

Commercial Buildings

Discussing which Market Sectors to Target in 2007 & Exploring National Chain Strategies

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Working Together, Advancing Efficiency

Session Agenda

- ❖ Introduction and kickoff
- ❖ Discussion: Which market sectors should be the focus in 2007?
- ❖ Discussion: What approaches would best influence national chains/accounts to increase efficiency? Pilot design?
- ❖ Wrap-up



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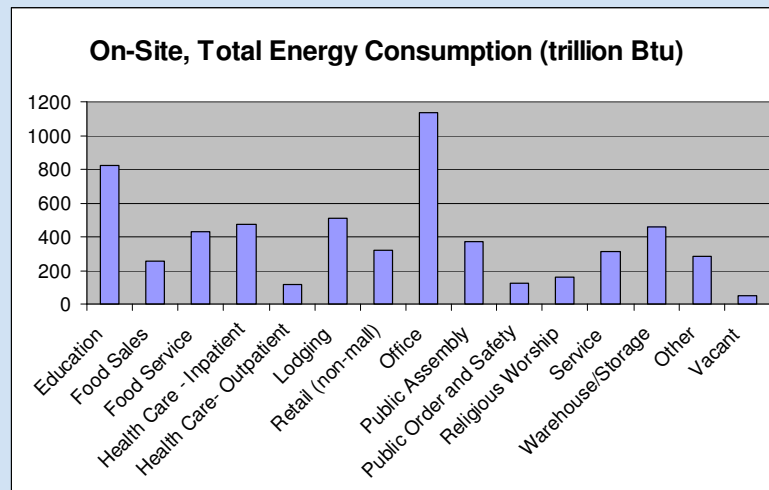
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- ❖ CEE performed a planning exercise in 2006, consisting of:
 1. A commercial sector baseline assessment
 2. Mapping of CEE's focus areas/initiatives
 3. Identification of technical potentials and emerging opportunities
- ❖ Which commercial market sectors could be the focus?



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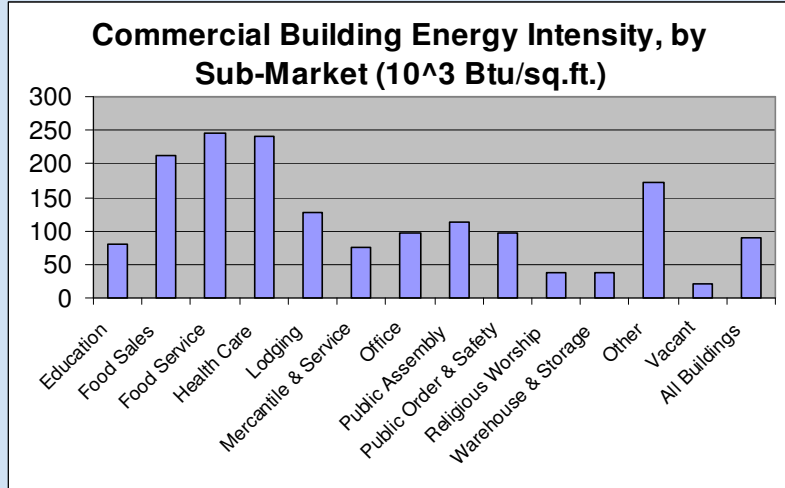


Source: EIA, 2003 Commercial Buildings Energy Consumption Survey, Table C1, page 231.



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Source: U.S. Department of Energy, Buildings Energy Data Book, Sept. 2006, Table 7.4.1.



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	Top Sectors - Energy Use	Top Sectors - Intensity	Overlap
1	Office	Food Service	Health Care
2	Education	Health Care	Office
3	Lodging	Food Sales	Lodging
4	Health Care (Inpatient)	Lodging	Food Service
5	Warehouse/Storage	Public Assembly	
6	Food Service	Office	



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- ❖ Emerging technologies also affect sectors

Technologies \ Sectors	Health Care	Office	Lodging	Food Service	Education
Combined Heat & Power	X	X			X
Office Equipment & Equip. Management		X			
Hotel Card Key Systems			X		
Solid State Lighting	X	X	X	X	X
Bathroom Lighting			X		
Commercial Refrigeration				X	



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- ❖ Other important factors
 - How accessible are these sectors?
 - Sectors where there is already momentum and key relationships?
 - Alignment with CEE's mission and fills a gap?
- ❖ What are you currently doing? What would you like to do?



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