



Save Energy Now
State and Utility
Partnerships FY 2009
Annual Report



U.S. DEPARTMENT OF
ENERGY

Energy Efficiency &
Renewable Energy

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EXECUTIVE SUMMARY

The U.S. Department of Energy (DOE), Office of Energy Efficiency and Renewable Energy (EERE), Industrial Technologies Program (ITP) works in partnership with U.S. industry to strengthen economic competitiveness by advancing implementation of energy-efficiency measures. ITP has developed and executed financial and technical support programs that aim to meet its technology and best practices deployment goals. One of ITP's key deployment-enhancing industry outreach mechanisms is partnerships with states and utilities. The *Save Energy Now State and Utility Partnerships* program offers a valuable outlet through which ITP can share efficiency resources and information, increase industrial participation in efficiency projects, and spread information on the economic and environmental value of efficiency.

The *Save Energy Now State and Utility Partnerships* program was formally rolled out in the summer of 2007. The *Save Energy Now State and Utility Partnerships FY 2009 Annual Report* (the Report) outlines the structure, goals, activities, and achievements of state and utility partnerships since their inception, as well as future partnership objectives. The Report provides a current snapshot of U.S. industry and the key opportunities for efficiency improvement through strategic ITP outreach and partnership support. The *Save Energy Now State and Utility Partnerships* program is a cornerstone of ITP's Partnership Development and Deployment (PD&D) Team efforts to share tools and resources with an ever-broadening audience. Partnerships help ITP better target and refine its tools and messages to improve industrial efficiency and put the necessary resources in the hands of those with existing relationships with industrial manufacturers. This Report offers insights into the knowledge and benefits that ITP has gained from expanded and strengthened state and utility partnerships, as well as the challenges that the program and its partners face in further implementing energy efficiency.

This is the inaugural *Save Energy Now State and Utility Partnerships Annual Report*. Going forward, this document will be produced on an annual basis and will be available on the *Save Energy Now State and Utilities Partnership* Web sites: www.eere.energy.gov/industry/states and www.eere.energy.gov/industry/utilities. The Report showcases the extensive, valuable tools and resources available to ITP partners.

Key messages:

- ITP offers its partners both financial and technical support for improving industrial energy efficiency in each of the 50 states.
- ITP helps states and utilities develop and implement industrial-efficiency programs.
- ITP leverages federal, state, and utility resources to bring efficiency tools, technologies, and best practices to more industrial companies.
- ITP aims to transfer its resources and knowledge to state and utility stakeholders.
- ITP can develop tailored resources to meet specific partner needs.
- The *Save Energy Now State and Utilities Partnership* Web sites are a valuable resource, offering state-by-state information on industry, training, energy assessments, incentives, and research and development (R&D) projects, as well as information on how to partner with ITP and U.S. industrial plants.
- ITP is successfully reaching out to its partners through regional events, tools and publications, and leadership and recognition opportunities.

INTRODUCTION

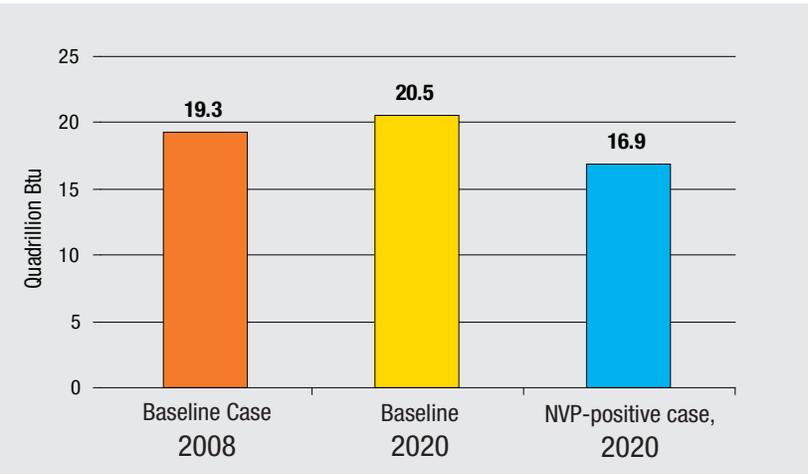
A. U.S. Industry

Industrial manufacturing is an indispensable part of the U.S. economy. As shown in Exhibit 1, industrial manufacturing accounts for more than \$1.6 trillion (11.5 percent overall) of the gross domestic product (GDP)¹ and employs 11.8 million people.²

Industry’s impact, however, is not only economically significant, but environmentally significant. Industrial manufacturing consumes nearly one-third of all energy consumed in the United States each year,³ more energy than any other single G8 country. McKinsey and Company estimates that U.S. industrial energy-efficiency improvements could save 3.6 quadrillion Btus, an 18-percent savings over the baseline case by 2020, as shown in Exhibit 2.⁴

Reducing the energy intensity of the industrial sector not only improves energy security and reduces operating costs for businesses, but also reduces fossil energy consumption and associated carbon emissions.

Exhibit 2: U.S. Industrial End-Use Consumption and Projections



Note: “NPV-positive” includes direct energy, operating, and maintenance cost savings⁵

Currently, U.S. emissions from the industrial sector are poised to increase approximately 27.5 million metric tons (MMT) over the next 20 years, according to the Energy Information Administration and shown in Exhibit 3.⁶ This potential increase and its associated costs can be mitigated by the enhanced deployment of energy-efficient industrial technologies and practices.

Exhibit 1: 2008 U.S. GDP by Industry

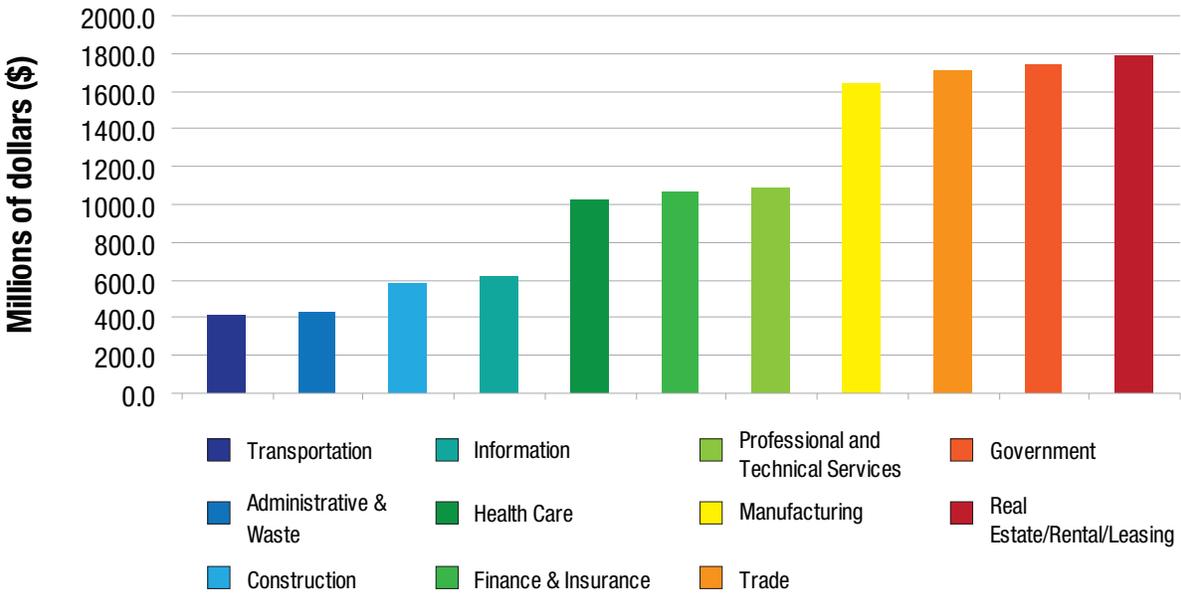
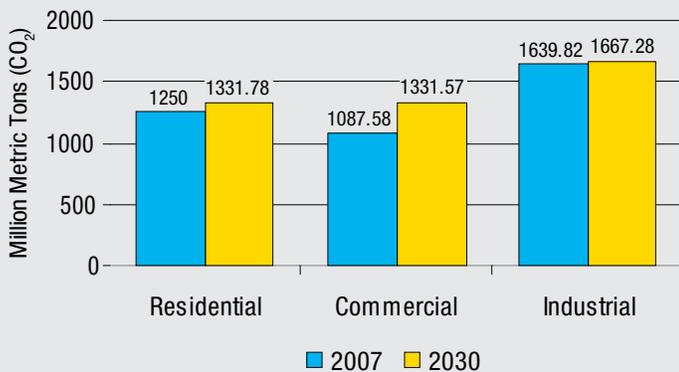


Exhibit 3: Carbon Dioxide Emissions by Sector 2007 and 2030

Source: http://www.eia.doe.gov/oi/af/ao/excel/figure81_data.xls

While there are energy and environmental benefits to improving industrial energy efficiency, there is also a clear business case for adopting energy-efficient technologies and practices. A 2004 report by the U.S. Department of Commerce identified energy costs as one of the key factors eroding competitiveness in U.S. manufacturing.⁷ Consuming energy costs money; conserving energy reduces operating costs and increases available capital for reinvestment into equipment and jobs. The International Energy Agency estimates that a dollar invested in energy efficiency negates the need for more than two dollars of investment in energy supply.⁸ Industrial manufacturers can also benefit in insulating themselves from fluctuating and rising energy costs by reducing the amount of energy they consume.

Despite compelling reasons for industry to increase its energy efficiency, opportunities for improvement remain uncaptured. There are many reasons why more industrial manufacturers do not readily implement energy-saving upgrades, but oftentimes it is due to lack of information on the available technologies and resources or the know-how for implementation. McKinsey & Company identifies the key solutions to overcoming industrial energy-efficiency implementation barriers as:

- Energy assessments and training tools,
- Monetary incentives,
- Promotion of energy management, and
- Establishment of efficiency target agreement or equipment standards.⁹

Not only does the *Save Energy Now* State and Utility Partnerships program provide all of the aforementioned solutions, but it also acts as a catalyst for implementation of industrial efficiency by providing enhanced access to these solutions.

B. Industrial Technologies Program

ITP is the lead government program responsible for improving energy efficiency in the largest energy-using sector in the nation. Working with industrial partners, ITP helps research, develop, demonstrate, and deploy innovative technologies that enable industry to reduce energy use and carbon emissions while enhancing local and global competitiveness. ITP's central program goal is to reduce industrial energy intensity 25 percent in 10 years (*25 in 10*) to save energy and money, increase productivity, and reduce environmental impacts.¹⁰

ITP's three-part strategy for achieving *25 in 10* includes

- Research, development, demonstration, and deployment of new technologies
- Delivery of energy services, and
- Creating a culture of energy efficiency through partnerships.

1. Research, development, demonstration, and deployment of technologies that reduce energy and carbon intensity:¹¹

Industry-Specific R&D: ITP has successfully helped to commercialize 160 new industrial-efficiency technologies.¹² ITP also offers cost-share opportunities to maintain a healthy technology-development pipeline. ITP focuses on those industries that account for approximately three-fourths of industrial energy consumption¹³:

- Aluminum
- Chemicals
- Forest products
- Glass
- Metal casting
- Mining
- Petroleum refining
- Steel

Crosscutting R&D: ITP also works to develop technologies and tools that have crosscutting R&D applications across multiple industries. The crosscutting technologies include:

- Combustion
- Distributed energy
- Energy-intensive processes
- Nanomanufacturing
- Sensors and automation
- Fuel and feedstock flexibility
- industrial materials for the future



2. Technology delivery and access to technical and management best practices:

Energy Assessments: ITP aims to help industry identify and analyze cost-effective options for energy savings. Since 2006, ITP has conducted over 2,300 assessments in plants of all sizes.¹⁵ Through the *Save Energy Now* initiative, ITP offers energy savings assessments (ESAs)—no-cost, three-day energy audits for large industries that focus on specific energy-consuming systems such as compressed air, motors, and process heating. Assessments for small- and medium-sized plants are offered by ITP-sponsored Industrial Assessment Centers (IACs) located throughout 26 universities in the United States. These assessments provide industrial plants with recommendations for improving the efficiency of a variety of energy-using equipment and processes.

Tools and Publications: ITP works to empower U.S. industry and the workforce by offering a variety of topic-specific tools and publications that can be utilized free of cost. These tools include best-practice tip sheets and factsheets; tools for natural-gas and electric users; tools for corporate executives, plant management, and technical professionals; and software tools for specific systems such as steam, process heating, motors, pumps, fans, and compressed air. ITP also publishes case studies, source books, manuals, and other documents and news to demonstrate the business-case and energy-management benefits of industrial efficiency.

Training: ITP-trained Qualified Specialists can help plants optimize their energy-using systems to improve efficiency. ITP also offers system-specific and component-specific trainings to the general public, including on learning to utilize ITP's software tools. Some trainings and information on assessments and other tools are offered via Webcast—an interactive online tool that enables ITP to train industry, utilities, states, and other stakeholders without the requirement of travel and the related costs. Lastly, ITP offers its partners the option of hosting a training session in their state

or at their utility or company. ITP will arrange for a trained specialist to travel to the area to provide efficiency information, training, and outreach.

3. Corporate culture of energy efficiency and carbon-management value:¹⁶

Strategic Partnerships: ITP works with U.S. industry, universities, states, utilities, and nonprofit groups to demonstrate, develop, and deploy energy-efficiency tools, technologies, and practices. ITP offers information on how to build a successful corporate energy-management strategy, including research and analyses that convey trends and information to help stakeholders identify industry's impacts on the economy and the environment. ITP has also built databases of resources available to industry. This type of outreach and partnership offers industry support in meeting new and existing federal or state goals and mandates.

Through this work, ITP also supports the development of the next generation of engineers, energy managers, and related efficiency professionals. ITP has built partnerships with local universities and national laboratories to conduct assessments, offer trainings, and educate the public.

ITP is currently expanding its offerings to include greater implementation assistance and connections to external financial and technical assistance opportunities. ITP is also offering partners the ability to make commitments to improve their efficiency in exchange for greater access to these resources, as well as recognition for their partnership efforts. Regional events held across the country promote ITP's partnership opportunities and endorse the value in using ITP resources and working across stakeholder groups. The events bring together the stakeholders, opportunities for ITP partnership, and access to ITP's and others' energy-efficiency implementation resources.

More information on ITP can be found at <http://www.eere.energy.gov/industrial>.



C. Partnership Development & Deployment

The industrial sector is important to ensuring our nation's economic vitality and, as the largest energy-using sector in the country, holds high importance for meeting federal and state climate and energy goals. ITP utilizes partnerships to spread energy-efficiency resources to more industrial plants. In 2009, ITP formed the Partnership Development & Deployment (PD&D) Team, recognizing the importance of key partners to resource deployment. The PD&D Team serves to identify potential partners, establish robust relationships, and maximize both new and existing partnership arrangements that lead to the deployment of innovative technologies and the implementation of energy-management recommendations. The *Save Energy Now* State and Utility Partnerships program is executed through the use of PD&D strategies and partnership-building tools and resources.

The *Save Energy Now* State and Utility Partnerships program has provided billions of dollars in funding to states in fiscal year (FY) 2008 and FY 2009, helping them build and develop energy-efficiency programs and fund energy assessments. ITP has developed an action plan for engaging utilities in industrial energy efficiency by conducting the Utilities Working with Industry workshop to identify key activities to best train and support utilities. ITP developed Webinar series, case studies, and market and technology profiles to address these key stakeholders' needs. These activities are supporting a productive engagement with ITP partners that enhances dialogue; spreads information, tools, and resources; and transfers knowledge to compel action to improve industrial energy efficiency.

SAVE ENERGY NOW STATE AND UTILITY PARTNERSHIPS

ITP relies on its strategic partnerships to help deliver efficiency tools, resources, and services to industrial companies of all sizes throughout the country. By partnering with states and utilities, ITP is achieving progress toward the *25 in 10* goal. ITP implements partnerships with emphasis placed on working with state energy offices, consumer- and investor-owned utilities, and industrial plants of all sizes.

ITP is building the *Save Energy Now* State and Utility Partnerships program by working to deliver tools and resources to its partners. ITP has executed this strategy through project awards, communication and outreach, events, memorandums of understanding (MOUs), and training. Examples of these efforts are as follows:

State Awards: In addition to offering training, publications and tools, and information resources, ITP has set out to offer its state partners financial resources for implementing industrial-efficiency projects. ITP issued and awarded a solicitation for 96 state-level industrial energy assessments in 19 states in FY 2008; the results of the projects are reported on ITP's Web site. In FY 2009, ITP issued a solicitation and awarded 12 states to develop and deliver industrial energy-efficiency programs that utilize *Save Energy Now* resources and contribute to a 2.5-percent reduction in industrial energy intensity. ITP awarded 11 additional states and five regional state projects through funding made available by the *American Recovery and Reinvestment Act* (ARRA).

Communication and Outreach: In order to better disseminate key ITP tools and resources and to communicate key partnership opportunities with stakeholders, ITP has developed a series of new outreach tools. These include the development of two new Web sites: the *Save Energy Now* State Partnerships Web site (www.eere.energy.gov/industry/states) and the Utilities Partnership Web site (www.eere.energy.gov/industry/utilities). These sites, which serve as valuable resources and offer contact points for states and utilities,

became part of ITP's Web site in May 2009. The State Partnerships Web site includes a State Activities page that offers state-by-state information on industrial and economic statistics, training opportunities, and contacts. The site also includes the State Incentives and Resource Database, a repository of energy incentives, tools, and resources offered by utilities, states, and nonprofit groups. The database is searchable by state, incentive type, offeror type, or energy type and is updated twice each year. The Utilities Partnership Web site offers tools and resources that investor-owned and municipal utilities and electric cooperatives can provide to their industrial customers. The site offers case studies, information on assessments, and resources for both gas and electric utility providers.

ITP also developed a new brochure that offers information on all the available opportunities for utilities to get involved in industrial energy efficiency with the help of ITP. In addition, ITP offers its partners the ability to cobrand ITP-developed tip sheets and factsheets. Cobranding offers ITP's partners free resources that they do not need to develop themselves which they can, in turn, offer their customers and stakeholders.

Events: Beginning in 2008, ITP set out to engage industrial-efficiency stakeholders—including industry, state energy offices, utilities, and nonprofit organizations—in each region of the United States. In June 2008, ITP successfully launched this initiative, holding the Southeast Industrial Energy Efficiency Summit at Oak Ridge National Laboratory. The Summit hosted more than 75 participants from industry, utilities, states, and regional organizations, including the U.S. DOE Assistant Secretary for EERE, Andrew Karsner. That September, ITP worked with stakeholders in the Southeast to produce an action plan, which identified a path for collaboration on industrial efficiency in the region. Following the success of that event, ITP held another regional summit in the Northwest region in February 2009. Most recently, ITP held the Midwest Industrial Efficiency Exchange (More information on the participants and outcomes follows in the [Accomplishments](#) section).

Memorandums of Understanding: For states and utilities seeking formal partnerships with ITP, the program has offered MOUs as an avenue for laying

out federal, state, and utility goals and cosponsorship agreements.

- *Wisconsin MOU*: ITP signed an MOU with the State of Wisconsin in October 2007 to conduct assessments, training, and outreach in support of industrial energy-efficiency improvements in the state.
- *NWFPA MOU*: In February 2009, ITP signed an MOU with the Northwest Food Processors Association (NWFPA) to work collaboratively to reduce energy intensity by 25 percent within 10 years. The MOU was signed by NWFPA, DOE, the Pacific Northwest National Laboratory, the Idaho National Laboratory, and the Bonneville Power Administration, at the Northwest Industrial Energy Efficiency Summit.

Training Deployment: ITP is encouraging state and utility partners to locally host industrial-efficiency trainings. ITP certified specialists can travel to facilitate training sessions with states, utilities, and industry on specific software tools, best practices, and implementation.

The transition of *Save Energy Now* resources to localities ensures that more industrials receive assessments and training, more project implementation, increased awareness of resources, cost-shared outreach, lower energy use and emissions, and increased competitiveness and job growth.

A. Partnerships Overview: Goals and Challenges

States, utilities, and industry face several formidable challenges to efficiency implementation that warrant the support of ITP. A recent Platts/Capgemini survey found that industry regulation and environmental concerns are the most prevalent issues in the minds of today's utility executives.¹⁷ With elected officials and the general populace becoming increasingly environmentally conscious, and sweeping carbon-emission restricting legislation inching ever closer to reality, increasing energy efficiency has emerged as a high priority for utilities. Increasing energy efficiency mitigates the environmental impacts of producing electricity and lessens the chance of being adversely

effected by new legislative or regulatory mandates, not to mention volatile fossil fuel prices and supplies. The challenge for utilities is reaching customers with the information and resources needed to implement energy-saving measures. The *Save Energy Now* State and Utility Partnerships program assists power generators and consumers in increasing energy efficiency, thereby lowering their operating costs and improving their economic and environmental positioning. Not only does industry benefit from these efficiencies, but utilities can gain through lowering wholesale and transmission/distribution costs, as well as ensuring that key industrial accounts remain in their service territory.

A key concern for state energy offices going forward is the availability of technical and financial resources to improve industrial efficiency in their states. ITP hopes to build close partnerships with all 50 states, offering resources to each. The regional industrial-efficiency summits have provided an important venue for building and maintaining these relationships; however, the success of each is determined by participation. In an economic environment, such as that of today, states are facing constraints that make it difficult to attend events and meetings that could offer partnership and resource opportunities. Thus, ITP aims to forge more relationships with state membership organizations that can offer access to a larger number of state stakeholders who may not require face-to-face outreach. ITP is also increasing its online program offerings to ensure that all industrial stakeholders can take advantage of partnership opportunities.

The primary goal of *Save Energy Now* State and Utility Partnerships is to reduce industrial energy intensity and associated greenhouse gas emissions. ITP has outlined specific outreach and partnership goals that serve to increase the program's reach to meet *25 in 10* and deploy ITP resources. ITP aims to expand awareness of industrial energy-efficiency benefits and opportunities and provide technical information, tools, and methods for economic and environmental sustainability to more industrial companies. Partnership and outreach activities, such as the *Save Energy Now* State and Utility Partnerships program, serve to establish ITP as a key resource and intergovernmental partner and offer an opportunity to transfer ITP knowledge and services to the states and utilities across the nation.

ITP Strategic Goals (Multi-Year Program Plan 2008):

- Provide national leadership in energy efficiency through collaborative R&D and energy-management best practices
- Promote the use of proven energy-management methods and advanced technologies throughout industry
- Spur national investment in energy efficiency through strategic partnerships with states, utilities, business, the financial community, and other groups.

Save Energy Now State and Utility Partnerships Mission:

- Provide **access** to local, state, and regional Web sites and resource inventories
- Leverage *Save Energy Now* **resources** to provide technical assistance, industry-specific guidebooks, and energy-efficiency certifications to increase the reach of ITP's programs
- Identify partnerships that increase the **deployment** of energy-efficient technologies

FY 2008 Partnership Goals:¹⁹

- Issue and award a solicitation for 19 state-level assessments
- Establish a partnership with National Association of State Energy officials
- Launch a regional partnership initiative with the Southeast Regional Industrial Energy Efficiency Summit
- Develop and sign MOUs with three states
- Develop an online resource assessment tool
- Publish a utility action plan
- Publish a utility article
- Offer cobranded tip-sheets.

FY 2009 Partnership Goals:²⁰

- Create a new state and utilities Web site
- Update the State Activities page
- Develop and update the ITP State Resources and Incentives Database
- Cosponsor a Northwest Regional Industrial Energy Efficiency Summit
- Present awards to 16 states following a state *Save Energy Now* solicitation
- Enhance utility engagement
- Develop utility case studies
- Develop a utility industrial handbook.

FY 2010 Partnership Goals:²¹

- Facilitate a Northeast Industrial Energy Efficiency Exchange
- Create regional resource guide books
- Generate state resource factsheets
- Conduct *Energy Efficiency* as a Resource analyses
- Collect 50 *Save Energy Now* LEADER Pledges
- Sign 25 new *Save Energy Now* ALLY companies
- Prepare the *State and Utility Partnership FY 2010 Annual Report*
- Report the results of the previously awarded state (23) and regional (5) *Save Energy Now* projects
- Update of the State Activities Web site
- Develop a "How to Help Industrial Customers" portal on ITP's Web site
- Update the State Incentive and Resources Database
- Conduct a six-part utility Webinar series.

has succeeded in achieving all of the FY 2008 and FY 2009 goals, as laid out. ITP adjusted the number of state awards for FY 2009 from 16 to 12 given the program’s funding levels and the scope of the proposals received. However, through ARRA funds, ITP was able to offer 11 additional state awards, exceeding the original goal. For more information on *Save Energy Now* State Partnership achievements, see the following Accomplishments section.

B. Accomplishments

Since its inception in 2007, Save Energy Now State Partnership activities have made some impressive inroads in improving the energy efficiency of American industrial manufacturers. The following highlights some of the accomplishments that have been achieved through state and utility partnerships, including the building of new partnerships, development of new tools and resources, and delivery of new project awards.

B.1. Building Partnerships

1. **Wisconsin MOU:** Wisconsin was the first state to commit to improving the energy efficiency of industrials within its geographic borders by signing an MOU with ITP. Signed on October 3, 2007, the MOU signals a pledge by Wisconsin to increase the use of energy-efficient practices and technologies in industrial facilities. The state will also promote awareness, demonstration, deployment, and adoption of ITP technologies.
2. **Southeast Industrial Energy Efficiency Summit:** In June 2008, ITP organized the first of a series of collaborations between regional industrial manufactures and federal, state, and regional organizations that possess the inclination and resources to assist in improving industrial energy efficiency. The Southeast Summit was held at Oak Ridge National Laboratory in Oak Ridge, Tennessee, on June 5, 2008. The event was a success, with over 75 participants representing a wide range of industrial stakeholders in the region. Attendees represented companies, states, and utilities with strong interests in the future of industrial efficiency and economic competitiveness in the Southeast. The Summit served as an opening for dialogue about how to advance the energy

efficiency of industry in the Southeast. At the Summit, ITP facilitated a Next Steps panel, which ultimately set the framework for the formation of the Southeast Industrial Energy Efficiency Coalition and development of the Summit Report.

Participating States:	
Alabama	Georgia
Kentucky	Tennessee
Florida	North Carolina
Mississippi	South Carolina
Texas	

3. Northwest Industrial Energy Efficiency

Summit: Over 100 industrial stakeholders in the region gathered in Portland, Oregon, for the Northwest Industrial Energy Efficiency Summit on February 17, 2009. Among those in attendance were industrial representatives from the forest products industry, the food manufacturing industry, and oil and gas companies, as well as personnel from state energy offices, and members of regional nonprofit organizations. A highlight of the event was the signing of an MOU between NWFPA, Bonneville Power Administration, Idaho National Laboratory, Pacific Northwest National Laboratory and DOE. The MOU commits the signatories to voluntarily work together to reduce energy intensity by 25 percent within 10 years. Following the Summit, NWFPA members continue to work with the Northwest Energy Efficiency Alliance to develop energy baselines for their industries and to outline steps that can be taken to improve their efficiency.

Participating States:	
Idaho	Oregon
Montana	Washington

4. The Midwest Industrial Energy Efficiency

Exchange: This event was held September 9–10, 2009, in Detroit, Michigan, and was co-hosted by ITP and Michigan Governor Jennifer M. Granholm. The event facilitated the implementation of industrial energy-efficiency projects by providing

a venue for industrial manufacturers to speak with financial and technical resource providers from federal, regional, state, utility, nonprofit, and nongovernmental sources. The event was attended by more than 300 in-person participants, while more than 50 people joined via Webinar. Governor Granholm formally welcomed the participants to Michigan and helped distribute Energy Champion and Energy Saver awards to recipients during the formal ceremony. The event was highlighted by the signing of the *Save Energy Now* LEADER Pledge by 11 companies who committed to reduce their energy intensity by 25 percent in 10 years. Through the event, industrial manufacturers were afforded the opportunity to learn what financial and technical resources are available to them and meet one-on-one with specific organizations to get details on how these resources could be leveraged to help them specifically implement their energy-efficiency projects. The Exchange provided an excellent venue for those with resources to help lower regional industrial energy intensity and related carbon emissions.

Participating States:

Indiana	Nebraska
Iowa	North Dakota
Kansas	Ohio
Michigan	South Dakota
Minnesota	Wisconsin
Missouri	Illinois

B.2. New Outreach Materials

Currently, the Internet is the most potent platform for conveying information to a wide audience. ITP recognizes this and in recent years has devoted resources to improving and expanding its Web site. Recently, ITP has created Web pages devoted specifically to the *Save Energy Now* State and Utility Partnerships program.

- 1. New Partnerships Web Sites:** These Web sites are designed specifically for the *Save Energy Now* State and Utility Partnerships program. The sites feature up-to-date energy statistics for each state; ITP and state energy officials'

contact information; industrial-efficiency tools and resources developed specifically for states, utilities, and industrial customers; state project funding opportunities and project successes; and a searchable database of available incentives to assist in efficiency implementation. The sites went live on May 14, 2009, and continues to be updated each month with the latest information and resources available to states and utilities.

State Partnerships Web site:

<http://www1.eere.energy.gov/industry/states>

Utilities Partnerships Web site:

<http://www1.eere.energy.gov/industry/utilities>

2. State Incentives and Resource Database

Update: The State Incentives and Resource Database is a comprehensive state-by-state database that contains all available financial and technical incentive programs offered to commercial and industrial operations to help improve energy efficiency. The database is searchable by state, assistance type, energy type, organization type, or program name and is updated twice each year to ensure new programs are added, old information is deleted, and Web site links are updated. As of August 2009, the database contained 2,759 entries.

3. Save Energy Now State Project

Factsheets: ITP developed 12 project factsheets that summarize each of the FY 2009 state solicitation award projects. The factsheets will be posted on the State Partnerships Web site to share information on how ITP is utilizing federal resources to bolster energy efficiency in the states and to show how states are using the funds for project implementation and development of best practices.

- 4. State Resource Factsheets:** ITP developed 51 state factsheets on industrial energy-efficiency resources available in each state, including technical and financial implementation resources from state energy offices, localities, utilities, and nonprofit groups.

- 5. Cobranding:** In 2008, ITP began offering cobranding options for much of its printed material, including tip sheets. The tip sheets are in the form

of a template that can only be altered by the addition of a partner's logo. The American Public Power Association (APPA) and the Southern California Gas Company have utilized the cobranding option. APPA has offered the cobranding templates to all of its member utilities.

To learn more about cobranding opportunities, see [ITP Cobranding Options](#).

6. Utilities Working with Industry: An

Action Plan: ITP and utility stakeholders came together in February 2008 for the Utilities Working with Industry Workshop to identify joint activities for ITP and the utilities to undertake. The Workshop identified outreach opportunities, case studies, training, assessments, and measurement and verifications as important activities. These recommendations and other challenges and opportunities for utility partnerships with industry are identified in the resulting Utilities Working with Industry: An Action Plan, available on the Utility Partnerships Web site.

7. Midwest Electronic Book of Industrial

Resources: This handbook connects industry with the various financial and technical resources available at the federal, regional, state, and nongovernmental levels. The document provides a brief overview of the various resources that are available to industry to improve its energy efficiency. The book is organized in a user-friendly manner and indexed to allow the reader to search the materials by resource category. In addition, the book provides a summary of the industrial profile of each state in the region and the various initiatives to help the industrial sector improve its energy efficiency and lower its carbon emissions. In the upcoming fiscal year, handbooks will be developed for additional regions.

8. Webinars: In conjunction with APPA and the Western Area Power Authority, ITP successfully conducted its first Webinar in August 2008, which highlighted how increasing efficiency keeps utilities competitive. Webinars and Webinar trainings on ITP's tools, assessments, and industrial efficiency



have since been conducted. ITP is also offering to its partners the option of hosting Webinars for specific customer/stakeholder groups.

9. Case Studies: In FY 2009, ITP developed and authored three utility case studies. The case studies highlight the business case for efficiency improvements as well as the incentives available by working with partners, such as ITP and local utilities.

- a. Alliant Techsystems Inc., Rocky Mountain Power, and ITP (Utah) http://www1.eere.energy.gov/industry/utilities/pdfs/atk_case_study.pdf
- b. Owens Corning and Silicon Valley Power (California) http://www1.eere.energy.gov/industry/utilities/pdfs/owens_corning_case_study.pdf
- c. Southern California Gas Company, the California Energy Commission, and ITP (California) http://www1.eere.energy.gov/industry/utilities/pdfs/gas_company_case_study.pdf

10. Utility Activities Brochure: ITP developed a trifold utility activities brochure that can be presented at relevant events and vendor points, as well as offered directly to utility partners to provide standard information on partnership opportunities with ITP. ITP developed the content and formatted the brochure; it is available on the Utilities Partnership Web site.

11. Industrial Energy Efficiency Handbook: In FY 2009, ITP funded APPA to develop a 62-

page *Industrial Energy Efficiency Handbook*, a resource for industry—and for utilities to help their industrial customers—to identify practical and low-cost energy-saving opportunities in their facilities that can reduce utility bills and increase competitiveness. The handbook is available through APPA.

12. Utility Article: ITP researched, wrote, and published an article on utilities enabling industrial energy efficiency in *Public Power* magazine in May 2008. The article was entitled, “Energy Audits for Large Industries” and offered information on the energy assessments and the efficiency successes that J.M. Huber and Nucor Steel achieved in working with their utilities.

B.3. New Project Awards

A critical component of the *Save Energy Now* State and Utility Partnerships program is financial support for state-run industrial energy-efficiency projects and programs. ITP offers solicitations directly to states to assist them in developing efficiency programs, offering energy assessments, and improving industrial energy efficiency through other technical and financial support mechanisms. Moreover, the ARRA of 2009 appropriated additional funds to ITP that will be utilized to provide support to partnership activities.

The selected states and project synopses follow:

STATE	PROJECT	SYNOPSIS
California	California Partnership for Improving Industrial Plant Productivity	This project will deliver training, plant assessments, project demonstrations, new technology deployment, and energy-management-certification pilot activities. The project team has set energy-saving goals of 20 trillion Btu over a period of three years, with the potential of reducing CO ₂ emissions by more than 1 million tons.
Colorado	Colorado Industrial Challenge and Recognition Program	This project will encourage local industrial companies to set voluntary energy-reduction goals, develop an industry best energy-management practices roundtable, conduct energy assessments, assist companies in participating in utility demand-side management programs, provide training, offer recognition and publicity for participating companies, and pilot American National Standards Institute (ANSI) protocols.

1. FY 2009 Solicitation—*Save Energy Now*: State, Regional, and Local Delivery:

Another state solicitation was issued in July 2008 to provide funding to states seeking to develop industrial-efficiency programs, deliver assessments, or support other ITP goals. ITP received 35 proposals from 33 states. Twelve state proposals were initially selected to be funded at \$9 million, plus an additional \$15.7 million in cost-shared funding over a three-year period.

The awarded projects offer programs that address one of the following topic areas:

- Development and delivery of regional, state, or local industrial energy-efficiency programs that target a 2.5-percent annual energy-intensity reduction
- Creation of a clearly defined marketing and outreach strategy
- Delivery of ITP training on a local/regional level
- Performance of energy assessments in plants
- Partnership with a manufacturer to perform technology demonstrations
- Establishment of a strategy for the commercialization of emerging technologies and a process for selecting technologies to be supported by ITP.

STATE	PROJECT	SYNOPSIS
Georgia	Southeast Industrial Energy Alliance	This multistate effort will partner with IACs, Manufacturing Extension Partnership, and university extension services to provide training, plant assessments, plant certification programs, implementation assistance, and technology demonstrations to local companies.
Illinois	Midwest States <i>Save Energy Now</i> Partnership Program	This multistate effort will partner with IACs, Manufacturing Extension Partnership, and university extension services to provide training, plant assessments, plant certification programs, implementation assistance, and technology demonstrations to local companies.
Indiana	<i>Save Energy Now</i> Indiana	The project will provide energy assessments, training, and project implementation assistance to industrial facilities across Indiana. This project is also part of Purdue University's program to create awareness of energy-efficient, sustainable business practices to Indiana companies and coordinate technology demonstrations and commercialization efforts.
Massachusetts	<i>Save Energy Now: State, Regional, and Local Delivery</i>	This project will assist approximately 20,000 manufacturing plants throughout New England through a targeted program of energy and combined heat and power feasibility assessments to reach a goal of 8–14-percent energy savings. The project will also provide energy assessments, ITP software tool training, technical assistance, and information on a pilot plant certification program.
Michigan	State of Michigan Regional Delivery of DOE's <i>Save Energy Now</i> Program	The project will establish a Michigan Industrial Energy Center that will deliver a comprehensive energy savings program. This will provide education and certification for industrial energy managers, energy assessments, and technology implementation assistance.
New York	New York Industrial Partnership Network	This project will employ an incentive program whereby industrial associations will encourage large manufacturers to participate in New York State Energy Research and Development Authority programs. This project will also establish an Industrial Partnership Network that provides training and technical assistance to large manufacturers to implement energy-savings projects.

STATE	PROJECT	SYNOPSIS
South Carolina	<i>Save Energy Now</i> South Carolina	This project will provide ITP software tool training, tools, energy assessments, and technical resources to local manufacturers.
Texas	Supporting Texas Manufacturing to <i>Save Energy Now</i>	This project will develop a variety of programs tailored to the needs of all manufacturing companies, from largest to smallest. It will support training, energy assessments, project assistance, and a pilot plant certification program.
Washington	Northwest <i>Save Energy Now</i> : Industrial Efficiency Initiative	This project will help industries in Washington and Oregon identify no- or low-cost and capital-funded efficiency measures. The team will conduct energy assessments and training, and leverage regional resources to implement energy-efficiency projects.

Through ARRA funding, ITP was able to offer an additional 11 state project awards under this solicitation. The selected state and project synopses follow:

STATE	PROJECT	SYNOPSIS
Alabama	Reducing Industrial Energy Intensity in Alabama	This project will establish a partnership among academia, utilities, energy service providers, and the state to help industrial manufacturers by offering assessments, training, and implementation services. The project aims to work with small, medium, and large industries to reduce their energy intensity by a minimum of 2.5 percent each year and to increase their energy-management capabilities.
Idaho	Idaho <i>Save Energy Now</i> – Industries of the Future	The project aims to demonstrate the value of in-house energy-engineering expertise and assistance in efficiency project implementation. The state energy office will work to increase implementation of <i>Save Energy Now</i> assessment-identified projects at J.R. Simplot, produce a combined heat and power (CHP) feasibility study, institutionalize an industrial-energy-engineering curriculum at Boise State University, and develop a data tracking system to report on the impacts of implemented efficiency projects.

STATE	PROJECT	SYNOPSIS
Kentucky	Kentucky Program for Industrial Energy Efficiency	The Kentucky Pollution Prevention Center will work to build self-sustaining energy-savings programs at Kentucky manufacturing facilities by offering workshop trainings, technology demonstrations, identifying project implementation resources, and offering recognition of facility achievements. The project is estimated to save 0.16 trillion Btu over the three-year project period.
Louisiana	Louisiana <i>Save Energy Now</i> Initiative	This project aims to increase the number of no-cost assessments offered at the local IAC and assist clients in developing energy-management plans. The project will also bring additional, free resources to its stakeholders through <i>Save Energy Now</i> workshops.
Maryland	<i>Save Energy Now</i> for Maryland Industry	The project will create a state <i>Save Energy Now</i> program that will offer local access to <i>Save Energy Now</i> tools, training, and energy assessments. In addition, the project will work to tap the 2,000 gigawatt hours (GWh) of CHP potential in the state.
Minnesota	Implementing an Industrial Energy Efficiency Program in Minnesota	This project will coordinate, organize, and conduct trainings, energy assessments, technology demonstrations/pilots, and technical assistance. Seven high-energy-use manufacturing sectors have been identified: chemical manufacturing, ethanol production, food processing, metal casting, metal fabrication, pulp and paper, and mining. The program will utilize a “technology diffusion” model as a multistep risk-reduction methodology to accelerate innovative technology adoption; proven to increase technology implementation rates from 30% to 50%.
Mississippi	Reducing Industrial Energy Intensity in the Southeast	This project forms a coalition of amongst nine Southeastern states to offer training courses, conduct energy assessments, and provide project implementation support. This multistate collaborative will result in an annual reduction of 40.72 TBTU in industrial energy intensity in the region.
New Jersey	New Jersey Industrial Energy Program	This project will focus on IAC-style energy assessments and developing a state-specific results database. The program will also include developing of protocols for assessment follow-up, technical assistance, design work, and benchmark for potential projects, and acting as a liaison between contractors and clients.

STATE	PROJECT	SYNOPSIS
Ohio	Ohio Center for Industrial Energy Efficiency	The primary goal of the project will be to establish the Ohio Center for Industrial Energy Efficiency. This Center will integrate state and federal programs into a seamless program for industrial participants, delivering <i>Save Energy Now</i> products and services. The two key focuses include (1) training, assessments, implementation assistance, and technology demonstration and development; and (2) developing a cadre of Ohio-based, DOE-certified, Best Practices Trainers and Qualified Specialists.
Pennsylvania	<i>Save Energy Now!</i> Pennsylvania	This project aims to advance energy efficiency through technology assistance to manufacturers. The Comprehensive, Statewide, Pro-Active Industrial EnergyEfficiency (E2) Program will identify manufacturers that can benefit from, and are committed to, energy-efficiency solutions. The program will offer outreach and awareness, site visits and E2 assessments, implementation, and follow-up. In addition, the program will help commercialize E2 products and technologies, provide Local Training Centers to conduct DOE E2 training, and deploy American National Standards Institute Plant Certification Pilots.
Wisconsin	Wisconsin <i>Save Energy Now</i> Program	This project will help state industrial companies by conducting 14 <i>Save Energy Now</i> training events and outreach and 45 Energy Savings Assessments. The program will provide follow-up project implementation assistance; promote new, emerging technologies through demonstrations and case studies; and provide up to five American National Standards Institute pilots. The program targets energy savings of approximately 16 TBtu per year.

2. Regional Partnership Awards: Under ARRA funding, the States and Utility Partnerships made five State awards to regional groups to establish regional industrial energy efficiency resources. These awards total \$2.5 million with an addition \$0.3 million in cost share. Recipients include

Participating States:	
Georgia	Washington
Illinois	West Virginia
Massachusetts	

To learn more about how ITP and each of the 50 states are putting ARRA funds to work to improve industrial energy efficiency, visit

www.eere.energy.gov/industry/states/state_solicitations.html or http://apps1.eere.energy.gov/state_energy_program/.

3. FY 2008 Solicitation—State Partnerships to Accelerate Industrial Energy Efficiency and Save Energy Now: In November 2007, ITP issued a solicitation for \$950,000 for states to conduct industrial energy assessments. Nineteen states were selected to conduct 96 energy assessments at local industrial facilities by November 2009.

The selected states include

Participating States:	
Alabama	North Carolina
Arkansas	Ohio
California	Oregon
Georgia	Pennsylvania
Idaho	South Carolina
Illinois	Texas
Indiana	Washington
Massachusetts	West Virginia
Nebraska	Wisconsin

These assessments are projected to save 5.8 trillion Btu of energy and reduce carbon emissions by 390,000 MMT. Two plants that have already received assessments reported savings of 0.1 trillion Btu of total source energy and the equivalent of more than \$0.9 million worth of potential energy savings. The energy savings translated to a reduction of 0.007 MMT of CO₂, which is the equivalent to the effect of taking 1,309 cars off the road.



TOOLS, PUBLICATIONS, AND AVAILABLE RESOURCES

A. Save Energy Now Tools and Publications

The *Save Energy Now* State and Utility Partnership program is focused on facilitating state and utility stakeholders' involvement in the identification and implementation of industrial energy savings measures. To that end, *Save Energy Now* has developed numerous tools and resources that states and utilities can use to assist in industrial energy-efficiency efforts. Some of these resources and tools are highlighted below. For a more complete listing of *Save Energy Now* state partnership resources and tools, visit http://www1.eere.energy.gov/industry/states/partnership_resources.html, which contains not only a more detailed listing of *Save Energy Now* state partnership resources, but also links to the vast collection of information, tools, publications, and resources that ITP has assembled through its various programs.

One of the most important aspects of the *Save Energy Now* State and Utility Partnerships program is forging relationships between entities with the inclination and resources to assist in improving industrial energy efficiency and the industrial manufacturers themselves. Services *Save Energy Now* offers for facilitating these partnerships include championing energy assessments as well as training and cobranding opportunities.

1. **Sponsor-a-Plant Assessment:** *Save Energy Now* State Partnerships have made conducting energy assessments of industrial operations a priority. *Save Energy Now* State Partnerships will have completed 96 energy assessments by November 2009, and have developed a network of qualified energy specialists trained to conduct assessments and make efficiency recommendations.
2. **ITP Cobranding:** ITP has produced extensive literature on the technical and economic aspects of energy efficiency and renewable energy technology. ITP offers states and utilities the ability to attach their logo to these publications during replication and distribution.
3. **Training:** The *Save Energy Now* State and Utility Partnerships program affords local industrial manufacturers the ability to participate or host training opportunities in their area.

Energy-efficiency projects are often constrained by lack of financial resources. *Save Energy Now* State Partnerships provide resources that can assist organizations in identifying and leveraging financial resources.
4. **Financial Resources:** Through the *Save Energy Now* State Partnership Web site, ITP maintains a comprehensive database of all the incentives available to industrial manufacturers seeking to implement energy-efficiency measures. This database can be invaluable as far as identifying financial and technical resources. ITP also issues solicitations to states for funding of possible energy-efficiency projects.

ITP has utilized partnerships with states, other DOE offices, and federal agencies to develop comprehensive, forward-looking energy action plans and MOUs. These documents map out the resources, collaborations, and methodologies that promise to improve industrial energy efficiency in the years to come. Examples follow.
5. **National Action Plan for Energy Efficiency Vision for 2025:** A Framework for Change: Developed by DOE's Office of Electricity Delivery and Energy Reliability in partnership with the Environmental Protection Agency.
6. **Energy Technology Solutions:** Public-Private Partnerships Transforming Industry: Explores energy-efficient technologies that are going to enter the market within the next three years.
7. **Memorandums of Understanding:** ITP enters into MOUs with states and other organization in order to better equip industrial stakeholders with technical and financial resources.

8. Save Energy Now LEADER Program: ITP industrial, utility, state, and nonprofit partners can enter into voluntary formal, nonbinding agreements to assist *Save Energy Now* in its effort to decrease reducing energy intensity by 25 percent in 10 years. Entities entering into these agreements receive the heightened recognition and enhanced benefits of being a *Save Energy Now* LEADER.

The *Save Energy Now* program also provides tools, resources, and publications to utilities seeking to save energy. Publications such as case studies, sourcebooks, tip sheets, technical factsheets, and market assessments are available on a wide range of energy-efficiency-related topics. A complete listing of *Save Energy Now* utility publications can be found at http://www1.eere.energy.gov/industry/utilities/tools_and_resources.html.

9. Tip Sheets: Brief, two-page tip sheets supply engineers, technicians, and equipment operators with technical advice on a host of practical issues that improve energy efficiency, including eliminating voltage unbalance and reducing compressed air leaks.

10. Technical Factsheets and Handbooks: Technical factsheets and handbooks are written to assist technical professionals who work with compressed air, motors, pumps, and fan systems. These manuals and factsheets possess “how-to” technical details and best practices for increasing system efficiency.

11. Sourcebooks: Sourcebooks are similar to technical factsheets. They provide industry and utilities with detailed information on industrial systems such as compressed air, motor, and fan systems, but they also provide detailed overviews of system components, analysis of facility needs, technical advice on optimizing performance, and assistance in the implementation of energy-efficiency and productivity improvements.

12. Market Assessments: Market assessments provide insight into energy-efficiency endeavors and cover a range of industrial products, systems, and services. These comprehensive assessments detail the current state of the market, customer

awareness of and desire for efficient systems, and potential for increased market penetration of efficient equipment and system components.

13. Case Studies: ITP case studies offer real-world efficiency-implementation stories, detailing the benefits, challenges, and opportunities in making industries more efficient. Case studies have been identified by utilities and industry as important in showcasing the business case for efficiency, offering a blueprint for successful energy-efficiency projects and identifying the benefits of partnering with ITP and local utilities.

In addition to the resources and tools provided by the *Save Energy Now* State and Utility Partnerships program, ITP provides tools and resources such as software programs, various best-practice publications and a wealth of case study materials. These assets are available on ITP’s *Save Energy Now* Web site: <http://www1.eere.energy.gov/industry/saveenergynow/>.

B. Related ITP Resources

In addition to the direct state and utility partnerships that ITP has built, ITP has also deployed technology, research, and educational posts in many regions and states across the country.

Clean Energy Application Centers: The Clean Energy Application Centers replace the existing CHP Regional Application Centers (RACs), expanding their activities beyond CHP to include District Energy Systems, Waste Heat Recovery, and other clean-energy systems. The Centers enable the use of alternative clean-energy systems as solutions to the energy issues facing industry. The Centers represent eight multistate regions.

Industrial Assessment Centers: IACs provide eligible small- and medium-sized manufacturers with no-cost energy assessments and train the next generation of industrial engineers. The IACs are located at 26 universities across 23 states.

HOW TO GET INVOLVED AND CONTACT INFORMATION

A. How to Get Involved

ITP's *Save Energy Now* State Partnerships support local industrial-efficiency outreach efforts by cost-sharing resources and offering opportunities for collaboration.

Save Energy Now State Partnerships offer the following resources for states:

- **Sponsor-a-Plant Assessment:** One of the first steps in increasing the efficiency of any plant is to conduct an energy assessment to determine where equipment or process upgrades are needed and to quantify the potential energy and cost savings that can be achieved. ITP sponsors assessments for large- and medium-sized industrial plants and has trained a network of qualified specialists throughout the country who are trained to perform assessments and make efficiency recommendations. To sponsor local assessments, see [Contact Information](#).
- **Cobranding:** ITP offers a variety of technical and best-practice publications that are available for reproduction and distribution with your state organization's logo added. Interested states can contact ITP (see [Contact Information](#)).
- **Training:** Participate in an ITP-hosted training, host a training session in your state, or find additional training resources at <http://www1.eere.energy.gov/industry/states/training.html>.
- **Leveraging Financial Resources and Incentives:** Search and identify available incentives, state-by-state, in ITP's State Incentives and Resource Database: http://www1.eere.energy.gov/industry/about/state_activities/incentive_search.asp.
- **Apply for Funding:** Apply for a grant and see which state grants have already funded industrial-efficiency opportunities.
- **Active Solicitations:** http://www1.eere.energy.gov/industry/financial/solicitations_active.html
- **Current Awards:** http://www1.eere.energy.gov/industry/states/state_portfolio.html.



- **State and Utility Partnership Plans:** Learn more about federal and utility action plans and emerging industrial-efficiency technologies.
 - Read *Utilities Working with Industry: An Action Plan* ([PDF 2.1 MB](#)) and learn more about ITP's Utility Partnerships.
 - Read about technologies expected to enter the market over the next three years in *Energy Technology Solutions: Public-Private Partnerships Transforming Industry* ([PDF 3.7 MB](#)).
- **Memorandums of Understanding:** ITP enters into MOUs with states and other organizations to collaborate and leverage resources that bring energy-efficiency opportunities to the industrial stakeholders (see Contact Information).
- **Regional Industrial-Efficiency Summits:** ITP has issued a call to action for industries, utilities, states, and regional organizations to work together and leverage resources to implement energy-efficiency strategies and technologies that reduce energy intensity and carbon emissions.
 - Read the reports from the Southeast and Northwest Regional Industrial Efficiency Summits: http://www1.eere.energy.gov/industry/states/partnership_resources.html#regional_industrial_efficiency_summits
 - Attend an upcoming Industrial Energy Efficiency Exchange to identify or offer resources that can help implement efficiency projects. Learn more by sending an e-mail to SaveEnergyNow@ee.doe.gov.
- **Save Energy Now LEADER Program:** States can make a voluntary commitment to partner with ITP to reduce energy intensity by 25 percent in 10 years: <http://apps1.eere.energy.gov/industry/saveenergynow/partners/>.

B. Where to Get More Information

Visit the Web site: www.eere.energy.gov/industry/states. EERE's State Energy Program (SEP) provides grants to states and directs funding to state energy offices from EERE technology programs: http://apps1.eere.energy.gov/state_energy_program/.

Learn more about EERE programs:

www.eere.energy.gov.

EERE Information Center answers questions about EERE's products, services, and technology programs and refers callers to the most appropriate EERE resources: <https://www1.eere.energy.gov/informationcenter/>.

C. FY 2009 News and Information

On February 17, 2009, the United States enacted the ARRA, aimed at revitalizing a faltering U.S. economy. Many of the bill's passages included funds and programs to be operated by EERE.

American Recovery and Reinvestment Act
ARRA allotted \$16.8 billion for the Office of EERE. If you are interested in what EERE is doing under ARRA, visit the Web sites below.

- For more information about how EERE is using ARRA funding: www.eere.energy.gov/recovery
- For more information on ARRA funds and opportunities in your state: www.recovery.gov.

D. Contact Information

For information regarding ITP's *Save Energy Now* State Partnership activities, please contact

Sandy Glatt
Partnership Development & Deployment
Project Manager
State & Utility Partnerships
Phone: (303) 275-4857
E-mail: sandy.glatt@go.doe.gov or SaveEnergyNow@ee.doe.gov.

For a list of State Energy Office contacts, see http://www1.eere.energy.gov/industry/states/contacts.html#itp_state_contacts.

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