Thank you for joining our webcast

STRATEGIC ENERGY MANAGEMENT

An Opportunity for Utilities to Strengthen Engagement with Industrials

Please stand by, we will begin shortly
STRATEGIC ENERGY MANAGEMENT

Panelists and Topics:

Neil Kolwey, SWEEP
“Overview of utility SEM programs in the US”

JP Batmale, Energy Trust of Oregon “Successes with SEM”

Chad Gilless, EnerNoc “Early experiences of Rocky Mountain Power Utah’s new SEM programs”

Organized by a partnership of the U.S. Regional Energy Efficiency Organizations:

MEEA
SEEA
SWEET
neea
SPEER

The South-central Partnership for Energy Efficiency as a Resource
Promoting energy efficiency policies and programs in the utility, buildings, transportation, and industrial sectors.
What is Strategic Energy Management?
Five Key Elements of Strategic Energy Management

- Obtain management support for long-term goals
- Dedicate staff, including an energy champion
- Develop an energy management plan
- Implement a system for tracking energy use
- Quantify energy savings from a) capital projects and b) O&M improvements

Source: NEEA, BPA, ETO, CEE
Utility SEM Program Types

- Train companies in SEM principles, providing incentives for overall savings
- Co-fund energy managers, and provide training and/or require a plan
- Help companies develop a multi-year energy plan
- Provide incentives and training in energy management information systems
Increasing Energy-Saving Goals
EPA Clean Power Plan
SEM Training Programs

BPA
ETO
SCE
AEP
WI FOE
## SEM Training Programs

<table>
<thead>
<tr>
<th>Utility</th>
<th>Incentive</th>
<th>Program Savings</th>
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</thead>
<tbody>
<tr>
<td>BPA</td>
<td>$.025/kWh for 3 or 5 years, for O&amp;M savings</td>
<td>2010: 5,800 MWh, 2011: 8,700 MWh</td>
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<tr>
<td>ETO</td>
<td>$.02/kWh, $.20/therm for 1 year, for O&amp;M savings; with option of 1 more year</td>
<td>2010: 24,000 MWh, 2011: 16,200 MWh</td>
</tr>
</tbody>
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SEM programs achieving 15-25% of total savings from C&I programs for both utilities
Measuring Total Energy Savings

![Graph showing energy usage for production and cooling degree-days](image-url)
New Capital Projects by BPA’s SEM Training Participants

<table>
<thead>
<tr>
<th>Pre- SEM Project Completion</th>
<th>Projects Submitted after SEM Training Kick-off</th>
</tr>
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<tbody>
<tr>
<td># of Projects</td>
<td># of Projects</td>
</tr>
<tr>
<td>10</td>
<td>23</td>
</tr>
<tr>
<td>Savings (MWh/yr)</td>
<td>Savings (MWh/yr)</td>
</tr>
<tr>
<td>4,680</td>
<td>14,220</td>
</tr>
</tbody>
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Source: BPA
Co-Fund Energy Managers

BC Hydro

BPA

Puget Sound Energy

WI FOE

National Grid
Assist with Multi-Year Energy Management Plans

Xcel Energy Process Efficiency Program

- Envinta assessment of energy management
- Comprehensive audit of opportunities
- Develop 2-3 yr energy plan
- Provides incentives for capital projects ($400/kW)
- Levelized cost of saved energy from 2008-2011 of only $0.005/kWh (0.5 cents/kWh saved)
EMIS Support
Try Something New!
Questions?