

EXECUTIVE SUMMARY



Save Energy Now
**State and Utility
Partnerships FY 2009
Annual Report**



U.S. DEPARTMENT OF
ENERGY

Energy Efficiency &
Renewable Energy

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; with the goal of reducing energy intensity in the industrial sector by 25 percent over 10 years – *25 in 10*. ITP has developed partnership programs that aim to meet its technology and best practices deployment goals to advance *25 in 10*. 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.

Key messages of the Report include:

- 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 Partnerships Web sites are a valuable resource, offering state-by-state information on industry, training, energy assessments, incentives, and research and development 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.

To support ITP's three-part strategy of 1) research, development, and deployment, 2) technology delivery, and 3) creating a corporate culture of efficiency, the *Save Energy Now* State and Utility Partnerships offered several key deliverables in 2009. These accomplishments center on the areas of partnership building, development of new outreach material, and providing financial support through new partnership awards. Examples include:



Partnership Building Activities: ITP co-hosted several flagship events that have served to propel access to industrial energy efficiency resources and build local partnerships:

- The Southeast Industrial Energy Efficiency Summit was held in June 2008 with nine participating states working together to form the Southeast Industrial Energy Efficiency Coalition.
- The Northwest Industrial Energy Efficiency Summit was held in February 2009 with the Northwest Food Processors Association, Bonneville Power Administration, Idaho National Laboratory, Pacific Northwest National Laboratory and DOE signing a joint MOU to work toward reducing energy intensity in the industrial sector in the Northwest.
- The Midwest Industrial Energy Efficiency Exchange was held in September 2009 with 12 participating states coming together to identify financial and technical industrial energy efficiency resources.

State and Utility Outreach Material: New materials were designed by ITP to enhance outreach through development of resources for ITP's partners including web and print material, publications, and training. Key deliverables include:

- May 2009 release of the [State Partnerships Web site](#) and [Utilities Partnerships Web site](#)
- August 2009 update of the [State Incentives and Resource Database](#)
- State Save Energy Now project fact sheets (23)
- State Industrial Energy Efficiency Resource Fact Sheets (51)
- [Co-branding](#) opportunities became available in 2008
- May 2008 release of [Utilities Working with Industry: An Action Plan](#)
- September 2009 release of the [Midwest Electronic Book of Industrial Resources](#)
- Monthly webinars were conducted beginning in August 2008
- Three case studies on industrial energy efficiency partnerships were authored:
 1. [Alliant Techsystems Inc., Rocky Mountain Power, and ITP \(Utah\)](#)
 2. [Owens Corning and Silicon Valley Power \(California\)](#)
 3. [Southern California Gas Company, the California Energy Commission, and ITP \(California\)](#)
- [Utility Activities Brochure](#) to highlight key partnership opportunities
- The American Public Power Association co-funded production of the [Industrial Energy Efficiency Handbook](#)
- An ITP article on ["Energy Audits for Large Industries"](#) was published in Public Power magazine in May 2008.

State and Regional Save Energy Now Local Delivery Awards: ITP was able to use regular Federal funding, as well as additional American Recovery and Reinvestment Act funding to support 23 state and regional Save Energy Now project awards and 19 states were selected to conduct 96 energy assessments, with support totaling nearly \$12.5 million.

Going forward, this document will be produced on an annual basis and is available on ITP's website at: www.eere.energy.gov/industry/states/pdfs/state_utility_partnerships_fy2009_annualreport.pdf. The Report showcases the extensive, valuable tools and resources available to ITP partners.





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