

Electronic Handbook of Industrial Resources

MASSACHUSETTS



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Introduction

This resource provides a comprehensive listing of incentives, tools, and resources for industrial manufacturing energy efficiency in the state of Massachusetts. It is organized according to industrial system and 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 the U.S. Department of Energy's (DOE) Industrial Technologies Program (ITP).

The *States Incentives and Resources Database* is a comprehensive searchable online database of approximately 3,100 energy efficiency incentives organized by state. The database is updated regularly and is accessible via the *Save Energy Now* State and Regional Partnerships' Web site:

http://www1.eere.energy.gov/industry/states/state_activities/incentive_search.aspx



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State Industrial Overview

Massachusetts, located in the northeast region of the United States as defined by the U.S. Census Bureau, possesses substantial renewable energy resources in its wind power potential along the Atlantic coast and against the Berkshire Mountains in the west, and in its fuel wood resources from dense forests. Although Massachusetts is one of the most densely populated states in the nation, housing 6.6 million residents,¹ it is one of the least energy intensive, owing most of its industrial energy consumption to transportation.²

Massachusetts's GDP of \$365.0 billion ranks 13th in the country. In 2008 it ranked 40th in the nation for total industrial energy consumption. Massachusetts's leading industries include computer and electronic product manufacturing, chemical manufacturing, and food manufacturing.³

Exhibit 1 below compares the industrial energy consumption in Massachusetts in relation to the national average. The chart in Exhibit 2 is a visual representation of the same data.

Exhibit 1: Total Industrial Energy Consumption Statistics in Massachusetts

Year	Massachusetts Energy Consumption (Trillion Btu)	National Average (Trillion Btu)
2000	263.3	680.2
2001	253.4	642.8
2002	254.8	642.0
2003	205.5	639.6
2004	204.1	658.7
2005	206.2	696.7
2006	202.4	636.6
2007	195.3	637.0
2008	185.0	614.8

Source: http://www.eia.doe.gov/emeu/states/sep_use/ind/use_ind_ma.html

Massachusetts at a Glance

State Information

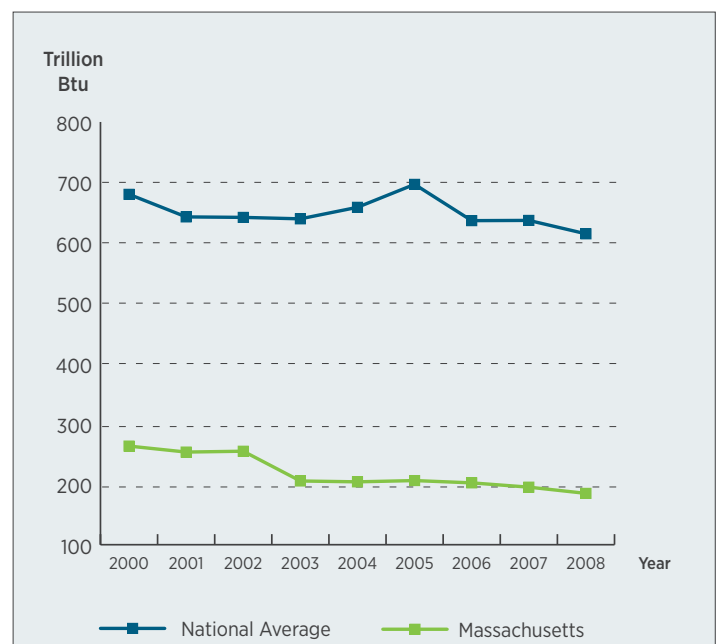
2009 Population (Million)	6.6
2008 GDP (Billion)	\$365.0
Rank by GDP	13

Energy Statistics

Total Energy Consumption 2008 (Trillion Btu)	1,475.0
Total Industrial Energy Consumption 2008 (Trillion Btu)	185.0
Total Industrial Energy Consumption Rank	40
Total Industrial Electricity Use 2008 (Trillion Btu)	31.8
Total Industrial Electricity Use Rank	35
Total Industrial Natural Gas Use 2008 (Trillion Btu)	48.2
Total Industrial Natural Gas Use Rank	35

Source: http://tonto.eia.doe.gov/state/state_energy_profiles.cfm?sid=MA

Exhibit 2: Total Industrial Energy Use



Federal and National Industrial Energy Efficiency Programs

In addition to the state level programs outlined in more detail in section III there are many government and non-government organizations that have resources to assist industry in the western region to 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, non-profits or non-governmental organizations, foundations, and private companies.

ITP is one such program that 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.

State Incentives by Industrial System

Building Systems

Building Operator Certification

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

For More Information:

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

Sponsor: National Grid (Mass Electric)
Sponsor Type: Utility

Building Operator Certification

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

For More Information:

<http://www.theboc.info/ne/ne-schedule.html>

Sponsor: Northeast Energy Efficiency Council
Sponsor Type: Other

Buyers Alliance

Discounted pricing on qualified energy efficient lighting products is available to customers that participate in the energy efficiency lighting program. Extended lamp and ballast warranties beyond those from the manufacturers are available at no charge.

For More Information:

<http://thinksmarththinkgreen.com/service/servicesri.html#buy>

Sponsor: National Grid
Sponsor Type: Utility

Commercial and Industrial Financing Program

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

For More Information:

<http://www.berkshiregas.com/Usage-AndSafety/Commenergyeffprog.html>

Sponsor: Berkshire Gas
Sponsor Type: Utility

Commercial High Efficiency Heating Program

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

For More Information:

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

Sponsor: National Grid

Sponsor Type: Utility

Commissioning: Quality Assurance/Performance Testing

Granite State Electric's Commissioning program provides a quality control check from project inception through the installation and operation of the energy efficient equipment. Granite State Electric supervises independent engineers that monitor a customer's project during construction, conduct onsite testing when systems are operational, and then work with the project engineers and contractors to resolve deficiencies.

For More Information:

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

Sponsor: National Grid (Granite State Electric)

Sponsor Type: Utility

Construction Solutions

NSTAR provides rebates up to 90% of the incremental cost differential for comprehensive design and rebates up to 75% of the incremental cost differential between standard baseline and high-efficiency equipment, cost sharing for engineering services, and design and commissioning services.

For More Information:

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

Sponsor: NSTAR (Electric)

Sponsor Type: Utility

Economic Redevelopment Program

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 therm savings, with an additional amount determined from the broader benefits of the project. A completed application outlining the benefits of the project is required for acceptance into the program. These projects must be located in areas designated for economic redevelopment. Incentives are available up to 50% of the project cost or \$100,000.

For More Information:

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

Sponsor: National Grid

Sponsor Type: Utility

Education and Training Opportunities

Unitil partners with many electric utilities, federal and state government agencies, and trade and professional organizations to promote energy efficiency in the utility's service territory.

For More Information:

http://services.unitil.com/nh/bus_energy_efficiency_programs_education.asp

Sponsor: Unitil

Sponsor Type: Utility

Energy Efficiency and Renewable Energy Services

Through its onsite assistance program, the Massachusetts Office of Technical Assistance and Technology identifies opportunities and techniques to improve energy efficiency, water conservation, and toxics use reduction.

For More Information:

http://www.mass.gov/?pageID=eoeaes_ubtopic&L=5&LO=Home&L1=Grants+%26+Technical+Assistance&L2=Guidance+%26+Technical+Assistance&L3=Business+Assistance&L4=Energy+Efficiency+and+Renewable+Energy+Services&sid=Eoeaea

Sponsor: Massachusetts Office of Technical Assistance and Technology

Sponsor Type: State

Energy Efficiency Equipment Rebate Programs

Unitil, as a member of GasNetworks, offers customers up to \$1,350 in rebates toward the installation of qualified high-efficiency gas-fired space and water heating equipment. Other energy saving equipment and materials are also eligible for rebates.

For More Information:

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

Sponsor: Unitil

Sponsor Type: Utility

Energy Management System

Expansion of an existing Energy Management System (EMS) to control additional equipment may be eligible for incentives. Businesses can achieve significant energy savings by updating an EMS to control air distribution equipment and temperature settings during unoccupied periods.

For More Information:

<http://www.wmeco.com/business/saveenergy/energyefficiencyprograms/RetrofitProgram.aspx>

Sponsor: Western Massachusetts Electric Company

Sponsor Type: Utility

Engineering & Design Services

National Grid provides engineering, planning, building design, and environmental compliance services.

For More Information:

http://www2.nationalgridus.com/psbusiness/solutions/engineering_ny_kedli.jsp

Sponsor: National Grid

Sponsor Type: Utility

Existing Facility Incentives

National Grid offers technical assistance and incentives to help businesses purchase and install energy efficient equipment and systems for a facility. Through the Custom Project program, incentives of up to 45% of the project cost are available.

For More Information:

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

Sponsor: National Grid (Mass Electric)

Sponsor Type: Utility

Financing Solutions For Natural Gas Equipment

National Grid can help finance the decision to install clean and efficient natural gas equipment. National Grid has partnered with major financial institutions that offer reduced interest rate loans and leases for preferred qualified commercial/industrial customers, as well as multifamily buildings. 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.

For More Information:

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

Sponsor: National Grid

Sponsor Type: Utility

Gas Energy Efficiency Programs

Unitil offers energy efficiency programs to both large and small commercial and industrial gas customers. The programs include a free energy assessment and the opportunity for cost-sharing on projects.

For More Information:

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

Sponsor: Unitil

Sponsor Type: Utility

Gas Equipment Rebate Programs

Unitil offers customers rebates toward the installation of qualified high-efficiency gas-fired space and water heating equipment. Other energy saving equipment and materials are also eligible for rebates.

For More Information:

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

Sponsor: Unitil

Sponsor Type: Utility

Green Building Services

National Grid Business Solutions supports commercial and industrial customers with a full range of Green Buildings Services.

For More Information:

http://www2.nationalgridus.com/psbusiness/solutions/green_ny_kedli.jsp

Sponsor: National Grid

Sponsor Type: Utility

Industrial Building Redevelopment

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 for multitenant industrial use. The grants will be made through local industrial development agencies or other quasi public development corporations.

For More Information:

<http://www.shovelready.com/application/programs.asp>

Sponsor: National Grid

Sponsor Type: Utility

Large and Small Commercial and Industrial Programs

A large and small commercial and industrial energy efficiency program is available to all gas customers. The programs include a free energy assessment and a number of cost-sharing opportunities for projects.

For More Information:

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

Sponsor: Unitil

Sponsor Type: Utility

New Construction Program

The New Construction Program offers technical assistance and financial incentives to large commercial and industrial customers that are building new facilities, adding capacity for manufacturing, replacing failed equipment, or undergoing major renovations.

For More Information:

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

Sponsor: National Grid (Mass Electric)

Sponsor Type: Utility

New Construction: Custom Rebates

This program is designed to provide incentives for the implementation of energy-saving measures that do not fall under any other category.

For More Information:

http://www.nationalgridus.com/narragansett/business/energyeff/5_custom.asp

Sponsor: National Grid

Sponsor Type: Utility

New Construction: HVAC Rebates

National Grid is offering rebates for the purchase of energy efficient HVAC systems. Rebates are available for air controlled and water controlled chillers.

For More Information:

http://www.nationalgridus.com/narragansett/business/energyeff/5_hvac.asp

Sponsor: National Grid

Sponsor Type: Utility

New Construction: Lighting and Control Rebates

Rebates of up to \$100 are available for the installation of energy efficient lighting in new construction projects.

For More Information:

http://www.nationalgridus.com/narragansett/business/energyeff/5_light.asp

Sponsor: National Grid

Sponsor Type: Utility

Retrofit Program

NSTAR's Retrofit Program enables customers to incorporate energy efficient lighting fixtures, controls, high-efficiency mechanical equipment, and other energy saving strategies within a facility. The program provides prescriptive rebates up to 50% of the total project cost, comprehensive

rebates up to 75% of the total project cost, cost sharing for engineering services, and design and commissioning services.

For More Information:

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

Sponsor: NSTAR (Electric)

Sponsor Type: Utility

Small Business Energy Advantage and Zero Interest Loans

Western Massachusetts Electric Company (WMECO) provides cost-effective, turn-key, energy saving products and services for small business customers and has no upfront customer costs. WMECO pays up to 50% of the costs for retrofit lighting measures and up to 50% of the costs associated with other eligible cost-effective, energy efficiency installation services. Energy Advantage offers a 0% financing option and, because loan repayment is based on the estimated energy savings, a customer's monthly energy bills remain the same.

For More Information:

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

Sponsor: Western Massachusetts Electric Company

Sponsor Type: Utility

Small Business High-Efficiency Water Heater Rebates

NSTAR Gas offers a \$300 rebate toward the purchase of high-efficiency indirect-fired gas water heaters.

For More Information:

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

Sponsor: NSTAR (Gas)

Sponsor Type: Utility

Technical Assistance

The utility will provide design and construction assistance to help a customer with an energy efficient construction project. The utility will also help existing customers identify processes and equipment that should be replaced with newer, more efficient models.

For More Information:

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

Sponsor: National Grid

Sponsor Type: Utility

Energy Sources

Business Energy Library

This free ENERGYsmart library provides online energy and technologies resources to help users learn more about the energy used in businesses; it includes the following topics: heating, cooling, lighting, weatherization, water heating, food storage, light industrial, and ENERGY STAR®.

For More Information:

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

Sponsor: National Grid

Sponsor Type: Utility

Commonwealth Hydropower Initiative

The Renewable Energy Trust is seeking applications for funding for hydropower generation projects through the Commonwealth Hydropower Initiative (CHI). The Trust seeks to improve the efficiency and ecological compatibility of the state's portfolio of hydropower assets that are (or are working to be) qualified for the Massachusetts Renewable Portfolio Standard. CHI has approximately \$1.2 million available for this solicitation.

For More Information:

<http://masscec.com/index.cfm?cdid=11245&pid=11159>

Sponsor: Massachusetts Technology Collaborative

Sponsor Type: Other

Commonwealth Wind

MassCEC helps responsibly sited wind energy projects of all scales through rebates or grants.

For More Information:

<http://masscec.com/index.cfm/pid/11157>

Sponsor: Massachusetts Clean Energy Center

Sponsor Type: State

Commonwealth Wind and Solar Rebate Program

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

For More Information:

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

Sponsor: Holyoke Gas & Electric

Sponsor Type: Utility

Commonwealth Wind Incentive Program (CommWind)

The Commonwealth Wind Incentive Program (CommWind) provides rebate, grant, and loan funding for the installation of wind projects in Massachusetts. Funding is available for residential, commercial, industrial, and public facilities that are customers of investor-owned electric distribution utilities or Municipal Light Plant Departments that pay into the Renewable Energy Trust.

For More Information:

http://www.masstech.org/invite/commwind5_1_09.html

Sponsor: Massachusetts Technology Collaborative

Sponsor Type: Other

Community Solar Lending Program

The Community Lending Program (CLP) was created in May 2009 by New Generation Energy (NGE) to strengthen low- and middle- income communities through green energy projects that have a high level of environmental, economic, health, and neighborhood enhancement benefits. All enterprises, nonprofit and for-profit, may apply for a Solar Loan from NGE's Community Lending Program.

For More Information:

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

Sponsor: New Generation Energy

Sponsor Type: Nonprofit

Custom Program

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

For More Information:

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

Sponsor: NSTAR (Gas)

Sponsor Type: Utility

Education and Outreach Programs for Businesses

The Office of Technical Assistance and Technology (OTA) promotes toxics use reduction and resource conservation. As a complement to the onsite technical support provided to business, OTA sponsors workshops and conferences; recruits businesses using innovative technology to host demonstration site events; coordinates partnerships between schools and businesses to encourage the safe handling of chemicals in schools; supports a training center for industrial painters to help reduce pollution and paint waste; develops resource tracking software tools; and publishes advisory and guidance publications, newsletters, and case studies.

For More Information:

<http://www.mass.gov/?pageID=eoeoeasubtopic&L=4&LO=Home&L1=Grants+%26+Technical+Assistance&L2=Education+%26+Training&L3=Education+and+Outreach+Programs+for+Businesses&sid=Eoeoea>

Sponsor: Massachusetts Division of Energy Resources

Sponsor Type: State

Energy Audit Program

The program provides funding for certified energy audits and renewable energy feasibility studies to identify projects eligible for potential future Massachusetts Division of Energy Resources (DOER) funding through the Green Communities Act, utility rebate programs, and/or programs of the Mass Renewable Energy Trust. Energy Audit Program activities are provided to a grantee by contractors hired and paid directly by DOER. The average grant size for an audit is \$30,000 on average with a \$100,000 maximum per recipient.

For More Information:

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

Sponsor: Massachusetts Division of Energy Resources

Sponsor Type: State

Energy Efficiency Projects

The utility's sister company, Constellation Energy Projects & Services Group, helps commercial customers develop solutions to achieve energy goals.

For More Information:

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

Sponsor: Constellation NewEnergy

Sponsor Type: Utility

ENERGYsmart Library

The ENERGYsmart Library is an online source for information about energy topics and technologies to inform users about the energy used in businesses. Site visitors can search for information on a particular topic or find answers to commonly asked questions.

For More Information:

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

Sponsor: KeySpan Energy Delivery
Sponsor Type: Utility

Green Business Development

The Executive Office of Energy and Environmental Affairs believes it is critical to develop new innovative environmental technologies that will provide cost effective, technology-based solutions to environmental problems in the commonwealth. This Web site provides information, resources, and technology assessment reports on Green Business Development.

For More Information:

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

Sponsor: Massachusetts Division of Energy Resources
Sponsor Type: State

Hess C-Neutral

This program helps businesses become leaders in environmental stewardship and consumer advocates. Businesses have the option to bundle natural gas, electricity, and/or fuel oil with carbon offset credits, making the total energy purchase 100% carbon neutral.

For More Information:

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

Sponsor: Hess Energy
Sponsor Type: Other

Hybrid Electric Refrigeration Truck Demonstration Program

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.

For More Information:

http://www.mass.gov/?pageID=eoeaa_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

Sponsor: Massachusetts Division of Energy Resources
Sponsor Type: State

New Construction/Major Renovations Program

Western Massachusetts Electric Company (WMECO) will assist and support customers and design professionals in the selection of more energy efficient strategies that can be incorporated into the design and construction of projects. WMECO has an available team of professional consultants at no cost or obligation to the owner or design professionals.

For More Information:

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

Sponsor: Western Massachusetts Electric Company
Sponsor Type: Utility

OTA Energy Publications

The Massachusetts Office of Technical Assistance and Technology offers information on energy efficiency resources for managers of manufacturing facilities and industrial and commercial 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.

For More Information:

http://www.mass.gov/?pageID=eoeaa_subtopic&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=Eoeaa

Sponsor: Massachusetts Office of Technical Assistance and Technology
Sponsor Type: State

Renewable Energy Certificates

An organization can play an important role in supporting renewable energy by purchasing Renewable Energy Certificates from Hess. An organization's green power purchase can range from 1% to 100% of its electricity usage.

For More Information:

<http://www.hessenergy.com/products/green/Renewable.aspx>

Sponsor: Hess Energy
Sponsor Type: Other

HVAC

Cool Choice

Co-sponsored with other New England utilities, Unitil pays cash rebates to commercial and industrial customers to help defray the cost of buying high-efficiency HVAC systems.

For More Information:

http://services.unitil.com/mass/bus_energy_efficiency_programs_education.asp?t=4

Sponsor: Unitil
Sponsor Type: Utility

Energy Efficiency Equipment Rebate Programs

Unitil, as a member of GasNetworks, offers customers up to \$1,350 in rebates toward the installation of qualified high-efficiency gas-fired space and water heating equipment. Other energy saving equipment and materials are also eligible for rebates.

For More Information:

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

Sponsor: Unitil

Sponsor Type: Utility

HVAC Program

The tailored HVAC Program is a rebate program that includes heating, ventilating, and air conditioning. Western Massachusetts Electric Company pays one half of the study costs up front. Study costs paid by the customer will be refunded following the installation of the recommended energy saving measures.

For More Information:

<http://www.wmecocom/business/saveenergy/energyefficiencyprograms/hvac.aspx?sec=ew>

Sponsor: Western Massachusetts Electric Company

Sponsor Type: Utility

New Construction: HVAC Rebates

National Grid is offering rebates for the purchase of energy efficient HVAC systems. Rebates are available for air controlled and water-controlled chillers.

For More Information:

http://www.nationalgridus.com/naragansett/business/energyeff/5_hvac.asp

Sponsor: National Grid

Sponsor Type: Utility

Industrial Systems / Process Specific

Commercial and Industrial Financing Program

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

For More Information:

<http://www.berkshiregas.com/Usage-AndSafety/Commenergyeffprog.html>

Sponsor: Berkshire Gas

Sponsor Type: Utility

Commissioning: Quality Assurance/Performance Testing

Granite State Electric's Commissioning program provides a quality control check from project inception through the installation and operation of the energy efficient equipment. Granite State Electric supervises independent engineers that monitor a customer's project during construction, conduct onsite testing when systems are operational, and then work with the project engineers and contractors to resolve deficiencies.

For More Information: http://www.nationalgridus.com/granitestate/business/energyeff/5_commission.asp

Sponsor: National Grid (Granite State Electric)

Sponsor Type: Utility

Compressed Air Efficiency

Even the smallest compressed air system can be a relatively large source of energy consumption and cost. Through NSTAR's participation in the Compressed Air Challenge, commercial and industrial customers can attend a series of training workshops designed to provide information to reduce compressed air operating costs and improve productivity.

For More Information:

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

Sponsor: NSTAR (Electric)

Sponsor Type: Utility

Compressed Air Incentive

Compressed air is one of the most expensive forms of energy. Replacing an old, inefficient compressor or compressed air dryer and repairing air leaks are typical conservation opportunities that Western Massachusetts Electric Company encourages businesses to implement.

For More Information:

<http://www.wmecocom/business/saveenergy/energyefficiencyprograms/RetrofitProgram.aspx>

Sponsor: Western Massachusetts Electric Company

Sponsor Type: Utility

Construction Solutions

NSTAR provides rebates up to 90% of the incremental cost differential for comprehensive design and rebates up to 75% of the incremental cost differential between standard base line and high-efficiency equipment, cost sharing for engineering services, and design and commissioning services.

For More Information:

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

Sponsor: NSTAR (Electric)

Sponsor Type: Utility

Custom Program

The Custom Program is for unique conservation opportunities where Western Massachusetts Electric Company will partner with business customers to develop a conservation strategy and incentive to meet specific needs.

For More Information:

<http://www.wmeco.com/business/saveenergy/energyefficiencyprograms/RetrofitProgram.aspx>

Sponsor: Western Massachusetts Electric Company
Sponsor Type: Utility

Economic Redevelopment Program

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 therm savings, with an additional amount determined from the broader benefits of the project. Incentives are available up to 50% of the project cost or \$100,000.

For More Information:

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

Sponsor: National Grid
Sponsor Type: Utility

Education and Training Opportunities

Unitil partners with many electric utilities, federal and state government agencies, and trade and professional organizations to promote energy efficiency in our service territory.

For More Information:

http://services.unitil.com/nh/bus_energy_efficiency_programs_education.asp

Sponsor: Unitil
Sponsor Type: Utility

Electric Motors Program

Commercial and industrial customers of any size requiring new or replacement three-phase, premium-efficient general purpose motors between 1 HP and 200 HP are eligible for the Motor Rebate Program. Rebates are based on the efficiency of the motor's horsepower.

For More Information:

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

Sponsor: Western Massachusetts Electric Company
Sponsor Type: Utility

Energy Efficiency and Renewable Energy Services

Through its onsite assistance program, the Massachusetts Office of Technical Assistance and Technology identifies opportunities and techniques to improve energy efficiency, water conservation, and toxics use reduction.

For More Information:

http://www.mass.gov/?pageID=eoeas_ubtopic&L=5&L0=Home&L1=Grants+%26+Technical+Assistance&L2=Guidance+%26+Technical+Assistance&L3=Business+Assistance&L4=Energy+Efficiency+and+Renewable+Energy+Services&sid=Eoeaa

Sponsor: Massachusetts Office of Technical Assistance and Technology
Sponsor Type: State

Energy Efficiency Equipment Rebate Programs

Unitil, as a member of GasNetworks, offers customers up to \$1,350 in rebates toward the installation of qualified high-efficiency gas-fired space and water heating equipment. Other energy saving equipment and materials are also eligible for rebates.

For More Information:

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

Sponsor: Unitil
Sponsor Type: Utility

Energy Efficiency Projects

The utility's sister company, Constellation Energy Projects & Services Group, helps commercial customers develop solutions to achieve energy goals.

For More Information:

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

Sponsor: Constellation NewEnergy
Sponsor Type: Utility

Energy Management System

Expansion of an existing Energy Management System (EMS) to control additional equipment may be eligible for incentives. Businesses can achieve significant energy savings by updating an EMS to control air distribution equipment and temperature settings during unoccupied periods.

For More Information:

<http://www.wmeco.com/business/saveenergy/energyefficiencyprograms/RetrofitProgram.aspx>

Sponsor: Western Massachusetts Electric Company
Sponsor Type: Utility

Engineering & Design Services

National Grid provides engineering, planning, building design, and environmental compliance services.

For More Information:

http://www2.nationalgridus.com/psbusiness/solutions/engineering_ny_kedli.jsp

Sponsor: National Grid
Sponsor Type: Utility

Existing Structure: Variable-Speed Drive Incentives

Variable speed drive rebates range from \$1,500 for a 5 HP motor to \$6,300 for a 1000 HP motor.

For More Information:

http://www.nationalgridus.com/narragansett/business/energyeff/5_vsd_a.asp

Sponsor: National Grid
Sponsor Type: Utility

Gas Energy Efficiency Programs

Unitil offers energy efficiency programs to both large and small commercial and industrial gas customers. The programs include free energy assessments and the opportunity for cost-sharing on projects.

For More Information:

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

Sponsor: Unitil
Sponsor Type: Utility

Gas Equipment Rebate Programs

Unitil offers rebates to customers toward the installation of qualified high-efficiency gas-fired space and water heating equipment. Other energy saving equipment and materials are also eligible for rebates.

For More Information:

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

Sponsor: Unitil
Sponsor Type: Utility

Green Buildings Services

National Grid Business Solutions supports commercial and industrial customers with a full range of Green Buildings Services.

For More Information:

http://www2.nationalgridus.com/ps-business/solutions/green_ny_kedli.jsp

Sponsor: National Grid
Sponsor Type: Utility

Large and Small Commercial and Industrial Programs

A large and small commercial and industrial energy efficiency program is available to all gas customers. The programs include free energy assessments and a number of cost-sharing opportunities for projects.

For More Information:

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

Sponsor: Unitil
Sponsor Type: Utility

MotorUp program

NSTAR's MotorUp program provides commercial and industrial customers the opportunity to purchase a NEMA premium qualifying motor for approximately the same cost as a standard EPAAct efficiency motor.

For More Information:

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

Sponsor: NSTAR (Electric)
Sponsor Type: Utility

New Construction Program

The New Construction Program offers technical assistance and financial incentives to large commercial and industrial customers that are building new facilities, adding capacity for manufacturing, replacing failed equipment, or undergoing major renovations.

For More Information:

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

Sponsor: National Grid (Mass Electric)
Sponsor Type: Utility

New Construction: Compressed Air Rebates

National Grid offers rebates for air compressors and dryers in new construction.

For More Information:

http://www.nationalgridus.com/narragansett/business/energyeff/5_compressed.asp

Sponsor: National Grid
Sponsor Type: Utility

New Construction: MotorUp Program

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 200 HP can yield rebates of \$630 to \$700.

For More Information:

http://www.nationalgridus.com/narragansett/business/energyeff/5_motors.asp

Sponsor: National Grid
Sponsor Type: Utility

New Construction: Variable-Speed Drives Incentives

Variable speed drive incentives range from \$900 for a 5 HP motor to \$1,800 for a 20 HP motor.

For More Information:

http://www.nationalgridus.com/narragansett/business/energyeff/5_vsd.asp

Sponsor: National Grid
Sponsor Type: Utility

Small Business Energy Advantage and Zero Interest Loans

Western Massachusetts Electric Company (WMECO) provides cost-effective, turn-key, energy saving products and services for small business customers and has no up-front customer costs. WMECO pays up to 50% of the costs for retrofit lighting measures and up to 50% of the costs associated with other eligible cost-effective, energy efficiency installation services. Energy Advantage offers a 0% financing option and, because loan repayment is based on the estimated energy savings, a customer's monthly energy bills remain the same.

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

Sponsor: Western Massachusetts Electric Company
Sponsor Type: Utility

Technical Assistance

The utility will provide design and construction assistance to help a customer with an energy efficient construction project. The utility will also help existing customers identify processes and equipment that should be replaced with newer, more efficient models.

For More Information:
http://www.nationalgridus.com/narragansett/business/energyeff/5_assist.asp

Sponsor: National Grid
Sponsor Type: Utility

Lighting

Buyers Alliance

Discounted pricing on qualified energy efficient lighting products is available to customers that participate in the energy efficiency lighting program. Extended lamp and ballast warranties beyond those from the manufacturers are available at no charge.

For More Information: <http://thinksmartthinkgreen.com/service/servicesri.html>

Sponsor: National Grid
Sponsor Type: Utility

Energy efficient Lighting Rebate Program

Concord Municipal Light Plant offers rebates to customers on compact fluorescent lamp (CFL) bulbs and exit sign retrofit kits. The rebate is worth \$5 per bulb or exit sign kit and will be credited to the customer's account.

For More Information:
http://www.concordnet.org/Pages/ConcordMA_LightPlant/bulbs

Sponsor: Concord Municipal Light Plant
Sponsor Type: Utility

Lighting Program

All commercial and industrial customers choosing to upgrade lighting systems are eligible for the lighting rebate program. 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 Western Massachusetts Electric Company.

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

Sponsor: Western Massachusetts Electric Company
Sponsor Type: Utility

New Construction: Lighting and Control Rebates

Rebates of up to \$100 are available for the installation of energy efficient lighting in new construction projects.

For More Information: http://www.nationalgridus.com/narragansett/business/energyeff/5_light.asp

Sponsor: National Grid
Sponsor Type: Utility

Power Saver Rebate Program

The North Attleborough Electric Department offers an incentive for business customers to upgrade lighting through the Power Saver Rebate Program. To qualify for this rebate, business customers must first schedule a free lighting audit. The audit report will identify qualified lighting improvement possibilities for the facility.

For More Information:
<http://www.naelectric.com/business/efficiency.html>

Sponsor: North Attleborough Electric Department
Sponsor Type: Utility

Load Management

BELD Energy Saving Programs – Technical Assistance

Braintree Electric Light Department (BELD) provides energy advisors to explain energy projects. BELD will also provide walkthrough assessments and will inspect upgrades once work is completed.

For More Information:
<http://www.beld.com/Electric/Programs.asp?detail=assistance>

Sponsor: Braintree Electric Light Department
Sponsor Type: Utility

Building Practices & Demonstration Program

National Grid is offering the opportunity for commercial customers to showcase energy saving potential by helping to pay the cost to install new or underutilized, commercially available energy saving technologies. Eligible technologies include energy recovery devices; advanced combustion controls; building energy management systems; desiccant units; infrared space heating equipment; infrared process heating equipment; and almost any other new equipment, processes, or techniques that save energy.

For More Information:

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

Sponsor: National Grid

Sponsor Type: Utility

Business Energy Analyzer

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

For More Information:

<http://www.energyguide.com/energyguidesmartbe/sbmasterframe.asp?bid=keyspanma&sid=447&referrerid=150&o=submit>

Sponsor: National Grid

Sponsor Type: Utility

Business Energy Library

This free ENERGYsmart library provides online energy and technologies resources to help users learn more about the energy used in businesses; the library includes the following topics: heating, cooling, lighting, weatherization, water heating, food storage, light industrial, and ENERGY STAR®.

For More Information:

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

Sponsor: National Grid

Sponsor Type: Utility

Commercial Audit Program

Holyoke Gas & Electric's Commercial Audit Program offers complementary technical services, such as arranging for energy audits, power quality analysis, and rate analysis.

For More Information:

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

Sponsor: Holyoke Gas & Electric

Sponsor Type: Utility

Commercial Audits

Concord Municipal Light offers a free walkthrough audit for all commercial customers. Full-scale audits are available at substantial discounts.

For More Information:

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

Sponsor: Concord Municipal Light Plant

Sponsor Type: Utility

Commercial Energy Audit and Rebate Program

The Reading Municipal Light Department helps commercial and industrial customers become more energy efficient with walkthrough audits and rebate programs. Rebates are limited to \$10,000 per customer per year, and in no case can the rebate exceed 100% of the total cost.

For More Information:

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

Sponsor: Reading Municipal Light Department

Sponsor Type: Utility

Constellation NewEnergy Online

This energy management tool is available to all electricity customers free of charge. The tool allows customers to find opportunities to improve a company's energy efficiencies, track changes in a company's usage, and compare usage across multiple facilities.

For More Information:

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

Sponsor: Constellation NewEnergy

Sponsor Type: Utility

Custom Rate Plan

Hampshire will help large commercial and industrial customers develop individualized plans to reduce costs and hedge risk.

For More Information:

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

Sponsor: Hampshire Council of Governments

Sponsor Type: Local

Demand Response

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 the 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. When the customers fulfill their commitment during a demand response event, Hess will pay them even more.

For More Information:

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

Sponsor: Hess Energy

Sponsor Type: Other

Demand Response

Demand Response programs compensate large electricity users for reducing consumption when market prices are high or demand is high and system reliability is at risk. Users may choose from among different options designed to fit specific needs.

For More Information:

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

Sponsor: ISO New England Inc.

Sponsor Type: Other

Demand Response

Demand Response programs help reduce energy costs and can also help system integrity for a few critical hours during the year. If a business can control loads in a facility, the business customer may want to participate in the price response program or enter into the forward capacity market through a demand response provider.

For More Information:

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

Sponsor: National Grid
Sponsor Type: Utility

Direct Install for Small Businesses

NSTAR's Direct Install for Small Businesses provides businesses with free energy audits to identify energy saving opportunities. The program can also pay up to 70% of the total cost for retrofitting qualifying lighting and mechanical systems.

For More Information:

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

Sponsor: NSTAR (Electric)
Sponsor Type: Utility

Education and Training Opportunities

Unitil partners with many electric utilities, federal and state government agencies, and trade and professional organizations to promote energy efficiency in the utility's service territory.

For More Information:

http://services.unitil.com/nh/bus_energy_efficiency_programs_education.asp

Sponsor: Unitil
Sponsor Type: Utility

Energy Efficiency Assistance for Business

Commonwealth Energy Resource Teams created an online resource to provide businesses with a one-stop shop for energy use, 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.

For More Information:

http://www.mass.gov/?pageID=eoeas_ubtopic&L=4&L0=Home&L1=Grants+%26+Technical+Assistance&L2=Guidance+%26+Technical+Assistance&L3=Business+Assistance&sid=Eoeas

Sponsor: Massachusetts Executive Office of Energy and Environmental Affairs

Sponsor Type: State

Energy Efficiency Programs Large Business Services

Unitil's large business services include comprehensive engineering services, such as project development, detailed project costing (equipment and labor), energy savings analysis, and project payback; pre-installation verification inspections, document project specifications, and pre-installation energy consumption; project management services; post-installation metering and verification inspections to ensure quality installations and verify project energy savings; and rebate incentives of up to 50% of project costs or a pre-approved incentive amount equal to the incremental cost of the efficient equipment above standard equipment.

For More Information:

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

Sponsor: Unitil
Sponsor Type: Utility

Energy Efficiency Programs Small Business Services

Unitil Small business services include a free technical assessment of a business facility by a qualified energy services professional; a comprehensive energy efficiency proposal, including detailed equipment specification, project costs (equipment and labor), energy savings analysis, and project payback; Unitil's firm commitment, upfront, of the rebate amount it will contribute toward the cost of the project; and a one-year warranty on all installed equipment.

For More Information:

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

Sponsor: Unitil
Sponsor Type: Utility

Energy Efficiency Projects

The utility's sister company, Constellation Energy Projects & Services Group, helps commercial customers develop solutions to achieve energy goals.

For More Information:

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

Sponsor: Constellation NewEnergy
Sponsor Type: Utility

Engineering Services

As part of its energy efficiency programs, NSTAR provides technical assistance and other technical services. These services allow NSTAR to bring qualified technical consultants to a customer's facility to help identify, evaluate, and present electrical energy conservation measures. The costs of these engineering services are typically equally shared between NSTAR and the customer.

For More Information:

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

Sponsor: NSTAR (Electric)
Sponsor Type: Utility

Enhanced Metering

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.

For More Information:

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

Sponsor: National Grid

Sponsor Type: Utility

Load Management

Load Management encompasses a range of capabilities that enable nonresidential customers to make the most efficient use of available electric capacity for the Western Massachusetts Electric Company (WMECO) service area. For example, WMECO administers the ISO New England load reduction program for eligible nonresidential customers. The company also offers meter hardware and data services to help customers monitor, understand, and manage electric usage patterns, as well as have the existence of power purchase schedules for customers that self-generate and have excess power to sell.

For More Information:

<http://www.wmeco.com/energywise/loadmanagement/default.aspx>

Sponsor: Western Massachusetts Electric Company

Sponsor Type: Utility

Load Response for your Business

Commercial customers can receive 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.

For More Information:

<http://www.newenergy.com/portal/site/menuitem.c2d5c4a31e3b3661571c5010747176a0?title=lr>

Sponsor: Constellation NewEnergy

Sponsor Type: Utility

Load Response Program

By participating in one of the two Load Response Program options, participants agree to reduce electric use during periods of high demand, such as during extreme temperatures or when electric wholesale prices are high, in exchange for a price incentive.

For More Information:

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

Sponsor: NSTAR (Electric)

Sponsor Type: Utility

Natural Gas Incentives

Holyoke Gas & Electric offers a variety of rate options for businesses including interruptible service, where a business enjoys a lower per-unit rate for gas, providing 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.

For More Information:

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

Sponsor: Holyoke Gas & Electric

Sponsor Type: Utility

Operation & Maintenance (O&M) Advisor

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

For More Information:

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

Sponsor: NSTAR (Electric)

Sponsor Type: Utility

OTA Software Programs

The Massachusetts Office of Technical Assistance and Technology has developed a number of software applications that can help facilities monitor operations, improve efficiency, reduce waste, and comply with particular reporting requirements. Copies of the software are available for download.

For More Information:

http://www.mass.gov/?pageID=eoeoaterminal&L=5&L0=Home&L1=Grant+s+%26+Technical+Assistance&L2=Education+%26+Training&L3=Education+and+Outreach+Programs+for+Businesses&L4=OTA+Software&sid=Eoea&b=terminalcontent&f=eea_ota_software&csid=Eoea

Sponsor: Massachusetts Office of Technical Assistance and Technology

Sponsor Type: State

Purchasing Advisor

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

For More Information:

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

Sponsor: NSTAR (Electric)

Sponsor Type: Utility

Industrial Systems General

Audits: lighting, all-electric and all-fuels

South Hadley Electric Light Department offers energy audits to all nonresidential customers that receive service under small general service or large general service rates. This includes business, municipal, and educational facilities.

For More Information:

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

Sponsor: South Hadley Electric Light Department

Sponsor Type: Utility

BELD Energy Saving Programs – Technical Assistance

Braintree Electric Light Department (BELD) provides energy advisors to explain energy projects. BELD will also provide walkthrough assessments and will inspect upgrades once work is completed.

For More Information:

<http://www.beld.com/Electric/Programs.asp?detail=assistance>

Sponsor: Braintree Electric Light Department

Sponsor Type: Utility

Building Practices & Demonstration Program

Through KeySpan Energy Delivery's Building Practices & Demonstration Program, commercial customers can showcase the energy savings potential of new or underutilized, commercially available energy saving technologies by helping to pay the cost to install the equipment.

For More Information:

http://www.keyspanenergy.com/ps-business/energy/building_ma_kedma.jsp

Sponsor: KeySpan Energy Delivery

Sponsor Type: Utility

Building Practices & Demonstration Program

National Grid is offering the opportunity for commercial customers to showcase energy saving potential by helping to pay the cost to install new or underutilized, commercially available energy-saving technologies. Eligible technologies include energy recovery devices; advanced combustion controls; building energy management systems; desiccant units; infrared space heating equipment; infrared process heating equipment; and almost any other new equipment, processes, or techniques that save energy.

For More Information:

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

Sponsor: National Grid

Sponsor Type: Utility

Business Energy Analyzer

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

For More Information:

<http://www.energyguide.com/energysmartsbe/sbemasterframe.asp?bid=keyspanma&sid=447&referrerid=150&qo=submit>

Sponsor: National Grid

Sponsor Type: Utility

Business Energy Library

This free ENERGYsmart library provides online energy and technologies resources to help users learn more about the energy used in businesses; the library includes the following topics: heating, cooling, lighting, weatherization, water heating, food storage, light industrial, and ENERGY STAR®.

For More Information:

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

Sponsor: National Grid

Sponsor Type: Utility

Commercial & Industrial Infrared Rebate

The purpose of the program is to encourage customers to purchase and install natural gas, low-intensity infrared heating equipment.

For More Information:

<http://www.gasnetworks.com/efficiency/pdf/Infrared.pdf>

Sponsor: GasNetworks

Sponsor Type: Other

Commercial and Industrial Program

The Commercial and Industrial program offers customers both prescriptive and custom approaches to energy efficiency. Under the prescriptive approach, customers will be informed of a large number of energy efficiency measures and services that are available, along with predetermined levels of financial support for each. Under the custom approach, vendors and customers are free to propose efficiency improvements that are specifically tailored to the individual customer's needs and interests. Under this approach, customers or vendors would be reimbursed for a certain percentage of the incremental cost of the proposed efficiency measures.

For More Information:

<http://www.capelightcompact.org/energy-efficiency-programs/commercial-industrial-programs/>

Sponsor: Cape Light Compact

Sponsor Type: Other

Commercial Assistance Program

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

For More Information:

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

Sponsor: Holyoke Gas & Electric

Sponsor Type: Utility

Commercial Audit Program

Holyoke Gas & Electric's Commercial Audit Program offers complementary technical services, such as arranging for energy audits, power quality analysis, and rate analysis.

For More Information:

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

Sponsor: Holyoke Gas & Electric
Sponsor Type: Utility

Commercial Audits

Concord Municipal Light offers a free walkthrough audit for all commercial customers. Full-scale audits are available at substantial discounts.

For More Information:

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

Sponsor: Concord Municipal Light Plant
Sponsor Type: Utility

Commercial Energy Audit and Rebate Program

Reading Municipal Light Department helps commercial and industrial customers become more energy efficient with walkthrough audits and rebate programs. Rebates are limited to \$10,000 per customer per year and in no case can the rebate exceed 100% of the total cost.

For More Information:

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

Sponsor: Reading Municipal Light Department
Sponsor Type: Utility

Commercial Energy Calculator

This online tool from NSTAR electric can help business quickly analyze energy use.

For More Information:

<http://nstar.apogee.net/comcalc/>

Sponsor: NSTAR (Electric)
Sponsor Type: Utility

Commercial Energy Efficiency Program

The Commercial Energy Efficiency Program provides support services and incentives to encourage commercial customers to install energy efficient features related to natural gas. National Grid will help fund the recommended energy saving measures by offering rebates based on projected savings. National Grid also offers custom incentives for projects that demonstrate the use of natural gas more efficiently than industry practices and/or more efficiently than the minimum building code requirements.

For More Information:

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

Sponsor: National Grid
Sponsor Type: Utility

Constellation NewEnergy Online

This is an energy-management tool that is available to all electricity customers free of charge. The tool allows customers to find opportunities to improve a company's energy efficiency, track changes in a company's usage, and compare usage across multiple facilities.

For More Information:

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

Sponsor: Constellation NewEnergy
Sponsor Type: Utility

Custom Program

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

For More Information:

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

Sponsor: NSTAR (Gas)
Sponsor Type: Utility

Custom Rate Plan

Hampshire will help large commercial and industrial customers develop individualized plans to reduce costs and hedge risk.

For More Information:

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

Sponsor: Hampshire Council of Governments
Sponsor Type: Local

Design 2000Plus

Design 2000Plus offers technical assistance and financial incentives to large commercial and industrial customers that are building new facilities, adding capacity for manufacturing, replacing failed equipment, or undergoing major renovations. Also, through the Custom Projects program, incentives of up to 75% of the additional cost for efficiency upgrades are available.

For More Information:

<http://thinksmarththinkgreen.com/service/lbnri.html>

Sponsor: National Grid
Sponsor Type: Utility

Direct Install for Small Businesses

NSTAR's Direct Install for Small Businesses provides businesses 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.

For More Information:

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

Sponsor: NSTAR (Electric)
Sponsor Type: Utility

Economic Development Discounts

Holyoke Gas & Electric offers special Economic Development Discount rates to qualifying companies for a period of three years. New businesses companies relocating to Holyoke or expanding businesses can review programs.

For More Information:

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

Sponsor: Holyoke Gas & Electric
Sponsor Type: Utility

Economic Development Gas Rate (EDGAR)

National Grid's Economic Development Gas Rate (EDGAR) may be available to commercial or industrial customers that meet National Grid's eligibility requirements for the following programs: Business Incentive Rate (BIR) and Area Development Rate (ADR). The 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, as well as a phasing out by 25% each year from years 13 through 15 until the rate is returned to the standard tariff in year 16.

For More Information:

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

Sponsor: National Grid
Sponsor Type: Utility

Education and Outreach Programs for Businesses

The Office of Technical Assistance and Technology (OTA) promotes toxics use reduction and resource conservation. As a complement to the onsite technical support it provides business, OTA sponsors workshops and conferences; recruits businesses using innovative technology to host demonstration site events; coordinates partnerships between schools and businesses to encourage the safe handling of chemicals in schools; supports a training center for industrial painters to help them reduce pollution and paint waste; develops resource tracking software tools; and publishes advisory and guidance publications, newsletters, and case studies.

For More Information:

<http://www.mass.gov/?pageID=eoeesubtopic&L=4&LO=Home&L1=Grants+%26+Technical+Assistance&L2=Education+%26+Training&L3=Education+and+Outreach+Programs+for+Businesses&sid=Eoees>

Sponsor: Massachusetts Division of Energy Resources
Sponsor Type: State

Energy Audit and Focused Study

Western Massachusetts Electric Company (WMECO) arranges for needed technical assistance and provides cash incentives to upgrade the efficiency of electrical equipment. Once a customer signs a study agreement, WMECO arranges for an energy audit or a comprehensive focused study of the customer's specific electrical measures. One-half of the study costs will be paid up front by WMECO, and the customer's 50% share is refunded following the installation of the recommended energy saving measures. These measures may qualify for cash incentives of 50% to 100% of the incremental costs to upgrade from standard to higher efficiency measures.

For More Information:

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

Sponsor: Western Massachusetts Electric Company
Sponsor Type: Utility

Energy Audit Program

Provides funding for certified energy audits and renewable energy feasibility studies to identify projects eligible for potential future Massachusetts Division of Energy Resources (DOER) funding through the Green Communities Act, utility rebate programs, and/or programs of the Mass Renewable Energy Trust. Energy Audit Program activities are provided to a grantee by contractors hired and paid directly by DOER. The average grant size for an audit is \$30,000 on average with a \$100,000 maximum per recipient.

For More Information:

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

Sponsor: Massachusetts Division of Energy Resources
Sponsor Type: State

Energy Consulting Services

National Grid offers integrated solutions specialized in resolving energy issues in today's deregulated environment.

For More Information:

http://www2.nationalgridus.com/psbusiness/solutions/consulting_ny_kedli.jsp

Sponsor: National Grid
Sponsor Type: Utility

Energy Efficiency Assistance for Business

Commonwealth Energy Resource Teams created an online resource to provide businesses with a one-stop shop for energy use, 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.

For More Information:

<http://www.mass.gov/?pageID=eoeeeasubtopic&L=4&LO=Home&L1=Grants+%26+Technical+Assistance&L2=Guidance+%26+Technical+Assistance&L3=Business+Assistance&sid=Eoeea>

Sponsor: Massachusetts Executive Office of Energy and Environmental Affairs

Sponsor Type: State

Energy Efficiency Programs Large Business Services

Unitil's large business services include comprehensive engineering services, such as project development, detailed project costing (equipment and labor), energy savings analysis, and project payback; pre-installation verification inspections, document project specifications, and pre-installation energy consumption; project management services; post-installation metering and verification inspections to ensure quality installations and verify project energy savings; and rebate incentives of up to 50% of project costs or a pre-approved incentive amount equal to the incremental cost of the efficient equipment above standard equipment.

For More Information:

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

Sponsor: Unitil

Sponsor Type: Utility

Energy Efficiency Programs Small Business Services

Unitil Small business services include: a free technical assessment of a business facility by a qualified energy services professional; a comprehensive energy efficiency proposal, including detailed equipment specification, project costs (equipment and labor), energy savings analysis, and project payback; Unitil firm commitment, upfront, of the rebate amount it will contribute toward the cost of the project; and a one-year warranty on all installed equipment.

For More Information:

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

Sponsor: Unitil

Sponsor Type: Utility

Energy Efficiency Projects

Constellation Energy Projects Services provides solutions designed to achieve energy goals and promote a sustainable future by offering an extensive array of products and services.

For More Information:

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

Sponsor: Constellation NewEnergy

Sponsor Type: Utility

Energy Efficiency Projects

The utility's sister company, Constellation Energy Projects & Services Group, helps commercial customers develop solutions to achieve energy goals.

For More Information:

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

Sponsor: Constellation NewEnergy

Sponsor Type: Utility

Energy Resources For Businesses

Concord Municipal Light provides a comprehensive list of resources available to businesses. The list includes national and local efforts including contact information for assessments and rebates.

For More Information:

http://www.concordnet.org/Pages/ConcordMA_LightPlant/BusinessResources

Sponsor: Concord Municipal Light Plant

Sponsor Type: Utility

Energy Saving Tips

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

For More Information:

http://services.unitil.com/nh/bus_energy_efficiency_conservation.asp

Sponsor: Unitil

Sponsor Type: Utility

ENERGY STAR® Benchmarking

NSTAR will help customers benchmark business energy use with the ENERGY STAR® Benchmarking Tool. The tool will allow NSTAR to work with customers in identifying improvements in a facility to maximize energy use.

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

Sponsor: NSTAR (Electric)

Sponsor Type: Utility

ENERGYsmart Library

The ENERGYsmart Library is an online source for information about energy topics and technologies to inform people about the energy used in businesses. Site visitors can search for information on a particular topic or find answers to commonly asked questions.

For More Information:

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

Sponsor: KeySpan Energy Delivery
Sponsor Type: Utility

ENERGY STAR® Appliance Rebate

Danvers offers \$50 rebates for select ENERGY STAR® appliances.

For More Information: http://www.danvers.gov/office.com/index.asp?Type=B_BASIC&SEC={D2E2CE6D-DA44-43E1-9C7F-C495F06AF359}

Sponsor: Town of Danvers
Sponsor Type: Local

Engineering Services

As part of its energy efficiency programs, NSTAR provides technical assistance and other technical services. These services allow NSTAR to bring qualified technical consultants to a customer's facility to help identify, evaluate, and present electrical energy conservation measures. The costs of these engineering services are typically equally shared between NSTAR and the customer.

For More Information:

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

Sponsor: NSTAR (Electric)
Sponsor Type: Utility

Financing Program

National Grid assists customers with funding for qualifying energy efficiency projects without disrupting budgets. National Grid can provide a customer with a preview of the project cash flows from project financing, connect the customer with a reputable financing agent, offer prompt service through National Grid's allied lending partner, and offer competitive rates.

For More Information:

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

Sponsor: National Grid (Granite State Electric)
Sponsor Type: Utility

GasNetworks® Commercial & Industrial Energy Efficiency Programs

Berkshire Gas offers eligible commercial and industrial customers incentives and rebates for the installation of select high-efficiency equipment through its GasNetworks & Berkshire Gas Energy Efficiency Programs. These programs offer rebates to small and large industrial customers for heating.

For More Information:

<http://www.berkshiregas.com/Usage-AndSafety/Commenergyefficprog.html>

Sponsor: Berkshire Gas
Sponsor Type: Utility

GasNetworks™ Rebate Programs

Unitil Gas provides rebates for the purchase of high-efficiency natural gas boilers and heating equipment.

For More Information:

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

Sponsor: Unitil
Sponsor Type: Utility

Green Business Development

The Executive Office of Energy and Environmental Affairs believes it is critical to develop new innovative environmental technologies that will provide cost effective, technology-based solutions to environmental problems in the commonwealth. This Web site provides information, resources, and technology assessment reports on Green Business Development.

For More Information:

http://www.mass.gov/?pageID=eoeea_topic&L=3&L0=Home&L1=Energy%2c+Utilities+%26+Clean+Technologies&L2=Green+Business+Development&sid=Eoeea

Sponsor: Massachusetts Division of Energy Resources
Sponsor Type: State

Infrared Heating Equipment Rebates

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

For More Information:

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

Sponsor: NSTAR (Gas)
Sponsor Type: Utility

Large Commercial and Industrial Customers Energy Efficiency Programs

This program is available to all gas customers with annual use exceeding 40,000 therms, as well as all municipal buildings, hospitals, and universities. The program begins with Unitil conducting, at no cost to the customer, a simple walkthrough evaluation of the facility to identify possible energy efficiency upgrades. Unitil will pay 50% of the cost for a licensed professional engineer to perform the scoping study up to a maximum amount of \$7,500, and will pay 50% of the qualified installed cost up to a maximum of \$50,000 per master meter.

For More Information:

http://services.unitil.com/nh/bus_energ_efficiency_programs.asp?t=6

Sponsor: Unitil

Sponsor Type: Utility

New Construction/Major Renovations Program

Western Massachusetts Electric Company (WMECO) will assist and support customers and design professionals in the selection of more energy efficient strategies that can be incorporated into the design and construction of projects. WMECO has an available team of professional consultants at no cost or obligation to the owner or design professionals.

For More Information:

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

Sponsor: Western Massachusetts Electric Company

Sponsor Type: Utility

Operation & Maintenance (O&M) Advisor

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

For More Information:

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

Sponsor: NSTAR (Electric)

Sponsor Type: Utility

OTA Energy Publications

The Massachusetts Office of Technical Assistance and Technology (OTA) offers information on energy efficiency resources for managers of manufacturing facilities and industrial and commercial 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.

For More Information:

http://www.mass.gov/?pageID=eoeea_subtopic&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=Eoeea

Sponsor: Massachusetts Office of Technical Assistance and Technology

Sponsor Type: State

OTA Software Programs

The Massachusetts Office of Technical Assistance and Technology (OTA) has developed a number of software applications that can help facilities monitor operations, improve efficiency, reduce waste, and comply with particular reporting requirements. Copies of the software are available for download.

For More Information:

http://www.mass.gov/?pageID=eoea_aterminal&L=5&LO=Home&L1=Grants+%26+Technical+Assistance&L2=Education+%26+Training&L3=Education+and+Outreach+Programs+for+Businesses&L4=OTA+Software&sid=Eoeea&b=terminalcontent&f=eea_ota_software&csid=Eoeea

Sponsor: Massachusetts Office of Technical Assistance and Technology

Sponsor Type: State

Partners in Energy Program

Bay State Gas Company offers commercial and industrial customers the Partners in Energy Program. This program provides rebates for energy efficient improvements to facilities and could include a free energy assessment.

For More Information:

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

Sponsor: Bay State Gas

Sponsor Type: Utility

Power Quality Enhancements Program

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.

For More Information:

<http://www.shovelready.com/application/programs.asp>

Sponsor: National Grid

Sponsor Type: Utility

Purchasing Advisor

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

For More Information:

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

Sponsor: NSTAR (Electric)

Sponsor Type: Utility

Rebates for High Efficiency Equipment

In addition to in-home programs and incentives, Bay State Gas offers existing and prospective customers up to \$1,850 in rebates toward the installation of great energy saving opportunities.

For More Information:

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

Sponsor: Bay State Gas

Sponsor Type: Utility

Small Business Energy Efficiency Program

The National Grid Small Business Program is for business customers with an average demand use of 200 kW or less (or 40,300 kWh or less) per month. The program aids qualifying commercial customers in installing energy efficient equipment. National Grid (Mass Electric) provides a free energy audit and report of recommended energy efficiency improvements. If a company chooses to make recommended improvements, National Grid will pay 80% of the cost of the installation of energy efficient equipment, and the remaining 20% can be paid off in the form of a zero-interest loan over a maximum of 24 months.

For More Information:

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

Sponsor: National Grid (Mass Electric)
Sponsor Type: Utility

Small Business High-Efficiency Heating Rebates

NSTAR provides rebates for the purchase of high-efficiency-rated heating equipment (300,000 Btu maximum).

For More Information:

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

Sponsor: NSTAR (Gas)
Sponsor Type: Utility

Small Commercial and Industrial Customers Energy Efficiency Programs

Unitil will share a portion of the cost to design, purchase, and install any qualified energy efficiency upgrades. Unitil will pay 50% of the qualified installed cost up to a maximum of \$50,000 per master meter.

For More Information:

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

Sponsor: Unitil
Sponsor Type: Utility

The Business Energy Library

The Business Energy Library is a great resource for customers to learn more about specific energy efficient technologies and practices.

For More Information:

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

Sponsor: KeySpan Energy Delivery
Sponsor Type: Utility

Turnkey Services: Project Expediter Program

Authorized, qualified vendors will inspect facilities for opportunities, recommend appropriate energy efficiency measures, provide analysis of project economics, maximize benefits of incentive programs, and provide complete installation services.

For More Information:

<http://thinksmarthinkgreen.com/service/servicesri.html>

Sponsor: National Grid
Sponsor Type: Utility

End Notes

- ¹ “Save Energy Now State Partnerships: ITP Activities in Massachusetts.” The Office of Energy Efficiency and Renewable Energy (EERE). Accessed 14 Oct. 2010. http://www1.eere.energy.gov/industry/states/state_activities/map_new.asp?stid=MA
- ² U.S. Energy Information Administration, “State/Territory Energy Profiles,” Accessed October 14, 2010. http://tonto.eia.doe.gov/state/state_energy_profiles.cfm?sid=MA
- ³ “Save Energy Now State Partnerships: ITP Activities in Massachusetts.” The Office of Energy Efficiency and Renewable Energy (EERE). Accessed 14 Oct. 2010. http://www1.eere.energy.gov/industry/states/state_activities/map_new.asp?stid=MA

EERE Information Center

1-877-EERE-INFO (1-877-337-3463)

www.eere.energy.gov/informationcenter

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