Big thanks to our key Workshop Supporter

Northeast Strategic Energy Management Collaborative Workshop

Facilitated by;
Dave Lis, NEEP
Giselle Procaccianti, NEEP
11/06/18

About NEEP

A Regional Energy Efficiency Organization

One of six REEOs funded in-part by U.S. DOE to support state and local efficiency policies and programs.

Northeast Energy Efficiency Partnerships

"Assist the Northeast and Mid-Atlantic region to reduce building sector energy consumption 3% per year and carbon emissions 40% by 2030 (relative to 2001)"

Mission

We seek to accelerate regional collaboration to promote advanced energy efficiency and related solutions in homes, buildings, industry, and communities.

Vision

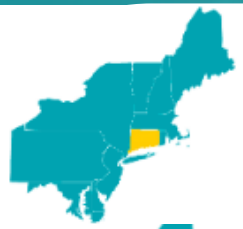
We envision the region's homes, buildings, and communities transformed into efficient, affordable, low-carbon, resilient places to live, work, and play.

Approach

Drive market transformation regionally by fostering collaboration and innovation, developing tools, and disseminating knowledge

Big thanks to our key Workshop Supporter

Thank you to our State Partners for their support!



CONNECTICUT

State Partners: CT DEEP, CT Energy Efficiency Board, Eversource Energy, United Illuminating Company, Southern Connecticut Gas and Connecticut Natural Gas

Partners in 2017 / 2018

NEW HAMPSHIRE

State Partners: NH Office of Energy Policy and Planning, NH Public Utilities Commission, Eversource Energy, NH Electric Coop, Unitil and Liberty Utilities

Partners in 2017 / 2018

NEW YORK

State Partners: NYSERDA

Partners in 2017 / 2018

RHODE ISLAND

State Partners: RI Office of Energy Resources, National Grid RI, RI Department of Education and RI Energy Efficiency & Resource Management Council

Partners in 2017 / 2018

VERMONT

State Partners: Efficiency Vermont

Partners in 2017 / 2018

Thank you to our Allies for their support!

SEM in the Region

Objectives of today's Workshop

1. Share experiences/expertise related to energy efficiency program planning and delivery of SEM
2. Raise and potentially address outstanding questions related to SEM generally and efficiency program delivery of SEM more specifically
3. Foster growth of regional SEM infrastructure

Agenda

9:30-10:00	**BREAKFAST AND NETWORKING**
10:00-10:30	**Welcome/Introduction** (Hillary Orsini, VEIC; Dave Lis, NEEP; Giselle Procaccianti, NEEP)
10:30-11:30	**Successes with SEM in Water/Wastewater** (Layne McWilliams, Senior SEM Coach, Cascade)
11:30-12:30	**50001 Ready** (Sandy Glatt, U.S. Department of Energy)
12:30-1:30	**LUNCH**
1:30-2:30	**Happy customers** (Billie Davis, Ben and Jerry's)
2:30-3:00	**BREAK**
3:00-4:00	**Topical Breakout Session** (Attendee-driven)
4:00-4:30	**DEBRIEF/CLOSING**

Introductions

1. Name, role, organization
2. One of your favorite vacation destinations

Takeaways From 2017 Workshop

- Water/Wastewater facilities are a good application of SEM.
- There is a need to find ways to reduce investment over time and also a need to explore ways to maintain the culture after initial SEM implementation.
- It would be valuable to explore synergies of SEM and other activities that would help facility owners see SEM as an investment/asset in an organization over time.

Takeaways From 2017 Workshop

- **Recruiting is a big challenge because customers will often see the value proposition differently from utilities.**

- **SEM is becoming a platform upon which other services are offered - how can the industry move toward the energy efficiency program portfolio perspective?**

WHAT'S NEW SINCE THE LAST YEAR'S WORKSHOP?

NYSERDA'S SEM PROGRAM

- Working with industrial and wastewater facilities in New York State to incorporate SEM into their businesses.

- Funding cohort style training for up to 11 companies per cohort - guide employees through the process of establishing and implementing an SEM system.
- Participants will learn to:
  - Measure and track energy use to help inform strategic business decisions
  - Drive managerial and corporate behavioral changes around energy
  - Develop the mechanisms to track and evaluate energy optimization efforts

NYSERDA'S SEM PROGRAM

- The SEM program consists of twelve training sessions, led by an energy coach, over 12 months. The sessions are a combination of:
  - group workshops
  - individual training
  - webinars
- NYSERDA is working with VEIC and Cascade Energy, the energy coaches for this program, to facilitate the training sessions.
- The first training session of the 2018 cohorts started in July for wastewater and September for industry.

NYSERDA'S SEM PROGRAM

Workshops

- Establishing an SEM Program
- Saving Energy
- Tracking Energy Performance
- Engaging Employees
- Make it Stick
- Celebrating Accomplishments

Webinars

- Employee Engagement Toolkit
- Metering Toolkit

Individual Trainings

- Onsite Energy Management Assessment
- Onsite Employee Engagement
- Treasure Hunt

MA and RI SEM PROGRAMS

National Grid and Eversource recently selected support contractor (Cascade) to demonstrate the SEM concept in Massachusetts and Rhode Island.

The demonstration framework - two groups (cohorts) of participating companies - one in each state.

This program aims to:

- help several Northeast utilities gauge customer interest in SEM
- gauge SEM's ability to drive cost-effective electric and natural gas savings from operations and maintenance (O&M) projects.

MA and RI SEM PROGRAMS

- The demonstration will include:
  - customer recruiting
  - workshop delivery
  - on-site activities such as “treasure hunts” for O&M projects
  - energy performance tracking with Cascade’s online SEM collaboration platform, SENSEI®.
- Current target: a mix of industrial facilities
- Duration: 3 years
- Start date: Fall 2018

NEEP's Recent SEM Work

- NEEP continues to host the Northeast SEM Collaborative meetings:
  - Drive accelerated adoption of SEM, with a focus on SEM promotion through energy efficiency programs
  - Enable collaboration across SEM stakeholders
  - Develop and share effective SEM tools, programs and policies
- NEEP added a SEM Water/Wastewater (WWW) fact sheet to the CAPEE (Community Action Plan for Energy Efficiency) platform:
  - Why focus on WWW facilities
  - 50001 Ready as the key resource to support SEM adoption
  - Case study of SEM application at a WWW site

Broader SEM Ecosystem

Northwest SEM Collaborative

- Started in 2011; NEEA (Northwest Energy Efficiency Alliance) and Northwest utilities
- SEM Hub

CEE's SEM Committee

- Establish SEM as a standard business practice in the US and Canada

DOE's 50001 Ready Utility Network Series

- Forum for stakeholders who share an interest in energy management systems (EnMS) including ISO 50001 and DOE's 50001 Ready program.

ISO 50001 – 2018 Update

- Includes a new high-level structure to ensure compatibility with other management system standards

Broader SEM Ecosystem

North American SEM Collaborative

- formed in 2018
- based on the premise that stakeholders in the US and Canada can achieve more working together than any single utility or organization working alone

ACEEE 2019 Summer Study - Energy Efficiency in Industry

- Portland, OR
  August 12, 2019 to August 15, 2019

Cascade Energy®

Water & Wastewater SEM
Saving Energy on Both Sides of the Toilet

Layne McWilliams
Water/Wastewater Lead

POP QUIZ!

Welcome to Idaho!

Two tickets to the gun show!

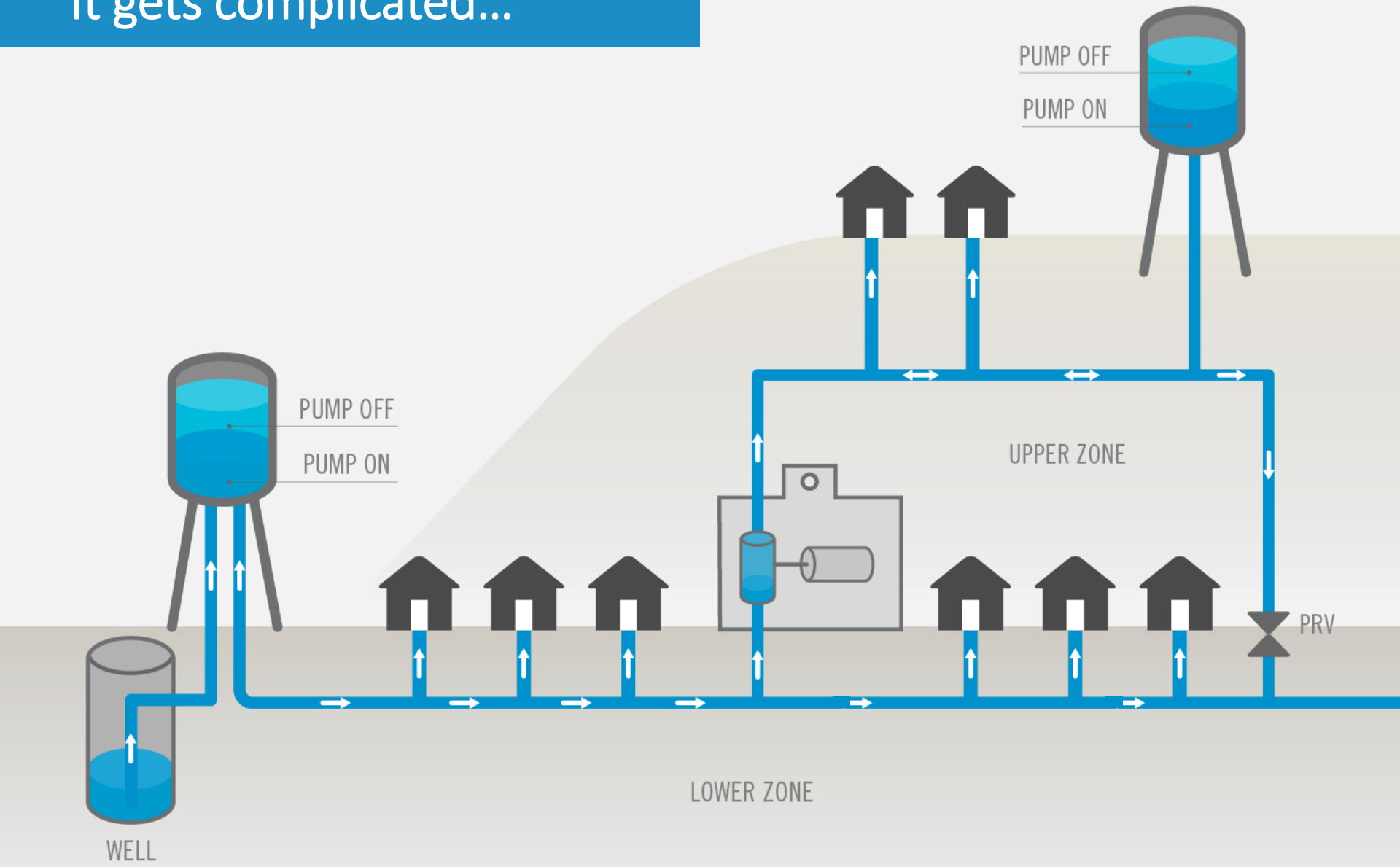
Lifting 1 million gallons 1 foot

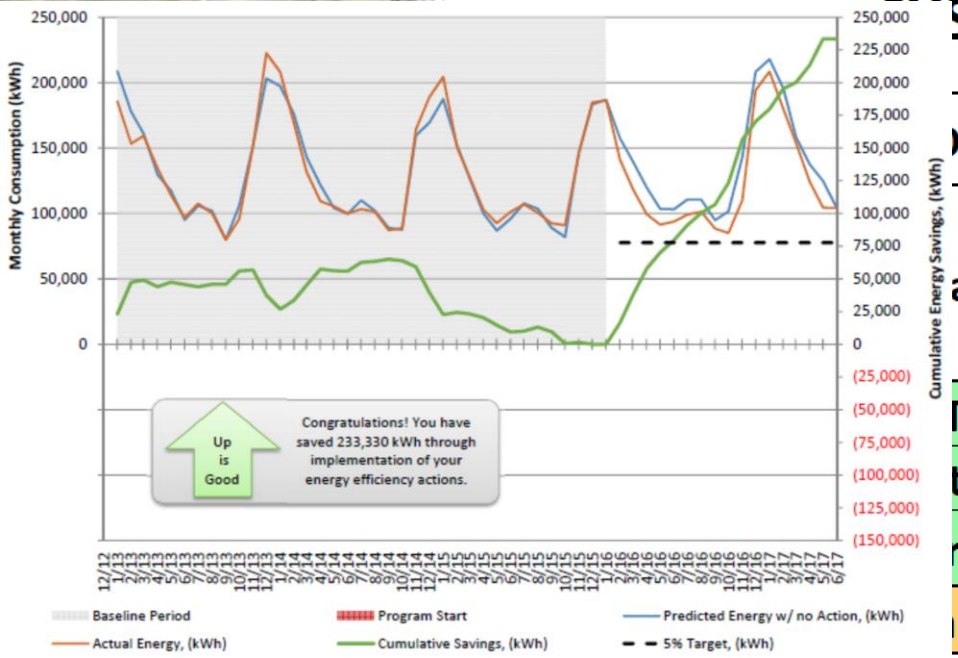
= 3.14 kWh

OR

130 Watts!

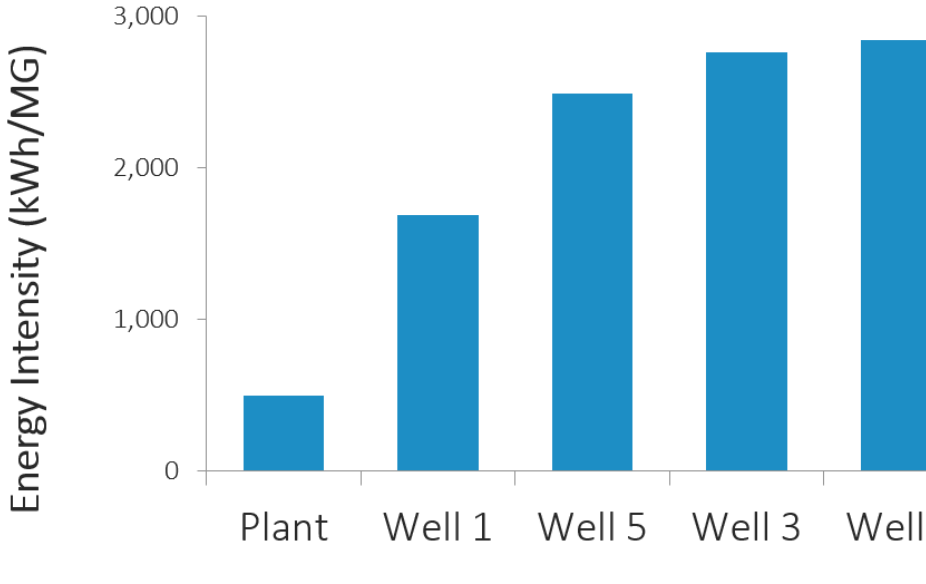
It gets complicated…





STEM MASS BALANCE

ORAGE	SOURCES		DEMAN
ame	Name	Flow (gpm)	Zone (gpm)
Tank	Peters Well	1700	2733
t Tank	A Street Well	1500	
reet Tank	10th Street Well	1300	
ll Tank	Marshall Well	400	1,261
	TOTALS	4,900	3,994



A Gallon of Milk …

Weighs ~8.34 lb

Has a BOD concentration of approximately 120,000 mg/L

How many pounds of BOD?

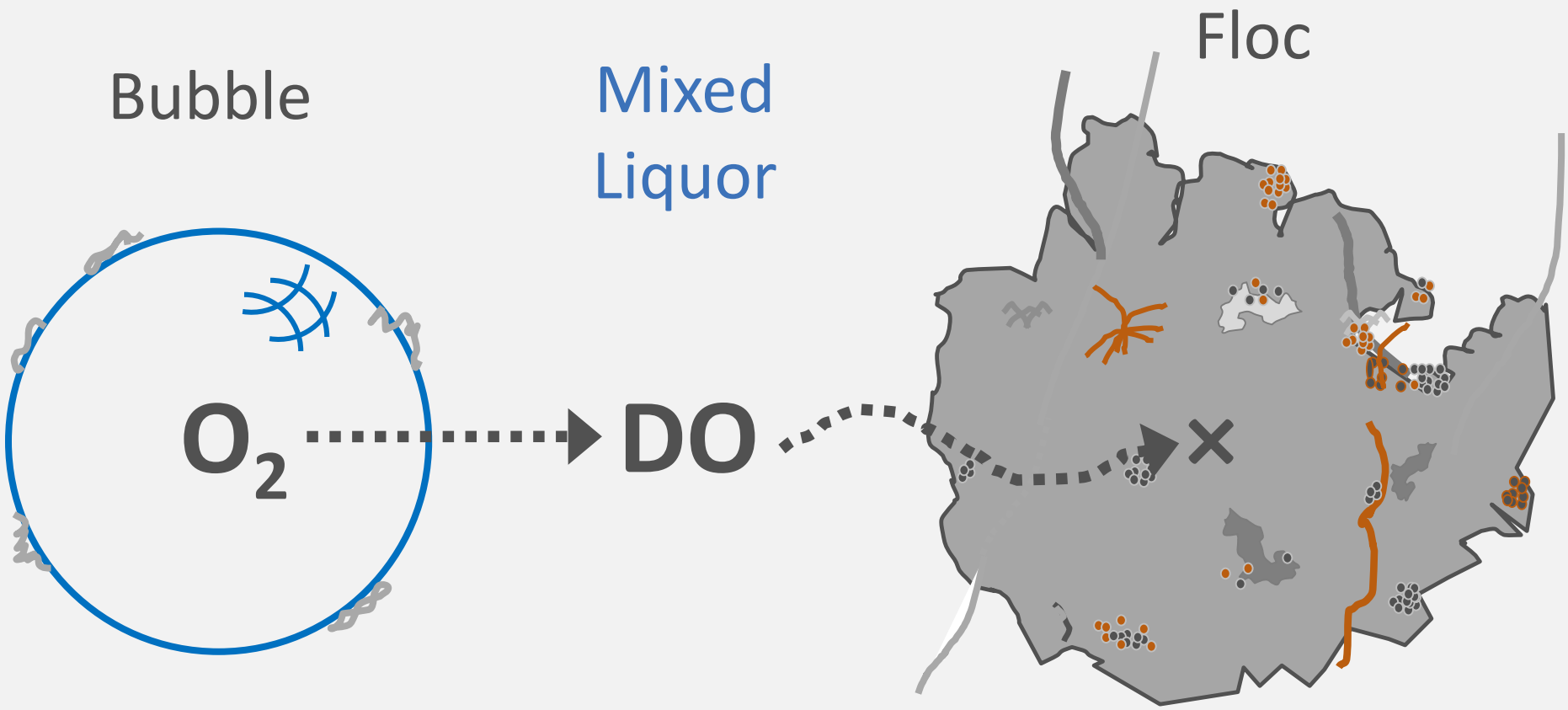
A Gallon of Milk = One Pound of BOD

What does that mean?

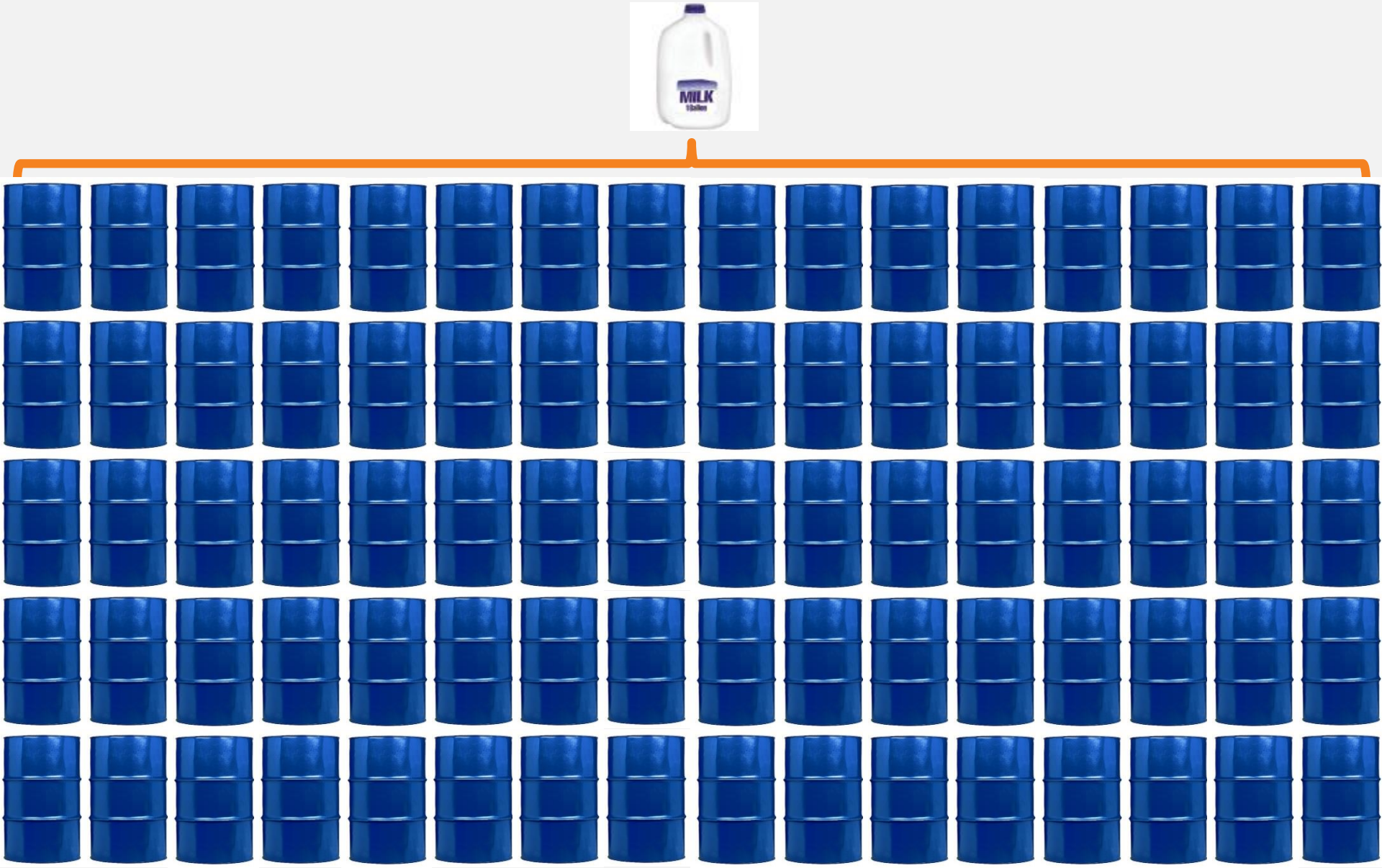
A Pound of Oxygen From the Atmosphere…

~Eight 55-gallon drums of air

The Reason So Much Aeration Is Required. . . .



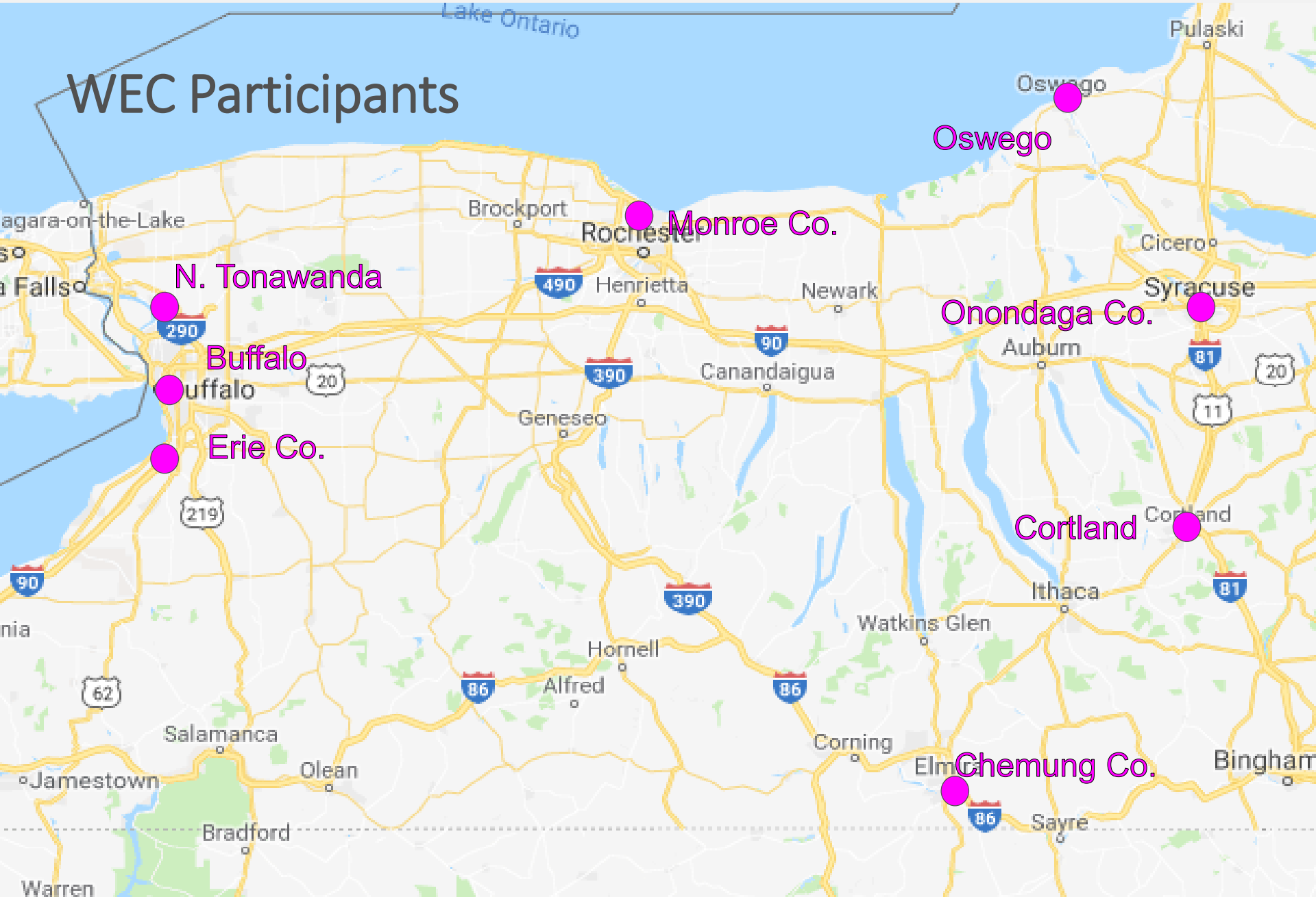
Eighty 55-Gallon Drums of Air



MORE IS BETTER!

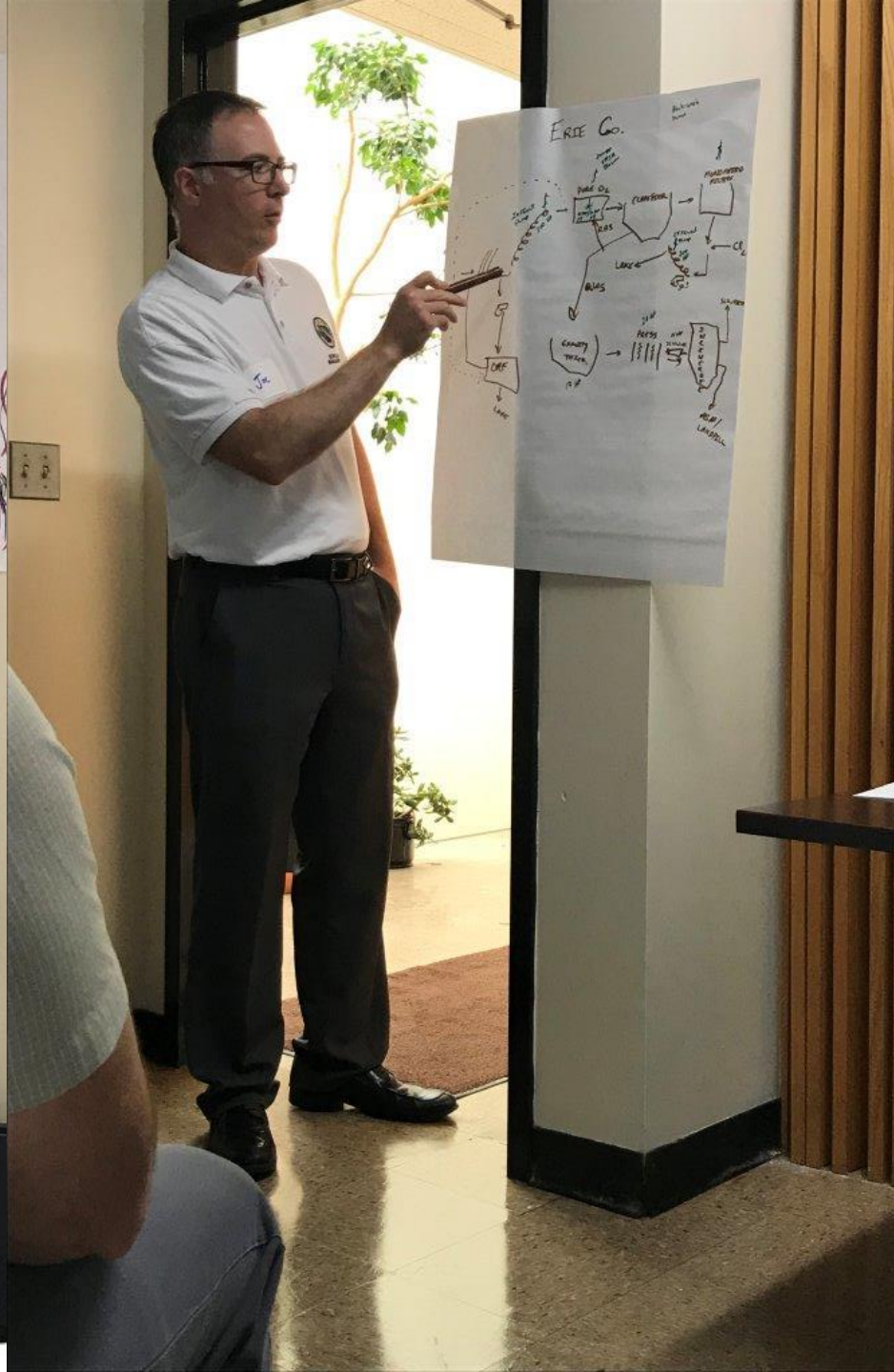
MORE IS BETTER!

WEC Participants




NORTH TONAWANDA
Sludge processing
BILL


BUFFALO
X6
X5
SWW
DIA
X6
FE


ERIE Co.

Even in New York . . .

Some Lessons Learned

- **Water and wastewater operations have little in common – you will lose one side or the other during technical discussions.**
- **Like modern-day baseball . . . a game of homeruns and ~~strike-outs~~ BUNTS!**
- **Operators are EAGER for technical support and training.**
- **Workshops 1 & 2 - THEN treasure hunts**
- **Think in years, not quarters.**

Questions?

Public Service Announcement

3 P's . . . Please!

Thank you!

Advanced Manufacturing Office

U.S. DEPARTMENT OF ENERGY | Energy Efficiency & Renewable Energy

Engaging customers with 50001 Ready

Sandy Glatt
US Department of Energy
NE SEM Collaborative
November 6. 2018

Engaging Customers with 50001 Ready

How to drive deep, sustainable energy savings through energy management

Topics:

1. EnMS an Overview
2. The 50001 Ready Program
3. What's New
4. Options and Resources for Utility Programs and Implementers

EnMS, An Overview: ISO 50001, SEM & CEI

EnMS – What is it?

- An **En**ergy **M**anagement **S**ystem (**EnMS)** integrates active energy management into everyday business systems and procedures.
  - Enables organizations to better manage energy usage, to achieve operating cost savings, and to continuously improve energy efficiency.
  - Active management results in the continued implementation of ***energy actions***.

- An **EnMS** is a holistic approach to continuous improvement of a site's or corporations energy performance.
  - A commitment by top corporate management
  - Technical, cultural, and behavioral improvements that are tracked, measured, and evaluated annually
  - Includes energy efficiency, energy security, energy use and consumption
  - Resetting of improvement goals & objectives annually

A management system is:
- ✓ Say what you do
- ✓ Do what you say
- ✓ Prove it
- ✓ Improve it

*An **EnMS** can be implemented in many different ways.*
***ISO 50001** was developed to establish international standards for **EnMS** and energy improvement*

You can't manage what you don’t measure!

- Would you buy stock in a company without a financial management system?
  - Doubtful! ….. **International Financial Reporting Standards (IFRS)**
- Would you invest in a company without a good environmental management system?
  - Doubtful!…. **ISO140001**, Dow Jones Sustainability Index, CP100, ….
- Would you buy products from a company without quality control system?
  - Don’t think so! …. **ISO 9001**
- Would you work for a company without a good safety management system?
  - No chance!…. **ISO 45001** *Occupational health and safety management systems*

Corporate system standards *are core to every well managed company*

HR, purchasing, supply chain, operations, testing…

All have long institutionalized company systems with industry standards.

An Energy Management System is critical to any successful company!

ISO 50001: an EnMS defined by an international body

- Developed to create consistency between the multiple national energy management standards that were being developed
- Published in 2011, recently updated
  - 44 ISO member countries and 14 observer countries participated in the development

- Describes an ***Energy Management System*** *framework*
  - A management model for continual improvement similar to existing models for quality (ISO9001) and environmental management (ISO14001)
  - A ***requirements specification*** for establishing, implementing, maintaining and improving an energy management system.

Bridging the Gap: The DOE 50001 Ready Program for utilities and implementers

Why aren't Utilities running ISO 50001-based SEM programs?

"Don't need a complex SEM/CEI type program"

"ISO 50001 documents are too complicated"

"Running an ISO 50001 implementation is too costly to design and implement"

"ISO 50001 does not provide immediate savings"

"Other SEM/CEI program designs can provide the same benefits"

The 50001 Ready Program and resources are designed to help utilities overcome these issues

50001 Ready Program for utilities and implementers

The DOE Objective

The Objective

- Create readily adoptable, easy-to-use resources for utilities and implementers that want to offer their customers a continuous energy improvement program. Provide self-attestation and recognition.

50001 Ready is

1. Open source software tools and resources, designed to be enhanced by implementers and offered to end-users
2. Suite of resources to support utilities and implementer who want to work with customers in institutional, commercial and industrial facilities
3. Available to support 'enterprise' or multi-facility adoption
4. Recognition for self-attesting to ***conformance*** with ISO 50001. There are no certification requirement from third parties

50001 Ready Process

Three Steps to Becoming 50001 Ready

STEP 1
Self-declared implementation of ISO 50001

50001 Navigator

- ✓ The Navigator walks a user through the steps of implementing an EnMS consistent with an ISO 50001 framework.
- ✓ Each step is checked off and validated by the user

STEP 2
Validation of energy and emissions reductions

DOE EnPI (Energy Performance Indicator)

- ✓ Run a regression-based calculator for single or multiple fuels to determine energy savings. DOE makes an EnPI tool available
- ✓ The User can utilize the DOE EnPI tool, an Energy Star tool, a third party tool, or their own tools to validate the results.

STEP 3
Submission of results to DOE for recognition

Recognition Program

- ✓ Complete Navigator with > 0 results
- ✓ Complete EnPI with YES to all questions
- ✓ Submit to DOE signed attestation of completion along with EnPI results

DOE or Utility recognized success for conformance to ISO standards

STEP 4 (non-DOE program)
Pursue ISO 50001 Certification if desired

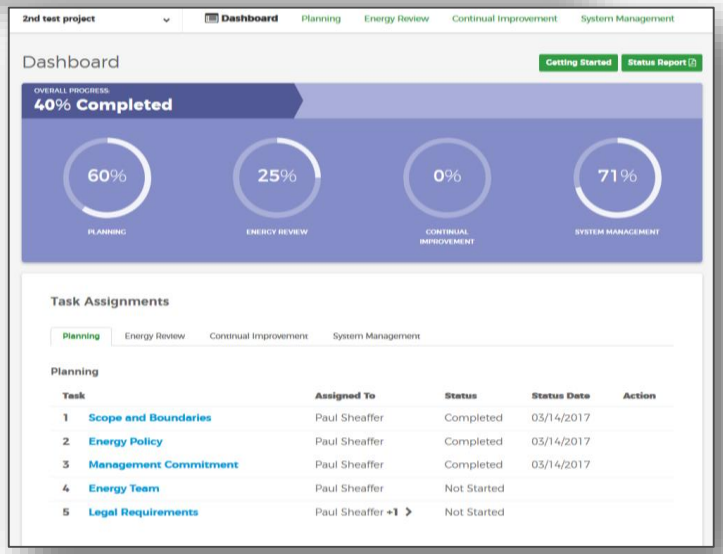
Move to achieve ISO 50001 Certification

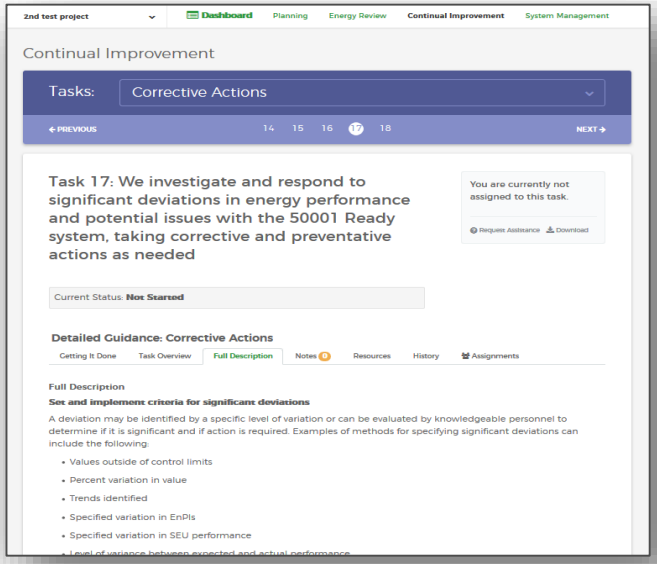
- ✓ *Decide on facility or enterprise level*
- ✓ *Organize submissions of policy, framework fulfillment and performance*
- ✓ *Work with external auditor & certification body to receive ISO 50001 Certification*

50001 Ready Tools

50001 Navigator Tool

- ✓ Online tool, with simple, step-by-step approach to ISO 50001 implementation
- ✓ 25 tasks divided into 4 sections
- ✓ Ability to assign tasks to team members
- ✓ Extensive guidance available in each module



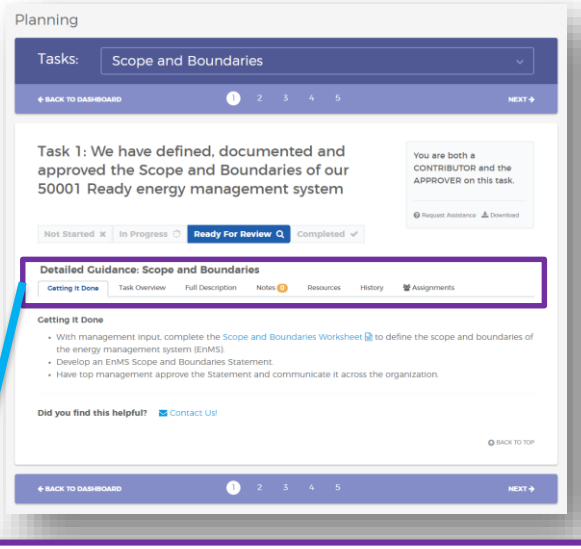


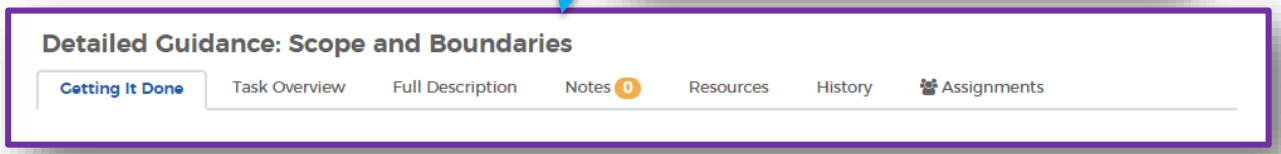
https://navigator.industrialenergytools.com

50001 Ready Tools

50001 Navigator Tool

- Guidance broken into straight forward sections, including:
  - Getting It Done – what specifically needs to be accomplished
  - Task Overview – how does this task connect with ISO50001
  - Full Guidance – comprehensive guidance about the task
  - *Optional* Transition Tips – from other ISO management systems or ENERGY STAR
- Track and update task progress
- Form teams and assign tasks
- Download guidance
- Create multiple projects
- Access over 100 related resources
- **DOE 50001 Ready Recognition!**





50001 Ready Navigator Steps

- Having a **Continuous Energy Improvement** or **Energy Mgmt. System** means you are already at least **HALF WAY DONE**

Strongly prepared Partially prepared

Planning

1. Scope and Boundaries*
2. Energy Policy
3. Management Commitment
4. Energy Team*
5. Legal Requirements

Energy Review

6. Data Collection
7. Data Analysis
8. Performance Indicators (EnPIs)*
9. Significant Energy Uses (SEUs)*
10. Relevant Variables
11. Baselines, Objectives and Targets*
12. Improvement Opportunities*
13. Improvement Projects

Continual Improvement

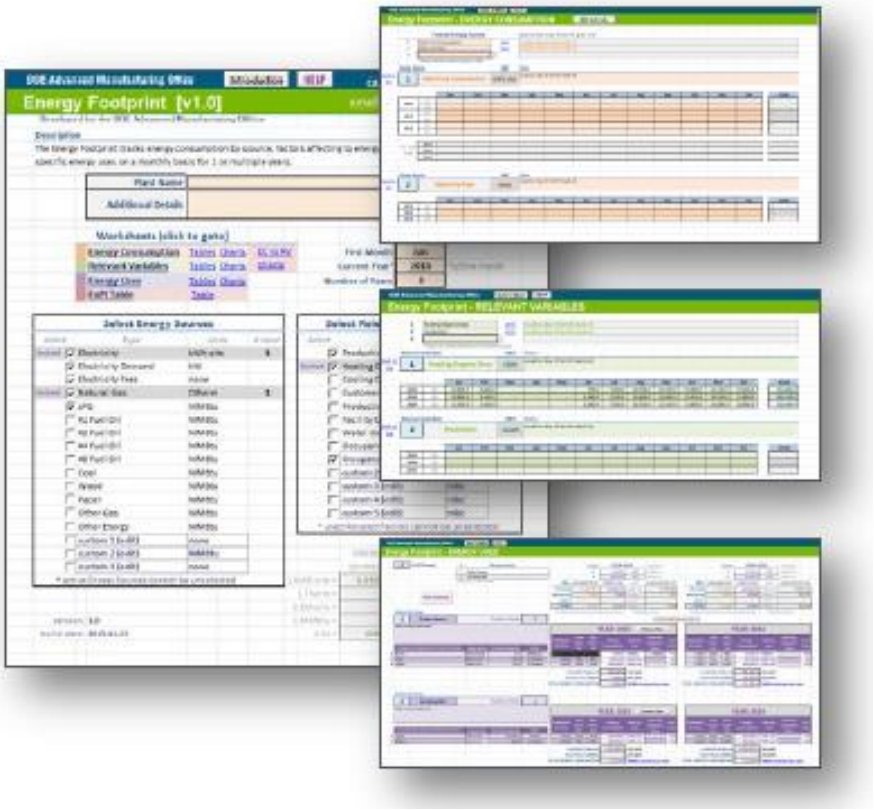
14. Monitoring*
15. Measurement*
16. Operational Controls*
17. Corrective Actions
18. Energy Consideration in Design

System Management

19. Documentation and Records
20. Communications
21. Training
22. Procurement*
23. Internal Audit
24. Calculate Energy Savings*
25. Management Review

50001 Ready Tools

DOE Energy Footprint Tool



Developed to support manufacturing, industrial and commercial facilities that are implementing energy management plans

Organize Data to Easily track and analyze:

- Energy consumption
  Electricity, natural gas, etc.
- Relevant variables
  Production levels, degree days, operating hours, occupancy rates, etc.
- Energy Uses
  i.e., Application of energy
- Calculates energy-related greenhouse gas emissions

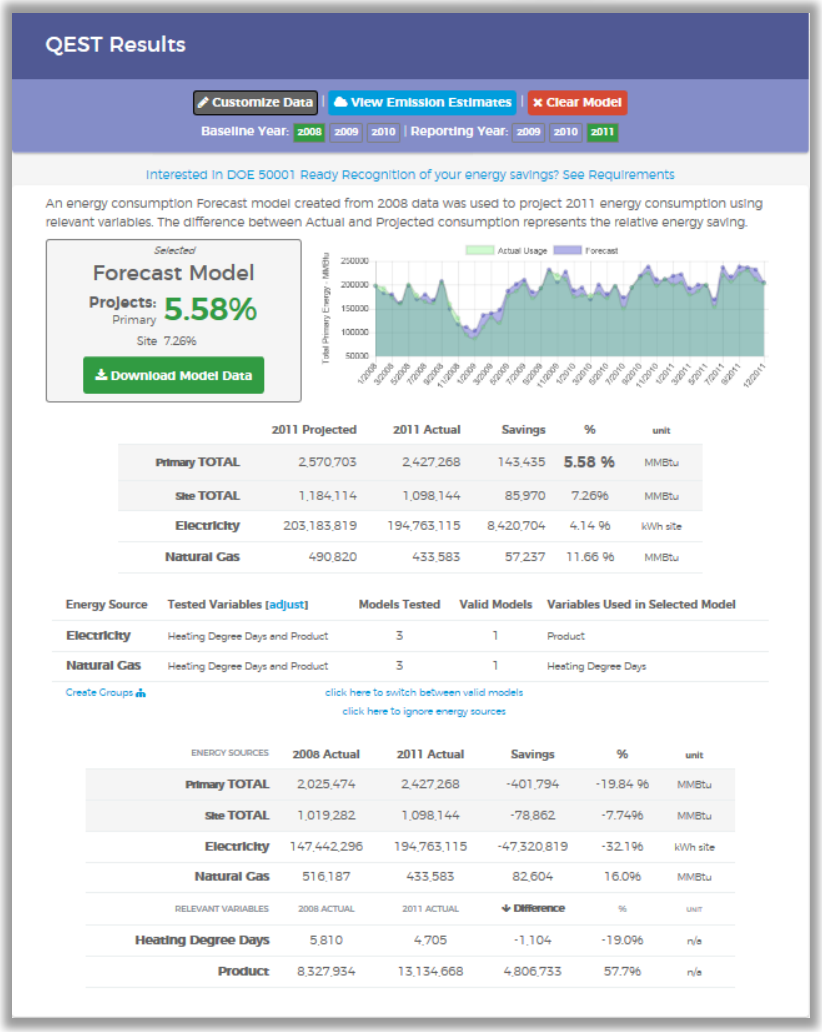
https://ecenter.ee.doe.gov/EM/tools/Pages/EnergyFootprint.aspx

50001 Ready Tools

DOE Energy Performance Indicator Tool (EnPI Lite)

EnPI Lite: Navigator's companion tool for facility-level energy performance

- Enter or upload energy use data and account for mitigating factors (e.g., production levels, occupancy changes, weather)
- Top-down regression analysis calculates energy change from baseline year
- Accepts input from DOE Energy Footprint tool and ENERGY STAR Portfolio Manager
- The EnPI Lite Output file is one option for reporting energy performance for DOE recognition



https://enpi.industrialenergytools.com/

50001 Ready Tools

Automated Register of Implemented Actions

- "The Register" assists with implementation of an EnMS including, but not limited to ISO 50001.
- Energy savings over the reporting period are reflected; typically, this will be annual savings.

- The Register summarizes key details of each EnMS action's implementation
  - Action description
  - Actual energy savings
  - Source of energy savings determination
  - Responsible party.

ACTIONS

#	ACTION (Use multiple rows for multiple energy types impacted by the same action.)	Type (Select from the List)	Date Initiated (DD/MM/YYYY)	Date Completed (DD/MM/YYYY)	Energy Types Impacted	Primary Energy Conversion Factor	Change in Energy Consumption During the Reporting Period (MMBtu) Use "+" for savings and "-" for increased consumption — Anticipated: Measurement Method	Anticipated: Site	Anticipated: Primary	Actual: Measurement Method	Actual: Site	Actual: Primary
1	Motor replacement (Example)	Equipment	1-Sep-2014	1-Oct-2014	Electricity	3	Engineering Assessment	154,000	462,000	Calculated	120,000	360,000
2	Repair steam leaks (Example)	Operations	11-Aug-2014	10-Sep-2014	Natural Gas	1	Engineering Assessment	90,000	90,000	Calculated	90,000	90,000
3	Switching electric steam boiler to waste heat & NG boiler (Example)	Processes	6-Jul-2014	1-Dec-2014	Electricity	3	Engineering Assessment	97,000	291,000	Calculated	97,000	291,000
					Natural Gas	1	Engineering Assessment	(79,000)	(79,000)	Metered	(81,000)	(81,000)
4	Eliminating Inappropriate Use of Compressed Air (Example)	Behavior	1-Jan-2014	1-May-2014	Electricity	3	Other (Please describe)	1,257	3,771	Calculated	943	2,829

energy.gov/eere/downloads/automated-register-implemented-actions

What's New!!

50001 Ready Playbook

- 50001 Ready Navigator is a personnel management and tracking tool
  - Bring in energy team and consultants
  - Assign to Tasks and track feedback
  - Leave notes and Sharepoint locations for the needed deliverables

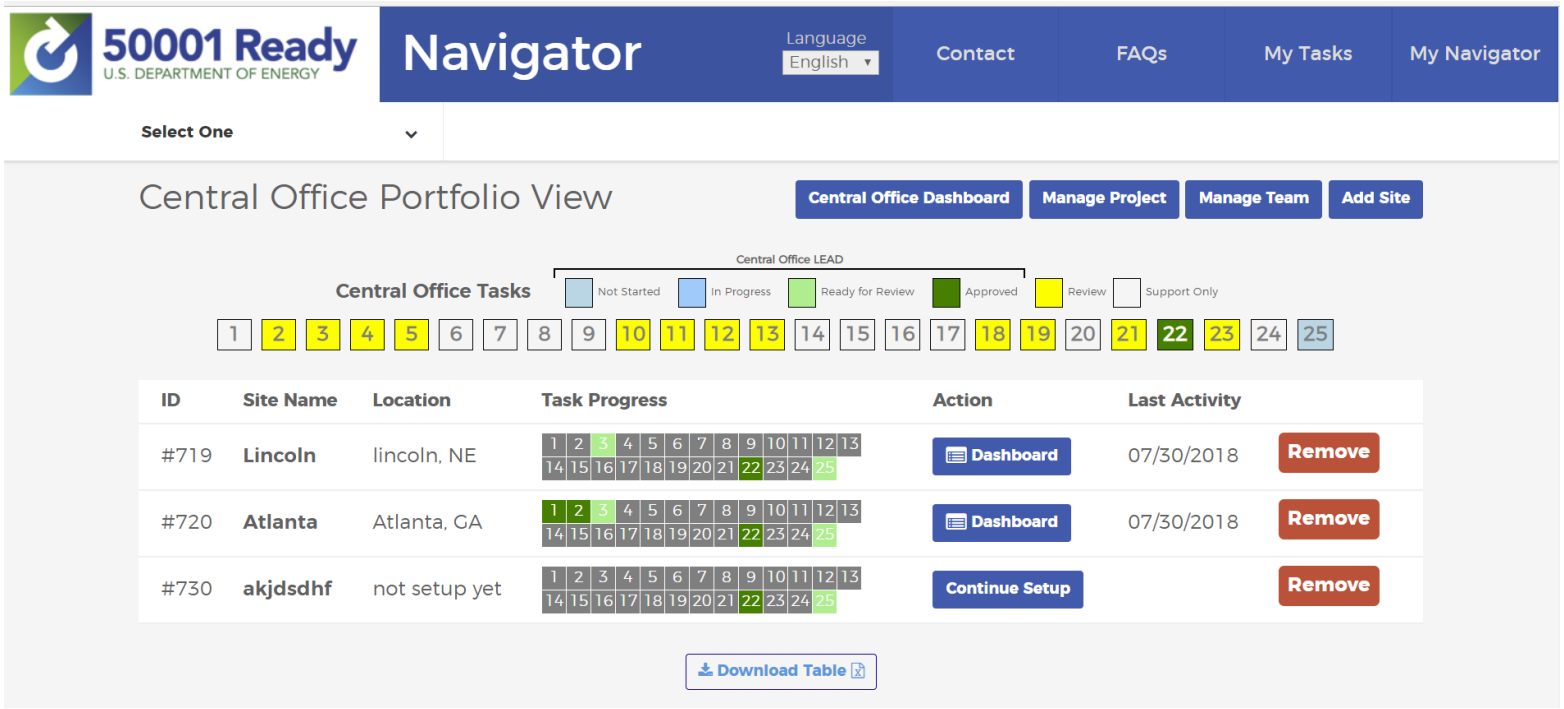
- New: Companion Playbook with Task worksheets
  - Fill out the worksheets for each Task
  - Living document (spreadsheet) that contains the energy data and system
  - Step-by-step guide to establishing and improving energy use
  - On boarding tool for new energy personnel (management or staff)
  - Will contain sample completed forms to show end product example
  - Examples across sectors (industrial, commercial, municipal)

Multi-Site Platform!

- Multi-site functionality – central office involvement to coordinate and support activities at multiple linked facilities – has applicability to cohort program models
- Reduces time and effort to implement 50001 Ready across multiple facilities
- Standardizes 50001 Ready system across facilities
- Centralized repository for shared information
- Applicable for entities with multiple facilities pursuing 50001 Ready
  - Municipal; schools, hospitals
  - Industrials with multiple sites

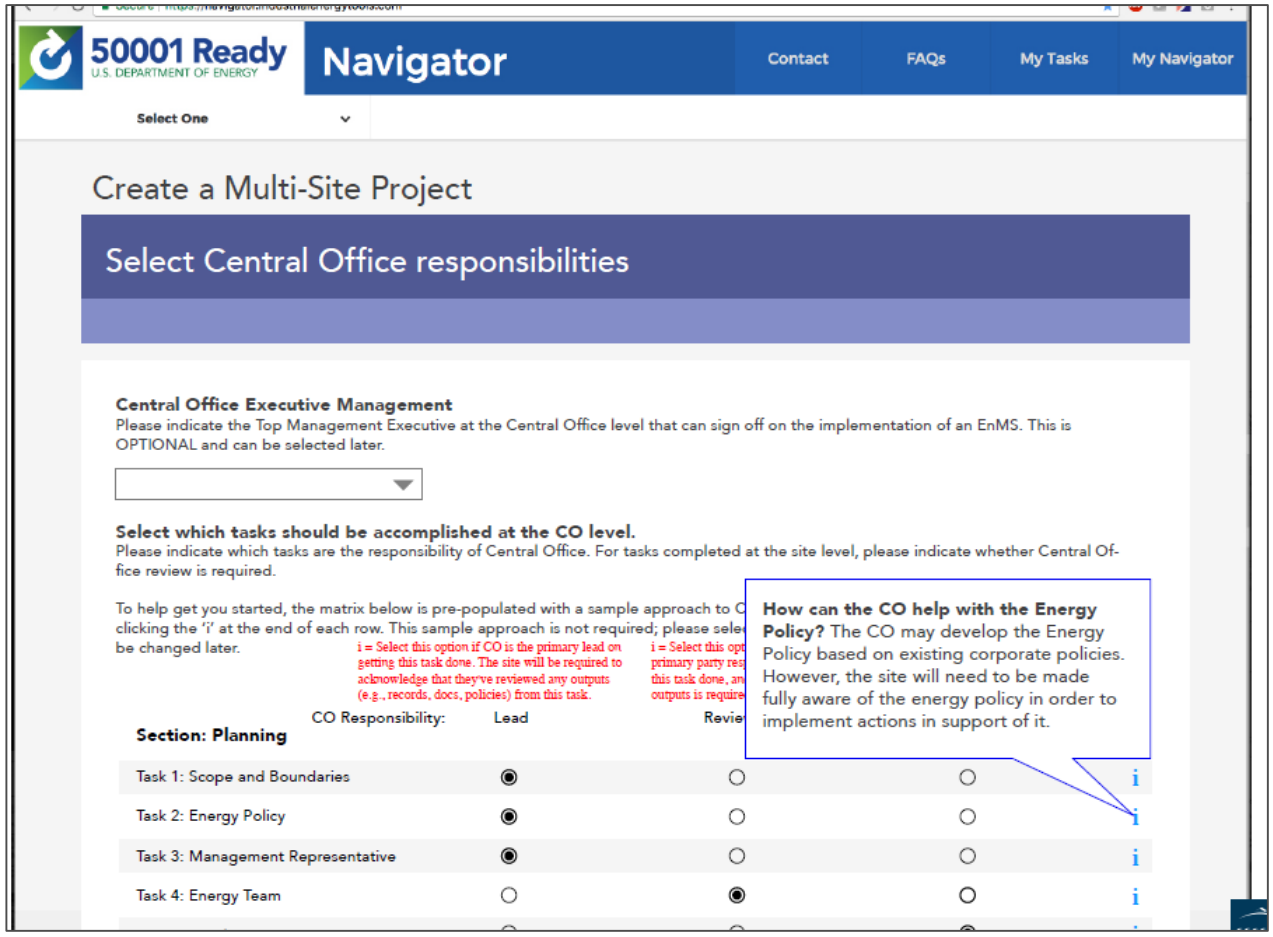
50001 Ready Navigator Multi-Site Features

- Track overall 50001 Ready implementation across multiple sites
- Platform for communicating with sites on 50001 Ready



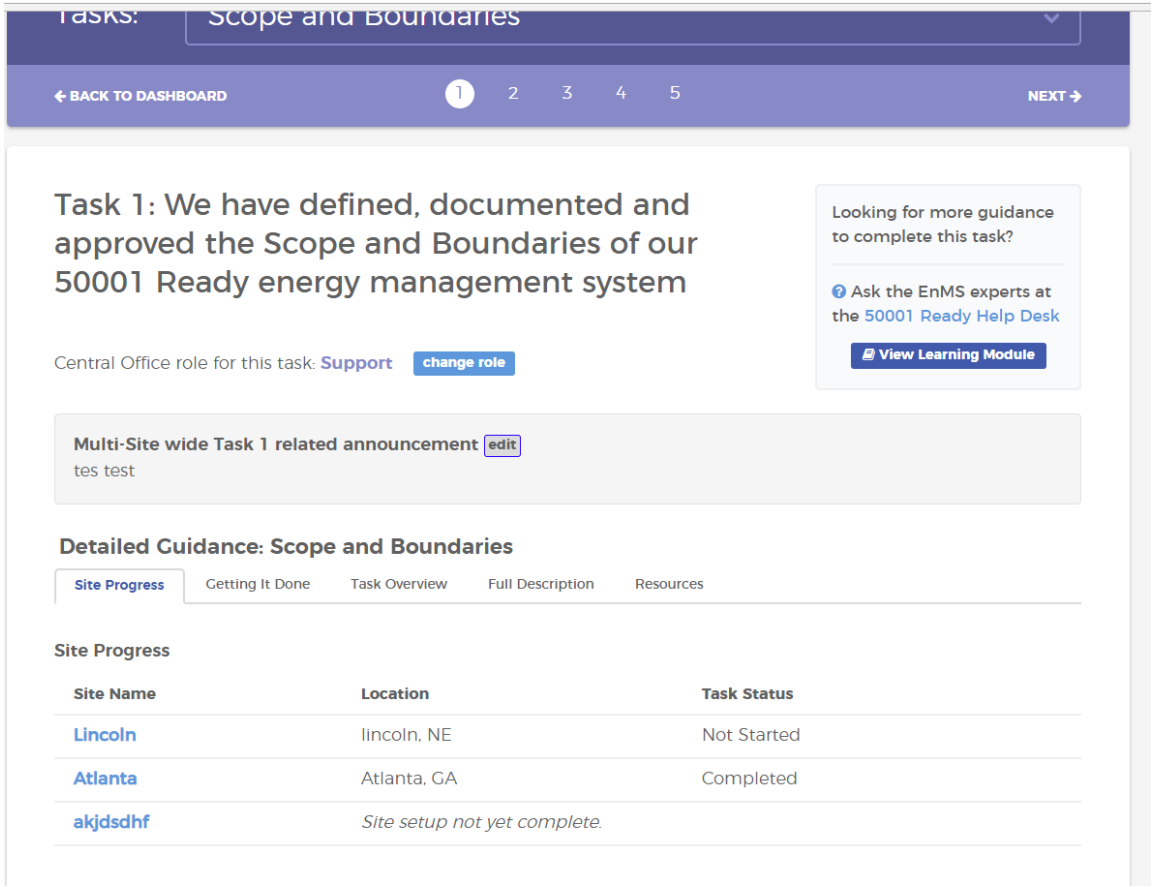
50001 Ready Navigator Multi-Site features

- Establish role of Central Office in 50001 Ready implementation



50001 Ready Navigator Multi-Site Features

- Track 50001 Ready implementation across multiple sites for each task



Overview of Changes in ISO 50001:2018

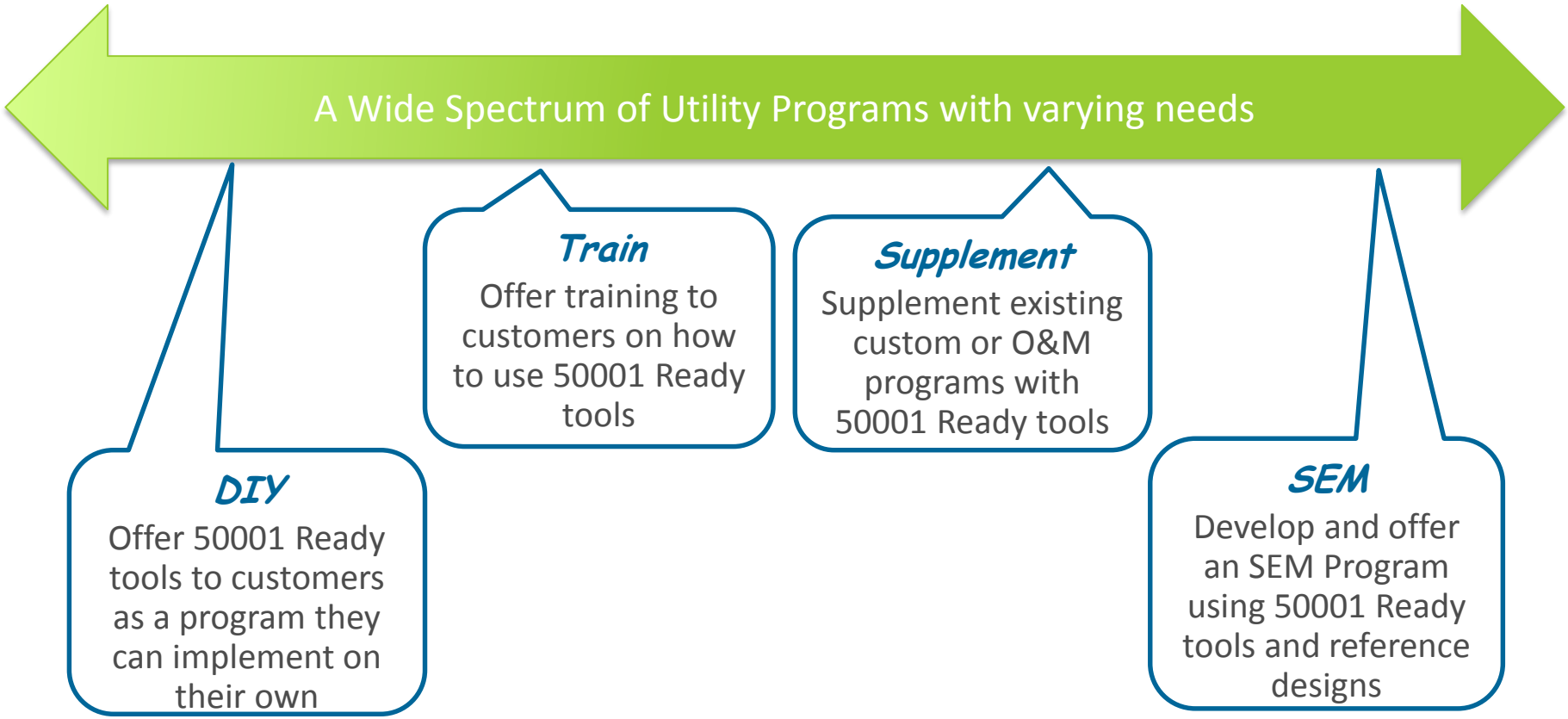
Updates clarify expectations for organizations committed to ISO 50001!

- **Top management**: expanded role and description of responsibilities
- **Continual energy performance improvement**: strengthened demonstration and emphasis on measurable benefits.
- **Types of energy** within the defined scope and boundaries cannot be excluded.
- **Topics with new clarifying details**:
  - Energy review
  - Energy performance indicators and associated energy baselines
  - Energy data collection plan, previously energy management plan
  - Normalization for variables that affect performance.
- **Reorganized content and user friendliness**
  - Adopts ISO's new "high-level structure" that aligns all management system standards for consistency and greater cross-discipline integration

Options and resources for utility programs and implementers

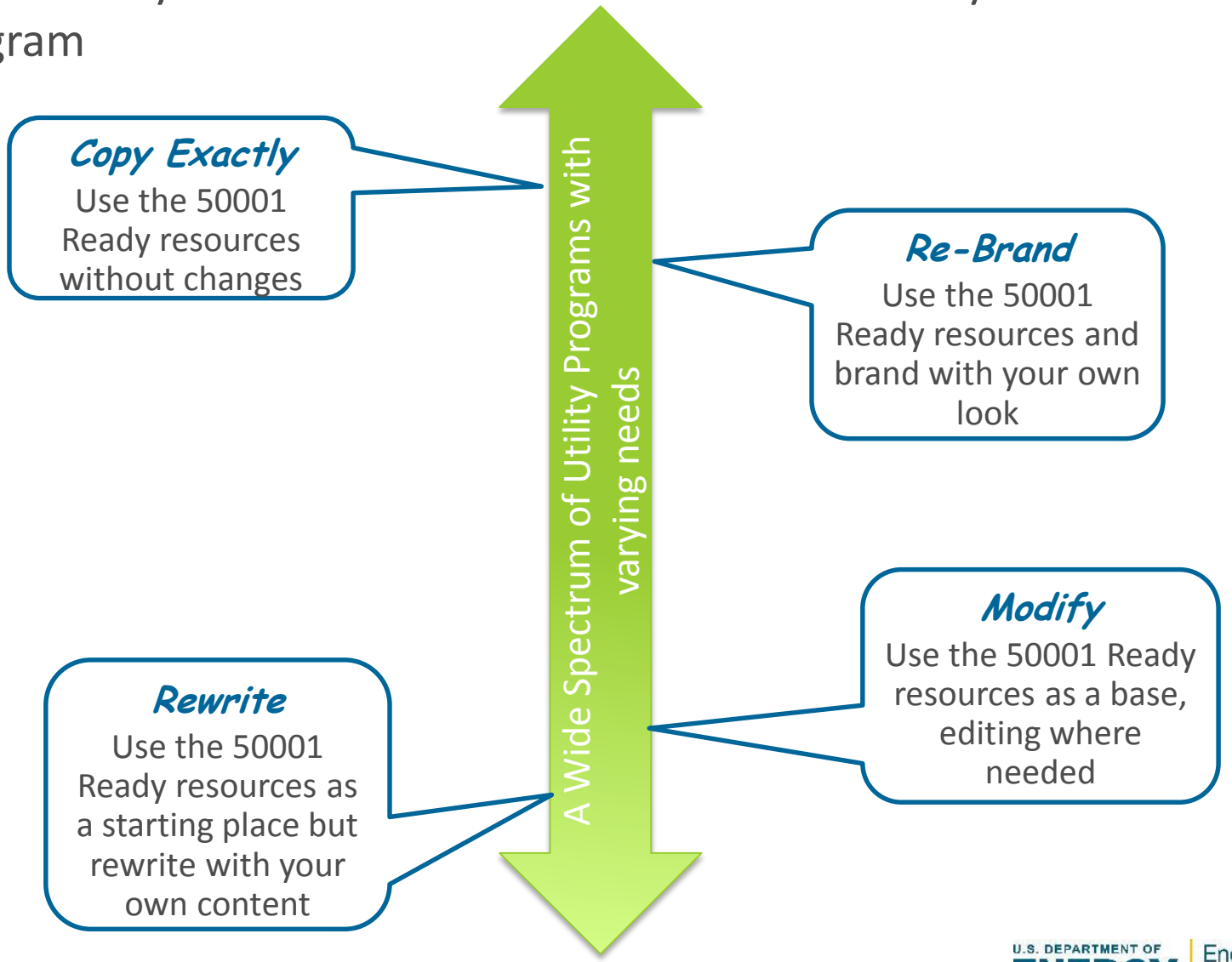
50001 Ready Program for Utilities and Implementers

- The 50001 Ready program is designed to be used by program administrators and implementers in whatever way fits their goals



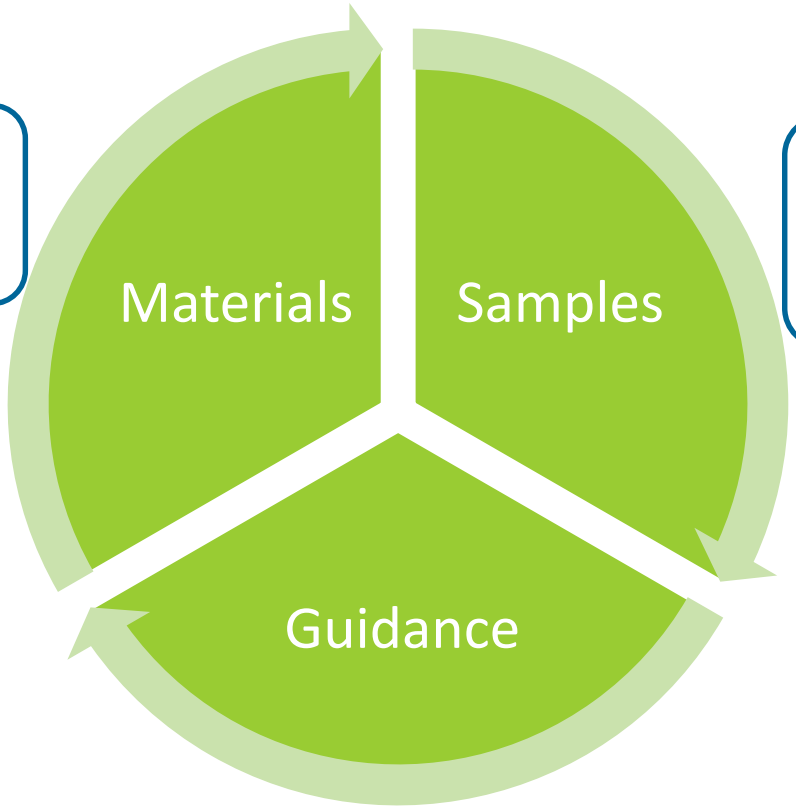
50001 Ready Program for Utilities and Implementers

- 50001 Ready resources can be used in whatever way is best for each program



Additional Tools for Program Administrators and Implementers

To help utilities and implementers easily develop custom materials



To give give utilities and implementers ideas on potential program designs

To help utilities and implementers make decisions when designing programs

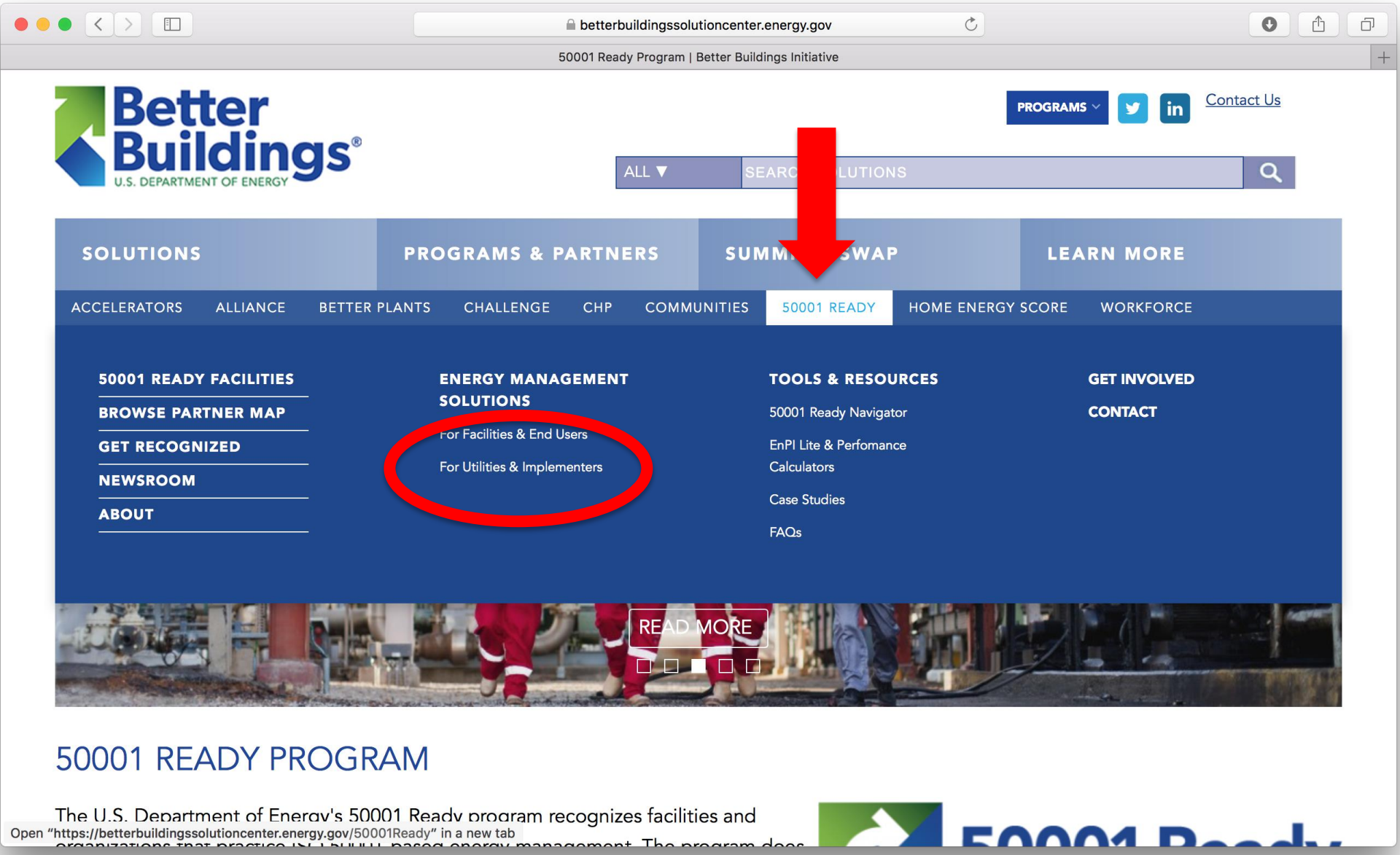
Overview of 50001 Ready Utility and Implementer Materials

Purpose of 50001 Ready Utility Resources

Make it easy for utility program administrators and implementers to use 50001 Ready by providing:

- Samples- to give ideas on how use 50001 Ready can be used
- Guidance- that helps make decisions on how to use 50001 Ready
- Materials- that make it easy to develop offerings using 50001 Ready
- *COMING SOON: CASE STUDIES!!!*

Resources in ENERGY.GOV/50001READY



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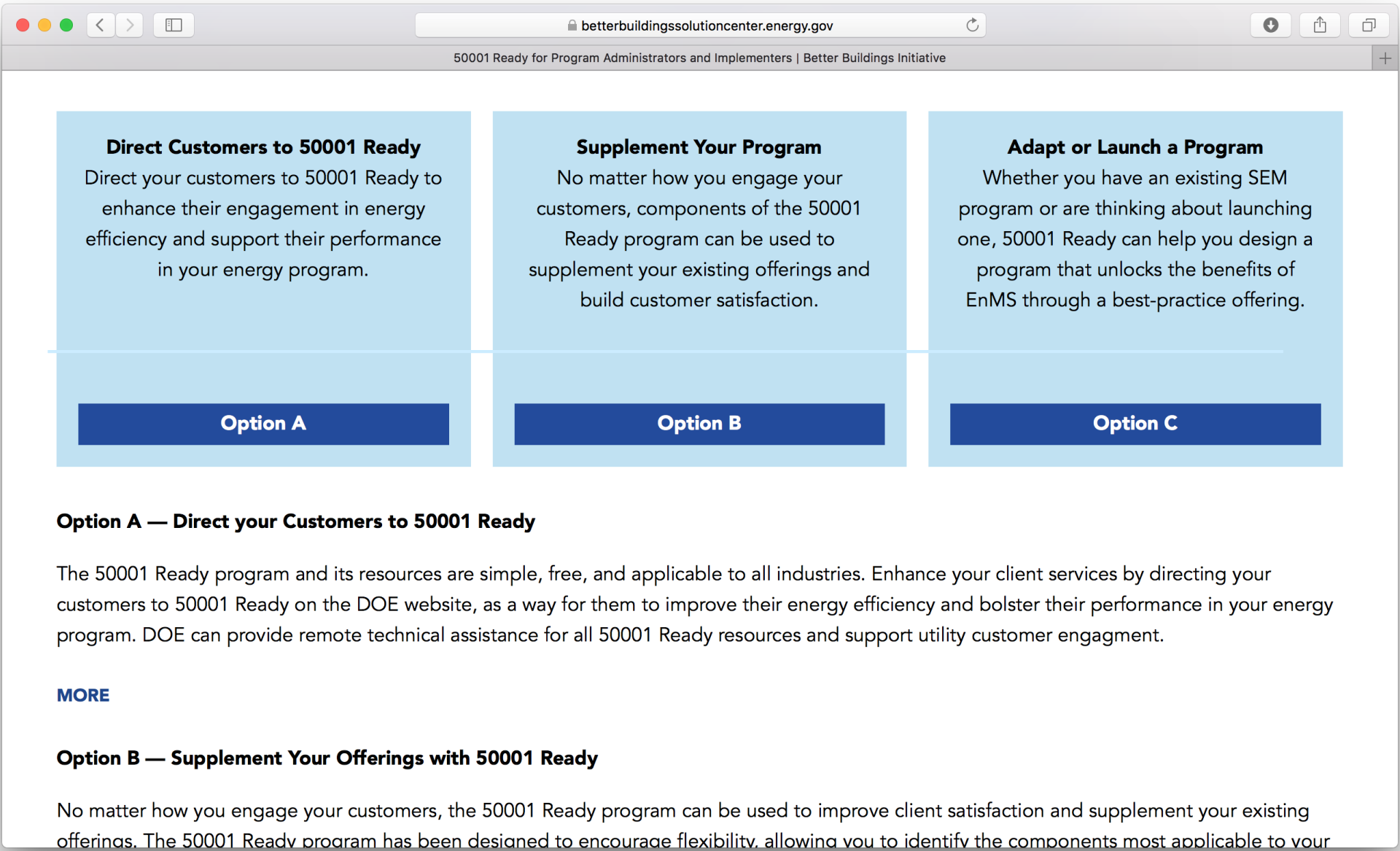
Support for Various Types of Engagement



Option A Resources

Option A — Direct your Customers to 50001 Ready

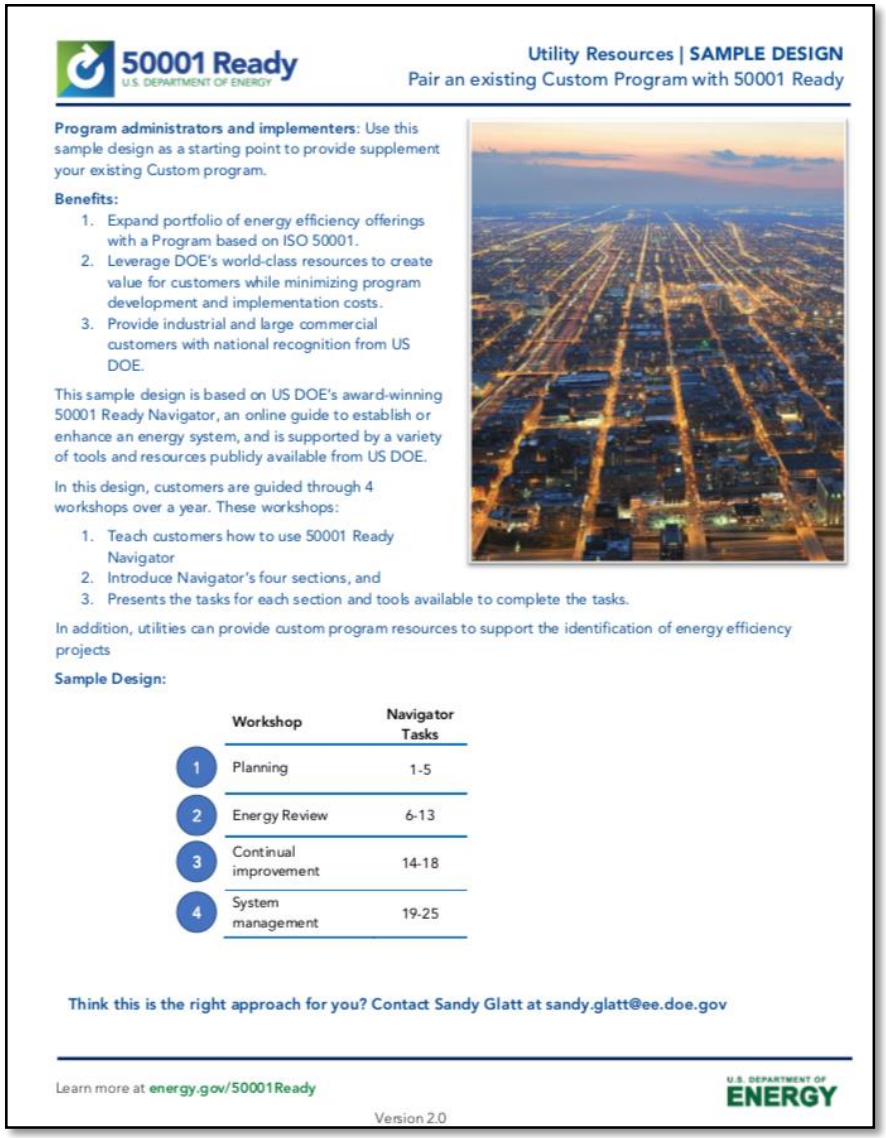
The 50001 Ready program and its resources are simple, free, and applicable to all industries. Enhance your client services by directing your customers to 50001 Ready on the DOE website, as a way for them to improve their energy efficiency and bolster their performance in your energy program. DOE can provide remote technical assistance for all 50001 Ready resources and support utility customer engagement.

If you are interested in having your customers use the 50001 Ready program and Navigator tool, DOE resources are available to help you communicate the benefits of 50001 Ready. These templates can be customized to meet your program and customer needs. Several examples are listed below; for editable versions or additional assistance with developing your customer-facing material, please contact us.

- Learn more about how 50001 Ready benefits your customers
- 50001 Ready - Infosheet - Overview for Program Participants (PDF)
- 50001 Ready - Slide Deck - Program Overview (PDF)

Additionally, DOE would like to hear feedback from you and your customers regarding the value and usability of the 50001 Ready Navigator and other program resources. Please contact us to see how your partnership with DOE can contribute to future program and software development.

Sample Design: Supplement with 50001 Ready



50001 Ready
U.S. DEPARTMENT OF ENERGY

Utility Resources | **SAMPLE DESIGN**
Pair an existing Custom Program with 50001 Ready

Program administrators and implementers: Use this sample design as a starting point to provide supplement your existing Custom program.

Benefits:

1. Expand portfolio of energy efficiency offerings with a Program based on ISO 50001.
2. Leverage DOE's world-class resources to create value for customers while minimizing program development and implementation costs.
3. Provide industrial and large commercial customers with national recognition from US DOE.

This sample design is based on US DOE's award-winning 50001 Ready Navigator, an online guide to establish or enhance an energy system, and is supported by a variety of tools and resources publicly available from US DOE.

In this design, customers are guided through 4 workshops over a year. These workshops:

1. Teach customers how to use 50001 Ready Navigator
2. Introduce Navigator's four sections, and
3. Presents the tasks for each section and tools available to complete the tasks.

In addition, utilities can provide custom program resources to support the identification of energy efficiency projects

Sample Design:

	Workshop	Navigator Tasks
1	Planning	1-5
2	Energy Review	6-13
3	Continual improvement	14-18
4	System management	19-25

Think this is the right approach for you? Contact Sandy Glatt at sandy.glatt@ee.doe.gov

Learn more at **energy.gov/50001Ready**

U.S. DEPARTMENT OF ENERGY

Version 2.0

All overviews are similar one-page snapshots:

- Brief description
- Benefits
- Overview of the design

50001 Ready SEM Program Design Tool

>> LAUNCHING A NEW 50001 READY SEM OR CEI PROGRAM

SEM programs are complex, and program development is complicated and can be costly. If you are considering implementing an SEM program, 50001 Ready resources are available to jumpstart the process, reduce the costs of your program development efforts, and provide your customers with a globally recognized approach.

Energy efficiency program administrators that want to launch a 50001 Ready SEM program can take the following steps:

1. Decide what type of 50001 Ready SEM program is right for you.

SEM programs, including the 50001 Ready SEM program, can come in many different "flavors" (e.g., length of engagement, amount and type of support to provide, whether to provide group workshops or cohorts). DOE's ***50001 Ready SEM Program Design Tool*** is available to help you make key decisions on what type of program might be right for you. Answer a few brief questions in the online tool and immediately receive recommendations to consider in designing an SEM program. *Use the 50001 Ready SEM Program Design Tool >*

Design tool provides guidance for designing a new SEM Program

50001 Ready Successes

ArcelorMittal Cleveland – 50001 Ready Facility

Elevating awareness of energy performance among internal and external audiences

- **Competitive advantage in the market:** 50001 Ready distinguishes ArcelorMittal to key customers that prefer suppliers that demonstrate energy management excellence.
- **Access to capital through competitive internal channels:** 50001 Ready helped plant leadership recognize the ongoing value of investment in energy projects.

Nissan North America – Three 50001 Ready Facilities

Leveraging 50001 Ready to replicate successes with energy management

- **No-cost boost to supplier energy management:** Nissan uses 50001 Ready to engage suppliers to manage energy cost-effectively—further reducing corporate carbon footprint.
- **Effective training of new staff:** Following steps in the 50001 Ready Navigator, new hires learn Nissan's energy management processes.

Nissan's 50001 Ready Facilities:

- Vehicle assembly plant, Smyrna, TN
- Vehicle assembly plant, Canton, MS
- Powertrain plant, Decherd, TN

Four Seasons Produce – 50001 Ready Facility

Continuing a tradition of leadership and innovation in sustainability

- **Energy performance:** The Navigator guided efforts to measure, monitor, and improve energy intensity by 2.1%.
- **Continuous Energy Improvement (CEI) practices:** 50001 Ready confirmed enduring effectiveness of CEI best practices to achieve results.
- **No- and low-cost savings:** With 50001 Ready, ~25% of identified savings opportunities were affordable or free.

Four Seasons Produce (Ephrata, Penn.) was introduced to 50001 Ready by their CEI provider, Strategic Energy Group (SEG).

Neenah Inc. – 50001 Ready Facility

Identifying savings from specific energy activities and qualifying for incentives

- **530,000 therms of natural gas and 1.6 million kWh saved annually:** 50001 Ready helped Neenah trace savings to specific energy efficiency projects.
- **Replication of energy savings:** Clarifying the source of savings enabled the mill's energy team to install successful projects across the mill.
- **Leveraging utility incentives:** Completing 50001 Ready in partnership with Focus on Energy led to additional cost savings.

Focus on Energy, Wisconsin's utility-funded efficiency program, introduced 50001 Ready to this specialty paper facility in Whiting.

Contact Us

Sandy Glatt

sandy.glatt@ee.doe.gov

ENERGY.GOV/50001READY

Topical Breakouts

- What key topics or questions suggest further small group exploration?

Topical Breakouts

- Choose a breakout group
- Spend 20 minutes discussing;
  - Topic lead describe basics of the issue
  - Group members provide input, perspectives
  - brainstorm potential solutions, outstanding questions
- Full group report out, Q&A

Northwest Collaborative Workshop Open Space Session

1. **Savings persistence and measure life**: finding agreement on how to measure it
2. A holistic regional **SEM data plan**: could automated data make our lives easier?
3. **SEM tools**: what additional resources could the NW SEM Collaborative develop?
4. What role should SEM play in helping states meet their **climate and carbon goals**?
5. **Negative savings**: how to banish them or at least deal with them
6. **SEM as a wrapper**: could it be an umbrella program for all C&I energy efficiency, DER and DR? How does SEM support IDSM and vice versa?
7. **50001 Ready**: which customer types are most ready for 50001 Ready, and can SEM programs help more customers earn that designation?
8. How should SEM programs adapt as machines get smarter in an **increasingly connected world**?
9. How can/should SEM be proven out as a **reliable and durable resource**… and therefore become part of energy markets, 8th Plan capacity planning, etc.
10. How to **grow/scale SEM down to smaller (more) customers**? / Serving smaller industrial customers cost-effectively

Northwest Collaborative Working Group Report-outs:

1. The Measurement & Verification (M&V) committee progressed on four efforts this year:
   - A decision tree to inform M&V method selection.
   - A framework for estimating and predicting the Effective Useful Life (EUL) of a measure.
   - A utility tracking spreadsheet to see what others are already doing throughout the region/country.
   - A draft decision tree for helping decide when to re-baseline.

2. The Certifications and Recognition Committee demonstrated the array of existing certificate and awards by convening an impromptu award ceremony with volunteer (i.e. voluntold) audience members. Next the committee will explore the pros and cons of introducing new recognition opportunities.

3. The SEM Benchmarking Workgroup seeks to standardize or develop a common data format to facilitate data sharing, collection and analysis.

4. The Beyond the E! committee invited Cruella de Vil and Madame Sparkles to demonstrate the worst and best executive sponsors, followed by an overview of the customer engagement recommendations the committee generated.

Workshop debrief

In small groups (~4), please take 10 minutes to discuss

- 1 or 2 take-aways from the day
- Recommendations for near-term regional dialogue topics or activities

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Next steps

- NEEP to post slide presentations and meeting notes to Workshop webpage on NEEP.org
- Look out for scheduling poll to inform Q1 Northeast SEM Collaborative Working Group meeting

Thank you for attending SEM Collaborative Workshop

- Please complete the evaluation form – return it to NEEP table
- Leave your name tag and lanyard for recycling
- Thank you again to our sponsor!

Cascade**Energy**®

THANK YOU

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November 6, 2018

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Last year's "Digging deeper" topics

1. Sub-metering
2. Energy Model Management/Level of granularity
3. Examples/case studies of customer SEM experiences
4. Customer behavior change/staying relevant to existing site systems
5. "How to" implementation guidance
6. Barriers to EE program incorporation
7. Set up costs
8. Cohorts- Pros/Cons
9. Length of necessary engagement
10. Best practices for incorporating SEM w existing programs

STRATEGIC ENERGY MANAGEMENT

Emerging opportunity for EE Programs to achieve savings in the Commercial and Industrial Sector

SEM is the holistic approach to managing energy use in industrial facilities in order to continuously improve energy performance and achieve energy, cost and carbon savings over the long term

SEM focuses on business practice change from senior management through shop floor staff, improving organizational culture to reduce energy waste and improve energy productivity [1]

"SEM fundamentally shifts the dynamic of energy efficiency initiatives– from energy efficiency programs promoting measures to companies actively seeking further savings opportunities."

–2015 ACEEE paper; When does Energy Management become Strategic?

SEM CORE ELEMENTS

Strategic Energy Management generally follows the Plan-Do-Check-Act model. Businesses' level of SEM Implementation falls on a continuum, with customers ranging in both their breadth and depth of implementing core elements of SEM. Core elements include:

1 -CEE Strategic Energy Management Minimum Elements https://library.cee1.org/sites/default/files/library/11283/SEM_Minimum_Elements.pdf

Coffee Break 11:15-11:35