemption stipulates that wind turbines and related equipment may not be counted by tax assessors when setting property values.

Learn More:

<http://www.legis.state.pa.us/CFDOCS/Legis/PN/Public/btCheck.cfm?txtTy pe=HTM&sessYr=2009&sessInd=0&billBody=H&billTyp=B&billNbr=1940&pn=2594>

Pennsylvania Energy Development Authority (PEDA)

Pennsylvania Energy Development Authority Grants

Financial Assistance

PEDA issues periodic funding solicitations to provide support for innovative and advanced energy projects, and for businesses interested in locating or expanding their alternative-energy manufacturing or production operations in Pennsylvania.

Learn More:

RA-epcontactus@state.pa.us
http://www.portal.state.pa.us/portal/server.pt/community/peda/10496/peda_grant_announcement/622080

Pennsylvania State Energy Program

State Energy Program

Financial Assistance

This program provides financial incentives for the production of renewable energy, as well as overall decreased energy consumption.

Learn More:

RA-epcontactus@state.pa.us
<http://www.depweb.state.pa.us/portal/server.pt/community/energy/6001>

County Programs

Berks County Community Foundation

Metropolitan Edison Company Sustainable Energy Fund

Financial Assistance

This grant program is designed to promote the generation and use of renewable energy, energy conservation, and sustainable businesses. This program is open to businesses in Berks County.

Learn More:

Richard C. Mappin
610-685-2223

richardm@bccf.org

<http://www.bccf.org/pages/gr.energy.html>

Local Programs

Philadelphia Municipal Energy Office

Energy Efficiency & Capital Projects

Technical and Financial Assistance

The Philadelphia Municipal Energy Office provides funding for the implementation of energy-saving practices in businesses. The city will also perform an energy audit to pinpoint processes and areas for improvement.

Learn More:

Michelle Knapik
215-686-4472

michelle.knapik@phila.gov

<http://www.phila.gov/energy/development/efficiency/index.html>

Utilities

Investor-Owned

Allegheny Energy

Custom Applications Program

Technical and Financial Assistance

This program provides industrial customers energy auditing services and custom rebates for highly specialized processes and applications of energy efficient improvements. Allegheny Energy contributes up to 50% of the customer's qualifying project, with a per project cap of \$500,000.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/PABus/CustApps.asp>

Custom Technology Applications Program

The Custom Technology Program is focused on reducing energy and demand of small and large industrial customers with usage of 1 million – 2.5 million kWh/year. Qualifying customers can receive up to 25% of the capital investment, up to \$100,000 per project, for energy and demand savings.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/PABus/CustTechApps.asp>

Lighting Efficiency Rebates

Financial Assistance

Allegheny Energy's Commercial Lighting Program provides rebates to customers who make energy efficient lighting improvements.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/PABus/Lighting.asp>

Variable Frequency Drives

Financial Assistance

Allegheny Energy provides rebates up to 50% off the initial purchase price for installing Variable Frequency Drives.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/MDBus/Drives.asp>

PECO

Energy Efficiency Rebates

Financial Assistance

PECO customers receive 20% discounts toward the purchase of energy efficient and renewable energy equipment.

Learn More:

800-494-4000

<http://www.energyfederation.org/peco/default.php>

Sustainable Development Fund (SDF) Grant Program

Financial Assistance

SDF provides financial assistance for three types of grants: Sustainable Energy Business Planning Grants, Sustainable Energy Demonstration Grants and other grants that follow the SDF's mission of promoting renewable energy, energy conservation and sustainable energy businesses.

Learn More:

215-574-5800

Energy@TRFund.com

<http://www.trfund.com/sdf/>

PPL Electric Utilities

PPL Economic Development Partnership Program LEED Certification Program

Financial Assistance

Qualified organizations can receive reimbursement for U. S. Green Building Council registration fees, design review, construction review and initial certification review fees up to a maximum of \$5,000 per project located in PPL's service territory. Projects which achieve Gold certification will be rewarded with an additional \$5,000 grant.

Learn More:

Donald Bernhard
610-774-5458

http://www.pplelectric.com/NR/rdonlyres/93446100-48BD-4FF6-94B8-2CA2B4D6C95A/0/PPL_Economic_Development_Partnership_Program.pdf

Energy Audits

Technical Assistance

PPL energy staff identifies facility energy usage, determines where money is being wasted, and establishes priorities for improvements.

Learn More:

610-774-6866

energyservices@pplweb.com
<http://www.pplenergyservices.com/energy+efficiency/energy+efficiency/>

Energy Conservation

Technical Assistance

PPL helps clients improve energy efficiency in areas such as lighting, heating and cooling systems, information and building control systems.

Learn More:

610-774-6866

energyservices@pplweb.com
<http://www.pplenergyservices.com/energy+efficiency/energy+efficiency/>

Energy Consulting

Technical Assistance

PPL energy experts prepare requests for proposals, compile design and build specifications, provide analysis for building envelopes, conduct feasibility studies, and provide a full range of energy-consulting services.

Learn More:

610-774-6866

energyservices@pplweb.com
<http://www.pplenergyservices.com/energy+efficiency/energy+efficiency/>

Performance Contracting

Technical Assistance

PPL provides energy performance contracting with guaranteed savings that enable clients to fund infrastructure improvements.

Learn More:

610-774-6866

energyservices@pplweb.com
<http://www.pplenergyservices.com/energy+efficiency/energy+efficiency/>

West Penn Power

Sustainable Energy Fund (SEF)

Financial Assistance

SEF provides funding for sustainable energy technologies in the utility's service region.

Learn More:

814-865-4802

wppsef@ems.psu.edu
<http://www.wppsef.org/investments.html>

Local Resources

Nonprofit Organizations

Community Foundation for the Alleghenies

Sustainable Energy Fund for the Penelec Region

Financial Assistance

This grant program is designed to promote the generation and use of renewable energy, energy conservation, and development of renewable energy businesses initiatives. This program is open to businesses in the Penelec Region of Pennsylvania.

Learn More:

814-536-7741

<http://www.cfalleghenies.org/penelec.htm>

Sustainable Energy Fund (SEF) of Central Eastern Pennsylvania

Biomass Solutions Program

Financial Assistance

SEF will help fund projects to develop energy from waste.

Learn More:

<http://www.theseef.org/IncentivesFinancing/tabid/95/Default.aspx>

Local or Regional Initiatives

The Reinvestment Fund

Sustainable Energy Fund

Financial Assistance

This \$32 million fund is available to businesses reduce their building's energy consumption by a minimum of 25%.

Learn More:

215-574-5800

Energy@TRFund.com

<http://www.trfund.com/financing/energy/energy.html>

Industrial Efficiency Centers

Lehigh University

Industrial Assessment Center (IAC)

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

Sudhakar Neti

610-758-4117

sn01@lehigh.edu

<http://www.lehigh.edu/~inluiac/index.html>

Mid-Atlantic Clean Energy Application Center

Combined Heat and Power (CHP)

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment along with other information on CHP such as available financial incentives.

Learn More:

James Freihaut

814-863-0083

jdf11@psu.edu

<http://www.maceac.psu.edu/index.htm>

University of Delaware

IAC

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

Keith Goosen

302-831-0590

goossen@ece.udel.edu

<http://www.ece.udel.edu/iac/>

West Virginia University

IAC

Technical Assistance

Assessments are offered to small- and medium-sized manufacturing plants.

Learn More:

B. Gopalakrishnan

304-293-4607 ext. 3709

bgopalak@mail.wvu.edu

<http://www2.cemr.wvu.edu/~wwwiac/>

K. Rhode Island

Rhode Island's economy is ranked 45th in the nation in terms of 2008 GDP, generating \$47.4 billion annually.⁷¹ Rhode Island's industrial manufacturing sector accounts for 53,241 jobs and \$6,427 million worth of goods.⁷² Based on total value of shipments, the largest manufacturing sectors in the state are chemicals, fabricated metals, electrical equipment, electronics and computer, and machinery manufacturing.⁷³ In 2007, Rhode Island's industrial sector ranked 50th in the nation in terms of energy expended, accounting for 23.5 Trillion Btu, or 11.0% of statewide energy consumption.⁷⁴ The state's industrial natural gas consumption tallied 7.0 Trillion Btu, which was 40th in the nation that year.⁷⁵ Moreover, the industrial sector in Rhode Island accounted for approximately 0.4 million metric tons of CO₂ emissions in 2005.⁷⁶

Though Rhode Island's economy is one of the least energy-intensive in the nation with low industrial energy consumption, industrial manufacturers pay some of the highest energy prices in the United States.⁷⁷ In order to address these high prices and use energy more effectively, Rhode Island government leaders have created energy-related legislation, such as the *Comprehensive Energy Conservation, Efficiency and Affordability Act of 2006*; this encourages investor-owned utilities to offer energy efficiency programs and establishes new requirements for strategic long-term planning and the purchase of affordable energy.⁷⁸ In addition, the Rhode Island government established a public benefits funding mechanism as part of its restructuring legislation to support the deployment of energy efficiency programs and renewable energy generation. Additionally, the Rhode Island Public Utility Commission (PUC)—under *Docket 3635, Order 18152*—encouraged electricity supplier National Grid to offer energy efficiency programs. By establishing a shareholder incentive program, the utility earns financial incentives if it meets established goals.⁷⁹

Utilities

Investor-Owned

National Grid

Buyers Alliance

Financial Assistance

Customers who participate in National Grid's energy efficiency lighting program receive discounted pricing, extended warranties, and site delivery for qualified energy efficient lighting products.

Learn More:

800-375-7405

https://www.nationalgridus.com/narragansett/business/energyeff/5_buyers.asp

Design 2000Plus

Technical and Financial Assistance

Design 2000Plus offers technical and financial assistance to large industrial customers that build new facilities, add capacity for manufacturing, replace failed equipment, or undergo major renovations. Additionally, the Custom Projects program provides up to 75% of the additional cost for efficiency upgrades.

Learn More:

800-375-7405

https://www.nationalgridus.com/narragansett/business/energyeff/4_new.asp

Existing Structure: Compressed Air Rebates

Financial Assistance

National Grid offers rebates on retrofit programs for air compressors and dryers up to \$205.

Learn More:

800-375-7405

https://www.nationalgridus.com/narragansett/business/energyeff/5_compressed_a.asp

Existing Structure: Custom Rebates

Financial Assistance

Custom Rebates provide incentives for the implementation of energy-saving measures in existing structures that do not fall under any other category.

Learn More:

800-375-7405

https://www.nationalgridus.com/narragansett/business/energyeff/5_custom_a.asp

Existing Structure: HVAC Rebates

Financial Assistance

National Grid is offering rebates for the purchase of energy efficient HVAC systems. Rebates are available for retrofit air-controlled and water-controlled chillers.

Learn More:

800-375-7405

https://www.nationalgridus.com/narragansett/business/energyeff/5_hvac_a.asp

Existing Structure: Variable-Speed Drive Incentives

Financial Assistance

Variable-speed drive rebates range from \$1,500 for a 5 HP motor to \$6,300 for a 1000 HP motor.

Learn More:

800-375-7405

https://www.nationalgridus.com/narragansett/business/energyeff/5_vsd_a.asp

High-Efficiency Gas Commercial Kitchen Equipment Rebates

Financial Assistance

National Grid offers a \$1,000-per-unit rebate on the purchase of a high-efficiency gas fryer or steam cooker.

Learn More:

800-843-3636

save@us.ngrid.com

<http://www.thinksmarthinkgreen.com/files/fryer.pdf>

Insulation Prescriptive Rebate

Financial Assistance

Businesses can apply for a rebate on pipe, roof, wall, or floor insulation.

Learn More:

800-292-2032

<http://www.thinksmarthinkgreen.com/files/insulation.pdf>

New Construction: Compressed Air Rebates

Financial Assistance

National Grid offers rebates for air compressors and dryers in new construction.

Learn More:

800-375-7405

https://www.nationalgridus.com/narragansett/business/energyeff/5_compressed.asp

New Construction: Custom Rebates

Financial Assistance

This program is designed to provide incentives for the implementation of energy-saving measures in new constructions that do not fall under any other category.

Learn More:

800-375-7405

https://www.nationalgridus.com/narragansett/business/energyeff/5_custom.asp

New Construction: MotorUp Program

Financial Assistance

Incentives are available for the purchase of energy efficient motors. Incentive amounts vary based on a motor's horsepower. Motors with 1 HP are eligible for incentives of \$45, while motors with 200HP can yield rebates up to \$700.

Learn More:

800-375-7405

https://www.nationalgridus.com/nar-ragansett/business/energyeff/5_motors.asp

New Construction: Variable-Speed Drives Incentives

Financial Assistance

Variable-speed drive rebates range from \$900 for a 5 HP motor to \$1,800 for a 20 HP motor.

Learn More:

800-375-7405

https://www.nationalgridus.com/nar-ragansett/business/energyeff/5_vsd.asp

Small Business Program

Technical and Financial Assistance

For industrial customers consuming less than 200 kW per month, National Grid will perform a free energy audit of the facility and cover up to 75% of the cost of energy-saving measures implemented. National Grid also offers a no-interest loan for two years to help cover the remaining costs.

Learn More:

800-332-3333

https://www.nationalgridus.com/nar-ragansett/business/energyeff/3_small.asp

Technical Assistance

Technical Assistance

National Grid helps industrial customers identify more energy efficient processes and equipment, as well as design and construction assistance for energy efficient buildings.

Learn More:

800-375-7405

https://www.nationalgridus.com/nar-ragansett/business/energyeff/5_assist.asp

Turnkey Services: Project Expediter Program

Technical Assistance

This program provides energy assessments and support services, including qualified vendors to inspect facilities for energy efficient measures; provide analysis of project economics; maximize benefits of incentive programs, and provide complete installation services.

Learn More:

800-375-7405

https://www.nationalgridus.com/nar-ragansett/business/energyeff/5_turnkey.asp

Local Resources

Nonprofit Organizations

People's Power and Light

Renewable Energy Certificate Incentive

Financial Assistance

Mass Energy and People's Power & Light buy green attributes from photovoltaic (PV) systems in Massachusetts, Connecticut, and Rhode Island.

Learn More:

Kate Bogart

617-524-3950

kate@massenergy.org

<http://www.massenergy.com/Solar.REC.Sale.html>

Local or Regional Initiatives

Northeast Energy Efficiency Council (NEEC)

Building Operator Certification (BOC)

Technical Assistance

Building Operator Certification is administered by the NEEC and operates in 20 states. BOC is a nationally recognized training and certification program for building operators offering improved job skills and more comfortable, energy efficient facilities.

Learn More:

Ellen MacPherson

877-850-4793

bocinfo@theboc.info

http://www.theboc.info/ne/schedule_ne.html

Industrial Assessment and Clean Energy Application Centers

Northeast Clean Energy Application Center

Combined Heat and Power (CHP)

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment along with other information on CHP such as available financial incentives.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org<http://www.northeastchp.org/nechpi/events.cfm?recID=110>**University of
Massachusetts****Industrial Assessment
Center (IAC)***Technical Assistance*

The IAC operates within the
Center for Energy Efficiency and
Renewable Energy at the University

of Massachusetts. Assessments are offered to small- and medium-sized manufacturing plants (Standard Industrial Codes 20-39) in the New England area with gross annual sales of less than \$100 million, not more than 500 employees, no in-house energy expert, and energy costs totaling \$100,000 to \$2.5 million per year.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org<http://www.ceere.org/iac/index.html>

L. Vermont

Vermont's economy is ranked 51st in the nation in terms of 2008 GDP, generating \$25.4 billion annually.⁸⁰ The Vermont industrial manufacturing sector accounts for 34,416 jobs and \$6,912 million worth of goods. Based on total value of shipments, the largest manufacturing sectors in the state are computer and electronic product manufacturing, food processing, machinery manufacturing, and fabricated metal manufacturing.⁸¹ In 2007, Vermont's industrial sector ranked 49th in the nation in terms of energy expended, accounting for 29.4 Trillion Btu, or 18.1% of statewide energy consumption.⁸² The state's industrial natural gas consumption tallied 3.0 Trillion Btu, which was 49th in the nation that year.⁸³ Moreover, the industrial sector accounted for approximately 0.6 million metric tons of CO₂ emissions in 2005.⁸⁴

Since 1990, energy demand has increased in each end-use sector by 19% or more in Vermont.⁸⁵ In response, the state has focused on promoting energy efficiency and renewable energy as the most effective means of keeping energy costs low. Vermont has created programs and enacted legislation in order to encourage energy efficiency. For example, Vermont was the first state to create a statewide energy efficiency utility, called Efficiency Vermont, which is funded through fees collected from electric utility customers' bills. Through Efficiency Vermont, the Vermont Public Service Board (PSB) has established savings targets for specific energy usage in kilowatt hours (kWh) and peak demand in kilowatts (kW). In its draft annual plan for 2009–2011, Efficiency Vermont set goals of saving 360 million total annual kWh, 51.2 total summer peak megawatts (MW), and 54 total winter peak MW.⁸⁶ Recently, the state passed the *Vermont Energy Act of 2009*, which directs the Vermont Department of Public Service (DPS) to create a self-managed energy efficiency pilot program for select transmission and industrial utility customers whose individual contributions to the public benefits fund exceeded \$1.5 million in 2008; the program also will allow owners of small renewable energy facilities to sign long-term contracts for the sale of power produced by their facilities.⁸⁷ Currently Vermont's government is working on updating its energy policy plan.⁸⁸ Resources offered in the state for improved industrial energy efficiency are listed below.

Government

State Programs

Efficiency Vermont

Building and Construction Incentives

Technical and Financial Assistance

The organization will perform a walkthrough of a facility and identify areas that could be more energy efficient. The auditor will make suggestions for improvement.

Learn More:

888-921-5990

info@efficiencyvermont.com

<http://www.efficiencyvermont.org/pages/Business/BuildingEfficiently/Incentives/>

Commercial LED Lighting Equipment Rebate

Financial Assistance

Efficiency Vermont now supports the installation of energy efficient light-emitting diode (LED) lighting through financial rebates.

Learn More:

888-921-5990

info@efficiencyvermont.com

http://www.efficiencyvermont.org/stella/filelib/2009_LEDlightingForm_FINAL.pdf

Design Incentives

Technical and Financial Assistance

Incentives are available for the purchase and installation of energy efficient equipment in a new construction project. Efficiency Vermont will also work with a developer to help design a more energy efficient building.

Learn More:

888-921-5990

info@efficiencyvermont.com

<http://www.efficiencyvermont.org/pages/Business/BuildingEfficiently/Incentives/>

Energy Efficient Transformer Program

Financial Assistance

The organization offers several financial incentives for the purchase of an energy efficient transformer. Incentives range from \$250 to \$1,200, depending on the size of the transformer.

Learn More:

888-921-5990

info@efficiencyvermont.com

<http://www.efficiencyvermont.org/stella/filelib/Transformer.pdf>

Financing Solutions

Financial Assistance

Efficiency Vermont works in cooperation with banks, leasing companies, and other institutions to develop customized financing solutions for Vermont businesses.

Learn More:

888-921-5990

info@efficiencyvermont.com

<http://www.efficiencyvermont.org/stella/filelib/Financing%20brochure-WITH%20PARTNER%20LOGOS.pdf>

Heating and Cooling Equipment Rebate Program

Financial Assistance

Efficiency Vermont is offering incentives to nonresidential customers that install energy efficient HVAC equipment. Rebates range from \$50 to \$250 per unit. Rebates more than \$2,500 require preauthorization from Efficiency Vermont.

Learn More:

888-921-5990

info@efficiencyvermont.com

http://www.efficiencyvermont.org/stella/filelib/HVAC_Rebate-Form_2007_rev0707.pdf

Motor Rebates

Financial Assistance

The organization has several financial incentives for the purchase and installation of energy efficient motors.

Learn More:

888-921-5990

info@efficiencyvermont.com

http://www.efficiencyvermont.org/stella/filelib/2008_Motors&VFD_RebateForm_FINAL1207.pdf

Small Commercial Refrigeration Equipment Rebate

Financial Assistance

Efficiency Vermont provides rebates as an incentive for Vermont businesses to install energy efficient refrigeration equipment.

Learn More:

888-921-5990

info@efficiencyvermont.com

http://www.efficiencyvermont.com/stella/filelib/2009_Refrigeration-Form_FINAL.pdf

Vermont Department of Public Service

Clean Energy Development Fund (CEDF) Loan Program

Financial Assistance

The CEDF Loan Program provides funding between \$50,000 and \$250,000 for the development of clean electric-energy technologies by providing funding for purchasing land and buildings (when specific to qualifying projects), for purchasing and installing machinery and equipment, and for working capital. Low-interest loans with a fixed rate of 4%. Eligible clean electric-energy technologies generally include solar, wind, biomass, fuel cells, and combined heat and power.

Learn More:

John Becker
802-828-4020
john.becker@state.vt.us
<http://publicservice.vermont.gov/energy/CEDF%20Loan%20Brochure.pdf>

Solar and Small Renewable Energy Incentive Program

Financial Assistance

Vermont's Solar and Small Renewable Energy Incentive Program provides funding for new solar water heating, solar electric (photovoltaic), and wind energy system installations.

Learn More:

877-888-7372
<http://www.rerc-vt.org/incentives/index.htm>

Vermont Department of Taxes

Corporate Tax Credit for Solar

Financial Assistance

Vermont offers a corporate income tax credit in an amount equal to 100% of the Vermont-property portion of the federal business energy tax credit for solar.

Learn More:

<http://www.leg.state.vt.us/docs/legdoc.cfm?URL=/docs/2008/bills/passed/S-209.HTM>

Vermont Economic Development Authority (VEDA)

Direct Loan Program

Financial Assistance

The Direct Loan program assists borrowers in financing fixed assets. It is utilized in cooperation with commercial banks. VEDA may either make its own direct loan or may purchase a portion of a bank loan.

Learn More:

802-828-5677
info@veda.org
<http://www.veda.org/interior.php/pid/1/sid/1>

Vermont Business Energy Conservation Loan Program

Financial Assistance

This program is available to assist Vermont companies that wish to undertake projects that will improve their energy efficiency and allow them to conserve energy. Loans range from \$5,000 to \$150,000.

Learn More:

802-828-5677
info@veda.org
<http://www.veda.org/interior.php/pid/1/sid/99>

Utilities

Investor-Owned

Central Vermont Public Service

Commercial and Industrial Customers Programs

Technical Assistance

Central Vermont Public Service senior energy consultants are in place to answer energy questions, utility questions, and load-control questions, as well as to provide billing explanations and guidance on electric-efficiency measures. The senior energy consultants will conduct site visits and make referrals to Efficiency Vermont.

Learn More:

800-649-2877
cicweb@cvps.com
<http://www.cvps.com/CustomerService/EnergyEfficiency.aspx>

Public Power

Burlington Electric Department (BED)

Leased Business Spaces Program

Technical and Financial Assistance

This service provides BED's customers that lease space with technical assistance, rebates, lower energy bills, in many cases a more comfortable workplace.

Learn More:

802-865-7342
https://www.burlingtonelectric.com/page.php?pid=60&name=leased_business_spaces

Lighting and LED Lighting Rebates

Financial Assistance

Customers looking to install or upgrade lighting systems are eligible for rebates through this program.

Learn More:

802-865-7342

https://www.burlingtonelectric.com/page.php?pid=62&name=ee_incentives

New Construction, Addition, and Renovation Projects

Technical Assistance

Burlington Electric Department's energy efficiency services help incorporate the most energy efficient products and systems possible when building or renovating with the goal of exceeding the City of Burlington's required Guidelines for Energy Efficient Construction.

Learn More:

802-865-7342

https://www.burlingtonelectric.com/page.php?pid=61&name=new_construction_business

Owner Occupied Business Program

Technical Assistance

This service provides BED's customers with technical assistance, rebates, lower energy bills, and in many cases a more comfortable workplace.

Learn More:

802-865-7342

https://www.burlingtonelectric.com/page.php?pid=59&name=owner_occupied_businesses

SMARTLIGHT Discounted Replacement Lamp Program

Financial Assistance

Efficiency Vermont and Burlington Electric Department have partnered with Vermont electrical distributors to offer the most efficient replacement lamps on the market at a comparable cost to conventional products.

Learn More:

802-865-7342

<http://www.encyvermont.com/pages/Business/HVAC/Lighting/SMARTLIGHT/>

Vermont Business Energy Conservation Loan Program

Financial Assistance

The Vermont Economic Development Authority, in cooperation with Efficiency Vermont and the Burlington Electric Department, has available a \$1 million low-interest loan fund for Vermont business projects that improve energy efficiency and conserve energy.

Learn More:

802-865-7342

https://www.burlingtonelectric.com/page.php?pid=62&name=ee_incentives

Cooperatives

Vermont Electric Cooperative

WorkPlace Equipment Replacement and Retrofit Program

Technical Assistance

Vermont Gas will offer design assistance and a preconstruction overview of available incentives for the installation of certain equipment. Vermont Gas will also fund a feasibility study to determine the applicability of certain renewable sources.

Learn More:

802-863-4511, Ext. 389

rkeller@vermontgas.com
http://www.vermontgas.com/efficiency_programs/comm_programs.html#retrofit

Vermont Gas

WorkPlace New Construction Program

Financial Assistance

Vermont Gas offers rebates to nonresidential customers that install energy efficient units.

Learn More:

802-863-4511, Ext. 389

rkeller@vermontgas.com
http://www.vermontgas.com/efficiency_programs/comm_programs.html#new_construction

Local Resources

Industrial Assessment and Clean Energy Application Centers

Northeast Clean Energy Application Center

Combined Heat and Power (CHP)

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment along with other information on CHP such as available financial incentives.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org

<http://www.northeastchp.org/nechpi/events.cfm?reclD=110>

University of Massachusetts

Industrial Assessment Center (IAC)

Technical Assistance

The IAC operates within the Center for Energy Efficiency and Renewable Energy at the University of Massachusetts. Assessments are offered to small- and medium-sized manufacturing plants (Standard Industrial Codes 20-39) in the New England area with gross annual sales of less than \$100 million, not more than 500 employees, no in-house energy expert, and energy costs totaling \$100,000 to \$2.5 million per year.

Learn More:

Beka Kosanovic

413-545-0684

kosanovi@ceere.org

<http://www.ceere.org/iac/index.html>

M. West Virginia

West Virginia's economy is ranked 41st in the nation in terms of 2008 GDP, generating \$61.7 billion annually.⁸⁹ The industrial manufacturing sector accounts for 20,284 jobs and \$13,390.7 million in shipments. Based on total value of shipments, the largest manufacturing sectors in the state are chemical, primary metal, transportation equipment, fabricated metal, and wood product manufacturing.⁹⁰ In 2007, West Virginia's industrial sector ranked 29th in the nation in terms of energy expended accounting for 396.1 Trillion Btu, or 46.6% of statewide energy consumption.⁹¹ The state's industrial natural gas consumption totaled 43.4 Trillion Btu, which was 36th in the nation that year.⁹² Moreover, the industrial sector in West Virginia released approximately 12.6 million metric tons of CO₂ annually based on 2005 data.⁹³

West Virginia's energy plan, *West Virginia Energy Opportunities, a Blueprint for the Future*, outlines how West Virginia can be energy independent by 2030. The industrial manufacturing sectors are key players in achieving this goal. To meet this objective, the West Virginia Division of Energy works closely with West Virginia University's Industry of the Future – West Virginia program to provide assistance to all sectors of West Virginia industries. This includes support to traditional industrial sectors through the IOF-WV Program, West Virginia Manufacturing Partnership and the Industrial Assessment Center. Renewable energy endeavors may utilize the Wood Industry Assessment Program, West Virginia Agricultural and Rural Small Business Energy Assessment Program and the West Virginia Forestry Program activities. By assisting in promoting energy efficiency in all industrial sectors, increased energy and economic sustainability and energy independence in West Virginia can be achieved.

Government

State Programs

Department of Agriculture

West Virginia Agricultural and Rural Small Business Energy Assessment Program

Technical Assistance

This is a State-wide energy audit program that delivers cost-effective audits to assist agricultural producers and rural small businesses reduce energy costs. The project team promotes and conducts energy audits specifically developed for agricultural producers and rural small businesses in West Virginia.

Learn More:

Ed Crowe

(304) 293-2867 ext. 5435

Ed.Crowe@mail.wvu.edu

<http://www.iofww.nrcce.wvu.edu/usda/>

West Virginia Development Office

Direct Loan Programs

Financial Assistance

The West Virginia Economic Development Authority can provide a financing level of up to 45% of fixed assets by providing low-interest loans to expanding state businesses and firms locating in West Virginia. The loan term is generally 5-10 years and can be used for the acquisition of land, buildings, and equipment. Working capital loans and the refinancing of existing debt are not eligible.

Learn More:

304-558-3650

<http://www.wveda.org/program-directloan.html>

Industrial Revenue Bonds

Financial Assistance

This program provides customized financing through federal tax-exempt industrial revenue bonds.

Of the state's bond allocation, \$47.25 million is reserved for small manufacturing projects, \$13.5 million is earmarked for qualifying projects in Enterprise Communities, and \$74.25 million is dedicated for exempt facility projects.

Learn More:

800-982-3386

http://www.redp.org/incentives_and_financing.php?id=133&PHPSESSID=912591f9c95cc35916b4052c755d3ea6

Manufacturing Investment Credit

Financial Assistance

This financial assistance credit is for manufacturers that make qualified capital investments in an industrial facility.

Learn More:

800-982-3386

<http://www.state.wv.us/taxrev/forms/all-years/mitc1.pdf>

Manufacturing Sales Tax Exemption

Financial Assistance

Materials and equipment purchased for direct use in manufacturing are exempt from the 6% state sales and use tax.

Learn More:

800-982-3386

<http://www.wvcommerce.org/business/businessassistance/expandingor-relocating/businessassistance/default.aspx>

West Virginia Division of Energy

The West Virginia Forestry Program

Technical Assistance

The West Virginia Forestry Program is a joint effort of the West Virginia Division of Energy and West Virginia University's Appalachian Hardwood Center (AHC). Program activities support utilization of woody biomass in West Virginia through a survey of biomass suppliers and purchasers and assistance in the assessment of reclaimed surface mine sites for biomass development and recovery opportunities. The AHC also provides support for the West Virginia Biomass Working Group.

Learn More:

Shawn Grushecky

(304) 293-2941 x2413

sgrushec@wvu.edu

<http://ahc.caf.wvu.edu/joomla/>

West Virginia E3 Program

Technical Assistance

In 2010 the West Virginia Division of Energy, in cooperation with West Virginia University's Industries of the Future-West Virginia (IOF-WV), Industrial Assessment Center (IAC) and the West Virginia Manufacturing Extension Partnership (WVMEP) established a program that helps the state's businesses to adapt and thrive in a new business era focused on energy efficiency and sustainability by providing energy assessments for industrial and commercial businesses and environmental and carbon management services to industry.

Learn More:

Jeff Herholdt

304-558-2234

Jeff.f.herholdt@wv.gov

<http://wvcommerce.org/energy/default.aspx>

Utilities

Investor-Owned

Allegheny Energy

Mercury Vapor Lighting Replacement Program

Technical Assistance

Allegheny Power offers several alternate lighting types to replace mercury vapor lighting when the fixtures fail.

Learn More:

800-255-3443

http://www.alleghenypower.com/CSC/Services/Mercury_Vapor_Replacement.asp

Local Resources

Industrial Assessment and Clean Energy Application Centers

Mid-Atlantic Clean Energy Application Center

Combined Heat and Power (CHP)

Technical Assistance

This center provides end users with project support and facilitations, education and outreach, market assessment along with other information on CHP such as available financial incentives.

Learn More:

James Freihaut

814-863-0083

jdf11@psu.edu

<http://www.maceac.psu.edu/index.htm>

West Virginia University

IAC

Technical Assistance

The Industrial Assessment Center at West Virginia University, is one of 26 centers around the country, funded by the U.S. Department of Energy to provide no-cost assessments to small and mid-sized manufacturers. A team of students and professors do the engineering measurements in auditing how each facility utilizes energy and resources. Then, they identify opportunities to save energy, reduce waste, and improve productivity.

Learn More:

B. Gopaladrishnan

304-293-4607 ext. 3709

bgopalak@mail.wvu.edu

<http://www2.cemr.wvu.edu/~wwwiac/>

West Virginia Manufacturing Extension Partnership

Manufacturing Extension Partnership

Technical Assistance

WVMEP provides exceptional services at affordable rates to small- and mid-sized companies in West Virginia to improve production, marketing, quality systems, information systems, health and safety, manufacturing management, product design and development, industrial engineering, and general manufacturing.

Learn More:

Tom Mahoney

800-637-4634

tcmahoney@mail.wvu.edu

<http://www.wvmep.com>

Industrial Efficiency Center

West Virginia University

Energy Efficiency for West Virginia Manufacturing and Wood Industry Assistance Program

Technical Assistance

This project provides free industrial assessments to companies that participate in the Industries of the Future—West Virginia program. Assessments will also be available to industries that are below or above the energy expenditure criteria established by DOE for the IACs. The goal of this effort is to conduct industrial energy assessments, facilitate implementation of energy saving recommendations, and enhance the energy efficiency knowledge of companies. Energy savings estimates will be submitted to the WVDE for each completed assessment.

Learn More:

Bhaskaran “Gopala” Gopalakrishnan
(304) 293-9434

Bhaskaran.Gopalakrishnan@mail.wvu.edu

Ed Crowe

(304) 293-2867 ext. 5435

Ed.Crowe@mail.wvu.edu

<http://www2.cemr.wvu.edu/~wwwiac/>

Industries of the Future - West Virginia (IOF-WV)

Technical Assistance

West Virginia's industrial energy efficiency program. IOF-WV was the nation's first state-level program to help manufacturers create financial savings through energy efficiency and was the model for more than 20 other state IOF programs nationwide. IOF-WV is a partnership program with the goal to save energy, reduce waste, and improve productivity in the country's most energy-intensive industries.

Learn More:

Kathleen Cullen

(304) 293-2867 ext. 5426

Kathleen.Cullen@mail.wvu.edu

<http://iofwv.nrcce.wvu.edu>

TransTech Energy Research and Commercialization Initiative (TERCI)

Technical Assistance

Identifies research capability in the TransTech area, i.e. technologies that significantly reduce GHG emissions, improve industrial competitiveness, and are available for implementation within a zero to ten-year timeframe. TERCi develops industry partners and funding opportunities for research programs, promotes applications of research results, and organizes business development symposia to facilitate VC and investor funding for start-up and new TransTech businesses.

Learn More:

Carl Irwin

(304) 293-2867 ext. 5403

Carl.Irwin@mail.wvu.edu

For More Information

There are resources available for industrial manufacturers to help reduce their energy consumption in every state including the District of Columbia. To access a comprehensive listing of approximately 3,000 resources available for industrial and commercial managers, please visit ITP's States Incentives and Resources Database.

http://www1.eere.energy.gov/industry/about/state_activities/incentive_search.asp

Appendix A: Additional Resources

In addition to all of the incentives for industrial energy efficiency presented on the previous pages, there are also incentives for other items such as water heaters and heat pumps. The following charts include additional rebates that industrial manufacturers in the Northeast can receive if they purchase and install energy efficiency equipment.

Energy Service Companies and other For-Profit Organizations

Energy Service Companies or ESCOs are private companies that implement energy efficiency projects. ESCOs provide financial, technical, and project design assistance. Please be advised that the entries in the following table are not comprehensive but feature a compendium of for-fee service providers.

Energy Services Companies

AECOM

Demand-side Management Programs

Demand-side Management

AECOM works with utilities to help them help their industrial customers improve their energy efficiency and conservation.

Learn More:

213-593-8200

<http://www.dmjmharris.com/Market-AndServices/42/79/index.jsp>

Ameresco

Industrial Programs

Technical Assistance

Ameresco provides technical assistance to help industrial manufacturers operate more efficiently and consume energy more effectively.

Learn More:

508-661-2200

<http://www.ameresco.com/industrial.asp>

Atlantic Energy Solutions

Energy Efficiency Financial Assistance

Financial Assistance

Financing is available for industrial manufacturers interested in implementing energy efficiency projects in their plants.

Learn More:

Bill Marzano

877-237-4524

<http://www.atlanticenergy.net/index.cfm>

Burns & McDonnell

Industrial Programs

Financial and Technical Assistance

Programs are available to help maximize energy efficiency in a plant.

Learn More:

Warren Kennedy

816-822-3384

wkennedy@burnsmcd.com

<http://www.burnsmcd.com/portal/page/portal/Internet/Service/Industrial1>

Chevron Energy Solutions

Energy Programs

Financial and Technical Assistance

Chevron Energy Solutions provides both financial and technical assistance to help implement energy efficiency and renewable energy projects in plants.

Learn More:

800-982-6887

<http://www.chevronenergy.com/>

Constellation Energy

Industrial Process Improvements

Financial and Technical Assistance

Programs are available to help maximize energy efficiency in a plant, particularly in boilers, cooling systems, pumps, lighting, and compressed air systems.

Learn More:

http://www.ceprojects.com/constellation_energy/energy_projects/ep_content_ipi.html

Custom Energy Services (CES)

Industrial Programs

Technical Assistance

Industrial customers can participate in demand-side management programs that control their energy use. CES will also help them find financing for recommended energy efficiency projects.

Learn More:

800-356-1239

<http://www.customenergy.com/whatwedo/marketsectors.html>

Energy Services Coalition

Industrial Programs

Technical Assistance

Energy Services Coalition will work directly with plant managers to identify ways of improving energy efficiency as well as overall plant profitability.

Learn More:

<http://www.energyservicescoalition.org/index.html>

Energy Systems Group

Industrial Programs

Financial and Technical Assistance

Energy Systems Group helps industrial manufacturers make their plants more efficient through equipment retrofitting and the installation of new, more energy-efficient technologies.

Learn More:

812-471-5000

<http://www.energysystemsgroup.com/>

Honeywell

Industrial Programs

Financial and Technical Assistance

Programs are available to help maximize energy efficiency in a plant.

Learn More:

<http://www51.honeywell.com/honeywell/industry-and-technology.html>

Johnson Controls

Industrial Programs

Financial and Technical Assistance

Programs are available to help maximize energy efficiency in a plant. Johnson Controls also specializes in automotive interiors.

Learn More:

<http://www.johnsoncontrols.com/publish/us/en.html>

National Association of Energy Service Companies (NAESCO)

Energy Programs

Technical Assistance

NAESCO represents all ESCOs. It also provides education, training, and events.

Learn More:

Nina Lockhart

202-822-0950

<http://www.naesco.org/default.htm>

Retro-Tech Systems

Lighting Programs

Financial and Technical Assistance

Retro-Tech Systems specializes in lighting efficiency. The company conducts lighting audits and helps industrial manufacturers implement suggested lighting improvements.

Learn More:

David Pierce

708-895-8434

<http://www.retrotechsystems.com/frames.html>

SIEMENS Industry, Incorporated

Industrial Energy and Environmental Management

Industrial Energy and

Environmental Management

SIEMENS helps industrial manufacturers meet their energy efficiency and environmental goals by supplying a complete portfolio of energy efficiency related services and products. Unique products include: comprehensive energy audits of the entire facility including compressed air, boilers, fans, pumps, motors and drives, process heating and cooling, as well as water systems.

Learn More:

Ralph Semyck

219-616-0068

ralph.semyck@siemens.com

<http://www2.sea.siemens.com/Services/IndustrialServices/energy-management-solutions/energy-and-environmental-management-solutions.htm>

Industrial Programs

Financial and Technical Assistance

Financing and technical assistance is available for industrial manufacturers interested in implementing energy efficiency projects in their plants.

Learn More:

http://www.buildingtechnologies.usa.siemens.com/Services_and_Solutions/industry_solutions/?languagecode=en

Stones River Companies

Industrial Programs

Technical Assistance

Lighting and electrical analysis are available to industrial manufacturers.

Learn More:

Jami Wilson Hall

615-883-3130

jhall@stonesriverelectric.com

<http://www.stonesriverelectric.com/html/index.html>

TAC Energy Solutions

Industrial Programs

Financial and Technical Assistance

Financing and technical assistance are available for industrial manufacturers interested in implementing energy efficiency projects in their plants.

Learn More:

972-323-1111

<http://www.tac.com/us/Navigate?node=1712>

TRANE

Industrial Programs

Financial and Technical Assistance

Financing and technical assistance is available for industrial manufacturers interested in implementing energy efficiency projects in their plants. TRANE specializes in HVAC units.

Learn More:

http://www.trane.com/COMMERCIAL/EnergyIaqEnvironment/8_0_EnergyIaqEnvironment.aspx?i=887

Appendix B: States

The following section provides additional resources available in each state in the region.

A. Connecticut

Utilities

Investor-Owned

Connecticut Light and Power (CL&P)

Demand Reduction Program

Financial Assistance

CL&P Demand Reduction Program helps industrial customers understand how much demand (kW) they use at different times of the day. The program provides insight on potential load reduction opportunities and helps to develop a facility-specific strategy to reduce kW demand.

Learn More:

877-947-3873

<http://www.cl-p.com/Business/SaveEnergy/LoadManagement/DemandReduction.aspx>

Free Technical Seminars

Technical Assistance

CL&P and United Illuminating jointly offer free seminars for their industrial customers.

Learn More:

877-947-3873

<http://www.cl-p.com/business/saveenergy/technicalseminars.aspx>

Load Management Program

Technical and Financial Assistance

The CL&P Load Management program helps customers understand the new energy market and provides them with the tools needed to implement profitable, market-based load-management strategies through seminars, technical assessments, and financial incentives.

Learn More:

877-947-3873

<http://www.cl-p.com/business/saveenergy/loadmanagement.aspx>

Vending Machine

Occupancy Sensor Rebate Program

Financial Assistance

This program provides a \$75 rebate per installed unit of occupancy sensors on vending machines.

Learn More:

877-947-3873

[http://nuwnotes1.nu.com/apps/clp/clpwebcontent.nsf/AR/VendingMachine/\\$File/vending_machine.pdf](http://nuwnotes1.nu.com/apps/clp/clpwebcontent.nsf/AR/VendingMachine/$File/vending_machine.pdf)

EnerNOC

Demand Response

Financial Assistance

The utility offers businesses a load-management program that enables them to earn money by reducing energy use during emergencies and other critical periods.

Learn More:

<http://www.enernoc.com/solutions/demand-response.php>

Hess Energy

Demand Response

Financial Assistance

Hess Demand Response offers customers an opportunity to generate recurring revenue. Customers earn money by committing to reduce electricity usage the few times a year when their local power grid is at its peak, or when there is a significant spike in energy prices. For this commitment to reduce usage, Hess will pay customers every month.

Learn More:

860-529-0679

<http://www.hessenergy.com/products/electricity/DR.asp>

United Illuminating Company (UI)

Energy Independence Load Response Program

Financial Assistance

The Energy Independence Load Response program is designed to reduce load on the electric system through curtailment and emergency response by electric customers. This program provides incentives to customers who agree to reduce load when needed.

Learn More:

Roddy Diotalevi

203-499-3632

Roddy.Diotalevi@uinet.com

http://www.uinet.com/wps/portal/uinet/business/!ut/p/c5/vY_NbslwEISfhRflrvNjJOcrMalR4tT-BOOALSqv-BBpCJUTaPH3DDVS-1vSB2jrM73yxYGLWjrj81rfWi6X-f0OFVi6zqz5jGTXC51gNKXri7KmG-DK4AEq9NfzdddeDtuh3GD_qYyVh-0T3eSlwF3QwSXlvMtGbRTfkWx-8Vvs1UJnsSRmQ51YIn8UfdLCY-ja3XOmIn_ZAnOjFSYEvffJvZy4-f9ycdfhiOou659hhVYdpZSRMmYYr-TUISPIPDBX_PhPlsIbstyrsMZgm8f-

[W6Z9aB52IslgGEQ2DgHrE86ESsG-PGS1D9XJSziffuYDCGA!!/dl3/d3/L2dBISEvZOFBIS9nQSEh/](http://www.uinet.com/wps/portal/uinet/business/!ut/p/c5/vY_NboM-wEISfJS_Arvmx4WilhBphlwOlw-CWCqGkhlUFtFVSevuSWKGP7ib-pznN35ZqGCWYf61L7Wn-3xUO-hglquo1gEcscEF7I2UNJCIHGyJBgwel-YC7XXafQ1i2k1Jh6OZTiVRTTIKfx_JJ-5f191zK3ZvM_18pbTSqTmM2hQpdj-Qr7fNQD5ttuZhZ5SUrpfbM8jnLhMKAmH82qa43bu_PPv4wHEE9HvsXKKFi-Fymx9zCnZFPolxFkFmR3_PhXIsJ_ZJl-3ZYVQtU1vjJveQMMjzKOOR13HoRax-bCgCGPpTRBNXbc-SfPENOAmaq5w!!/dl3/d3/L2dBISEvZOFBIS9nQSEh/)

Light the Night Program

Technical Assistance

UI will perform a no-obligation check of a business' outdoor lighting to ensure effective lighting design that incorporates careful consideration of visibility, safety, security, energy efficiency, and environmental concerns.

Learn More:

866-99-LITES

http://www.uinet.com/wps/portal/uinet/business/!ut/p/c5/vY_NboM-wEISfJS_Arvmx4WilhBphlwOlw-CWCqGkhlUFtFVSevuSWKGP7ib-pznN35ZqGCWYf61L7Wn-3xUO-hglquo1gEcscEF7I2UNJCIHGyJBgwel-YC7XXafQ1i2k1Jh6OZTiVRTTIKfx_JJ-5f191zK3ZvM_18pbTSqTmM2hQpdj-Qr7fNQD5ttuZhZ5SUrpfbM8jnLhMKAmH82qa43bu_PPv4wHEE9HvsXKKFi-Fymx9zCnZFPolxFkFmR3_PhXIsJ_ZJl-3ZYVQtU1vjJveQMMjzKOOR13HoRax-bCgCGPpTRBNXbc-SfPENOAmaq5w!!/dl3/d3/L2dBISEvZOFBIS9nQSEh/

Public Power

Groton Utilities

Commercial Air Conditioning/Heat Pump Program

Financial Assistance

Groton Utilities provides industrial customers with cash incentives for new or replacement roof-top split systems, terminal A/C units, and heat pumps that meet or exceed program efficiency standards.

Learn More:

860-446-4000

http://www.grotonutilities.com/elec_conserv_comm_heat.asp

Commercial Demand Response Programs

Financial Assistance

Groton Utilities provides cash incentives for industrial electricity users who voluntarily reduce electricity consumption during peak times of the year when the electric system is severely constrained and the price of electricity is very high.

Learn More:

860-446-4000

http://www.grotonutilities.com/elec_conserv_comm_demand.asp

Commercial Vending and Door Heater Control Program

Financial Assistance

This program provides cash incentives for refrigeration door heater controls and vending machine occupancy controls.

Learn More:

860-446-4000

http://www.grotonutilities.com/elec_conserv_comm_vend.asp

Norwich Public Utilities (NPC)

Air Conditioning Rebate Program

Financial Assistance

The Air Conditioning Rebate program promotes significant energy savings, lower cooling costs and a positive impact on the environment. It pays cash rebates to NPU's industrial, electric-service customers to help defray the cost of buying high-efficiency HVAC systems purchased on or after January 1, 2009.

Learn More:

Commercial Accounts

860-823-4149

<http://www.norwichpublicutilities.com/energyefficiency/efficiency-demand.html>

Energy Efficiency: Demand Response*Financial Assistance*

The NPU team has created Power Alert Days, which correspond to ISO New England's degree days.

Learn More:

860-823-4514

efficiencymatters@npumail.com
<http://www.norwichpublicutilities.com/energyefficiency/efficiency-demand.html>

B. Delaware**Utilities***Cooperatives***Delaware Electric Cooperative****Energy Guide***Technical Assistance*

Energy Guide is an Internet-based tool that provides unbiased advice about energy choices and products.

Learn More:

781-694-3300

<http://www.energyguide.com/>

Touchstone Energy Cooperatives**Commercial Energy Savings Guide***Technical Assistance*

Touchstone Energy's Commercial Energy Savings Guide educates business customers on ways to reduce energy costs through an easy-to-read brochure. Tips include advice on monitoring HVAC systems, efficient water heating, and ensuring proper ventilation at facilities.

Learn More:

703-907-5500

<https://touchstoneenergy.cooperative.com/public/programs/EnergyEfficiency/CommercialEnergyGuide.htm>

Commercial/Business Energy Advisor*Technical Assistance*

Commercial Energy Advisor has no-cost and long-term steps for operating a facility more efficiently, including information on purchasing, operations and maintenance, and building performance.

Learn More:

703-907-5500

https://touchstoneenergy.cooperative.com/public/programs/businessenergyadvisor/BEA_App.htm

Energy Manager Resources*Technical Assistance*

Touchstone Energy Cooperatives has teamed up with E Source, a premier energy technology group, to provide industry with an array of technology briefs and quarterly reports designed to help energy managers.

Learn More:

Norm Bourassa

njbouras@energy.state.ca.us
<https://touchstoneenergy.cooperative.com/public/programs/ManagersResources.html>

Local Resources*Nonprofit Organizations***Manufacturing Alliance of Connecticut****MAC Energy Services***Technical Assistance*

MAC members are offered energy related services.

Learn More:

Jeff Gaudiosi

203-596-1900, Ext. 2

jgaudiosi@mact.org

<http://www.mact.org/services.php>

C. District of Columbia**Utilities***Investor-Owned***Constellation NewEnergy****Constellation NewEnergy Online***Technical Assistance*

Constellation New Energy offers a free, energy-management tool for industrial customers to find energy efficient opportunities, track changes in their consumption, and compare usage across multiple facilities.

Learn More:

866-237-7693

<https://quote.newenergy.com/http://www.newenergy.com/portal/site/men uitem.987b194dd5e782ce18a805e4da6176a0>

Load Response for your Business

Financial Assistance

Load Response Program provides financial rewards, either in the form of dollars or energy bill credits, for using less energy on days when regional power grids are under stress.

Learn More:

866-237-7693

<http://www.newenergy.com/portal/site/menuitem.c2d5c4a31e3b3661571c5010747176a0?title=lr>

Ohms Energy

Demand Response Solutions

Technical and Financial Assistance

Ohms Energy offers a suite of energy-management services, including energy analytics, energy procurement, and emissions tracking and trading, to assist industrial customers in lowering energy consumption during peak demand.

Learn More:

866-634-8881

<http://ohmsenergy.com/services.php>

Pepco

Chief Energy Officer (CEO) Online

Technical Assistance

Pepco's CEO Online provides access to electric load data and allows a company to monitor and analyze a variety of electric consumption statistics.

Learn More:

202-872-2121

<http://www.pepco.com/business/services/commercial/energy/>

Vending Machine/Beverage Cooler Controls

Financial Assistance

Pepco provides incentives for measures adopted to reduce the energy consumption of vending machines/beverage coolers.

Learn More:

<https://cienergyefficiency.pepco.com/Refri.aspx>

D. Maine

Utilities

Investor-Owned

Bangor Hydro- Electric Company

Automatic Meter Reading (AMR)

Technical Assistance

Bangor Hydro's AMR meters allow the utility to record an industrial customer's daily energy consumption. With this data, Bangor Hydro is able to more accurately pinpoint what days usage spiked and why.

Learn More:

207-945-5621

http://www.bhe.com/residential/energy_savings.cfm

Central Maine Power

Business Services

Technical and Financial Assistance

Central Maine Power offers business development support, including an Internet-based tool for industrial customers to track energy usage. The utility also issues a business lighting newsletter.

Learn More:

800-565-3181

<http://www.cmpco.com/YourBusiness/services/default.html>

Outdoor Lighting

Business Services

Technical Assistance

Central Maine Power's Outdoor Lighting program provides customers with technical assistance in choosing, installing, and maintaining highly efficient lighting. Fixture installation and maintenance is included in the monthly lease price.

Learn More:

800-649-1169

Brenda.Hendrickson@cmpco.com
<http://www.cmpco.com/YourBusiness/workingforyou/outdoorlighting.html>

Pine Tree Zone Pricing

Financial Assistance

Pine Tree Zone Pricing is a credit provided at year-end, based on incremental electricity consumption above the prior 12-month baseline.

Learn More:

Steve Daniels

207-453-3365

steve.daniels@cmpco.com
<http://www.cmpco.com/MediaLibrary/3/6/Content%20Management/YourBusiness/PDFs%20and%20Docs/pinetree.pdf>

E. Maryland

Government

State Programs

Maryland Energy Administration

Geothermal Heat Pump Grant Program

Financial Assistance

Maryland Energy Administration offers grants to offset a portion of the cost of qualifying ground loop geothermal heat pump systems.

Learn More:

meainfo@energy.state.md.us
<http://energy.maryland.gov/incentives/business/geothermalgrant/index.asp>

Industrial Energy Efficiency Clearinghouse - Cutting Edge Technologies

Technical Assistance

Industrial Energy Efficiency Clearinghouse provides information and resources on emerging energy efficient industrial technologies with potentially near-term benefits in commercial applications.

Learn More:

<http://energy.maryland.gov/incentives/business/industrial/clearinghouse/cuttingedge.asp>

Industrial Energy Efficiency Clearinghouse - Improving Current Technologies

Technical Assistance

Industrial Energy Efficiency Clearinghouse offers information and resources for the U.S. Department of Energy's Best Practices for available technology. Additionally, the clearing

house offers access to technology sourcebooks for comprehensive information on using, maintaining, and optimizing industrial technology.

Learn More:

800-862-2086
<http://energy.maryland.gov/incentives/business/industrial/clearinghouse/improving.asp>

Industrial Energy Efficiency Clearinghouse - Training

Technical Assistance

Industrial Energy Efficiency Clearinghouse provides links and information on government, nonprofit, and commercial training courses.

Learn More:

<http://energy.maryland.gov/incentives/business/industrial/clearinghouse/training.asp>

Ten Tips for Saving Natural Gas

Technical Assistance

Maryland Energy Administration provides 10 tips for reducing industrial natural gas bills through equipment maintenance and resolution of facility and operational inefficiencies.

Learn More:

http://energy.maryland.gov/incentives/business/industrial/clearinghouse/natural_gas.pdf

Utilities

Investor-Owned

Allegheny Energy

Data Pulses

Technical Assistance

As part of the Allegheny Energy Management tools, the Data Pulses program provides unedited near real-time energy data, giving an industrial customer greater capacity to take advantage of load management systems.

Learn More:

866-523-4081
myaccountmanager@alleghenypower.com
<http://www.alleghenypower.com/Bus-2Bus/Bus2BusEngEffeciency.asp>

Demand Response Programs

Technical Assistance

Allegheny Energy's Demand Response Programs offer financial incentives to industrial customers who can reduce energy consumption during high usage periods or during emergencies. To qualify, customers must have the ability to reduce their electric demand by a minimum of 100 kW per hour and/or be willing to reduce energy 10 times per year.

Learn More:

866-523-4081
myaccountmanager@alleghenypower.com
<http://www.alleghenypower.com/Bus-2Bus/Bus2BusEngEffeciency.asp>

Energy Data Services

Technical Assistance

As part of Allegheny Energy management tools, Energy Data Services provide customers with the ability to access historical electric load data in 15-, 30-, or 60-minute increments for an individual facility or for multiple facilities in order to make optimal money saving energy decisions.

Learn More:

866-523-4081

myaccountmanager@alleghenypower.com

<http://www.alleghenypower.com/Bus-2Bus/Bus2BusEngEfficiency.asp>

High Efficiency HVAC Retrofits

Financial Assistance

Allegheny Energy offers rebates on qualifying commercial air conditioners and heat pumps.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/MDBus/HVAC.asp>

Baltimore Gas & Electric (BGE)

Commercial Energy Calculator

Technical Assistance

Commercial Energy Calculator provides estimates of energy usage and costs based on personalized inputs. It also presents a comparison of three efficiency levels for each calculation.

Learn More:

<http://bge.apogee.net/comsuite/biz-frame.aspx?URL=/comcalc>

Commercial Energy Systems Library

Technical Assistance

Commercial Energy Systems Library provides in-depth information on various commercial energy systems, building design, and energy-saving technologies.

Learn More:

<http://bge.apogee.net/comsuite/biz-frame.aspx?URL=/ces>

PeakRewards

Financial Assistance

BGE is offering customers a choice of a Honeywell programmable thermostat or an outside switch installed on a heat pump or air conditioner. When energy demand reaches a peak, BGE may send a signal to the thermostat or switch to briefly turn it off. Incentives and a one-time bonus are available upon enrollment.

Learn More:

888-309-7325

peakrewards@bgesmartenergy.com
<http://peakrewards.bgesmartenergy.com/what-is-peakrewards>

Understanding Demand

Technical Assistance

This program allows customers to learn how demand for electricity impacts electricity cost and ways to save money on energy bills. This set of animations, text, and graphics explains the concept of demand and how it affects monthly bills.

Learn More:

http://bge.apogee.net/comsuite/biz-frame.aspx?URL=/ces/default_ed.asp

Columbia Gas of Maryland

Energy Solutions

Technical Assistance

Columbia Gas of Maryland offers customized natural gas energy solutions for industrial customers by comparing various options and rate structures.

Learn More:

Mike Belsky

724-476-6357

mbelsky@nisource.com

<http://www.columbiagasmd.com/en/your-business/economic-development.aspx>

Delmarva Power

Energy Management with Energy Profiler Online

Technical Assistance

Energy Profiler Online enables users to analyze usage for multiple sites or facilities, review usage data for energy choice decisions, measure the effectiveness of energy efficiency efforts, and generate management reports.

Learn More:

800-898-8042

<http://www.delmarva.com/business/services/commercial/energy/>

PEPCO

Chief Energy Officer Online (CEO Online)

Technical Analysis

PEPCO's Chief Energy Officer Online (CEO Online) is the online energy-management tool for businesses. CEO Online gives users the ability to electronically access electric load data for an individual facility or for all buildings. This unique management tool allows users to monitor and analyze a variety of electric consumption statistics,

including: energy use by time of use period (kWh); peak demand (kW) and load factor (percentage); and hourly, daily, weekly, monthly, or customized time period data.

Learn More:

202-872-2121

ceo_online@pepco.com

<http://www.pepco.com/business/services/commercial/energy/>

Cooperatives

Choptank Electric Cooperative

Beat the Peak!

Financial Assistance

Beat the Peak is a voluntary program where members that conserve or limit energy usage during peak times can help reduce total wholesale power costs. When customers volunteer to participate in the program, they will be notified when it is urgent for them to reduce their energy use.

Learn More:

http://www.choptankelectric.com/misc/beat_the_peak.html

F. Massachusetts

Government

State Programs

Massachusetts Office of Technical Assistance and Technology

Education and Outreach Programs for Businesses

Technical Assistance

The Office of Technical Assistance and Technology (OTA) promotes toxics use reduction and resource

conservation. As a complement to the on-site technical support it provides business, OTA sponsors workshops and conferences; recruits businesses using innovative technology to host demonstration site events; coordinates partnerships to encourage the safe handling of chemicals; supports a training center for industrial painters to reduce pollution and paint waste; develops resource tracking software tools; and publishes advisory and guidance publications, newsletters, and case studies.

Learn More:

<http://www.mass.gov/?pageID=eoeerasubtopic&L=4&LO=Home&L1=Grants+%26+Technical+Assistance&L2=Education+%26+Training&L3=Education+and+Outreach+Programs+for+Businesses&sid=Eoeera>

OTA Energy Publications

Technical Assistance

OTA offers information on energy efficiency resources for managers of manufacturing facilities and industrial buildings. This information includes fact sheets that provide a general overview of energy efficiency, a summary of considerations for energy conservation for buildings, and information on renewable energy.

Learn More:

617-626-1060

<http://www.mass.gov/?pageID=eoeerasubtopic&L=6&LO=Home&L1=Grants+%26+Technical+Assistance&L2=Guidance+%26+Technical+Assistance&L3=Business+Assistance&L4=Energy+Efficiency+and+Renewable+Energy+Services&L5=OTA+Energy+Publications&sid=Eoeera>

OTA Software Programs

Technical Assistance

OTA offers downloadable software applications that can help facilities monitor operations, improve efficiency, reduce waste, and comply with particular reporting requirements.

Learn More:

617-626-1060

http://www.mass.gov/?pageID=eoeerterminal&L=5&LO=Home&L1=Grants+%26+Technical+Assistance&L2=Education+%26+Training&L3=Education+and+Outreach+Programs+for+Businesses&L4=OTA+Software&sid=Eoeera&b=terminalcontent&f=eea_ota_software&csid=Eoeera

Local Programs

Town of Danvers

ENERGY STAR Appliance Rebate

Financial Assistance

Danvers offers \$50 rebates for select ENERGY STAR appliances.

Learn More:

Pamela Irwin

978-774-0005, Ext. 1633

http://www.danvers.gov/office.com/index.asp?Type=B_BASIC&SEC=%7BD2E2CE6D-DA44-43E1-9C7F-C495F06AF359%7D

Utilities

Investor-Owned

ISO New England

Demand Response

Technical and Financial Assistance

ISO NE offers customers the opportunity to participate in a variety of Demand Response programs that compensate large electricity users for reducing consumption when market prices or demand is high.

Learn More:

413-540-4220

http://www.iso-ne.com/genrtion_resrcs/dr/index.html

National Grid

Business Energy Analyzer

Technical Assistance

This program provides free customized energy analysis service to build an energy-saving action plan that's uniquely fit for a business.

Learn More:

800-322-3223

<http://www.energyguide.com/energysmartsbe/sbemasterframe.asp?bid=keyspanma&sid=447>

Business Energy Library

Technical Assistance

This free ENERGYsmart library provides online energy and technology resources to help users learn about the energy used in businesses. Topics include heating, cooling, lighting, weatherization, water heating, food storage, light industrial, and ENERGY STAR.

Learn More:

800-322-3223

<http://www.energyguide.com/library/energylibraryhome.asp?referrerid=52&bid=keyspanma&sid=451&prd=20>

Commercial High Efficiency Heating Program

Financial Assistance

National Grid provides cash rebates to customers for the installation of high-efficiency gas and water heating equipment. Rebates are available to industrial customers to help reduce the incremental cost difference between standard and high-efficiency heating equipment.

Learn More:

800-292-2032

http://www2.nationalgridus.com/psbusiness/choose_region.jsp?sect=/psbusiness/energy/heating_program

Demand Response

Technical and Financial Assistance

National Grid will provide industrial customers with a demand response audit to help determine the best demand response program for their business, provide financial incentives towards implementation of demand response projects, and provide credits to reduce electric bills for participating demand response customers.

Learn More:

800-322-3223

https://www.nationalgridus.com/mas-selectric/business/programs/3_demand_response.asp

Energy Profiler

Technical Assistance

For an annual fee, customers are able to analyze their facility's interval load data via the Internet to understand how electricity is used within an operation over time, including the ability to monitor power factor.

Learn More:

800-322-3223

https://www.nationalgridus.com/mas-selectric/business/programs/3_energy_profiler.asp

NSTAR (Electric)

Commercial Energy Calculator

Technical Assistance

This online tool from NSTAR Electric can help business quickly analyze energy use.

Learn More:

781-441-8592

efficiency@nstar.com

<http://nstar.apogee.net/comcalc/>

Load Response Program

Financial Assistance

By participating in one of the two load response program options, participants agree to reduce electric use during periods of high demand in exchange for a reduced price incentive.

Learn More:

781-441-8592

efficiency@nstar.com

http://www.nstaronline.com/business/energy_efficiency/electric_programs/load_response.asp

NSTAR (Gas)

Small Business High-Efficiency Heating Rebates

Financial Assistance

NSTAR provides rebates for the purchase of high-efficiency-rated heating equipment (300,000 Btu max).

Learn More:

800-232-0672

http://www.nstaronline.com/business/energy_efficiency/gas_programs/heating.asp

Small Business High-Efficiency Water Heater Rebates

Financial Assistance

NSTAR Gas offers a \$300 rebate toward the purchase of high-efficiency indirect-fired gas water heaters or on a qualifying on-demand water heater.

Learn More:

800-232-0672

http://www.nstaronline.com/business/energy_efficiency/gas_programs/waterheater.asp

Unitil Corporation

Cool Choice

Financial Assistance

Co-sponsored with other New England utilities, Unitil pays cash rebates to industrial customers to help defray the cost of buying high-efficiency HVAC systems.

Learn More:

800-422-5365

http://services.unitil.com/mass/bus_energy_efficiency_programs.asp?t=5

Western Massachusetts Electric Company (WMECO)

HVAC Program

Financial Assistance

The HVAC Program for industrial customers provides rebates for qualifying new heating, ventilating, and air conditioning systems.

Learn More:

603-773-6541

<http://www.wmeco.com/business/saveenergy/energyefficiencyprograms/hvac.aspx?sec=ew>

Load Management

Technical and Financial Assistance

WMECO offers customers a variety of programs and incentives for customers that manage and reduce electric use patterns during peak load periods.

Learn More:

603-773-6541

<http://www.wmeco.com/energywise/loadmanagement/default.aspx>

Public Power

Concord Municipal Light Plant

Energy Resources For Businesses

Technical Assistance

Concord Municipal Light provides a comprehensive list of resources available to businesses. The list includes national and local efforts for assessments and rebates.

Learn More:

http://www.concordnet.org/Pages/ConcordMA_LightPlant/BusinessResources

Energy-Efficient Lighting Rebate Program

Financial Assistance

Concord Municipal Light Plant offers rebates to its customers on compact fluorescent lamp (CFL) bulbs and exit sign retrofit kits. The rebate is worth up to \$5 per bulb or exit sign kit and will be credited to customers' accounts.

Learn More:

http://www.concordnet.org/Pages/ConcordMA_LightPlant/bulbs

Electric Thermal Storage Heater Program

Financial Assistance

For customers who install an Electric Thermal Storage Heater, Concord Municipal Light Plant offers a \$100 rebate for each kW installed and a reduced electric rate 50% lower than standard rates.

Learn More:

Dale Cronan

978-318-3101

http://www.concordma.gov/Pages/ConcordMA_LightPlant/ets

Food Service Energy Efficiency Loan Program

Financial Assistance

NGE supports the energy intensive food service industry to reduce its energy use and cut costs. NGE offers funds to any qualifying restaurant or organization with a commercial kitchen for the purchase of Energy Star® rated kitchen appliances.

Learn More:

clp@newgenerationenergy.org

<http://www.newgenerationenergy.org/?q=community-lending/community-lending-program>

G. New Hampshire

Utilities

Investor-Owned

National Grid

Business Energy Analyzer

Technical Assistance

This program provides free customized energy analysis to build an energy-saving action plan.

Learn More:

<http://www.energyguide.com/energysmartsbe/sbmasterframe.asp?bid=keyspanma&sid=447&referrerid=150&go=submit>

Business Energy Library

Technical Assistance

This free ENERGYsmart library provides online energy and technology resources including information on heating, cooling, lighting, weatherization, water heating, food storage, lighting, and the ENERGY STAR program.

Learn More:

<http://www.energyguide.com/library/energylibraryhome.asp?referrerid=242&sid=451&bid=keyspanma&prd=20>

Commercial High Efficiency Heating Program

Financial Assistance

National Grid provides cash rebates to customers for the installation of high-efficiency gas heating and water heating equipment.

Learn More:

800-292-2032

http://www2.nationalgridus.com/psbusiness/energy/heating_program_nh_kednh.jsp

Public Service of New Hampshire (PSNH)

Energy FACTS

Technical Assistance

PSNH's Energy FACTS provides information on energy management and a range of efficient technologies for businesses.

Learn More:

<http://www.psnh.com/Business/ReduceBill/default.asp>

Energy Profiler Online

Technical Assistance

Energy Profiler Online; will help customers pinpoint unusual or costly loads and plan future usage for maximum efficiency and energy cost savings. Customers can securely access comprehensive, up-to-date metered interval load data from one or multiple facilities.

Learn More:

888-224-4300

PSNHEnergyProfiler@psnh.com
<http://www.psnh.com/Business/Commercial/EnergyProfiler.asp>

Peak Smart

Financial Assistance

Peak Smart is a program that enables local businesses to help prevent energy shortages on days of extremely high demand for electricity. Customers are compensated by PSNH for participating when requested, according to the level of energy reduction and the energy price in effect during the hours customers are asked to reduce energy usage.

Learn More:

800-662-7764

<http://www.psnh.com/Business/Commercial/VoluntaryInterruptionPgm.asp>

PeakSmartPlus

Financial Assistance

In response to the popularity of the PeakSmart program, PeakSmartPlus is an enhanced version that offers additional incentives for customers that can commit for a full year. The program is a collaborative effort between PSNH and ISO-New England (ISO-NE), the independent operator responsible for maintaining the reliability of the regional transmission system. PeakSmartPlus is designed to reduce the region's peak electricity demand and provide financial incentives to businesses for agreeing to reduce power consumption during periods of peak demand.

Learn More:

800-662-7764

<http://www.psnh.com/Business/Commercial/PeakSmartPlus.asp>

PSNH Trade Shows and Seminar Series

Technical Assistance

PSNH offers industrial customers a series of seminars on innovative electric technologies.

Learn More:

PSNH-EventCal@nu.com
http://www.psnh.com/Business/Commercial/Workshop_frame.asp

Small Business Retrofit Program

Financial Assistance

PSNH can help small businesses better the efficiency of facilities through services including lighting upgrades, electric hot water measures, and installation of programmable thermostats and controls for walk-in coolers. PSNH will help fund these improvements.

Learn More:

800-662-7764

<http://www.psnh.com/Business/Efficiency/SmallBusinessRetrofit.asp>**Unitil****Energy Efficiency Equipment Rebate Programs***Financial Assistance*

Unitil provides rebates up to \$1,300 for the installation of qualifying high-efficiency, gas-fired space and water heating equipment.

Learn More:

866-933-3820

http://services.unitil.com/nh/bus_energ_efficiency_programs.asp?t=3**Energy Saving Tips***Technical Assistance*

Unitil provides information on efficiency tips for businesses in areas including generators, motors, and refrigeration.

Learn More:http://services.unitil.com/nh/bus_energ_efficiency_conservation.asp**Large Business Energy Efficiency Program***Technical and Financial Assistance*

Unitil provides large business, whose average monthly demand exceeds 100 kW, with comprehensive engineering services, project management and up to 50% rebates on project costs for qualifying energy-saving improvements and equipment.

Learn More:

800-852-3339

http://services.unitil.com/nh/bus_energ_efficiency_programs.asp?t=2**Large Commercial and Industrial Customers Energy Efficiency Programs***Technical and Financial Assistance*

For large industrial customers consuming an annual gas usage of more than 40,000 therms, Unitil provides a free walk through assessment of the customer's facility; up to \$7,500 of the cost for a professional engineer's energy assessment; and 50% of the cost to design, purchase and install qualified energy efficiency upgrades and equipment. Unitil will pay 50% of the qualified installment cost, up to a maximum of \$50,000 per master meter.

Learn More:

800-852-3339

http://services.unitil.com/nh/bus_energ_efficiency_programs.asp?t=6**Small Business Energy Efficiency Program***Technical and Financial Assistance*

Unitil provides small business, whose average monthly demand is less than 100 kW, with free technical assessments, comprehensive energy efficiency proposals and rebates for qualifying energy-saving improvements and equipment.

Learn More:

800-852-3339

http://services.unitil.com/nh/bus_energ_efficiency_programs.asp?t=1**Small Commercial and Industrial Customers Energy Efficiency Programs***Financial Assistance*

For small industrial customers consuming an annual gas usage of 40,000 therms or less, Unitil shares the cost to design, purchase and install qualified energy efficiency upgrades and equipment. Unitil will

pay 50% of the qualified installment cost, up to a maximum of \$50,000 per master meter.

Learn More:

800-852-3339

http://services.unitil.com/nh/bus_energ_efficiency_programs.asp?t=5**Cooperatives****New Hampshire Electric Co-Op****Demand Response Program***Financial Assistance*

The ISO New England Demand Response program offers financial incentives to industrial customers for reducing electricity consumption or generating electricity in response to high usage or high wholesale electricity prices.

Learn More:

Keith McBrien

603-536-8839

mcbrienk@nhec.coophttp://www.nhec.com/business_isode-mandresponse.php**Energy Star Lighting***Financial Assistance*

New Hampshire Electric Co-Op members that purchase energy efficient interior and exterior light bulbs and fixtures can receive rebate coupons redeemable at participating retailers.

Learn More:

800-698-2007

solutions@nhec.coophttp://www.nhec.com/business_energystarlighting.php

Lo-Temp Heat Pumps Incentive

Financial Assistance

Program participants can install an ultra-efficient low temperature heat pump and receive up to a \$4,000 rebate on qualifying models.

Learn More:

800-698-2007

solutions@nhec.coop

http://www.smallsteps.coop/coop_programs/lo_temp_heat.php

Solar Hot Water Heater Program

Financial Assistance

Rebates of up to \$1,500 on the installation of a qualified solar water heater system are available.

Learn More:

800-698-2007

solutions@nhec.coop

http://www.nhec.com/responsibility_solarrebate.php

H. New Jersey

Utilities

Investor-Owned

Atlantic City Electric

Energy Profiler Online

Technical Assistance

Atlantic City Electric has an online tool that helps customers analyze usage for multiple sites or facilities, review usage data for energy choice decisions, measure the effectiveness of energy efficiency efforts, and generate management reports.

Learn More:

800-642-3780

<http://www.atlanticcityelectric.com/business/services/commercial/energy/>

Jersey Central Power & Light

Business Energy Efficiency Seminars

Technical Assistance

Jersey Central Power & Light offers industrial customers energy efficiency seminars to learn techniques for improving plant efficiency and performance.

Learn More:

800-662-3115

https://www.firstenergycorp.com/business_seminars.html

New Jersey Natural Gas (NJNG)

Conserve to Preserve Business Online

Technical Assistance

Business Online is a comprehensive resource of energy-related information and emerging technologies specific to industry, featuring new ways to reduce energy usage.

Learn More:

800-221-0051

<http://www.njng.com/save-energy-money/ctp/business-Online.asp>

Distributed Generation Service-Commercial

Financial Assistance

NJNG offers a special pricing plan for industrial customers that install distributed generation systems.

Learn More:

800-221-0051

<http://www.njng.com/save-energy-money/distrGen/index.asp>

Energy-Saving Tips for Your Business

Technical Assistance

NJNG offers tips to businesses on ways to reduce energy use and maximize savings in the areas of heating equipment, water heating, and commercial cooking equipment, as well as a thorough review of building envelope opportunities.

Learn More:

800-221-0051

<http://www.njng.com/save-energy-money/energytips-business.asp>

NJ SmartStart Buildings

Financial Assistance

NJNG offers cash rebates for installing pre-qualified energy efficient equipment, such as gas furnaces and boilers, water and booster water heaters, gas absorption chillers, and desiccant systems.

Learn More:

800-221-0051

<http://www.njng.com/save-energy-money/commercialPrograms.asp>

Direct Install

Technical and Financial Assistance

NJNG offers industrial facilities, with a peak demand of 200 kW or less, up to 80% of the cost to evaluate, update and replace outdated equipment with energy efficient alternatives.

Learn More:

866-657-6278

<http://www.njng.com/save-energy-money/commercialPrograms.asp>

Public Service Electric and Gas (PSE&G) of New Jersey

Solar Loan Program

Financial Assistance

PSE&G of New Jersey offers loans for the purchase and installation of photovoltaic (PV) systems to industrial customers in its electric service territory.

Learn More:

973-430-8460

<http://www.pseg.com/customer/solar/index.jsp>

Standard Offer

Financial Assistance

This performance-based program pays for measured energy savings due to the installation of energy-saving equipment or material such as lighting, heating, and cooling.

Learn More:

800-854-4444

<http://www.pseg.com/customer/business/industrial/standard/overview.jsp>

Public Power

New Jersey Board of Public Utilities

Demand Response Program

Financial Assistance

Demand Response offers businesses payments for voluntarily reducing their electricity use when wholesale electricity prices are high, or when energy demand is extremely heavy.

Learn More:

800-624-0241

<http://www.bpu.state.nj.us/bpu/commercial/demandresponse.html>

I. New York

Government

State Programs

New York State Energy Research and Development Authority (NYSERDA)

Demand Response Incentives

Financial Assistance

NYSERDA offers incentives to offset the cost of demand response equipment. Common measures include load shedding controls and automation equipment, installation of new generators, or modifications to existing generators or switchgear.

Learn More:

866-697-3732

http://www.nyserdera.org/Programs/Existing_Facilities/demand.html

Pre-Qualified Commercial Kitchen Equipment and Washers

Financial Assistance

NYSERDA offers financial incentives for eligible electric steamer, commercial combination or convection oven, holding cabinet, and washer installations.

Learn More:

866-697-3732

http://www.nyserdera.org/programs/Existing_facilities/pdfs/commercialKitchen&Washers.pdf

Pre-Qualified HVAC

Financial Assistance

NYSERDA offers financial incentives for eligible heat pump, air systems, and demand control ventilation sensor installations.

Learn More:

866-697-3732

http://www.nyserdera.org/programs/Existing_facilities/pdfs/HVACApplic.pdf

Utilities

Investor-Owned

Central Hudson Gas & Electric

Geothermal Heat Pumps

Financial Assistance

The utility offers information and resources for business that take advantage of installing geothermal heat pumps. Resources include installation and service discounts from regional distributors and installers.

Learn More:

845-452-2700

http://www.centralhudson.com/products_services/geothermal_heat_pumps.html

Consolidated Edison

Day-Ahead Demand Reduction Program (DADRP)

Financial Assistance

Under DADRP, customers agree to reduce load when wholesale electric market prices exceed a predetermined price. A customer would receive payment incentives based on forecasted wholesale prices for the load reductions if the nomination was accepted.

Learn More:

800-643-1289

dr@coned.com

http://www.coned.com/energyefficiency/demand_reduction.asp

Day-Ahead Hourly Pricing (DAHP)

Financial Assistance

Under DAHP, customers pay hourly retail electric energy rates that reflect the hourly changes in wholesale energy rates.

Learn More:

800-643-1289

dr@coned.com

http://www.coned.com/energyefficiency/vol_time_pricing.asp

Distribution Load Relief Program

Financial Assistance

The Distribution Load Relief Program (DLRP) is designed to reduce the strain on transmission and distribution lines during times of heavy demand by industrial customers reducing their consumption by at least 50 kW. Consolidated Edison will pay for electricity not used during an event.

Learn More:

800-75-6633

http://www.coned.com/energyefficiency/dist_load_relief.asp

The Emergency Demand Response Program (EDRP)

Technical Assistance

Consolidated Edison will contact EDRP participants of the program with a request to voluntarily curtail power use. Participating companies will receive financial compensation from the utility.

Learn More:

800-75-6633

dr@coned.com

http://www.coned.com/energyefficiency/emergency_d_response.asp

Long Island Power Authority (LIPA)

Compact Fluorescent Light Bulbs (CFLs)

Financial Assistance

LIPA offers a \$2 per pack rebate on specialty lamps: globes, A-lamps, 3-way bulbs, and dimmable bulbs; a \$2.50 off per pack rebate on high heat tested reflector lamps for use in high hats; and a \$2 per pack rebate on cold cathode light bulbs.

Learn More:

877-654-5472

http://www.lipower.org/efficiency/lighting_cfl.html

Efficient Furnace Fan Program

Financial Assistance

LIPA offers a \$200 rebate for an upgrade to a new oil, gas, or propane heating system with an Electronically Commutated Motor (ECM) that can adjust its speed to ensure the best possible performance of a furnace.

Learn More:

800-966-4818

<http://www.lipower.org/efficiency/furnace.html>

Geothermal Systems for Your Business

Financial Assistance

LIPA provides cash incentives to companies that incorporate geothermal heat pumps into facilities or replace an existing geothermal system.

Learn More:

800-966-4818

<http://www.lipower.org/efficiency/geothermal.bus.html>

Industry Links

Technical Assistance

LIPA provides a host of links which provide energy efficiency information on lighting, air conditioning, motors, and drives.

Learn More:

800-966-4818

<http://www.lipower.org/efficiency/commercial.links.html>

LIPAEedge

Technical and Financial Assistance

LIPAEedge is a load management program where customers can receive a free digital thermostat, free installation and internet access to control thermostat in return for allowing LIPA to manually power down their air conditioning systems during peak use.

Learn More:

866-547-2334

<http://www.lipower.org/pdfs/company/pubs/brochures/edge.pdf>

Load Shifting Options

Financial Assistance

Load Shifting Options allow new program participants to permanently lower their electric rates by shifting their electric use away from LIPA's most critical load period - summer weekdays between 3:00 p.m. and 10:00 p.m.

Learn More:

800-966-4818

<http://www.lipower.org/commercial/ecodev/programs.html>

National Grid**Business Energy Analysis***Technical Assistance*

This is a tool to conduct a quick assessment of business energy use, compares that use to similar businesses, and provides tips on how to save energy.

Learn More:

718-643-4050

<http://www.energyguide.com/energysmartsbe/sbemasterframe.asp?referrerid=150&bid=keyspanma&sid=447>

Business Energy Library*Technical Assistance*

The Business Energy Library is a resource for customers to learn more about specific energy efficient technologies and practices.

Learn More:

<http://www.energyguide.com/library/energylibraryhome.asp?referrerid=52&bid=keyspanma&sid=451&prd=20>

Commercial High Efficiency Heating Program*Financial Assistance*

National Grid is providing cash rebates to customers for the installation of high-efficiency gas-powered heating and water heating equipment. Rebates are available to industrial customers to help reduce the incremental cost difference between standard and high-efficiency heating equipment.

Learn More:

718-643-4050

http://www2.nationalgridus.com/psbusiness/choose_region.jsp?sect=/psbusiness/energy/heating_program

New York State Electric and Gas (NYSEG)**CASH BACK***Financial Assistance*

CASH BACK is a program that rewards customers to reduce electricity load when needed.

Learn More:

800-456-5153

<http://www.nyseg.com/YourBusiness/CASHBACK/CASHBACKDETAIL.html>

Energy Profiler*Technical Assistance*

Energy Profiler can be used to examine use and demand, get usage data for any time period, analyze and compare electricity use at multiple sites, establish electricity use benchmarks, evaluate energy cost-saving measures, generate management reports, download data for further analysis, and make wise electricity supply purchasing decisions.

Learn More:

<http://www.nyseg.com/YourAccount/onlineservices/energyprofiler.html>

Niagara Mohawk Power**Demand Response Programs***Financial Assistance*

Niagra Mohawk offers two demand response programs, day ahead demand and emergency demand, that help customers save money. Participants are eligible to receive an incentive rate.

Learn More:

718-643-4050

http://www.nationalgridus.com/niagara-mohawk/business/programs/3_demand.asp

Energy Profiler Online*Technical Assistance*

Energy Profiler Online enables customers to understand how electricity is used within their company over time.

Learn More:

http://www.nationalgridus.com/niagara-mohawk/business/programs/3_energycheck.asp

Orange & Rockland Utilities**Cooling and Heating Equipment Rebate Program***Financial Assistance*

Customers may be eligible to receive a cash rebate for the installation of energy efficient heating and cooling equipment and ENERGY STAR programmable thermostats.

Learn More:

877-852-5678

<http://www.oru.com/programsandservices/incentivesandrebates/coolingandheatingequipment.html>

Emergency Demand Response Program*Financial Assistance*

Customers may be eligible to receive cash for the installation of energy efficient heating and cooling equipment, and ENERGY STAR programmable thermostats.

Learn More:

Rick Struck

845-577-3835

<http://www.oru.com/programsandservices/incentivesandrebates/dayahead-demandreduction.html>

Rochester Gas & Electric (RG&E)

CA\$H BACK

Financial Assistance

CA\$H BACK is a program that rewards customers to reduce electricity load when needed.

Learn More:

800-456-5153

<http://www.rge.com/YourBusiness/CASHBACK/cashback.html>

CA\$H BACK Plus

Financial Assistance

A CA\$H BACK is a program that rewards customers to reduce electricity load when needed. Customers must be able to reduce electricity load by at least 100 kW.

Learn More:

800-456-5153

<http://www.rge.com/YourBusiness/CASHBACK/CASHBACKplusDETAIL.html>

Energy Profiler Online

Technical Assistance

This tool enables industrial customers to create targeted reports that allow for informed and strategic electricity use decisions.

Learn More:

<http://www.rge.com/YourAccount/onlineservices/energyprofiler.html>

Hourly Pricing Program

Financial Assistance

The goal of hourly pricing is to reduce peak demand and shift electricity use to off-peak, less expensive time periods.

Learn More:

800-456-5153

<http://www.rge.com/YourBusiness/HourlyPricing.html>

Public Power

Freeport Electric

Security Lighting Program

Financial Assistance

Freeport businesses can lease high-efficiency security lighting for a flat monthly charge, which includes lamps, energy consumption, and year-round 24-hour maintenance.

Learn More:

516-377-2262

http://www.freeportelectric.com/Energy_Services/index.html

Cooperatives

Oneida-Madison Electric Cooperative Incorporated

Marathon Water Heater Member Discount

Financial Assistance

Oneida-Madison offers a discount price on Marathon water heaters to members.

Learn More:

<http://www.oneida-madison.coop/waterheaters.htm>

Otsego Electric Cooperative

Load Switch Energy Saver Program

Financial Assistance

The Otsego Electric Cooperative Load Switch Energy Saver Program can save customers and the cooperative money on future power purchases. There is no cost for the program. A switch allows the cooperative to turn off a customer's water heater for periods of time during times of the day when the demand for electricity peaks.

Learn More:

607-293-6622

http://www.otsegoec.coop/energy_saver_program.htm

J. Pennsylvania

Utilities

Investor-Owned

Allegheny Energy

Economic Load Response Program

Financial Assistance

The Economic Load Response Program offers financial incentives to customers who reduce their power consumption during periods of high electrical demand or prices. To qualify, customers must have the ability to reduce their electric demand by a minimum of 100 kW per hour.

Learn More:

866-523-4081

myaccountmanager@alleghenypower.com

<http://www.alleghenypower.com/Bus-2Bus/Bus2BusEngEffeciency.asp>

High Efficiency HVAC Retrofits

Financial Assistance

Allegheny Energy offers rebates on qualifying commercial air conditioners and heat pumps.

Learn More:

877-928-8928

<http://www.alleghenypower.com/Eng-Conserv/PABus/Drives.asp>

Interruptible Load Resource Program

Financial Assistance

The Interruptible Load Resource Program pays customers if they are called to reduce electrical usage during system emergencies. To participate, customers must agree to be available for up to 10 reductions per year and have the ability to reduce demand by a minimum of 100 kW per hour.

Learn More:

866-523-4081

myaccountmanager@alleghenypower.com

<http://www.alleghenypower.com/Bus-2Bus/Bus2BusEngEffeciency.asp>

Exelon Corp.

Interruptible Load for Reliability Program

Financial Assistance

Interruptible Load for Reliability Program offers more, guaranteed savings for a preset level of participation.

Learn More:

866-850-0357

evaluator@peco-energy.com

http://www.peco.com/pecobiz/smart_returns/Smart+Returns+Addl.htm

Voluntary Load Reduction Program

Voluntary Load Reduction Program offers flexible participation with fewer savings.

Learn More:

866-850-0357

evaluator@peco-energy.com

http://www.peco.com/pecobiz/smart_returns/Smart+Returns+Addl.htm

PECO

e-VALUATOR Web-Based Energy Analysis Service

Technical Assistance

This online tool helps customers evaluate their energy use. This will help to identify energy inefficiencies and areas for energy improvement.

Learn More:

800-494-4000

<http://www.peco.com/pecobiz/e-valuator/>

Cooperatives

Adams Electric Cooperative

Load Management Program

Financial Assistance

Customers can volunteer to have a load control switch attached to their electric hot water heater or electric heating and cooling system.

Learn More:

717-334-2171

<http://www.adamsec.com/loadmang-program.aspx>

Water Heater Rebate Program

Financial Assistance

The utility is offering incentives of \$50 off the purchase of a water heater that holds less than 80 gallons and a \$100 rebate for a water heater that hold more than 80 gallons. The utility is also offering a \$50 rebate for customers who install a load control switch on their water heater.

Learn More:

717-334-2171

<http://www.adamsec.com/waterheating.aspx>

Bedford Rural Electric Cooperative

Electric Thermal Storage Rebate

Financial Assistance

Rebates of \$75 per kW (up to \$750) are available for the purchase of electric thermal storage units.

Learn More:

814-623-5101

<http://www.bedfordrec.com/Objects/MemberServices/ETS.pdf>

Geothermal Heating System Rebate

Financial Assistance

The cooperative provides rebates of \$250/ton for the purchase of geothermal heat pump systems.

Learn More:

814-623-5101

<http://www.bedfordrec.com/Objects/MemberServices/GeoThermalComfort.pdf>

Central Electric Cooperative

Load Management Program

Financial Assistance

Customers that power down water heaters during high use periods receive a \$2.50 monthly credit on their electric bills.

Learn More:

800-521-0570

<http://www.central.coop/energy-savings/load-management-program/>

Northwestern Rural Electric Cooperative Association

Water Heater Program

Financial Assistance

If a customer agrees to participate in the Cooperative's load reduction program, they will be granted free water heater service.

Learn More:

<http://www.northwesternrec.com/hot-water.aspx>

Southwest Central Rural Electric Cooperative Corporation

Water Heater Management Program

Financial Assistance

The Southwest Central Rural Electric Cooperative Corporation is giving customers free water heaters in exchange for participation in a program that would allow the utility to power down that water heater during high use periods.

Learn More:

724-349-4800

http://www.reaenergy.com/water_heater_management_program.htm

Sullivan County Rural Electric Cooperative

Load Management Program

Financial Assistance

Customers that power down water heaters during high use periods receive a \$2.00 monthly credit on their electric bills.

Learn More:

570-924-3381

screc@epix.net

<http://www.screc.com/Services.html#Load>

Touchstone Energy Cooperatives

Commercial Energy Savings Guide

Technical Assistance

Guide offers energy-saving tips for HVAC, insulation, electrical, ventilation, water heating, refrigeration, lighting systems, and motors.

Learn More:

703-907-5500

http://www.touchstoneenergysavers.com/pdfs/Commercial_Savings_guide.pdf

Tri-County Rural Electric Cooperative

Water Heater Program

Financial Assistance

Rebates of \$25 are available to customers who participate in the load reduction program.

Learn More:

570-662-2175

<http://www.tri-countyrec.com/trico/waterheaters.asp>

Warren Electric Cooperative

Water Heater Program

Financial Assistance

Warren Electric Cooperative offers rebates of \$1.00/gallon for the purchase of an energy efficient water heater.

Learn More:

814-563-7548

<http://warrenec.coop/products.php>

K. Rhode Island

Utilities

Investor-Owned

National Grid

Demand Response Program

Technical and Financial Assistance

National Grid provides large industrial customers a demand response audit and financial incentives for reducing peak load.

Learn More:

800-375-7405

Distributed.resources@us.ngrid.com

http://www.nationalgridus.com/narragansett/business/programs/3_demand_response.asp

Existing Structure: Lighting and Control Rebates

Financial Assistance

Rebates of up to \$120 are available for the installation of energy efficient lighting in existing buildings.

Learn More:

800-375-7405

https://www.nationalgridus.com/narragansett/business/energyeff/5_light_a.asp

High-Efficiency Gas Heating and Water Heating Rebates

Financial Assistance

Industrial customers can apply for various rebates to reduce the cost difference between standard- and high-efficiency equipment.

Learn More:

800-292-2032

http://www.thinksmarthinkgreen.com/files/HEHE_NYNHRI.pdf

New Construction: HVAC Rebates

Financial Assistance

National Grid is offering rebates for the purchase of energy efficient HVAC systems.

Learn More:

800-375-7405

https://www.nationalgridus.com/nar-ragansett/business/energyeff/5_hvac.asp

New Construction: Lighting and Control Rebates

Financial Assistance

Rebates of up to \$100 are available for the installation of energy efficient lighting in new construction projects.

Learn More:

800-375-7405

https://www.nationalgridus.com/nar-ragansett/business/energyeff/5_light.asp

Public Power

Pascoag Utility District

Office Equipment Rebates

Financial Assistance

The utility offers incentives up to \$50 toward the purchase of energy efficient office equipment (i.e., scanners, fax machines, copiers, etc.).

Learn More:

401-568-6222

<http://pud-ri.org/Conservation/EnergyStarRebates/esr-equipment.html>

L. Vermont

Government

State Programs

Efficiency Vermont

Resource Library

Technical Assistance

Efficiency Vermont's Resource Library provides information and links designed to assist customers through new construction, rehabilitation, or equipment replacement.

Learn More:

888-921-5990

info@efficiencyvermont.com

<http://www.efficiencyvermont.com/pages/Business/ResourceLibrary/>

Utilities

Investor-Owned

Green Mountain Power Corporation

Electric Water Heater Rental

Financial Assistance

GMPC offers energy efficient water heaters for rent for as low as \$10.50 per month.

Learn More:

888-835-4672

callcenter@greenmountainpower.biz

<http://www.greenmountainpower.com/programs.html>

Public Power

Burlington Electric Department (BED)

Heating and Air Conditioning Rebates

Financial Assistance

The utility will offer rebates to business customers who purchase and install energy efficient HVAC and air conditioning systems.

Learn More:

802-865-7342

https://www.burlingtonelectric.com/page.php?pid=62&name=ee_incentives

M. West Virginia

Utilities

Investor-Owned

Allegheny Energy

Data Pulses

Technical Assistance

Data Pulses provides unedited, near real-time energy data respective to a facility including demand pulse signals and/or synchronizing time signals to customers, or upon customer consent, to the appropriate authorized competitive service provider.

Learn More:

866-523-4081

myaccountmanager@alleghenypower.com

<http://www.alleghenypower.com/Bus2Bus/Bus2BusEngEfficiency.asp>

Economic Load Response Program

Financial Assistance

The Economic Load Response Program offers financial incentives to customers who reduce their power consumption during periods of high electrical demand or prices. To qualify, customers must have the ability to reduce their electric demand by a minimum of 100 kW per hour.

Learn More:

866-523-4081

myaccountmanager@allegHENypower.com

<http://www.allegHENypower.com/Bus-2Bus/Bus2BusEngEffeciency.asp>

Interruptible Load Resource Program

Financial Assistance

The Interruptible Load Resource Program pays customers if they are called to reduce electrical usage during system emergencies. To participate, customers must agree to be available for up to 10 reductions per year and have the ability to reduce demand by a minimum of 100 kW per hour.

Learn More:

866-523-4081

myaccountmanager@allegHENypower.com

<http://www.allegHENypower.com/Bus-2Bus/Bus2BusEngEffeciency.asp>

Energy Data Services (EDS)

Technical Assistance

EDS is a powerful data collection tool that turns a customer's energy usage data into the critical information needed to make money-saving energy decisions.

Learn More:

800-255-3443

myaccountmanager@allegHENypower.com

<http://www.allegHENypower.com/Bus-2Bus/EnergyDataServices/EnergyDataServices.asp>

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