

Industrial Program Planning Committee Breakout Session

Energy Management as a Program Opportunity

Ted Jones
Principal, Industrial Sector
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Agenda

- Introduction
 - Industrial Program Planning Committee
 - Energy Management Subcommittee
- Energy Management Panel
 - Regional Program Perspective
 - National Program Perspective
- Discussion: Energy Management as a Program Opportunity
 - What are the benefits for programs?
 - What is actionable?
 - Next steps

Committee Background

- In 2007, CEE launched the **Industrial Program Planning Committee** to:
 - provide a forum for members to share program strategies in the industrial sector
 - tap into the collective experience of member industrial efficiency programs
 - identify and prioritize industrial opportunities (by sector, process, cross-cutting)
 - recommend program strategies, as appropriate
- One of five active industrial committees at CEE

Industrial Program Approaches

End-Use Focus

- Motors, Drives, Lighting
- Compressed Air
- Pump Systems
- Fans & Blowers
- Refrigeration
- Steam, Boilers
- Process Heating
- Process Controls
- Mechanical Pulping
- Co-Generation



Market Sector Focus

Industrial Program Design Drivers

- Energy savings targets are increasing
- Diminishing savings from individual end uses
- Savings left on the table with one-off projects
- While potential energy savings remain, they are challenging to implement because:
 - tied to industrial processes
 - related to O&M practices
 - difficult to get management support on a consistent basis
- Management not conditioned to value energy-related projects, not part of their management culture

Hypothesis

Programs that encourage customer commitment to continuous improvement in energy performance....

and

help customers develop the management infrastructure to support that commitment,

will see greater participation in efficiency programs and larger savings – both in frequency of participation and in scale of completed projects

Accelerating Energy Savings

End-Use Focus

- Motors, Drives, Lighting
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Market Sector Focus

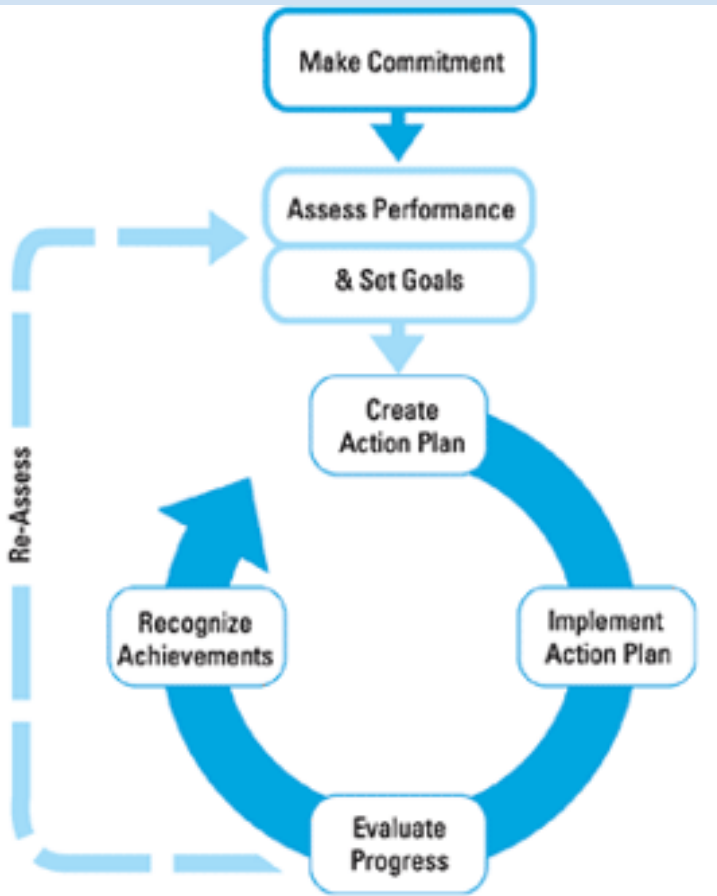
Management-Based Initiative

- Commitment to energy mgmt.
- Establishing energy champions and energy teams
- Assessments - technical, business
- Developing measurable key performance indicators
- Action planning using KPIs
- Supporting internal energy awareness and training
- Project implementation
- Recognizing Achievements
- Re-assessment of KPI's

Initial Committee Findings

- Energy management was identified as an attractive, cross-cutting opportunity for industrial programs
 - Availability of DOE, EPA and other supporting resources
 - Development of energy management standard through ISO and Plant Energy Efficiency Certification
 - Area of interest and activity for many programs
- Formed an Energy Management SubCommittee to explore the opportunity for programs
 - Co-Chaired by Sergio Dias, NW Energy Efficiency Alliance

Program Models for Energy Management



MANAGERIAL

PLAN:

- Policy/goals/targets
- Resources

DO:

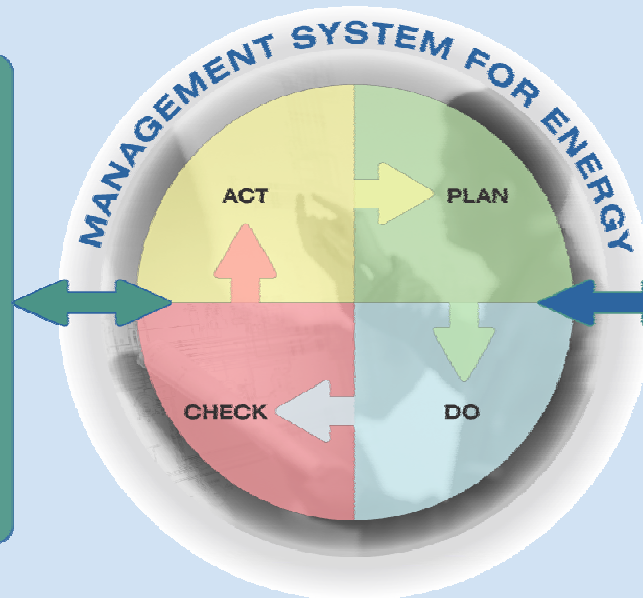
- Training
- Communication
- Control Energy Services

CHECK:

- Corrective/ Preventive Action
- Internal Audits

ACT:

- Management Review



TECHNICAL

PLAN:

- Energy Data Management
- Assessments

DO:

- Energy Purchasing
- Projects

CHECK:

- M & V

ACT:

- Process Control

How do you design a program around energy management?

CEE Member	Energy Management Program Offerings
Xcel Energy	Process Efficiency Program help qualifying customers integrate energy efficiency into their manufacturing processes and management system
Puget Sound Energy	Resource Conservation Manager Program assists in the hiring and training of a dedicated Resource Conservation Managers to evaluate facility energy use and work with maintenance staff and other personnel to save energy.
Northwest EE Alliance	Continuous Energy Improvement (CEI) targeting 25 companies in the pulp and paper and food processing industries to establish an energy management system and set goals
BC Hydro	Energy Management Initiatives support customers' management function while the end-use initiatives support project identification and implementation.
PG&E	Continuous Energy Improvement (CEI) program being developed to support strategic and integrated energy planning for PG&E's key accounts.
SCE, SDG&E	Supported energy management assessments, development of customized action plans, and consultation energy management business practices.

Challenging Questions

- What is an energy management program?
- How much energy does an energy management program save? How do you attribute savings?
- What are the incremental costs and benefits?
- What is the life of an energy management measure?
- Who is the target market (company, title)?
 - How do you avoid free-ridership?

Energy Management Program Panel

Regional Perspective

John Wallner

Northwest Energy Efficiency Alliance



National Perspective

Walt Tunnessen

ENERGY STAR for Industry Program

