



Program Partnerships

Lessons Learned in Commercial Kitchens

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Objectives

- ▶ To identify drivers and market conditions for partnerships
- ▶ To share partnership development strategies, key success factors, and barriers for a given set of market and regulatory conditions

Agenda

◀ Overview of Program Partnerships

Kim Erickson, Commercial Program Manager

CEE

◀ Energy-Water Partnerships in Washington State

Doug Dickson, Commercial Rebate Market Manager

Puget Sound Energy

◀ Natural Gas Partnerships in New England

Mike Pace, Senior Engineer

National Grid

Overview of Program Partnerships

- ▶ Why partner?
- ▶ Types of partnerships
- ▶ Conditions impacting partnerships
- ▶ Common program areas for partnering
- ▶ Additional resources

Why Partner?

- ▶ Reduce program costs
- ▶ Increase program participation
- ▶ Increase goodwill
- ▶ Achieve regulatory compliance

Types of Partnerships

- ▶ Information sharing
- ▶ Marketing focused
- ▶ Joint program administration

Conditions Impacting Partnerships

- ▶ Commitment
- ▶ Regulatory or municipal environment
- ▶ Program evaluation requirements
- ▶ Resource availability
- ▶ Partnership structure options
- ▶ Making it easy
- ▶ Types of partnership organizations
- ▶ Geographic irregularity of service territories
- ▶ Program design cycles

Common Partnership Program Areas

- ▶ Residential clothes washers
- ▶ Pre-rinse spray valves
- ▶ Commercial steamers
- ▶ Commercial ice machines
- ▶ Commercial dishwashers

ENERGY STAR® resource on partnership opportunities:

Water and Energy: Leveraging Voluntary Programs to Save Both Water and Energy

Contact

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