



CEE 3<sup>rd</sup> Annual Industry Partner Meeting  
September 19-20, 2006  
Dallas, TX

## **ENERGY STAR and Foodservice: 2006 Results and 2007 Plans**

Kate Lewis, US EPA

# Today's Update



- Summarize work
  - Operators
  - Manufacturers
  - Utilities/EEPS
  - Distribution Channel
- Outline product marketing plans for 2007

# Foodservice Operators



- ENERGY STAR / EEI focus group initiative
- Handful of large and small operators to determine specific best practices/ENERGY STAR qualified/CEE tier equipment & recommendations

# Foodservice Operators



<u>Corporate-owned</u>	<u>Franchised</u>	<u>Independent</u>
Most popular entrée: Buffalo	Eat fresh	Best pizza West of the MS
Seafood Lover in Me	Have it your way	
	Yummy foods	

# NRA and Operators



- NRA / ENERGY STAR collaboration is “win-win”
- Recent information exchange
- Other projects planned for FY 2007



NATIONAL RESTAURANT ASSOCIATION  
**WASHINGTON**  
**Report**  
WWW.RESTAURANT.ORG JULY 10, 2006 • VOLUME 2 • ISSUE 13

**decade of diversity**  
NRA Salutes 10 Years of Achievement for the Multicultural Foodservice & Hospitality Alliance  
“Decade of Diversity” Conference  
Aug. 8-9, 2006, Cambridge, Mass.  
www.mfha.net

**THIS WEEK**

**Experts Say U.S. Needs to Do More to Encourage Tourism** At a Senate hearing on travel and tourism, industry experts press the U.S. to do more to increase the number of international visitors. *Page 3*

**New Rebate Finder Helps Operators Trim Costs** The government’s ENERGY STAR program has launched a new Web tool to help restaurant and foodservice operators find rebates for energy-efficient equipment. *Page 3*

**Restaurants Gear Up for Aug. 29 Event** At Hurricane Katrina’s one-year anniversary, the NRA is teaming up with Share Our Strength, American Express and the Food Network to encourage restaurant-industry support for “Restaurants for Relief 2.” *Insert*

**NRA Members Continue Push for Effective Immigration Policies**

As the immigration debate heats up across the country, foodservice-and-hospitality industry leaders are making sure the nation’s leaders understand the restaurant industry’s views.

Testifying before the Senate Judiciary Committee on July 5 in Philadelphia, Carol Rossi, corporate director of human resources for National Restaurant Association member company Harrisburg Hotel Corp., told senators that “immigrants are fundamental to the success of both the hotel and restaurant industries, as entrepreneurs, as customers and as workers.”

Rossi’s company operates two hotels, a 160-seat upscale restaurant, and conference facilities at a business school in Harrisburg, Pennsylvania. Rossi represented the Pennsylvania Restaurant Association and the Pennsylvania Tourism & Lodging Association at the panel’s July 5 hearing, which kicked off a series of House and Senate field hearings this summer on immigration reform.

Like the National Restaurant Association, Rossi urged support for the immigration...



Urging the right kinds of reforms: Carol Rossi testified before Sen. Arlen Specter’s (R-Pa.) Judiciary Committee July 5, urging senators to recognize that “immigration is not the only factor [in combating labor shortages], but is a critical one that we cannot succeed without.”

“strongly opposed [the immigration-reform bill passed by the House last December] because of its focus on enforcement and sanctions with no guest-worker program options.”

Congress’ two chambers have taken dramatically different approaches to immigra...

# Equipment Manufacturers



- 94 manufacturer partners
- 4 products have ES spec; more planned
- More than 1,000 product models available

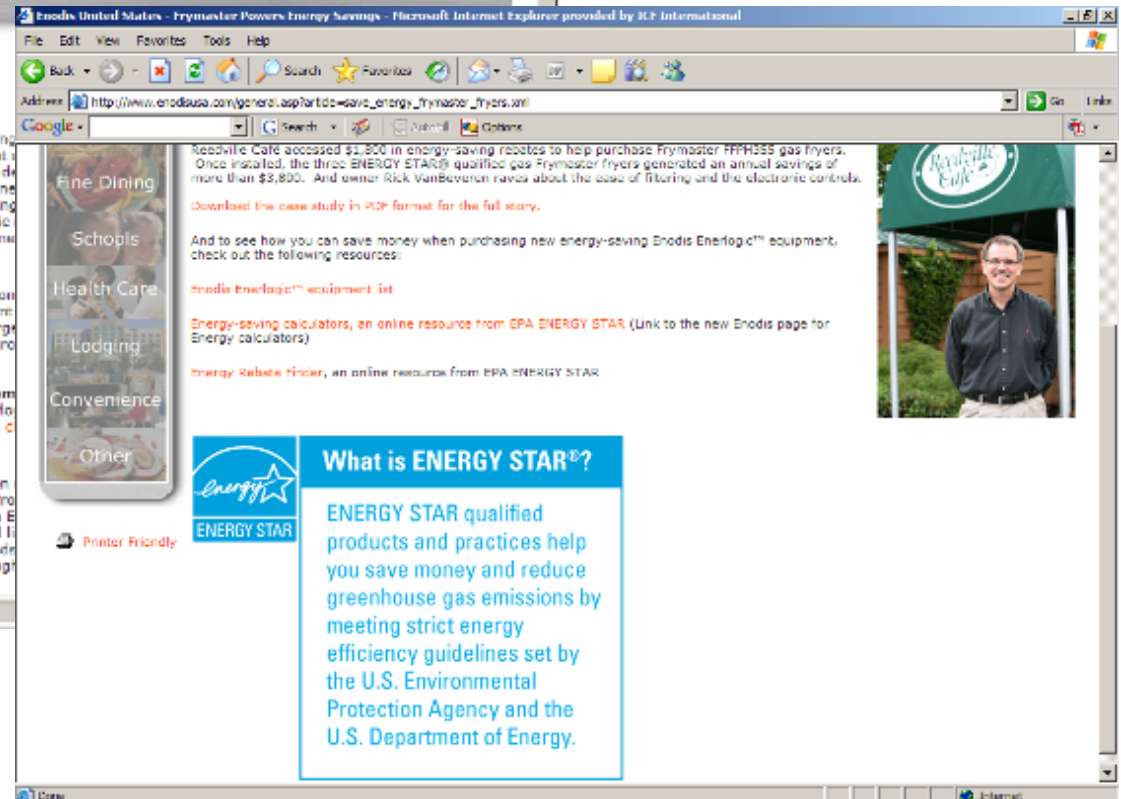
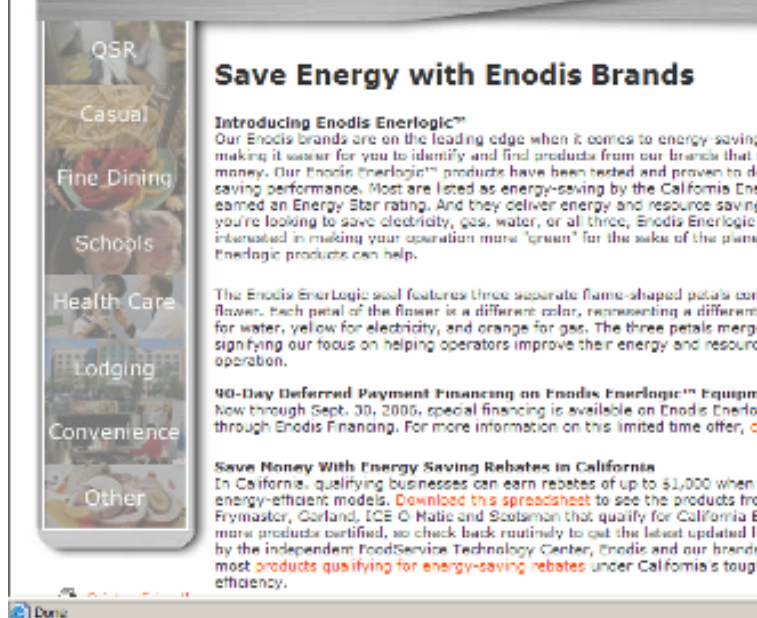
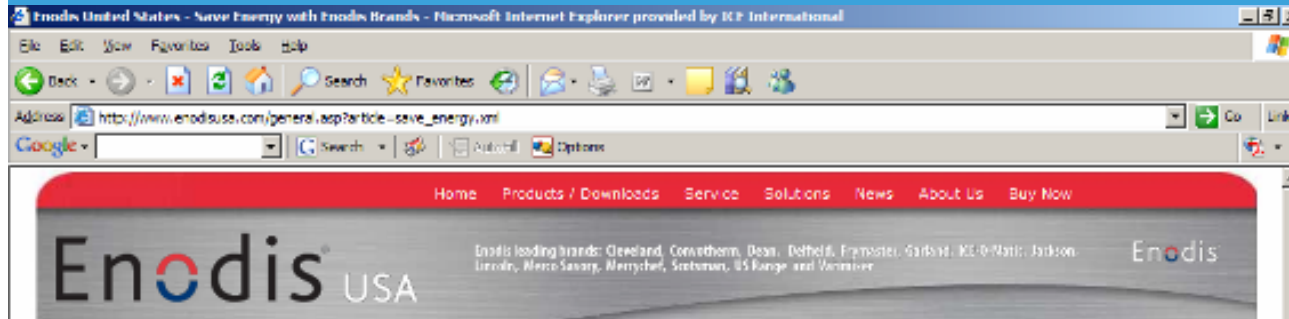
# ENERGY STAR Partner Support



# ENERGY STAR Partner Support



# ENERGY STAR Partners



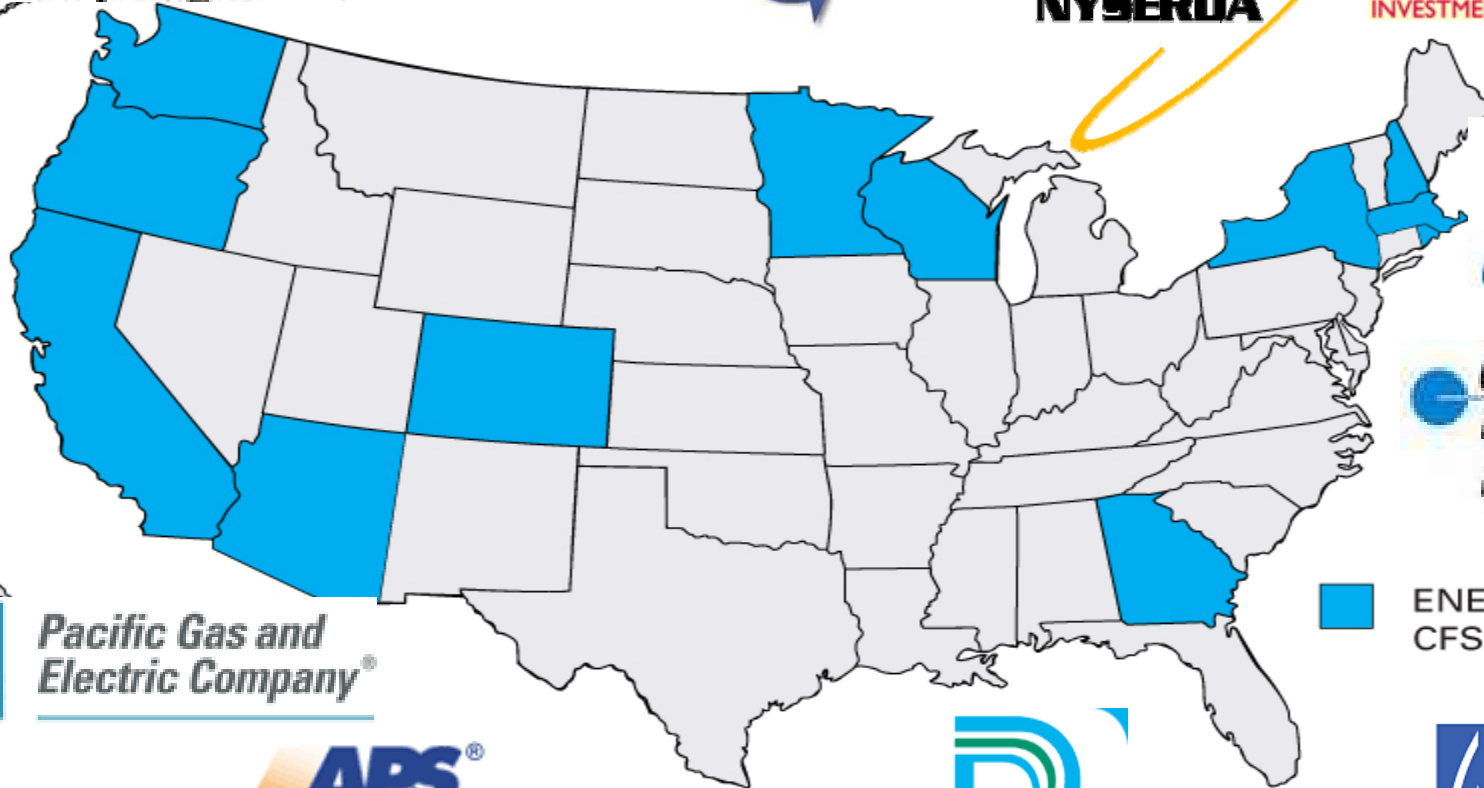
**What is ENERGY STAR®?**

ENERGY STAR qualified products and practices help you save money and reduce greenhouse gas emissions by meeting strict energy efficiency guidelines set by the U.S. Environmental Protection Agency and the U.S. Department of Energy.

# ENERGY STAR Partner Support



# EEPS / Utilities



ENERGY STAR CFS Activity



# EEPS / Utilities



<b>Product</b>	<b># of Rebate Programs</b>	<b>Range of Rebate</b>
Fryer	10	\$50 - 750
Hot Food Holding Cabinet	8	\$200 – 600
Refrigerator/ Freezer	20	\$30 - 550
Steamer	10	\$180 - 1500

# How to Find Rebates



A screenshot of a Mozilla Firefox browser window displaying the Energy Star website. The browser's address bar shows the URL: http://energystar.gov/index.cfm?fuseaction=CFSrebate.CFSrebate\_locator. The page title is "ENERGY STAR". The main content area is titled "Commercial Food Service Equipment Incentive Finder". It includes a description of the tool, a search section with a "Required" list of equipment types (Commercial Fryers, Commercial Refrigerators &amp; Freezers, Commercial Hot Food Holding Cabinets, Commercial Steam Cookers) and an "Optional" zip code field. A "Locate Incentives" button is visible. The footer contains links for "Products", "Home Improvement", "New Homes", "Business Improvement", "Partner Resources", "News Room", "FAQs", "Contact Us", "Privacy", and "Site Index". There are also logos for EPA Home and DOE Home with search links.

www.energystar.gov

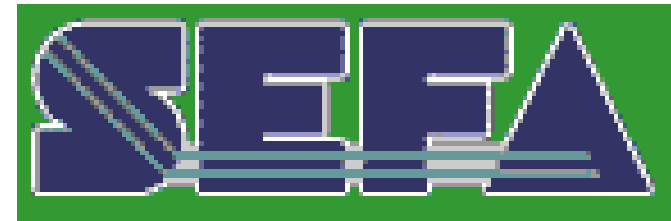
click on  
"Products"

click on  
"Foodservice  
Equipment"

# Distribution Channel



- **MAFSI**
  - Newsletter article
  - Webinar
- **SEFA**
  - Newsletter article to dealers
- **FCSI**
  - Interest in Webinar



# 2007 Plans



Microsoft Excel - CFS Rest ATT030607.xls

File Edit View Insert Format Tools Data Window Help Adobe PDF

Type a question for help

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Commercial Food Service - Energy and Water Performance Upgrades										
Segment: Casual Dining/Full Service				Rates						
Definition: Sit Down, Expanded menu dining				Gas	\$ 1.00	\$/therm				
Energy Performance Upgrades				Electric	\$ 0.10	\$/kWh				
				Water	\$ 2.00	\$/unit				
				Sewer	\$ 3.00	\$/unit				
				Ventilation	\$ 1.00	cfm/ft				
Standard Efficiency							ENERGY			
Technology		Quantity	Therms	\$ Costs	kWh	\$ Costs	Units	\$ Costs	Therms	\$ Costs
1	Fryer	3	1169.46	\$ 1,169.46					805.92	\$ 805.92
2	Broiler	1	3539.04	\$ 3,539.04					2882.04	\$ 2,882.04
3	Griddle	1	1116.9	\$ 1,116.90					1055.58	\$ 1,055.58
4	Convection Oven	1	1051.2	\$ 1,051.20					731.46	\$ 731.46
5	Combination Oven	1			32850.00	\$ 3,285.00	175.67	\$ 878.34		
6	Steamer	2			15286.20	\$ 1,528.62	234.22	\$ 1,171.12		
7	Hot-Food Holding Cabinet	2			7665.00	\$ 766.50				
8	Solid Reach-in Refrigerator	1			2102.40	\$ 210.24				
9	Solid Reach-in Freezer	1			4318.68	\$ 431.87				
10	Glass Reach-in Refrigerator	0			3247.77	\$ 324.78				
11	Walk-in Freezer/Cooler	2			1182.60	\$ 118.26				
12	Ice Machine	2			30178.20	\$ 3,017.82	126.48	\$ 632.41		
13	Pre-rinse sprayer	1	1095.09	\$ 1,095.09			175.67	\$ 878.34	584.05	\$ 584.05
14	Ware washer	1	4.50	\$ 4.50	63352.95	\$ 6,335.30	263.50	\$ 1,317.51	3.00	\$ 3.00
15	Under-counter Refrigerator	2			1463.65	\$ 146.37				
16	Under-counter Freezer	0			2284.90	\$ 228.49				
17										
18	Prep Table	2			4055.88	\$ 405.59				

Restaurant / Generic Energy Calcs R / Recommendations /

Draw AutoShapes

Ready

- Replacement
  - Dealer and Distributor trainings
  - Institutional kitchen outreach
- New Construction
- Research