



Energy Savings Plan

For New and Existing Industrial Customers

Program Objective The Energy Savings Plan (ESP) is designed to enhance the ability of our industrial customers to succeed. This will be accomplished by lowering their operating costs through energy efficient technologies and operational changes and by offsetting their capital expenses through the provision of financing. The program can also enhance per-unit and employee production. By providing technical and financial expertise related to energy efficiency, the utility's objectives of customer contact, knowledge, support, and retention are improved.

Energy Efficiency The Energy Savings Plan Program promotes the use of high efficiency motors, adjustable speed drives, process modifications, compressed air system improvements, energy efficient lighting, energy management control systems, cooling tower conversions, heat recovery equipment, and chiller installations. Load management and billing assessments may also be incorporated. This program also includes improving the lighting quality, lighting efficiency, HVAC, and control efficiency of our industrial customers.

Program Delivery. For participating customers, SUB will provide a comprehensive report to identify cost effective efficiency improvements.

For qualifying projects, SUB will work with the customer and contractor to manage project installation. Once the project is installed, SUB will inspect the contractor's work and perform metering to ensure a quality installation and verify the energy savings.

Incentives. SUB and the customer will share the cost of the project. SUB will provide a financial incentive based on the first year project savings multiplied by an agreed upon ¢/kWh . This amount is project specific and determined by a) type of project; b) the value to the utility system; and c) available program funding. These savings will be calculated from sub-metering following installation of the equipment. Motors qualify for rebates only, with the incentive dependent on motor size. Finally, for qualifying projects, SUB will help the customer apply for a 35 percent state energy tax credit, spread over 5 years, for installation of energy efficient equipment.