



Partnering for Success

Commercial & Industrial Energy Efficiency

Jim West

Energy/Facilities Connections 2010

May 13, 2010

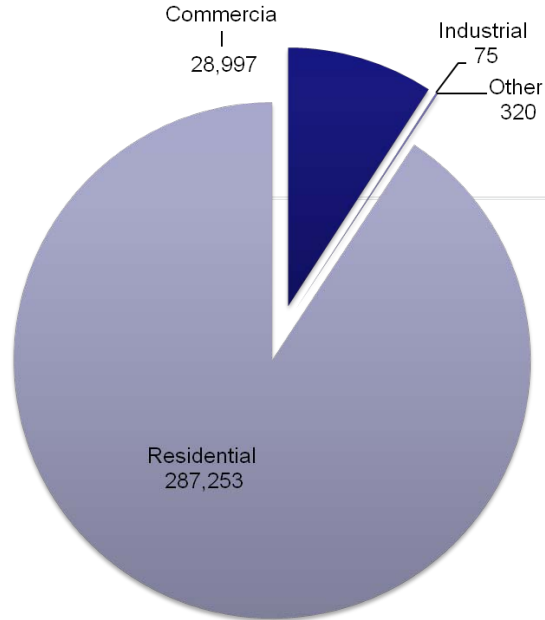


Snohomish County PUD

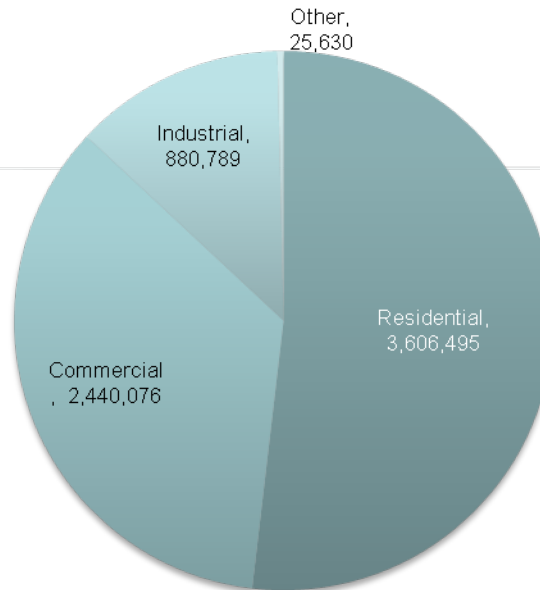


SnoPUD Customer information

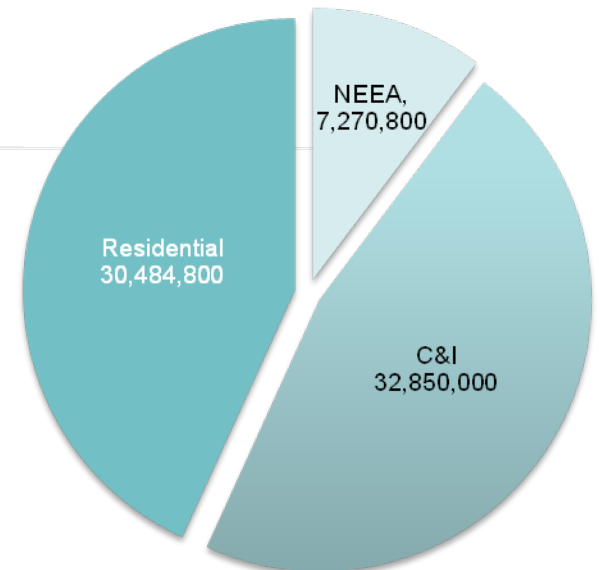
Total Customers by Type



Total kWh by Customer Type



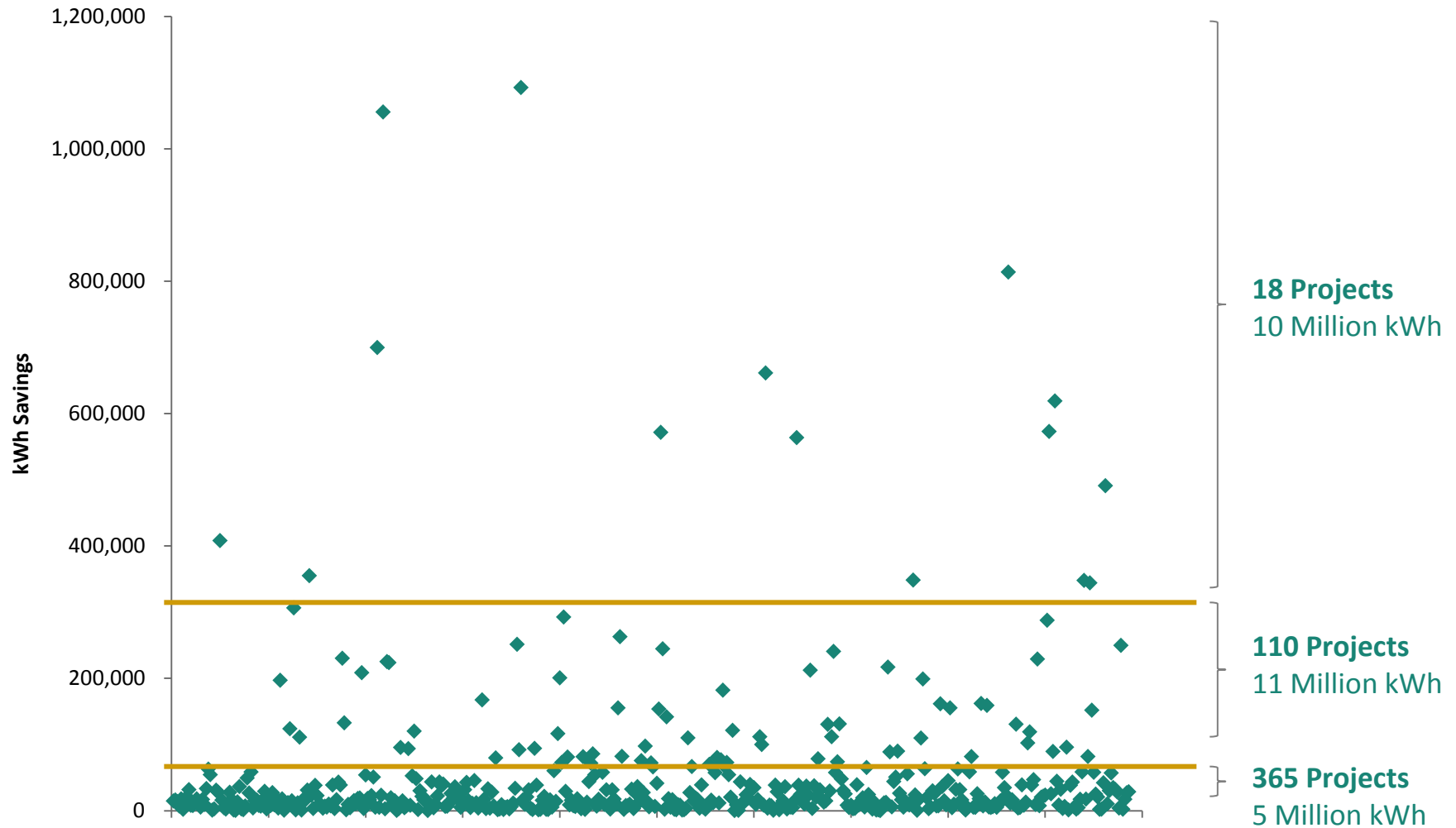
2009 Conservation Acquired (kWh)



C&I Energy Efficiency at the PUD

- Our focus and strategy:
 - Customer education
 - Technical and project management support
 - Trade Ally partnerships
 - Financial incentives
 - Innovative technologies and designs

No Project Too Big or Too Small



SnoPUD Energy Efficiency Goals

- **Energy Savings/Renewables**

... achieving base goal of 6.6 aMW; 7.25 aMW stretch goal

- **Strong organizational capabilities**

...ensuring long-term success of energy efficiency programs with talented employees and strong analytical capability

- **Customers and trade allies**

...understanding what it takes to motivate customers to adopt cost-effective conservation measures

- **Innovation**

...implementing best practices, leveraging partnerships, incorporating new and emerging, early-stage technologies

Commercial & Industrial Programs

1. New Construction Incentives
2. Existing Building Incentives
3. Existing Building Rebates

1. New Construction Incentives

- Equipment or design must exceed code by at least 10%
- Incentives vary from 15 - 30¢ per kWh based on equipment type and performance
- Capped at 50% of equipment cost or full incremental cost

- Lighting and Controls
- HVAC Equipment
- Compressed Air Systems
- Motors, Pumps & Fans
- Refrigeration
- Building Envelope



www.snopud.com/newconstruction

2. Existing Building Incentives

- Existing commercial, industrial and municipal buildings
 - Incentives vary from 10 - 30¢ per kWh based on equipment type and performance
 - Capped at 70% of project cost, based on first year kWh savings
- Lighting and Controls
 - HVAC Equipment
 - Compressed Air Systems
 - Motors, Pumps & Fans
 - Refrigeration
 - Building Envelope



3. Existing Building Rebates

1) Lighting Upgrades

- Fixed rebates for 30+ fixtures
- Up to 70% of project cost or \$15,000



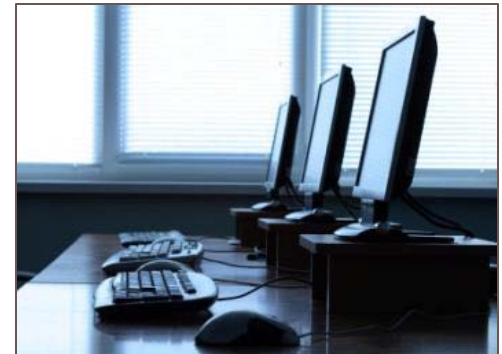
2) Commercial Kitchen Equipment

- Rebates from \$250 to \$2,000



3) PC Power Management Software

- \$8 per networked computer



4) Energy Smart Grocer Program

- Rebates vary by measure

Innovative Technology

In Place Today:

- Neuros & Kturbo blowers for wastewater treatment
- Evaporative cooling in manufacturing
- Magnetic bearing oil-free compressor in data center
- 99% efficient UPS in data center
- LED canopy lighting at convenience stores and gas stations
- Induction lighting in a high bay hangar and a marina boat yard
- T5 HO's w bi-level motion control in multiple parking lots
- Ductless Heat Pumps – 200 installations in SnoPUD area
- EPRI Energy Efficiency Demonstrations
 - HPWH, LED Street Lighting, Data Center

Innovative Technology

In the works:

- Controls *integration*, i.e., lighting and VAV
- Patient rooms VAV at large regional medical center
- 575-1000 W dimmable electronic ballast for high bay hangar metal halide
- ~30 ton VRF system in medical building retrofit

On the horizon:

- IP-addressable gateways for small commercial HVAC
 - Web-enabled controls for RTUs
 - PCTs

Industry Connections

- Northwest
 - BPA
 - NEEA
- National
 - EPRI
 - CEE
- Shaping the research agenda
- Setting program direction
- Leveraging technical expertise
- Hosting pilots

Contact

For more information, contact:

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Optimal Communication

- Contact us early and provide materials that describe the project and your plans
- Include us in project meetings with your contractor
- Keep in touch from project development through installation
- We will keep you in the loop about reviews and approvals



Questions or Comments?

