

New York State - Energy Efficiency Portfolio Standard  
Working Group 2 – Program Summaries

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**Program Name:** New York Energy \$martSM Business Partners

**Working Group Contact:** Peter Savio

**Administering Entity:** NYSERDA

**Targeted Sector:** Commercial and Industrial

Funding years	Funding Source	Total Budget (Millions)	Cumulative Funds Spent (Millions)	Current Annual Expenditures (Year Millions)	Energy Savings		Demand Savings		Total Resource Cost (TRC) Results*
					Cumulative (MWh)	Current Annual (MWh)	Cumulative System Coincident Load Reduction (MW)	Current System Coincident Load Reduction (MW)	
13	SBC	41.3	22.6	2.9	64,300 as of June 2007	10,200 GWh;	15.2 as of June 2007	3.4	2.6

\* Or similar measure performance (e.g. TMET). Include description of cost test(s), identify if the analysis is retrospective or prospective and include any reference or links to on-line documents on evaluation as appropriate.

**Program Description:** The New York Energy \$martSM Business Partners Program focuses on market infrastructure development. Business Partner allies agree to work with NYSERDA to promote energy-efficient products and services. In exchange, Business Partners gain access to special training, tools, guidelines, and performance incentives. NYSERDA works with its business partners to help them differentiate their business in a highly competitive marketplace, while assuring that appropriate quality control mechanisms are in place. The strategy of partnering with businesses helps to strengthen market infrastructure leading to increased energy-efficient product and service availability and demand. Business Partner efforts will be integral to large, sustained energy efficiency resource acquisition. See 2006 annual report: [http://www.nyserdera.org/publications/SBC\\_Evaluation\\_Report\\_web.pdf](http://www.nyserdera.org/publications/SBC_Evaluation_Report_web.pdf) and most recent quarterly evaluation: [http://www.nyserdera.org/Energy\\_Information/SBC/sbcjune2007.pdf](http://www.nyserdera.org/Energy_Information/SBC/sbcjune2007.pdf).

**Relationship to Staff Preliminary Proposal:**

Not discussed in detail.

**Current status:** The Business Partners Program currently supports over 737 lighting allies, and has signed up 62 new partners in the past year. There are 26 kitchens allies and 20 active motors partners. NYSERDA has trained over 150 service providers in Commercial HVAC Program retro-commissioning, resulting in 30 providers offering services to customers through FlexTech. The Business Partners Program currently is developing a suite of expanded strategies which will enable it to increase the Business Partners network.

**Barriers, challenges, gaps:**

- New program efforts are focused on continuing to attract and build market infrastructure and support for advanced energy efficiency technologies and services in the lighting, motors, building performance and HVAC areas, which is crucial to the continued delivery of energy and demand savings.
- Includes support to Business Partners in integrating and offering existing NYSERDA resources to customers and more fully motivating customers to implement improvements.
- New York City, with its extensive stock of existing buildings is a significant focus in these efforts.

**Ramp-up potential, limitations, where help is needed to fulfill potential:**

- Substantial ramp up potential.
- A ramp up of this market infrastructure development effort will be essential to the success of the EPS.

**Co-benefits:** The program provides economic development benefits by fostering expansion of energy efficiency market infrastructure.

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**Other issues/considerations:** NYSERDA is integrally involved with Northeast Energy Efficiency Partnerships, Inc., Consortium for Energy Efficiency, and other working groups on market development efforts regionally and nationally. For many of the efforts, NYSERDA programs are models for planned activities. Through Innovative Opportunities, NYSERDA funded development of the City of New York Builders Performance Lab. The Lab is providing exemplary leadership researching available carbon reporting tools and developing sustainability curriculum for "greening the workforce in New York City." Also, of note, SCLP just received a 2007 ACEEE Exemplary Program Award.