



Industrial Program Planning Committee Partnering with DOE to Achieve Energy Savings in the Industrial Sector

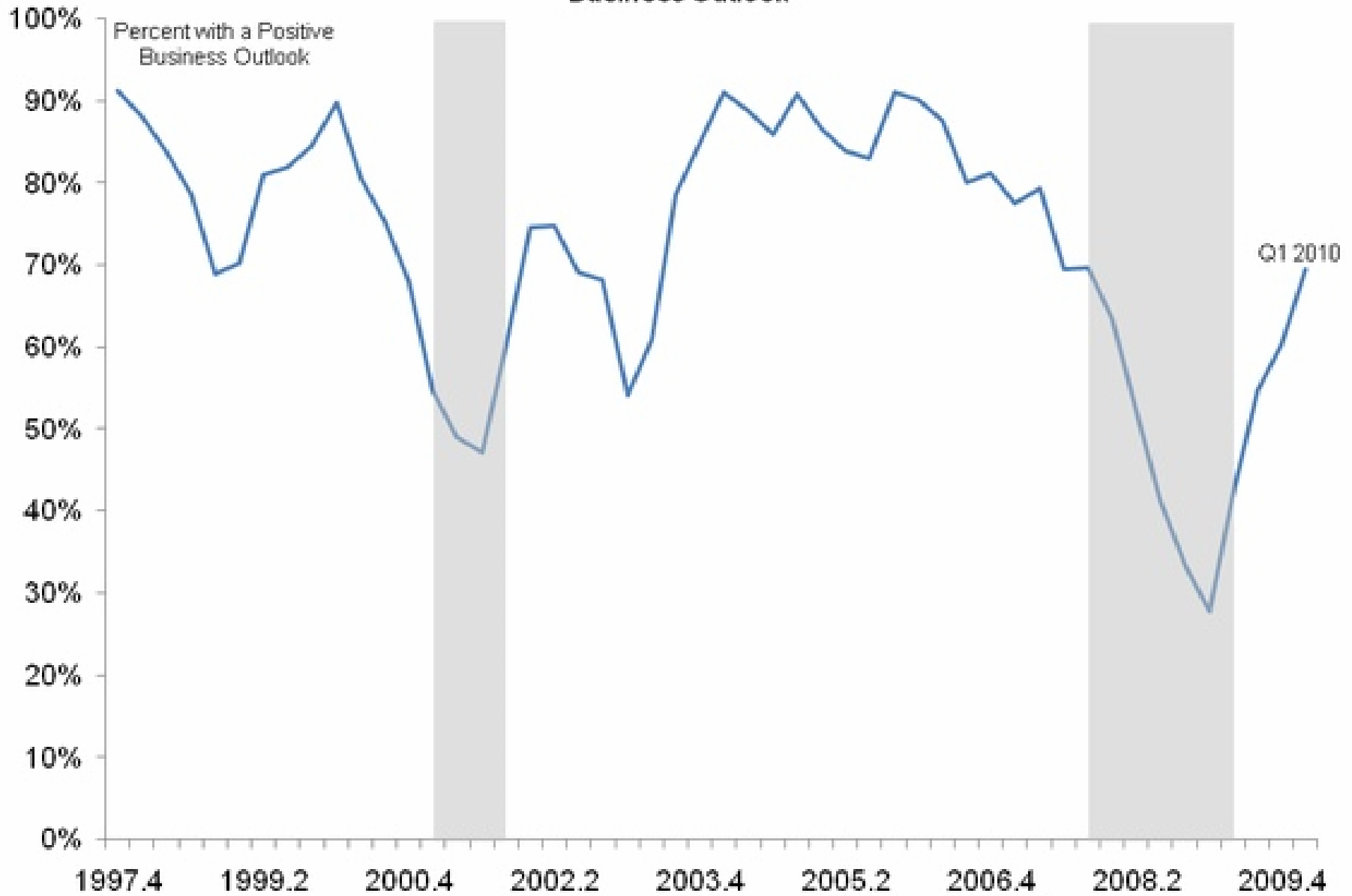
CEE Member Meeting
Boston, Massachusetts
Wednesday, June 2, 2010
3:30-5:00pm

800-617-4268, Access Code: 28618826#

Time for optimism in the industrial sector?

- ▶ Real GDP advanced 3.2 percent on an annualized basis in the first quarter, suggesting the economy continues to improve
- ▶ Virtually all relevant indicators for the manufacturing sector have been improving since last summer,
 - Industrial output increased 6.6 percent on an annualized basis
 - Manufacturing capacity is slowly coming back on line as the national average factory operating rate reached 70 percent for the first time since late 2008
 - Signs of rising optimism...

NAM/Industry Week Manufacturing Index Business Outlook



Program Administrators

- ▼ **Challenge:** Savings targets are outpacing the flow of projects coming in the door
 - Need to accelerate and deepen projects on a more consistent basis
 - Need to address multiple objectives, e.g., capture energy & demand savings and renewable, self generation opportunities
 - Need to lower transaction costs associated with one-off projects.

Welcome

▶ Industrial Program Planning Committee

- Identify, **explore** and assess industrial savings opportunities for future development at CEE

Activities

- Identify and define innovative program designs, such as energy management
- Identify opportunities to coordinate with federal industrial programs
- Explore an enhanced CEE specification for low-voltage, distribution transformers
- Identify industrial program designs that save natural gas
 - particularly related to process heating (stay tuned)

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Session Objectives

- ▶ Clarify what we heard on May 25, re: DOE's Save Energy Now & Superior Energy Performance Programs
- ▶ Share program perspectives on these national programs, including potential benefits and limitations for program administrators
- ▶ Identify potential roles for CEE with respect to member interests in DOE programs, resources and development efforts into the future

June 2 Committee Meeting Agenda

- ▶ Review major take-aways from 5/25 webinar
- ▶ Industrial Program Panel
 - Brian Johnston, LIPA (Long Island)
 - Brian Platt, NYSERDA (New York)
 - Mark DiPetrillo, National Grid (New England)
- ▶ Identify areas of mutual interest, alignment, leverage
- ▶ Discuss potential role for CEE to coordinate with DOE on behalf of the members.

DOE Industrial Technologies Program

May 25 Webinar

- ▶ Save Energy Now – Sandy Glatt, DOE
 - LEADER Program
- ▶ Superior Energy Performance, Paul Scheihing, DOE

Save Energy Now Technical Resources



- ▼ An umbrella program for DOE-ITP's delivery of tools and services aimed at overcoming implementation barriers
 - Tools – MotorMaster+
 - Trainings – Steam Systems, Compressed Air
 - Assessments – Large plants, Small plants
 - Information – tip sheets, case studies, webcasts, websites, databases

Save Energy Now LEADER Corporate Commitment Program



▶ ***Save Energy Now* LEADER Pledge**

- Companies pledge to reduce energy intensity by 25 percent or more in 10 years
- *Save Energy Now* LEADER Companies receive technical and financial support to help meet their goal.
- Details on what DOE and LEADER Companies provide

Save Energy Now LEADER Companies

[As of May 11, 2010; 56 total]

3M

Amcor PET Packaging

AT&T

Bic Graphic USA

BPM, Inc.

Bridgestone - Warren County and La
Vergne, TN Plants

Briggs & Stratton

Cummins, Inc.

Danfoss

Davisco Foods

Didion Milling

The Dow Chemical Company

Earth20

Eaton Corporation

Eck Industries

Flambeau River Papers

Goodyear

Graphic Packaging.

Gray's Harbor Paper

HNI Corporation

Honeywell

Ingersoll Rand

Intel

JR Simplot

Kenworth Truck Co.

Manitowoc Grey Iron

Mannington Mills

McCain Foods

Mohawk Industries

Neenah Foundry

Nissan North America

Osram Sylvania

Owens Corning

Patrick Cudahy

PepsiCo

PPG

Quad/Graphics, Inc.

Roche Diagnostics

Operations

RockTenn – Harrison

Saint-Gobain

Schneider Electric

Serious Materials

Shaw Industries

Sherwin-Williams, Ohio

Sherwin-Williams, Richmond

Spirax Sarco, Inc.

Thilmany Papers

ThyssenKrupp Waupaca

Traco

Tyco Electronics

United Technologies

Verso Paper Corporation

Volvo Trucks, Inc.

Whirlpool Corporation

Save Energy Now Partnerships

▼ State and Regional Partnerships

- Establish local partners
- Build state and regional capabilities
 - Transfer proven tools, training, and assessment resources
- Create self-sustaining *Save Energy Now* programs
- Promote state policy / regulation best practices for industrial EE

▼ Utility Partnership

- Assist utilities in catalyzing their role as a leader in industrial EE
- Expand utility offerings for industry of all sizes/locations/types
- Educate utilities on the benefits of addressing industrial EE
- Bring ITP technical strengths to utility programs

▼ Technical Expertise

- Industrial subsectors
- Industrial processes

Save Energy Now Utility Resources

▼ Policy Analyses

- Technical Reports
- Handbooks and Guidebooks
 - Regional Industrial Energy Efficiency

▼ Handbooks

- Energy Efficiency as a Resource

▼ Guidebooks

- Case Studies, Tip Sheets, and Fact Sheets

▼ Annual Reports

Save Energy Now Utility Resources (cont.)

State Incentives and Resources Database - A repository of over 3,000 energy incentives, tools, and resources for industry.

- Updated every six months
 - Latest update completed March 2010
 - Next update scheduled September 2010
- Sample incentives and resources:
 - Analysis Tools
 - Energy Assessments
 - Loans
 - Rebates
 - Tax Credits
 - Training and Education
 - Waived Fees

The screenshot displays the 'Industrial Technologies Program' website. The main heading is 'Save Energy Now State Partnerships'. Below this, there is a search interface for the 'State Incentives and Resource Database'. The interface includes a navigation menu at the top with links like 'About the Program', 'Program Areas', 'Information Resources', 'Financial Opportunities', 'Technologies', 'Deployment', and 'Home'. The search area contains several dropdown menus for selecting criteria: 'Select Region(s) and/or State(s)', 'Select Program Sponsor Type(s)', 'Select Resource Type(s)', 'Select Industrial System Type(s)', and 'Select Energy Type(s)'. There is also a text input field for 'Search Program Name, Sponsor, or Description'. At the bottom of the search area, there are 'Search' and 'Reset' buttons.

Save Energy Now: in Development

- ▶ State Policy Analysis
- ▶ Utility Industrial DSM Analysis
- ▶ Turn-Key EE/DSM Programs
- ▶ Utility Training (assessments)

- ▶ State Energy Efficiency Action Network
- ▶ Industrial / CHP Working Group
 - Increase the energy savings achieved in the industrial sector
 - Inform state policy makers and industrial customers of resources
 - Develop a clearinghouse of industrial energy efficiency and CHP info
 - Promote model state / utility programs

Superior Energy Performance

- ▶ A market-based, ANSI-accredited plant certification program that provides industrial facilities with a roadmap for achieving continual improvement in energy efficiency while boosting competitiveness
- ▶ Superior Energy Performance will be launched nationwide in 2011.

Superior Energy Performance Strategy

- ▶ Foster a corporate culture of **continuous improvement** in energy efficiency
- ▶ Use **ISO 50001** standard as foundational tool for energy management
- ▶ Establish a **tiered program** that provides an entry point for companies at all levels of experience with energy management
- ▶ Create a **verified record** of energy intensity/efficiency improvement.
- ▶ Potentially **create value** for corporate energy savings and carbon reductions in utility, state, regional, national, and international trading markets



Getting Superior Energy Performance Certified

An ANSI-accredited Certification Body will certify plants in two areas:

1. **Energy Management System Conformance** –
ISO 50001 Energy Management Standard
2. **Validated Energy Performance Improvement** –
Third-party measurement & verification to show that the facility meets minimum Superior Energy Performance requirements on energy intensity improvements



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Energy Management Demonstration Projects

DOE's Industrial Technologies Program is conducting State/Regional Energy Management Demonstration Projects in support of *Save Energy Now* LEADER and Superior Energy Performance.

Energy Management Demonstration Goals:

- Provide *Save Energy Now* LEADER Companies with a roadmap to achieve ambitious goals to reduce industrial energy intensity.
- Test the elements of Superior Energy Performance.
- Build energy management expertise at the regional, state, and plant level by showcasing lessons learned and best practices.
- Broaden energy savings throughout the nation.



Anticipated Roll Out Dates

- ▶ **Fall 2009:** Northwest region initiated energy management demonstration projects
- ▶ **Spring/Summer 2010:** Southeast, Midwest, Mid-Atlantic, Northeast regions, Pennsylvania, South Carolina, Wisconsin
- ▶ **Fall 2010:** California, Colorado
- ▶ **Fall 2011:** Texas (2nd round)

Thank you.

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