



Save Energy Now State and Utility Partnerships FY 2010 Annual Report



U.S. DEPARTMENT OF
ENERGY

Energy Efficiency &
Renewable Energy

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EXECUTIVE SUMMARY

The U.S. Department of Energy's Industrial Technologies Program (ITP) works in partnership with U.S. industry to strengthen its economic competitiveness by advancing the implementation of energy efficiency measures. ITP has developed and executed a number of financial and technical support programs that aim to meet its technology and best practices deployment goals. One of ITP's key deployment-enhancing outreach mechanisms is to form partnerships with states and utilities in order to reach more industrial companies. 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 creates tools and programs that states and utilities can utilize to reduce industrial consumption and keep local industries competitive by reducing operating costs. The *Save Energy Now* program—a national initiative that aims to reduce industrial energy intensity 2.5% annually—is working to develop lasting partnerships between utilities, state energy offices, and the industrial sector to facilitate the full transition of programs and resources—and their implementation—to local, state, and regional organizations.

Save Energy Now State and Utility Partnerships were formally launched in the summer of 2007. The *Save Energy Now* State and Utility Partnerships FY 2010 Annual Report (the Report) outlines the structure, goals, activities, and achievements of state and utility partnerships for fiscal year (FY) 2010, 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 the ITP Partnership Development and Deployment (PD&D) Team's 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 that have existing relationships with industrial manufacturers. These partnerships will be leveraged to expand the program and to recruit additional LEADER Companies—U.S. companies that sign a voluntary Pledge to reduce their facilities' energy intensity 2.5% annually. The purpose of *Save Energy Now* is to transfer the role of energy efficiency expertise from ITP to states and utilities by offering access to resources and expanding utilities' energy efficiency portfolios. 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 the program and its partners face in the effort to further implement industrial energy efficiency.

Key messages:

- ITP helps states and utilities develop and implement sustainable industrial efficiency programs
- ITP leverages federal, state, and utility resources to bring efficiency tools, technologies, and best practices to more industrial companies
- ITP state and regional partners have begun industrial energy assessments, training, and project demonstrations in 28 states
- ITP offers tailored tools and training resources to meet specific partner needs
- ITP's *Save Energy Now* State Partnerships and Utility Partnerships Web sites are valuable resources, 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
- ITP is transitioning the implementation of programs and resources to local, state, and regional organizations.

INTRODUCTION

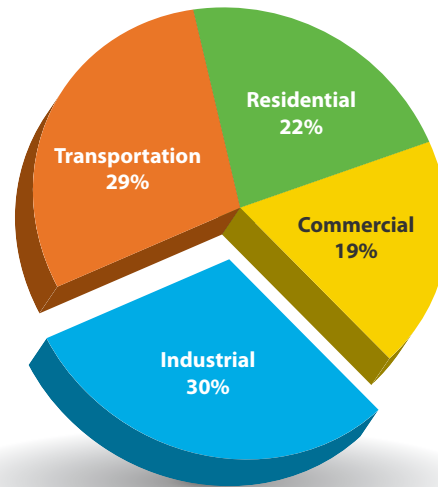
A. U.S. Industry: Energy and Economic Overview

Industrial manufacturing is an indispensable part of the U.S. economy. As shown in Exhibit 1, industrial manufacturing accounts for about \$1.6 trillion (11.1% overall) of the nation’s gross domestic product (GDP)¹ and employs 11.6 million people.²

Industry’s impact, however, is not only economically significant, but is also environmentally significant. Industrial manufacturing accounts for nearly one-third of all energy consumed in the United States each year as shown in Exhibit 2,³ which is more energy than any other single G8 country.⁴ McKinsey and Company estimate that U.S. industrial energy efficiency improvements could save 3.6 quadrillion British thermal units—an 18% savings over the baseline case—by 2020.⁵

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

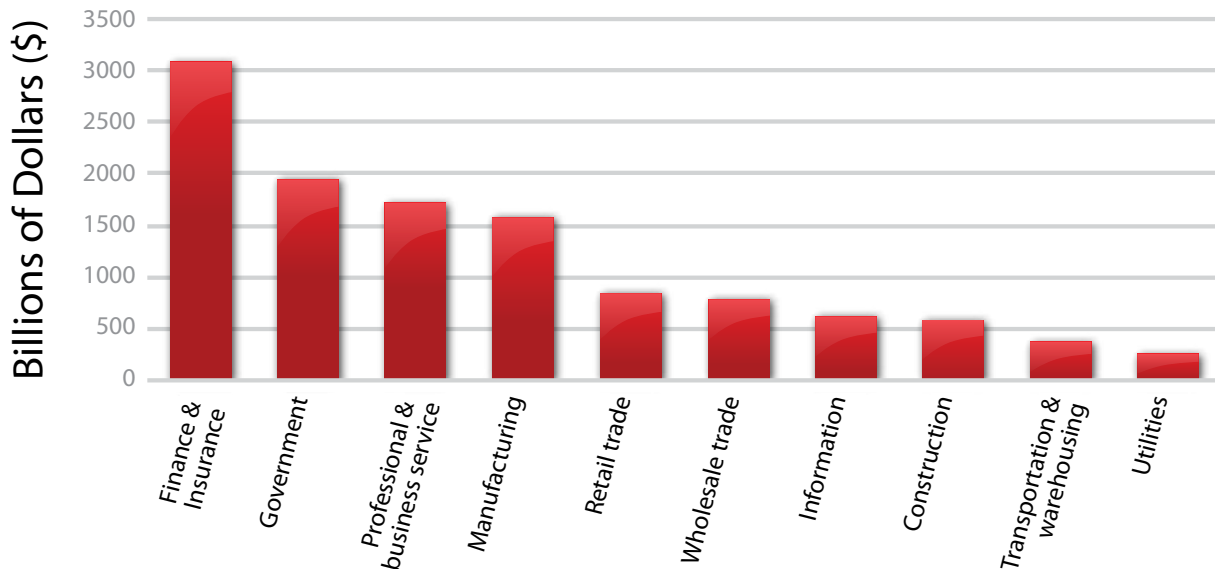
Exhibit 2: End-Use Sector Shares of Total Energy Consumption in the U.S., 2010⁶



Source: U.S. Energy Information Administration, Annual Energy Review 2009, Figure 2.1a Energy Consumption by Sector Overview. http://www.eia.doe.gov/aer/pdf/pages/sec2_4.pdf.

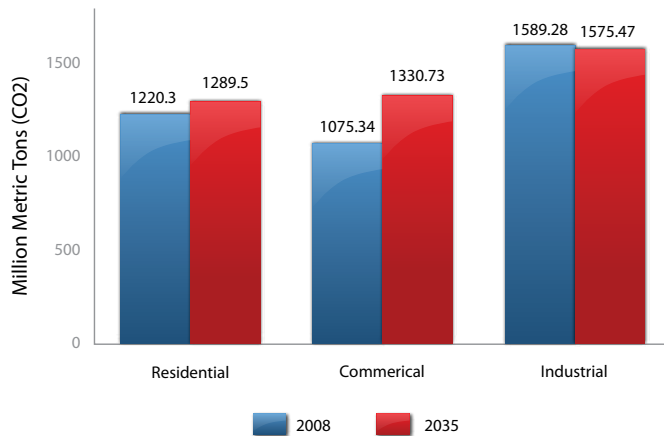
U.S. emissions from the industrial sector are poised to decrease by 13.8 million metric tons over the next 15 years, the industrial sector is still projected to contribute more carbon dioxide emissions than the residential or commercial sector, according to the Energy Information Administration (as shown in Exhibit 3). Carbon dioxide emissions and their associated costs can be mitigated by the enhanced deployment of energy efficient industrial technologies and practices.

Exhibit 1: 2009 GDP By Industry



Source: U.S. Bureau of Economic Analysis. “Gross Domestic Product by Industry Data.: GDPbyInd_VA_NAICS” Downloaded from http://www.bea.gov/industry/gdpbyind_data.htm.

Exhibit 3: Carbon Dioxide Emissions by Sector 2008 and 2030



Source: U.S. Energy Information Administration. "Figure 93. Carbon dioxide emissions by sector and fuel, 2008 and 2035." http://www.eia.gov/oiaf/aec/excel/figure93_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 In a more recent report from 2010, energy cost and policies are ranked third among drivers of global manufacturing competitiveness.⁸ Consuming energy costs money, while conserving energy reduces operating costs and increases available capital for reinvestment into equipment and jobs. The International Energy Agency estimates that one dollar invested in energy efficiency negates the need for more than two dollars of investment in energy supply.⁹ Industrial manufacturers will also benefit from reducing the amount of energy they consume, which insulates them from fluctuating and rising energy costs.

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

- Energy assessments and training tools

- Monetary incentives
- Promotion of energy management
- Establishment of efficiency target agreements or equipment standards.¹⁰

Not only does the *Save Energy Now* State and Utility Partnerships program provide all of the aforementioned solutions, but it also catalyzes industrial efficiency by providing enhanced access to these solutions, establishing local partners, offering ITP resources, developing local expertise to build state and regional capabilities, and transferring ITP's outreach role to local entities.

ITP'S PARTNERSHIP DEVELOPMENT & DEPLOYMENT (PD&D) STRATEGY

The industrial sector plays a central role in 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. As the government program leading national efforts to improve the energy efficiency of U.S. industry, in 2009, ITP formed the Partnership Development & Deployment (PD&D) Team, recognizing the importance of forming key partnerships with a broad range of industrial stakeholders to advance energy efficiency efforts.

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 as a PD&D strategy for partnership-building and the delivery of tools and resources to industry by state energy offices, regional coalitions, and utilities who have established channels of communication with local industry.

1. State and Regional Partnerships

The *Save Energy Now* State and Utility Partnerships program has provided millions of dollars in funding to states—including *American Recovery and Reinvestment Act of 2009* funds—to help foster local *Save Energy Now* programs that will deliver assessments, training, and other project support. ITP is helping states make the projects sustainable even after the initial three-year funding period has ended.

2. Utility Partnerships

ITP has developed an action plan for engaging utilities in industrial energy efficiency that includes fostering the development of best practice utility incentive programs and making utilities leaders in energy efficiency. Since 2009, ITP has supplied utilities with a new Webinar series, case studies, market and technology profiles, training, and new turn-key resources. These offerings are to help address the needs of utilities and to expand industry's access to implementation resources.



SAVE ENERGY NOW STATE AND UTILITY PARTNERSHIPS

The *Save Energy Now* State and Utility Partnerships program is delivering tools and resources to its partners. ITP has executed this strategy through project awards, information and analyses, communication and outreach, events, and training. Examples of these efforts are as follows:

State and Regional Awards: ITP offers its state partners financial resources to implement industrial efficiency projects through *Save Energy Now* State and Regional Awards. In FY 2010, 23 awardees began to deliver results across 28 states, deploying industrial energy efficiency programs that offer assessments, trainings, and project demonstration support. See the [Accomplishments](#) section of this report for more information.

Communication and Outreach: In order to better disseminate key ITP tools and resources, and to communicate key partnership opportunities with stakeholders, ITP has updated and reorganized the *Save Energy Now* State Partnerships Web site (<http://www.eere.energy.gov/industry/states/>) and the Utility Partnerships Web site (<http://www.eere.energy.gov/industry/utilities/>). The State Partnerships Web site includes a State Activities page that offers the most current state-by-state data on industrial and economic statistics, training opportunities, and contacts. The update includes a dynamic table that allows users to rank states based on varying industrial demographic criteria. 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 has been updated to include a more advanced search function, including search by state, city, or zip code. The database is also searchable by incentive type, offeror type, or energy type, and is updated twice each year. In addition to updating the Web site, several new reports, handbooks, and other outreach materials were developed to enhance the Partnership portfolio.

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. Since then, ITP has held four regional summits and exchange meetings, as well as a regional utility workshop in Oklahoma. ITP also sends materials and presenters and provides support for numerous

other events hosted by state, regional, and utility partners throughout the year. More information on the participants and outcomes follows in the [Accomplishments](#) section.

Training Deployment: ITP is encouraging state and utility partners to locally host industrial efficiency trainings. ITP Qualified 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, project implementation support, and increased awareness of resources. In FY 2010, 33 utilities co-hosted ITP trainings.

A. Partnerships Overview: Utility Goals and Challenges

A 2009 Platts/Capgemini survey found industry regulation and environmental concerns to be the two most prevalent issues on the minds of utility executives.¹¹ With elected officials and the general populace becoming increasingly environmentally conscious and with legislation that would restrict carbon emissions 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 affected 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. ITP utility partnerships assist power generators and consumers in increasing energy efficiency through local resources that help lower their operating costs and improve economic and environmental performance. Not only does industry benefit from these efficiencies, but utilities can reap the benefits of lowering wholesale and transmission/distribution costs, as well as ensuring that key industrial accounts remain in their service territory.



B. Partnerships Overview: State and Regional Goals and Challenges

A key hurdle for state energy offices trying to improve the industrial efficiency of their state is the availability of technical and financial resources. ITP hopes to build close partnerships with all 50 states, offering resources to each. Regional industrial energy efficiency summits and exchanges have provided an important venue for building and maintaining these relationships. ITP's State Awards provide both funding and other resources to assist states develop and maintain energy efficiency programs and deliver assessments, training, and technical assistance to help meet their energy goals.

Save Energy Now State and Utility Partnership activities help establish ITP tools as a key resource and offer an opportunity to transfer ITP's knowledge and services to states and utilities across the nation.

ITP Strategic Goals (Multi-Year Program Plan 2010):

- Develop and maintain a portfolio of “how-to” resources that enable companies to identify energy savings and comply with carbon-management policies
- Promote the use of proven energy-management methods and advanced technologies throughout the industrial supply chain, targeting energy-intensive opportunities
- Stimulate investment in projects that save energy and produce new, innovative technology
- Help develop the market for industrial energy-management services nationwide

Save Energy Now State and Utility Partnerships Mission:

- Promote **collaboration** with state energy offices and other local entities, regional organizations, and utilities
- Identify partnerships that increase the **deployment** of energy efficient technologies
- Leverage the relationship states and utilities have with industry to increase the **reach** of ITP's programs and the number of industries impacted
- Promote the outcomes of the State Energy Efficiency (SEE) Action Network Industrial-CHP Working Group's key **implementation** strategies
- Transfer the industrial energy efficiency role from ITP to states and utilities to **develop** and deliver industrial demand side management (DSM)/energy efficiency (EE) programs
- Provide recognition to partners who help industry meet their *Save Energy Now* LEADER Pledge.

FY 2010 State and Utility Partnerships**Goals:¹²**

- Facilitate a Gulf Coast Industrial Energy Efficiency Exchange
- Create regional resource guide books
- Generate state resource fact sheets
- Conduct *Energy Efficiency as a Resource* analyses
- Report the results of state (23) and regional (5) *Save Energy Now* projects
- Update the State Activities Web pages
- Redesign the State Partnerships and Utility Partnerships Web sites
- Update the State Incentives and Resource Database to be searchable by zip code
- Complete a series of reports on state policies that impact industrial energy efficiency
- Conduct a six-part utility Webinar series
- Develop and implement a utility training program in conjunction with Rutgers University
- Develop a Turn-Key DSM Tool for small- and medium-sized utilities
- Prepare the *State and Utility Partnerships FY 2010 Annual Report*

FY 2011 State and Utility Partnerships Goals:¹³

- Deliver assessments, trainings, and technology pilot and demonstration projects under the 23 State and Regional Awards
- Increase the number of state, utility, and regional partners
- Increase the number of LEADER Companies recruited by partners
- Complete the delivery of assessment training pilots to three utilities and begin regular training delivery
- Promote enhanced leverage opportunities
- Complete the required SEE Action Industrial-CHP Working Group deliverables and integrate ITP state, regional, and utility partnership activities with SEE Action Industrial-CHP Working Group implementation deliverables, as appropriate.

FY 2011 State and Utility Partnerships

Planned Projects:

- Complete a new award with the National Association of State Energy Officials to leverage state and regional results
- Hold the All-States Summit
- Continue to effectively track and monitor 23 State and Regional *Save Energy Now* Awards
- Facilitate a regional exchange meeting in the Northeast or California
- Update the series on state policies that impact energy efficiency
- Translate the four regional handbooks into state-by-state handbooks
- Provide a biannual data update to the State Incentives and Resource Database
- Facilitate implementation under the SEE Action Network Industrial Efficiency Working Group
- Develop new energy efficiency and DSM reports for the Texas Regional Entity and the Reliability First Corporation
- Continue to disseminate information to utilities through the FY 2011 Webinar Series
- Provide recognition to utilities through the EE/DSM Recognition Program
- Complete utility expert training program development
- Facilitate the Utility Electric Generation Efficiency Workshop and Roadmap
- Co-sponsor a regional utility workshop that follows on the success of the Oklahoma Regional Utility Workshop held in September 2010

FY 2010 ACCOMPLISHMENTS

During FY 2010, *Save Energy Now* State and Utility Partnership activities made impressive inroads in improving the energy efficiency of American industrial manufacturers, and built the capabilities of state, utility, and local partners to support the effort. Following are highlights of the accomplishments achieved through state and utility partnerships, including the building of new partnerships, development of new tools and resources, and delivery of new project awards.

A. Building Partnerships

The State Energy Efficiency (SEE) Action Network Industrial-CHP Working Group:

The Working Group was established in the spring of 2010 under the SEE Action Network to help the nation achieve all cost-effective energy efficiency by 2020. ITP, along with U.S. Environmental Protection Agency representatives, is leading the Working Group's efforts, which will identify policy and program best practices for promoting industrial efficiency and combined heat and power (CHP) implementation. The Working Group's membership includes diverse stakeholders from all over the country—from state and local governments, associations, business leaders, national non-governmental organizations, and others.

Midwest Industrial Energy Efficiency Exchange Follow Up:

The 2009 event held in Detroit, Michigan, yielded more than 300 in-person participants and more than 50 Webinar attendees. ITP monitored these participants in 1-, 3-, 6-, and 12-month increments after the event to see what resulted from the partnerships. Following are key results:

- Participants that began working with their utilities after the event secured financing for energy efficiency projects that were recommended by attending resource providers.
- The Indiana Office of Energy Development is working on three projects as a direct result of the Exchange.



- The Ohio Energy Office established contacts with eight organizations during the Exchange. Of the eight, three partnerships have developed.
- Members of industry associations, equipment manufacturers, and energy service companies reported that they shared knowledge, tools, and resources gained at the event with their members and customers. Additionally, they used them to develop and implement projects.

The Gulf Coast Industrial Energy Efficiency Forum:

This event was held on May 20–21, 2010, in New Orleans, Louisiana, in conjunction with the Industrial Energy Technology Conference. The Gulf Coast Industrial Energy Efficiency Forum featured a *Save Energy Now* LEADER Pledge signing event, during which 5 new LEADER Companies signed a Pledge to reduce their energy intensity 2.5% annually. Additionally, the Gulf Coast Industrial Energy Efficiency Forum recognized local industrial manufacturers that had already reduced their energy intensity by at least 7.5% since participating in an ITP-sponsored energy assessment. The event also featured a Senior Executive Roundtable where industry, utility, and energy efficiency leaders gathered to discuss barriers to improving industrial energy efficiency and steps that could be taken to mitigate those challenges.

Participating States:

- Louisiana
- Mississippi
- Texas

Industrial Energy Efficiency Programs for Utilities: A Workshop:

This event was held on September 15, 2010, in Oklahoma City, Oklahoma, and was co-hosted by ITP and the American Public Power Association, along with several local utility membership associations. The workshop was attended by more than 80 utility representatives from Oklahoma, Texas, Kansas, and Missouri. The aim of the workshop was to disseminate federal, state, and local tools and resources to support industrial energy efficiency, as well as highlight working best practice utility programs already operating in



the region that could be replicated. One of the event highlights was keynote speaker, Lieutenant Governor of Oklahoma, Jari Askins, who referenced the importance of industrial efficiency to building and maintaining economic growth in the state.

Rutgers Utility Training Program: Rutgers University, in conjunction with the Tennessee Valley Authority (TVA) and ITP, is developing and implementing the Rutgers Utility Training Program—an assessment training program to teach utility representatives proper techniques for conducting assessments; and customizing the assessment to capitalize on utility resources. The training has been presented in a one-day format to Pennsylvania Power and Light. A second training is being planned for September with TVA.

ITP Partnership with the National Association of State Energy Officials (NASEO):

ITP has leveraged NASEO partnerships and outreach efforts to build greater awareness and action related to industrial energy efficiency through state-related programs. This partnership with NASEO helps to broaden stakeholder awareness of energy efficiency opportunities in the industrial sector, increase stakeholder inputs to ITP programs, and reduce the costs associated with outreach by addressing needs through consensus organizations.

- ITP signed an agreement with NASEO to support grassroots energy efficiency efforts in China working with Chinese government, developers, and industry to deploy clean technologies using the U.S. model for industrial energy efficiency.

- NASEO provides support to ITP under the E3 Energy, Environment, and Economy model Federal-state-local-industry partnership, that has helped establish pilots in Columbus, Ohio, and Texas.

B. New Outreach Materials

Currently, the Internet is the most potent platform for disseminating information to a wide audience. In 2009, ITP created Web sites that are devoted specifically to the *Save Energy Now* State and Utility Partnerships program. ITP uses these sites as the primary platform for information delivery.

Updated Partnership Web Sites:

ITP redesigned the State Partnerships Web site and the Utility Partnerships Web site to be more user-friendly, 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 are updated monthly 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/>

Energy Efficiency as a Resource Regional Reports

ITP completed a series of regional reports that compare energy intensities in each of the four Census regions to national average intensities in specific industries. Each of the reports identifies potential energy savings and energy cost savings if those industries in the region were to operate at the national average in order to demonstrate the potential for energy efficiency improvement across the U.S. industrial sector.

State Incentives and Resource Database Update:

ITP updated the [State Incentives and Resource Database](#)—a comprehensive state-by-state database that contains financial and technical incentives available to commercial and industrial companies to help improve energy efficiency. The database is searchable by state, city, or zip code; assistance type; energy type; organization type; or program name. The database is updated twice each year to ensure that new programs are added, old information is deleted, and Web site links are updated. As of September 2010, the database contains over 3,100 entries.

Turn-Key Industrial Lighting Program:

ITP designed a Web-based tool to provide small- and medium-sized utilities with a step-by-step process to create an industrial lighting DSM incentive program. Located on the Utility Partnerships Web site, the Turn-Key Industrial Lighting Program guides electric utilities through a seven-step process to develop a new lighting DSM incentive program, or to enhance an existing program. In addition to the Web site, the Turn-Key Industrial Lighting Program provides a cost-benefit analysis tool for utilities to use in budgeting, planning, and making a go/no-go decision about launching a DSM incentive program.



State Activities Web Page Updates:

Some of the key resources offered through the State & Regional Partnership Web site are the State Activities Web pages. Each state has a Web page that highlights key economic and energy indicators for that state's industrial sector and identifies key ITP activities in the state and important contacts. In FY 2010, ITP updated the Web pages to include a dynamic table based on U.S. Census data that allows the user to sort the information by several criteria including number of employees, payroll, and value added. Other EIA data-driven statistics were also updated to reflect the latest available data sources. The site now also includes a list of case studies ITP has completed on companies that have implemented energy efficiency projects in those states.

Resource Guidebooks:

ITP developed four resource handbooks that connect industry with the various financial and technical resources available at the federal, regional, state, and nongovernmental levels. They are searchable by resource category, and provide a brief overview of the different resources available to help industry improve its energy efficiency. In addition, the books provide a summary of the industrial profile of each state in the region, as well as the various incentives to help the industrial sector improve its energy efficiency and lower its carbon emissions. In FY 2011, these will be available on a state-by-state basis.

- [Midwest Electronic Book of Industrial Resources](#)
- [Northeast Electronic Book of Industrial Resources](#)
- [Southeast Electronic Book of Industrial Resources](#)
- [Western Electronic Book of Industrial Resources](#)

State Policy Series:

ITP developed a series of policy papers and fact sheets that analyze state policies that have the potential to impact industrial energy efficiency. They describe the key elements of policy creation and implementation for best practice replication by states partners.

- [State Public Benefit Funds](#)
This policy paper takes a look at how current public benefit funds in thirty states and the District of Columbia are created and what kind of energy efficiency programs they support.
- [State Energy Efficiency Tax Incentives for Industry](#)
This report identifies states that offer tax incentives that can be used specifically for industrial energy efficiency projects; and discusses the corresponding industrial energy intensity of those states.
- [State Energy Efficiency Resource Standards Report](#)
This policy paper examines how Energy Efficiency Resource Standard (EERS) policies in twenty-four states are driving end-user energy savings.
- [Natural Gas Revenue Decoupling Report](#)
This report analyses the effect of revenue decoupling as a method to remove barriers to incentivize greater energy efficiency.

Webinars:

ITP offers free Webinars that provide utilities with information on how to develop successful energy efficiency programs for industrial energy consumers. ITP also offers its partners the option of hosting Webinars for specific customer/stakeholder groups. In 2010, ITP hosted a series of six utility-focused Webinars (see Table 1).

Case Studies:

In FY 2010, ITP developed and authored two utility case studies. The case studies highlight the business case for efficiency improvements, as well as the incentives made available when working with partners, such as ITP and local utilities.

- [A Case Study of Danville Utilities: Utilizing Industrial Assessment Centers to Provide Energy Efficiency Resources to Key Accounts](#)
- [Bonneville Power Administration and the Industrial Technologies Program Leverage Support to Overcome Energy Efficiency Barriers in the Northwest](#)

Table 1: 2010 Industrial Utility Webinars

Date/Title	Description	Speaker Organizations
<p>January 13 <i><u>General Open Session</u></i></p>	<p>This session covered a variety of industrial energy topics, such as industrial sector energy consumption characteristics, market barriers to industrial energy efficiency, energy-saving technologies for the industrial sector, and industrial efficiency program design and delivery.</p>	<ul style="list-style-type: none"> • Wisconsin Focus on Energy • Franklin Energy • Southern California Gas Company
<p>February 10 <i><u>Public Power Open Session</u></i></p>	<p>This session focused on industrial energy efficiency topics pertinent to the public power community.</p>	<ul style="list-style-type: none"> • Franklin Energy • Danville Utilities
<p>March 10 <i><u>Financial Mechanisms and Incentives for Implementing Efficiency Measures</u></i></p>	<p>This session focused on various financial mechanisms and incentives that allow industrial energy customers to implement energy efficiency projects.</p>	<ul style="list-style-type: none"> • Wisconsin Focus on Energy • PEPCO Holdings, Inc. • Snohomish PUD • BCS, Incorporated
<p>April 14 <i><u>Natural Gas Utility Efficiency Programs</u></i></p>	<p>This session focused on natural gas utilities and the energy efficiency programs they offer their customers.</p>	<ul style="list-style-type: none"> • Southern California Gas • National Grid • Oregon Public Utilities Commission • The Regulatory Assistance Project
<p>May 12 <i><u>Public Power Financial Incentives</u></i></p>	<p>This session focused on the financial incentives public power utilities are offering to their industrial customers. It presented the benefits and challenges posed by offering these incentives.</p>	<ul style="list-style-type: none"> • Energy Services for Lincoln Electric System • Rochester Public Utilities • Bonneville Power Administration • Electricities of North Carolina, Inc.
<p>June 9 <i><u>Combined Heat and Power (CHP) Case Studies</u></i></p>	<p>This session looked to industrial energy consumers who have developed CHP resources on their sites. The focus was on challenges faced and benefits gained during CHP implementation. This session also included utility programs that help industrial customers develop CHP resources.</p>	<ul style="list-style-type: none"> • American Council for an Energy-Efficient Economy (ACEEE) • New York State Energy Research and Development Authority • Southwest Gas Corporation

Save Energy Now Article:

In January 2010, ITP wrote and published a feature article for *The Source* magazine on the *Save Energy Now* initiative. The article discussed the benefits provided to utilities (and their industrial customers) that work with the *Save Energy Now* LEADER program. The article, “*Save Energy Now: How Utilities and the U.S. Department of Energy Can Help*” can be found at <http://www.nxtbook.com/nxtbooks/naylor/PGAQ0409/#/24>.

C. Save Energy Now State and Regional 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. ITP began funding 23 state awards and 5 regional awards in the second half of 2009 to deliver assessments, training programs, and technical assistance to industry in the awarded states and regions. Delivery under the awards began in late January 2010. See Table 2 for 2010 project award achievements.

Table 2: Save Energy Now State and Regional Project Awards Achievements¹⁴

State	Project	2010 Accomplishments
Alabama	Reducing Industrial Energy Intensity in Alabama	<ul style="list-style-type: none"> Conducted 10 assessments, attended by over 1,200 participants, representing 10 unique plants A total of 26 participants attended two trainings Provided technical assistance to 7 unique plants, involving almost 1,700 participants Conducted 4 “other” activities, involving 425 participants Total newly identified annual cost savings of over \$410,500
Colorado	Colorado Industrial Challenge and Recognition Program	<ul style="list-style-type: none"> 19 state meetings and conferences 19 participants in attendance and 23 unique utilities represented
Idaho	Idaho <i>Save Energy Now</i> – Industries of the Future	<ul style="list-style-type: none"> Conducted 12 energy efficiency assessments, representing 7 unique plants Provided technical assistance to 12 different plants and 88 participants, in addition to energy efficiency assessments Total newly identified annual cost savings of \$4.1 million

*Regional Partnership Awards

NOTE: No Quarter 2 or Quarter 3 data for the following states: CA, GA*, IL*, IN, LA, MD, MS, NJ, OH, TX, WA*, and WI.

State	Project	2010 Accomplishments
Kentucky	Kentucky Program for Industrial Energy Efficiency	<ul style="list-style-type: none"> Conducted 4 assessments Implemented a training program involving 10 unique plants and 18 participants Total newly identified annual energy cost savings of approximately \$140,000
Massachusetts*	<i>Save Energy Now: State, Regional, and Local Delivery</i>	<ul style="list-style-type: none"> Conducted 5 training sessions involving 108 plants and 215 participants Total newly identified annual energy savings of approximately \$15 million
Michigan	State of Michigan Regional Delivery of DOE's <i>Save Energy Now</i> Program	<ul style="list-style-type: none"> Conducted 7 "other" activities representing 6 different plants
Minnesota	Implementing an Industrial Energy Efficiency Program in Minnesota	<ul style="list-style-type: none"> Conducted 3 assessments with 13 participants from 3 plants Conducted a training session for 15 plants with 33 participants in attendance Provided technical assistance to 1 plant Conducted 6 "other" activities involving 7,432 participants Total newly identified annual energy cost savings is \$1.7M
New York	New York Industrial Partnership Network	<ul style="list-style-type: none"> Conducted 139 activities, attended by over 830 participants, representing 562 utilities

*Regional Partnership Awards

NOTE: No Quarter 2 or Quarter 3 data for the following states: CA, GA*, IL*, IN, LA, MD, MS, NJ, OH, TX, WA*, and WI.

State	Project	2010 Accomplishments
Pennsylvania	<i>Save Energy Now!</i> Pennsylvania	<ul style="list-style-type: none"> • Conducted 4 assessments for 4 unique plants • Provided technical assistance to 20 separate plants • Conducted 9 “other” activities involving over 170 participants • Total newly identified annual energy cost savings is \$103,600
South Carolina	<i>Save Energy Now</i> South Carolina	<ul style="list-style-type: none"> • Conducted 18 assessments • Implemented 23 training programs implemented involving 17 plants and 130 participants • Conducted 28 “other” activities (such as meetings, and/or conferences)
West Virginia*	Development of a Regional Assessment / Implementation <i>Save Energy Now</i> Delivery System Partnership	<ul style="list-style-type: none"> • Conducted 7 assessments at different plants • Implemented 6 training programs for a total of 10 plants • Conducted 1 “other” activity involving 1 unique plant • Total annual energy cost savings of over \$7.2 million

*Regional Partnership Awards

NOTE: No Quarter 2 or Quarter 3 data for the following states: CA, GA*, IL*, IN, LA, MD, MS, NJ, OH, TX, WA*, and WI.

HOW TO GET INVOLVED AND CONTACT INFORMATION

During FY 2010, *Save Energy Now* State and Utility Partnership activities made impressive inroads in improving the energy efficiency through outreach, training, and funding of regional and local programs.

A. How to Get Involved

ITP's *Save Energy Now* State Partnerships program supports 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:

- 1. 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 a network of Qualified Specialists throughout the country that are trained to perform assessments and make efficiency recommendations. To sponsor local assessments, see Contact Information.
- 2. Co-Branding:** 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).
- 3. 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>.
- 4. 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/states/state_activities/incentive_search.aspx.
- 5. 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.
- 6. 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](#)).
- 7. Regional Industrial Efficiency Exchanges:** 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, the Midwest Industrial Energy Efficiency Exchange and the Gulf Coast Industrial Energy Efficiency Forum: 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.

8. Save Energy Now LEADER Program:

States can make a voluntary commitment to partner with ITP to reduce energy intensity by 25% in 10 years: <http://apps1.eere.energy.gov/industry/saveenergynow/partners/>.

B. Where to Get More Information

Visit the State and Regional Partnerships Web site at <http://www.eere.energy.gov/industry/states/>, or visit the Utility Partnerships Web site at <http://www.eere.energy.gov/industry/utilities/>.

Learn more about EERE programs at <http://www.eere.energy.gov/>.

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

C. Contact Information

For information about ITP *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.

ENDNOTES

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- ⁶ Energy Information Administration, Annual Energy Review 2009, Figure 2.1a Energy Consumption by Sector Overview. http://www.eia.doe.gov/aer/pdf/pages/sec2_4.pdf. Accessed on September 20, 2010.
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¹¹ Platts/Capgemini. “Platts/Capgemini study indicates utility executives are divided on near-term impact of Obama Administration’s energy plan.” <http://www.capgemini.com/resources/news/platts-capgemini-study-indicates-utility-executives-are-divided-on-nearterm-impact-of-obama-administration-energy-plan/>. Accessed on September 22, 2010.

¹² Glatt, Sandy. Peer Review Presentation, October 28, 2008. “ITP State and Utility Partnerships.”

¹³ Industrial Technologies Program FY 2011 Program Plan: State and Utility Partnerships. September 2010.

¹⁴ Harrington, John. State Metrics Summary for ALL States. August 31, 2010.

