

# ***Motor Decisions Matter Campaign***

Spotlight on:



SOUTHERN CALIFORNIA  
**EDISON**

An *EDISON INTERNATIONAL*<sup>SM</sup> Company

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# Presenters

## **Ron Cobas**

Industrial Energy Efficiency Program Manager,  
Non-Residential Program

## **Tony Thacher**

Industrial Energy Efficiency Senior Program Coordinator

# Today's Agenda

- ❑ Overview of SCE's Non-Residential Energy Efficiency Program Portfolio
- ❑ Incentive & Rebate Programs for Motors and Adjustable Speed Drives:
  - Express
  - Standard Performance Contract
  - Agriculture
  - Industrial
- ❑ SCE-Customer Motor Management Program

# Investor-Owned Utility Service Areas in California



**SCE Territory**

Other California Investor-Owned Utilities include So Cal Gas, PG&E, and SDG&E.

## Incentive Budget 2006-2008 cycle-\$ millions

<b>Energy Efficiency Funding Portfolio</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>Total</b>
SCE Core Programs	115	186	230	531
IDEEA/InDEE	10	15	13	38
Partnership Programs	11	23	24	58
Statewide Marketing, Education, Codes & Standards, Emerging Technologies	20	20	20	60
Evaluation	13	19	22	54
<b>Total</b>	<b>169</b>	<b>264</b>	<b>309</b>	<b>743</b>

# SCE's Non-Residential Programs

- Express Efficiency ✓
- Non Residential Audits
- Standard Performance Contract ✓
- Direct Install
- Agricultural Energy Efficiency ✓
- Industrial Energy Efficiency ✓
- Pump Test
- Retro-commissioning
- Savings by Design
- Comprehensive HVAC

Web site: <http://sce.com/rebates>

✓ Programs highlighted on this call.

# Express Efficiency Program

## □ How it Works:

- An itemized approach to savings using a prescribed rebate amount calculated through kWh reduction.
- Applies to motors up to 200HP and VFD's for HVAC fan applications.
- Statewide program.

Examples:      1 HP = \$35  
                     20 HP = \$90  
                     100 HP = \$720

See [www.sce.com/express](http://www.sce.com/express) for complete rebate schedule.

# Express Efficiency Program

## □ Target Audience:

- A typical Express Efficiency participant is a small- to mid-size customer with a 'day-to-day' frame of mind and significant operational and business challenges.
- Express is designed to ease customers into energy efficiency.

## □ How to Participate:

- Contact the Express Efficiency Help Line  
800-736-4777

# Standard Performance Contract (SPC)

## □ How it Works:

- A calculated approach to savings through kWh reduction.
- Designed to provide incentives for retrofit projects that usually apply to a single technology.
- Statewide program.

Example:

$$$.08/\text{kWh} \times 1000 \text{ kWh savings} = \$80.00$$

# Standard Performance Contract (SPC)

## □ Target Audience:

- A typical SPC participant is a mid- to large-sized customer with a single/straight retrofit project.

## □ How to Participate:

Contact the SPC Help Line  
800-736-4777

# Agriculture Energy Efficiency Program (AEEP)

## □ How it Works:

- Financial incentives are provided for specific energy efficiency measures related to operations such as motors and adjustable speed drives and other equipment.
- Incentives range from \$.04 - \$.08 per kWh for qualifying energy efficient measures.
- The program also offers no-cost comprehensive energy-savings audits.

# Agriculture Energy Efficiency Program (AEEP)

## □ Target Audience:

- A typical AEEP customer is an agricultural business, cold storage and food processing facility, water agency or other agricultural business.

## □ How to Participate:

Contact Gary Suzuki, Program Manager

[gary.suzuki@sce.com](mailto:gary.suzuki@sce.com)

# Industrial Energy Efficiency Program (IEEP)

## □ How it Works:

- A calculated approach to savings through kWh reduction.
- This program is for process improvements which may include the integration of multiple systems including motors, chillers, HVAC, refrigeration.

Example:

$$$.08/\text{kWh} \times 1000 \text{ kWh savings} = \$80.00$$

# Industrial Energy Efficiency Program (IEEP)

## □ Target Audience:

- A typical IEE participant is a mid- to large-sized customer with a larger more complex EE project which could integrate multiple technologies.

## □ How to Participate:

Contact Ron Cobas, Program Manager

626-633-3088

[cobasr@sce.com](mailto:cobasr@sce.com)

# Customer Motor Management Program (CMMP)

## □ Overview

- The SCE Customer Motor Management Program (CMMP) will be a pilot program offering a “value-added” service via the Industrial EE Program.
- CMMP will target selected industrial customers.
- CMMP will leverage the portfolio offerings of SCE Non-residential Programs....where rebates/incentives are available for motors.

# Customer Motor Management Program (CMMP)

## □ Key Program Benefits

### – Education

- An independent source for motor industry information
- A source for training and motor awareness.

### – Implementation

- A pro-active approach to managing motor inventory and long term decision making.
- Software tool(s) (like MotorMaster) to create a customized approach to meet customer's short, intermediate and long term motor planning needs.

# Customer Motor Management Program (CMMP)

## □ How the Program Will Work:

- Customers will learn about the program through the SCE-Industrial EE Program.
- A motor expert contractor will perform a field inventory.
- The contractor will develop the customers' database using MotorMaster+4.0
- Contractor will provide training in repair/replacement and inventory strategies and engage customers in the development of motor management concepts into O & M planning.
- Customers will be encouraged to designate a Motor Program Champion.
- SCE to issue personalized *Certificate of Completion* to each participant.

# Customer Motor Management Program (CMMP)

## □ Target Audience:

- CMMP will initially target selected segments:
  - Oil and Gas Extraction
  - Rubber and Plastics
  - Chemicals
  - Refineries
  - Stone/clay/glass
  - Water/wastewater
  - Concrete
- Selected customers will be chosen based on:
  - Industry segment
  - Large annual kWh
  - # of motors in “Mission Critical” operation
  - Variety of motor HP

# Customer Motor Management Program (CMMP)

## □ Measures of Success:

- Customers will centralize their motor decision making – take a “whole systems” approach to addressing motors.
- Motors are included in customer’s energy demand reduction strategies.
- Motor inventory is included as a capital budget component.
- Customers look to SCE Energy Efficiency Programs to implement energy and cost savings.
- Customers enroll in motor classes offered by SCE.

# Customer Motor Management Program (CMMP)

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