Why was your program attracted to SEM?

Redefining relationships

- Non-incentive, non-project **value-add**
- Holistic approach to managing energy
- Barriers to energy management
- Energy use **visible** to everyone in the company, from top management down.
- Energy as a **standard operating procedure**, similar to Safety, Quality and Production.
What delivery models do you use/plan to use? What are the specific mechanics of this model?

Efficiency Vermont’s CEI Program

- Large C&I customers
- Cohort Engagement – Peer to Peer
- Promoting energy management
  - Customer commitment
  - Energy Management Planning & Implementation
  - System for Monitoring, Tracking & Reporting Performance
CEI – Pieces and Parts
How much savings can be expected from SEM offerings?

Evaluation – CEI Pilot Successes

• Most valued program element - **Peer-to-Peer Interaction**

• Success with implementing **CEE minimum elements**
  ✔ Customer commitment
  ✔ Planning and implementation
  ✔ Systems for measuring and reporting

• Communication and **partnership with EVT**
Evaluation – CEI Pilot Challenges

• **Finding time**—both as energy champion and in engaging employees
• Creating and **maintaining cross-functional team**; agreeing on priorities across departments
• Gaining and maintaining corporate level **commitment**
• Time and **distance required for workshop** attendance
• Making business case for sub-metering, **competing priorities**, identifying appropriate variables
Evaluation Results

✓ CEI Savings = 3%  *(captured via regression analysis)*

✓ Pilot proved cost-effective for measure life ≥ 3 years
How have programs evolved/blended their current industrial offerings with SEM programs?

Cohort 2: CEI with a focus

- Refrigeration: 44%
- Other Loads: 56%
Cohort 2 – Identified Savings

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<tbody>
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Average 7.0%

Low Cost Opportunities

- Potential Reduction 7%
- Refrigeration 37%
- Other Loads 56%

Efficiency Vermont