

# MDM Sponsor Spotlight: SCE

April 11, 2007

*Draft Notes*

## **Purpose:**

1. To allow motor sales and service center staff, manufacturers field staff, motor vendors, and program managers to learn – first hand – about the highlighted programs and how to participate in them.
2. To make person-to-person connections between efficiency program administrators and the vendors and service providers who do business in their service territory.

## **Summary:**

Jenny Harvey welcomed callers. Since some were new to MDM, Jenny gave a brief overview of the campaign, and Spotlight call objectives. Callers identified themselves and their affiliations. At least 25 participants were present. Jenny then introduced the speakers from SCE:

- Ron Cobas, Industrial Energy Efficiency Program Manager
- Tony Thacher, Industrial Energy Efficiency Senior Program Coordinator

Ron and Tony gave an overview of SCE's non-residential programs, referring to a PowerPoint presentation that was provided to callers prior to the call. They focused the discussion on those programs that provide incentives for motors and drives.

The following are statewide programs administered by the major California investor-owned utilities:

- Express Efficiency provides rebates for motors and adjustable speed drives.
- The Standard Performance Contract (SPC) program provides incentives for retrofit projects, often focused on individual technologies. Payments are based on the kWh savings.
- The Agriculture program provides incentives for qualifying equipment in the agriculture, food processing, and water sectors.

The following programs are unique to Southern California Edison:

- The Industrial Energy Efficiency Program (IEEP) encourages customers to undertake larger, more holistic projects that could integrate multiple technologies. Payments are based on kWh savings.
- The new pilot Customer Motor Management Program, a value-added service through the IEEP, provides customers with total motor inventories and training in repair/replacement and other strategies. The goal is to engage customers in the development of motor management concepts into O & M planning.

The presentation is available on-line at <http://www.motorsmatter.org/events/spotlight.html>.

The question-and-answer session that followed the presentation is detailed below. After the Q&A session, Jenny concluded the call.

## **Next Steps:**

1. **Opportunities for vendor participation in SCE programs – NEW information:**
  - a. **The contractors assigned to the Industrial Energy Efficiency Program subcontract out much of their work with industrial customers. Contact Ron Cobas to obtain a list of the contractors.**

- b. If you have helped customers participate in SCE programs, or plan to do so in the future, make sure that your company's participation is noted on the Energy Efficiency Vendor List, under Tools & Resources on the SCE Web site at <http://www.sce.com/RebatesandSavings/SmallBusiness/Motors/>**
2. Callers are encouraged to directly contact the program managers about the five programs presented. In addition, please pass along the program information to your California distributors or others who might be interested in participating.
  3. A list of call participants will be provided to Ron and Tony at SCE.
  4. The presentation, notes, and links will be available on the MDM website.

**Question-and-Answer:**

*Q: In the Industrial Energy Efficiency Program (IEEP), could a customer apply who wants to put a new process in place that uses more energy but improves productivity in the long run?*

A: No. Projects that have a net increase in energy cost are not eligible for IEEP.

*Q: The dollars per horsepower rebate levels for motors vary across the country. How does SCE come up with the Express Efficiency rebate levels?*

A: Incentive payments do vary significantly across the country. They are largely based on regulatory requirements, and may also be influenced by regional market factors.

*Q: In the Standard Performance Contract (SPC) and Industrial Energy Efficiency Program (IEEP), what are some typical projects that have included motors and/or drives?*

A: Projects vary widely. We have seen chiller upgrades, HVAC projects, and projects involving pumping systems. We also have a few projects for motors used in oil fields, in conjunction with drives and controls.

*Q: Does SCE offer classes for vendors at the Customer Technology Application Centers (CTAC)?*

A: Not specifically for vendors; but vendors are welcome to attend any of the classes offered at the Irwindale and Tulare CTAC facilities. For a list of classes, visit <http://www.sce.com/RebatesandSavings/EnergyCenters>.

*Q: Are the statewide programs (Express, SPC, and Ag) operated individually or by one state entity?*

A: Each of the major investor-owned-utilities (IOUs) operates the statewide programs independently. In fact, while these three are offered statewide, they may be called something different at other IOUs, like PG&E.

*Q: Slide #5 shows the budget for a three-year cycle. Do the SCE programs run longer than three years?*

A: Yes. Many programs have been around since the late 1990's and we anticipate that they will continue into the next three-year cycle and beyond as appropriate.