

Energy Management Team Coordinator: A catalyst for large customer savings

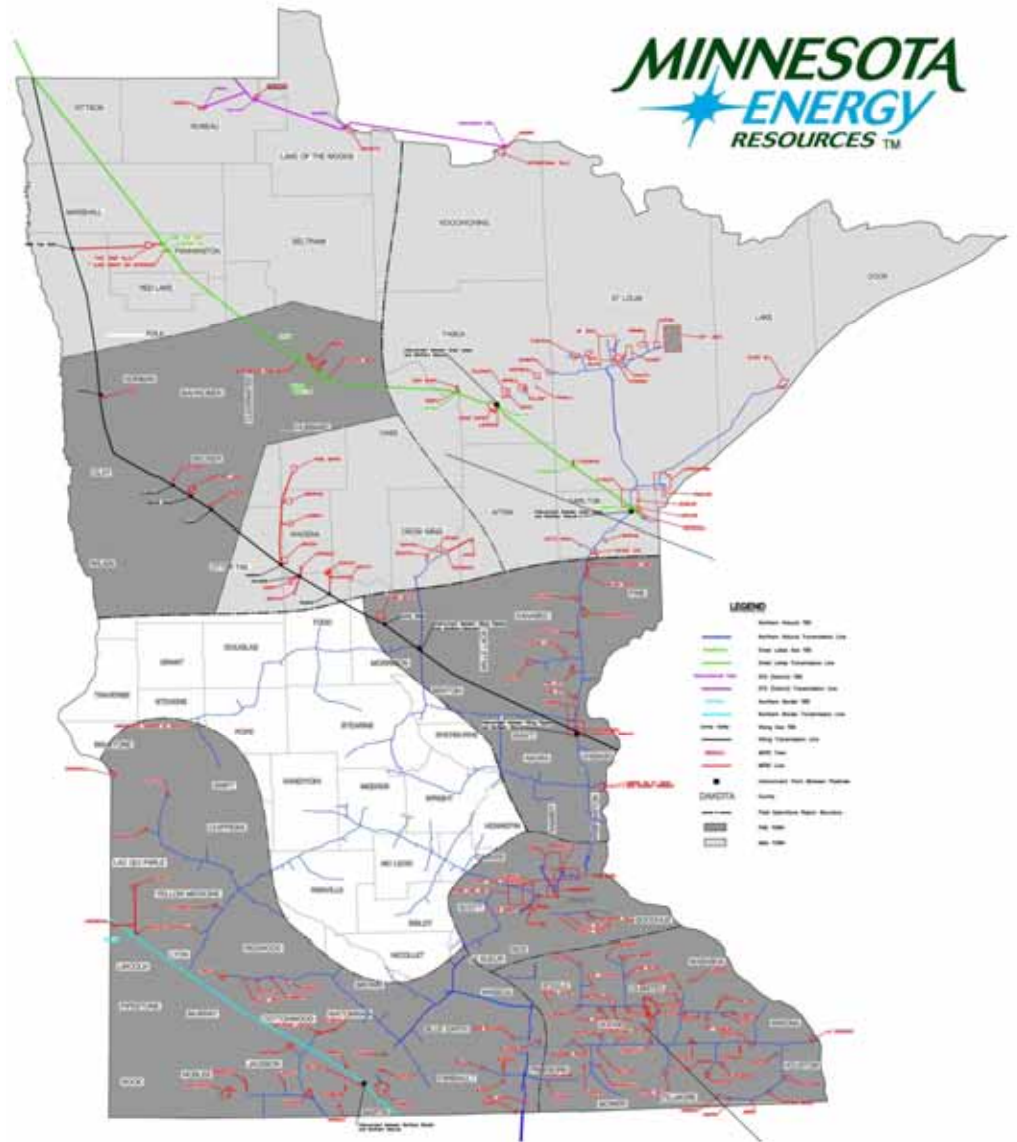


Tom Syring
April 30, 2013

Franklin Energy

MINNESOTA ENERGY RESOURCES

MINNESOTA DEPARTMENT OF COMMERCE
DIVISION OF ENERGY RESOURCES





Energy Management Teams



EMT Coordinator

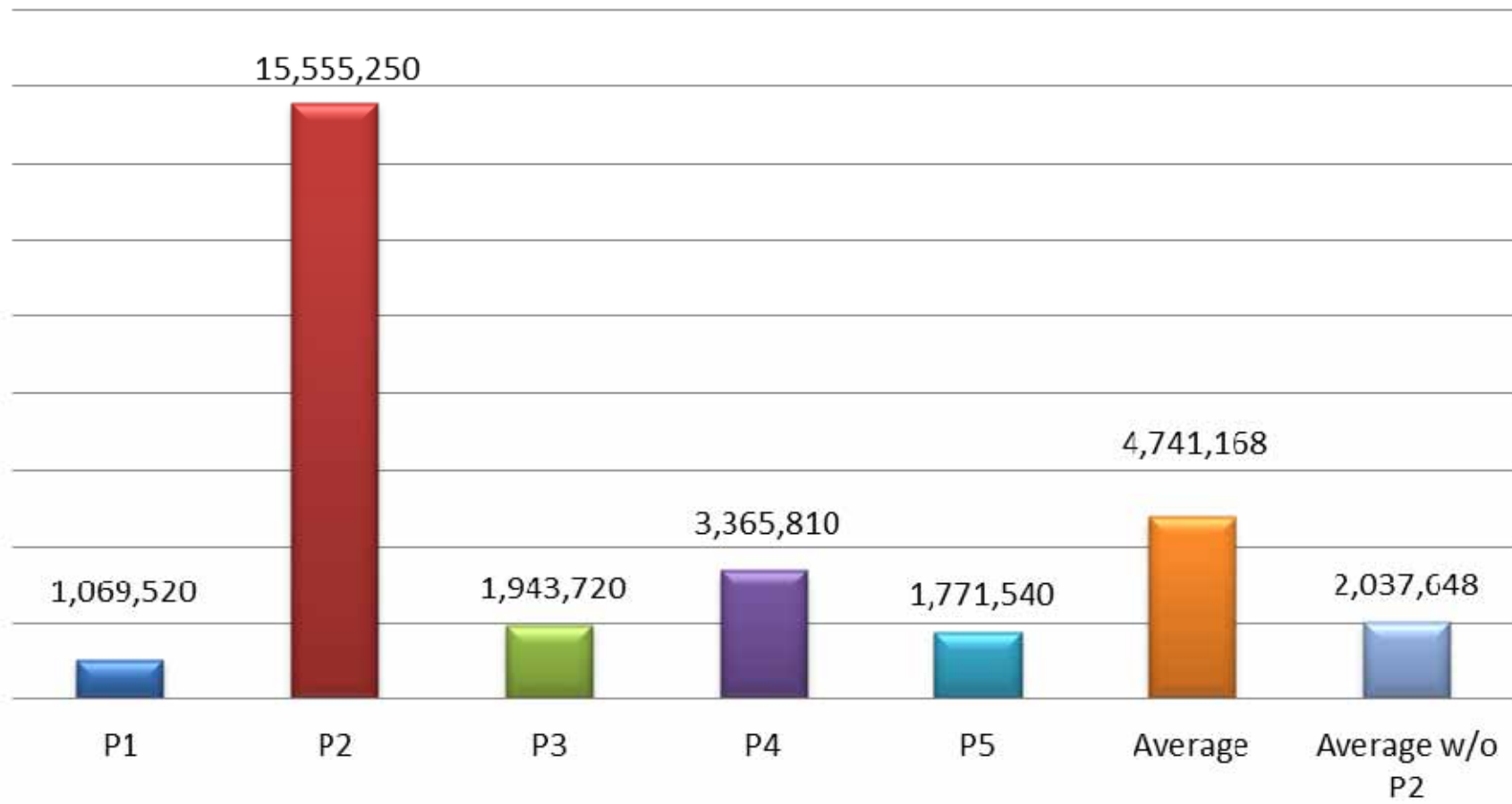
Slide 4

DL3

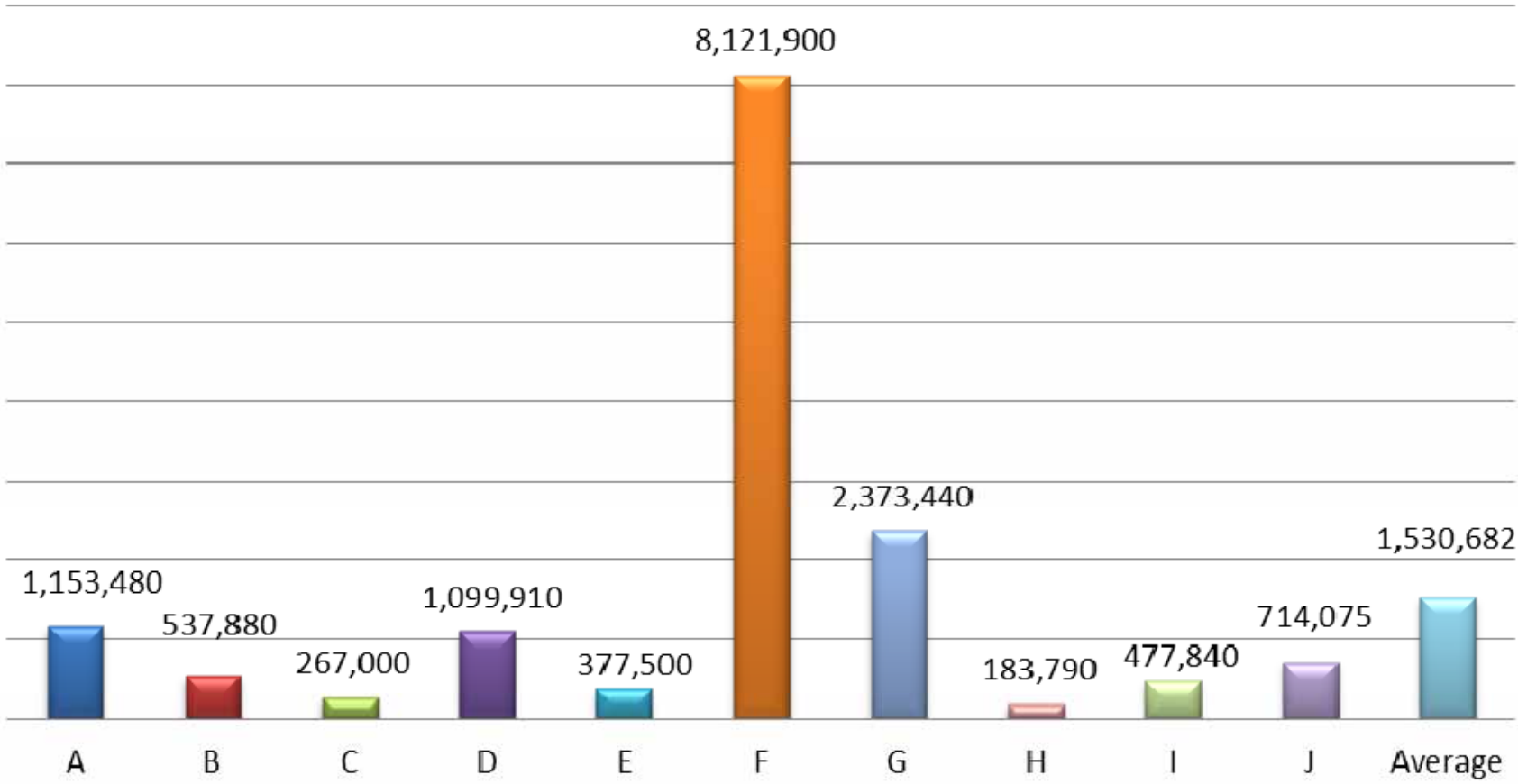
deeper, more complex or maybe even simple savings that go unnoticed, unaccounted for, uncalculated etc

Dean Laube, 4/1/2013

Participants Annual Gas Usage (Therms)



Comparison Group Annual Gas Usage (Therms)



Coordinator helped participants:

- 1) form or reform EMTs
- 2) keep regular, frequent meeting schedules
- 3) make commitments to energy management
- 4) set goals and track performance
- 5) identify and evaluate projects
- 6) prioritize projects
- 7) drive projects to adoption
- 8) track projects and savings
- 9) change energy management paradigms

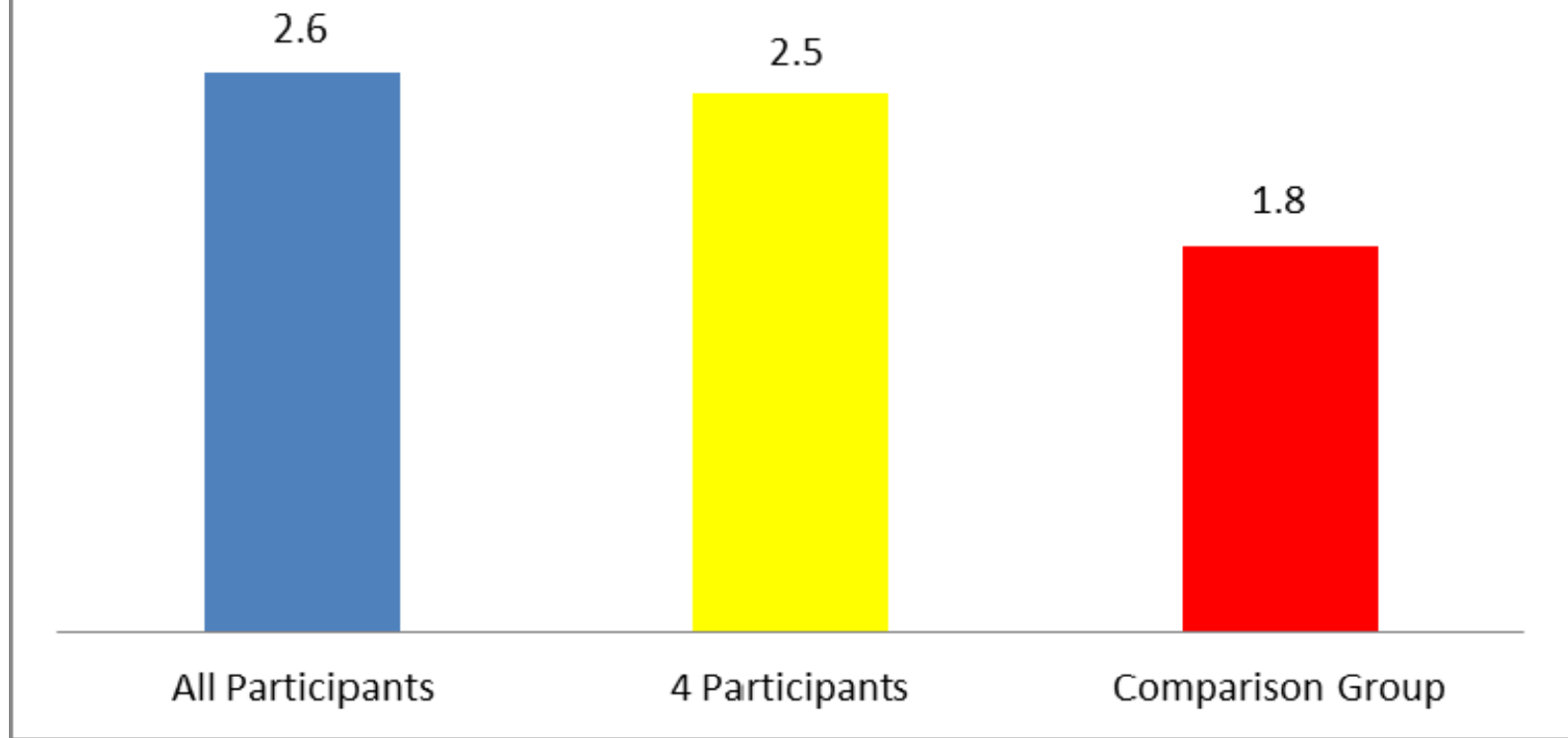
Slide 7

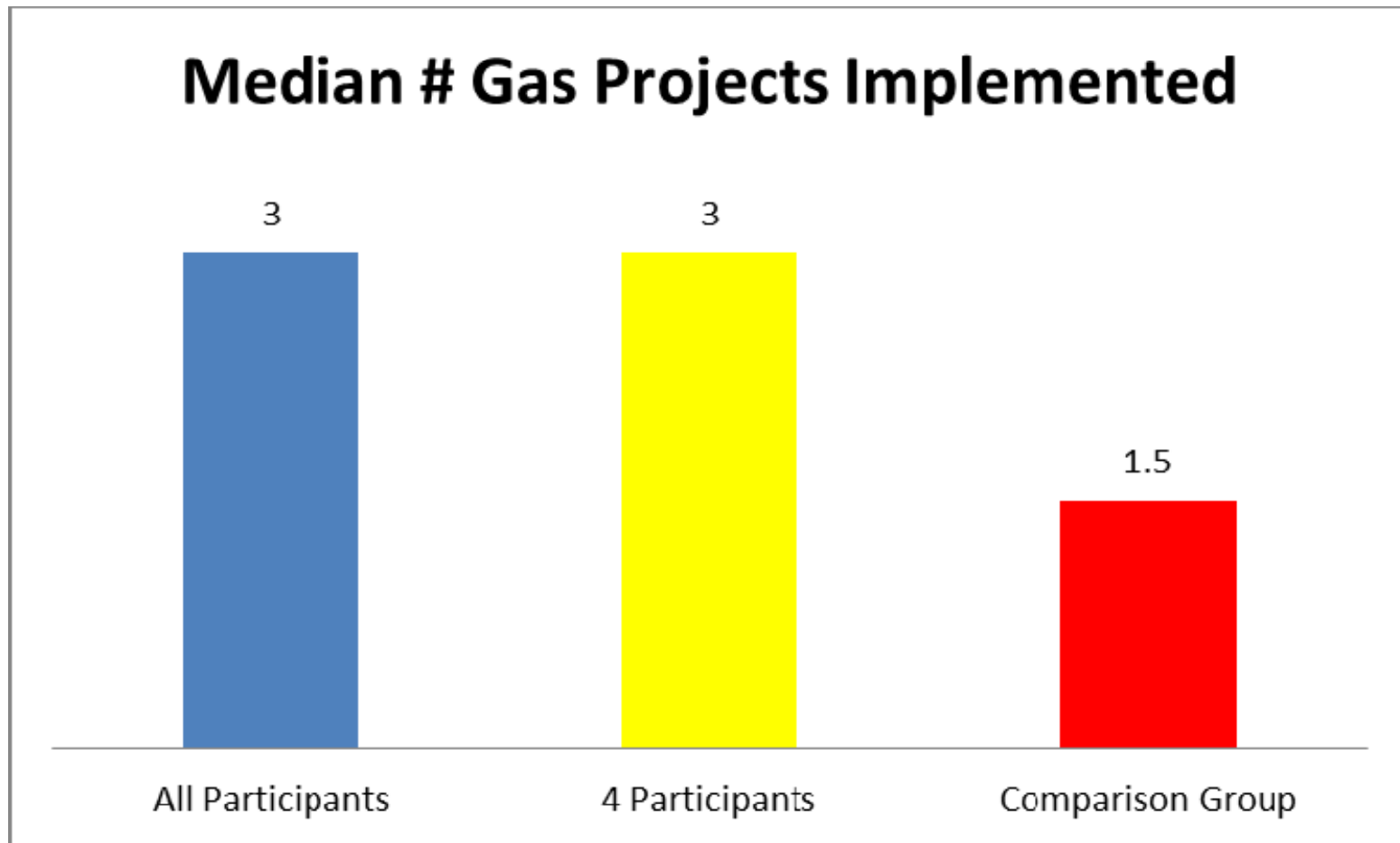
TS2

This slide will not have all these words. I have yet to figure out what to show when I explain these steps. It will likely be three slides with three pictures each.

Tom Syring, 3/15/2013

Average # Gas Projects Implemented





Slide 9

TS4

The RESULTS are all currently being reworked, based on some additional data. It won't change the direction, but will change the numbers. These charts are placeholders for the draft.

Tom Syring, 3/15/2013

Average Annual Therms Savings

165,353



All Participants

165,977



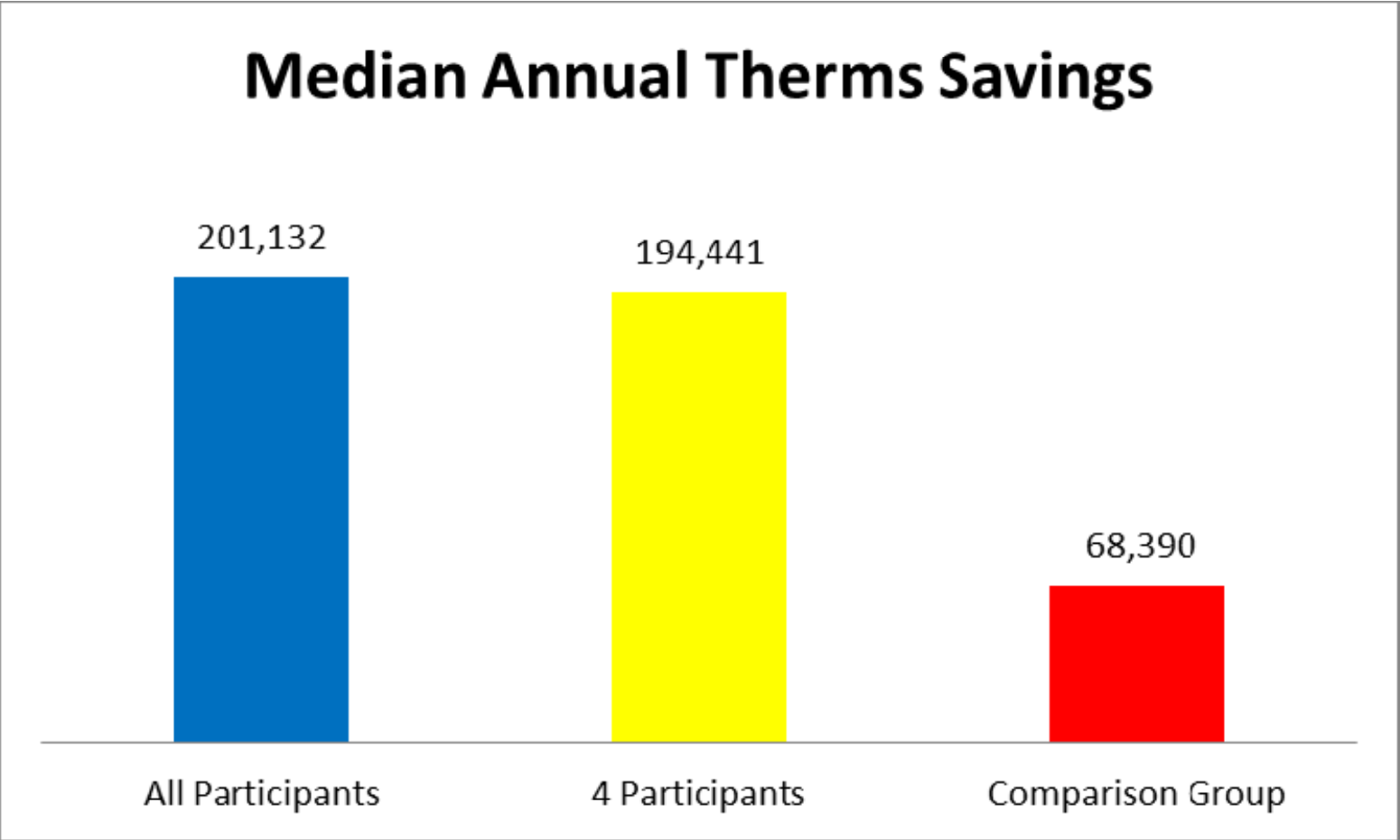
4 Participants

98,686

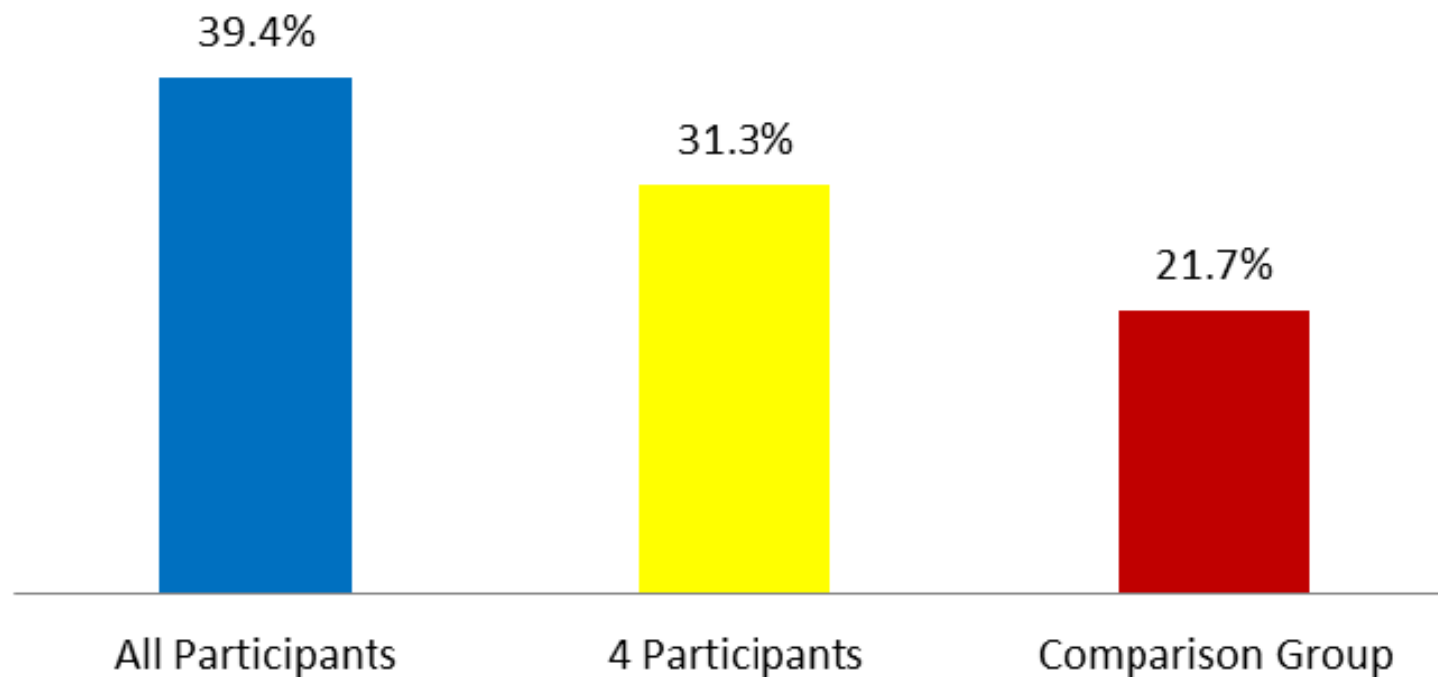


Comparison Group

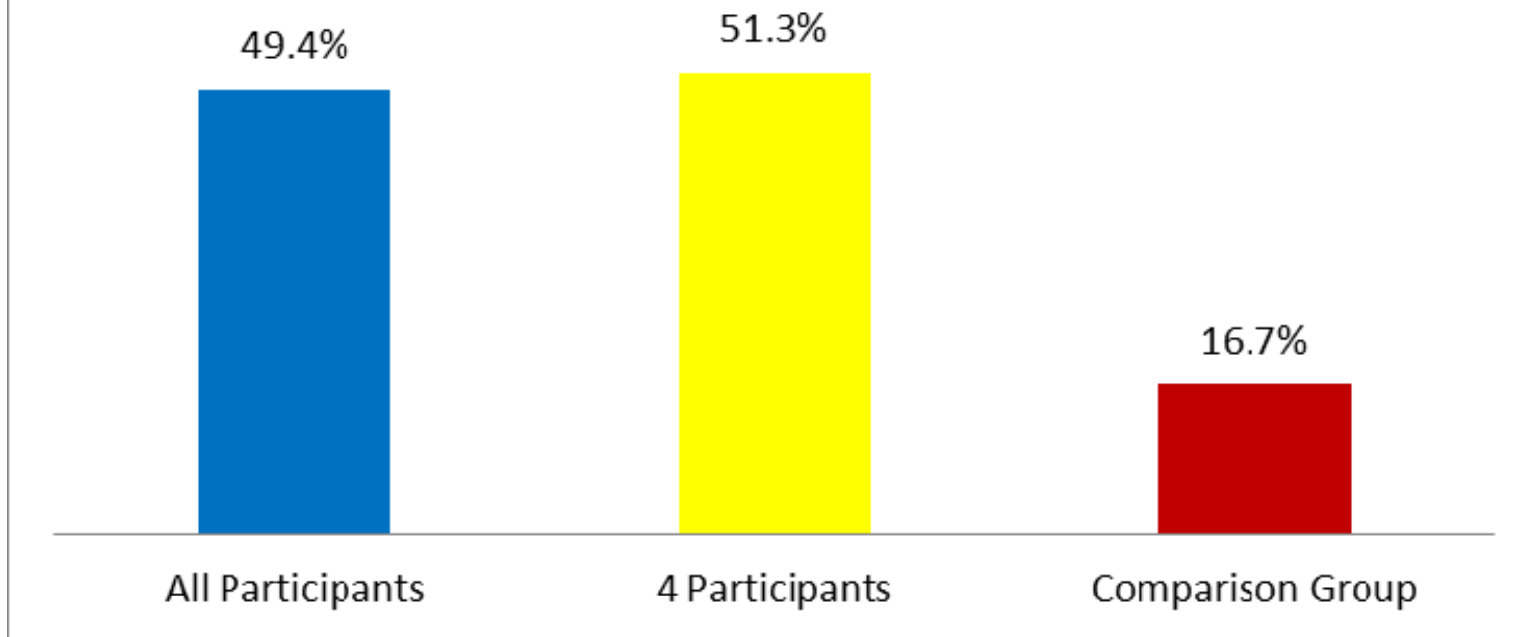
Median Annual Therms Savings



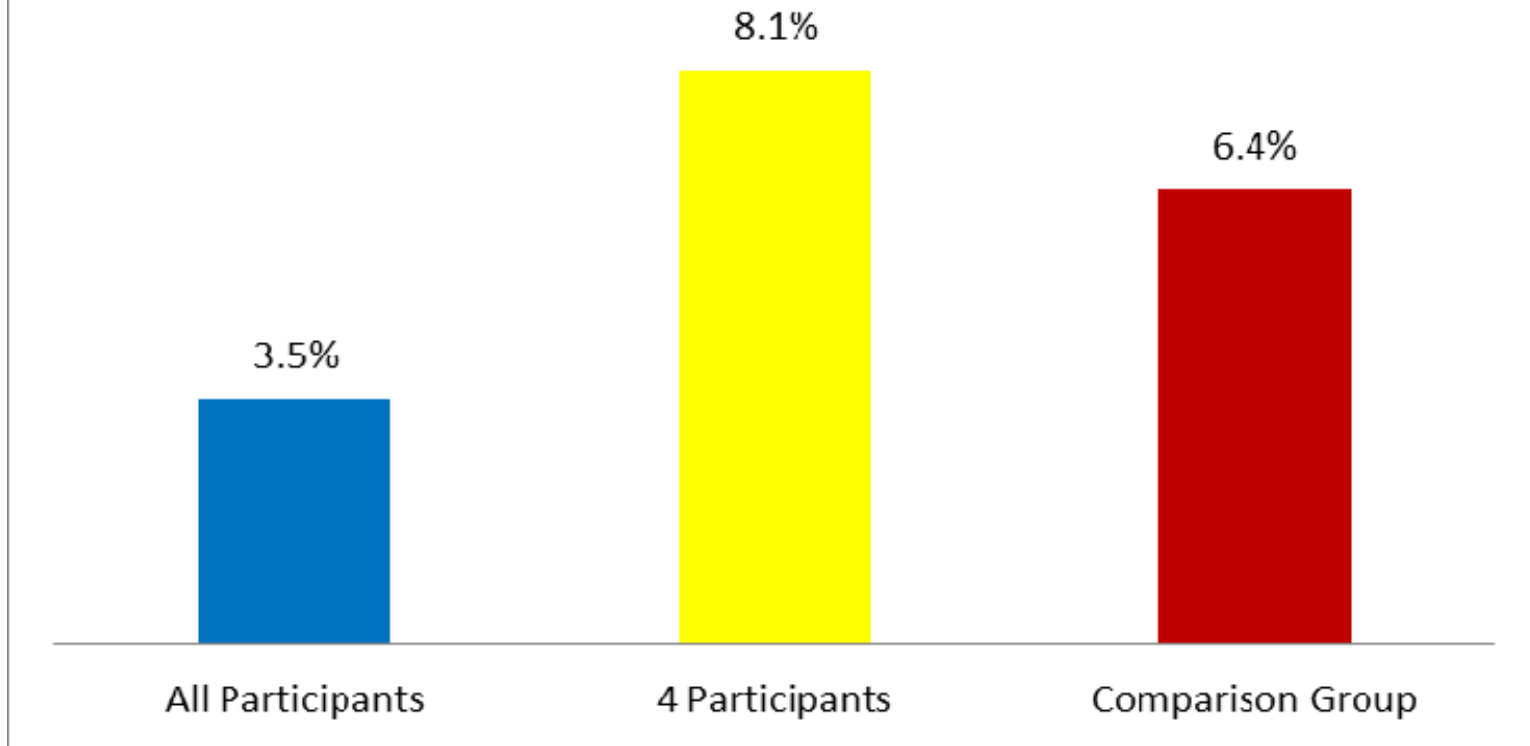
Natural Gas Projects Implemented / Projects Recommended



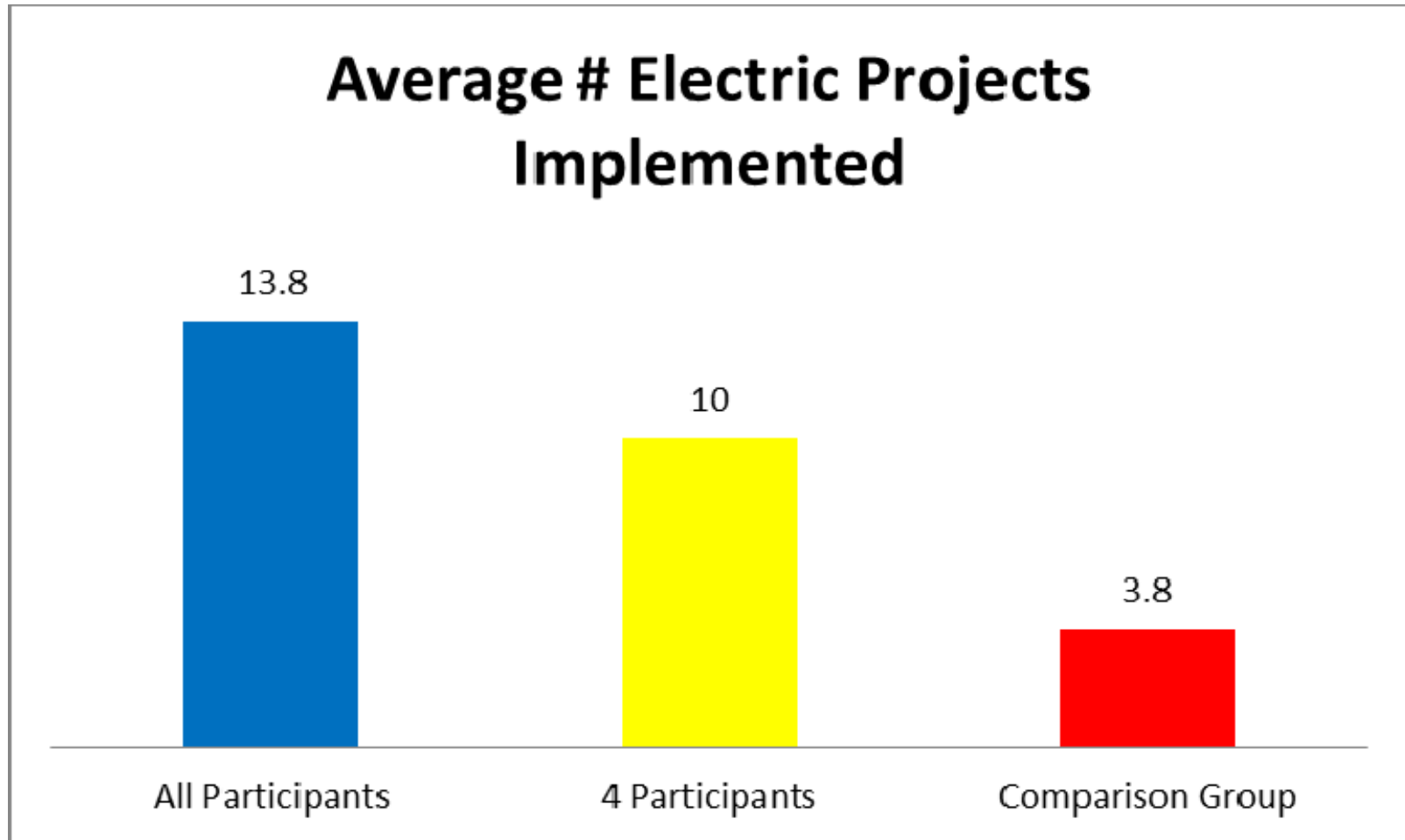
Therms Natural Gas Implemented / Therms Recommended



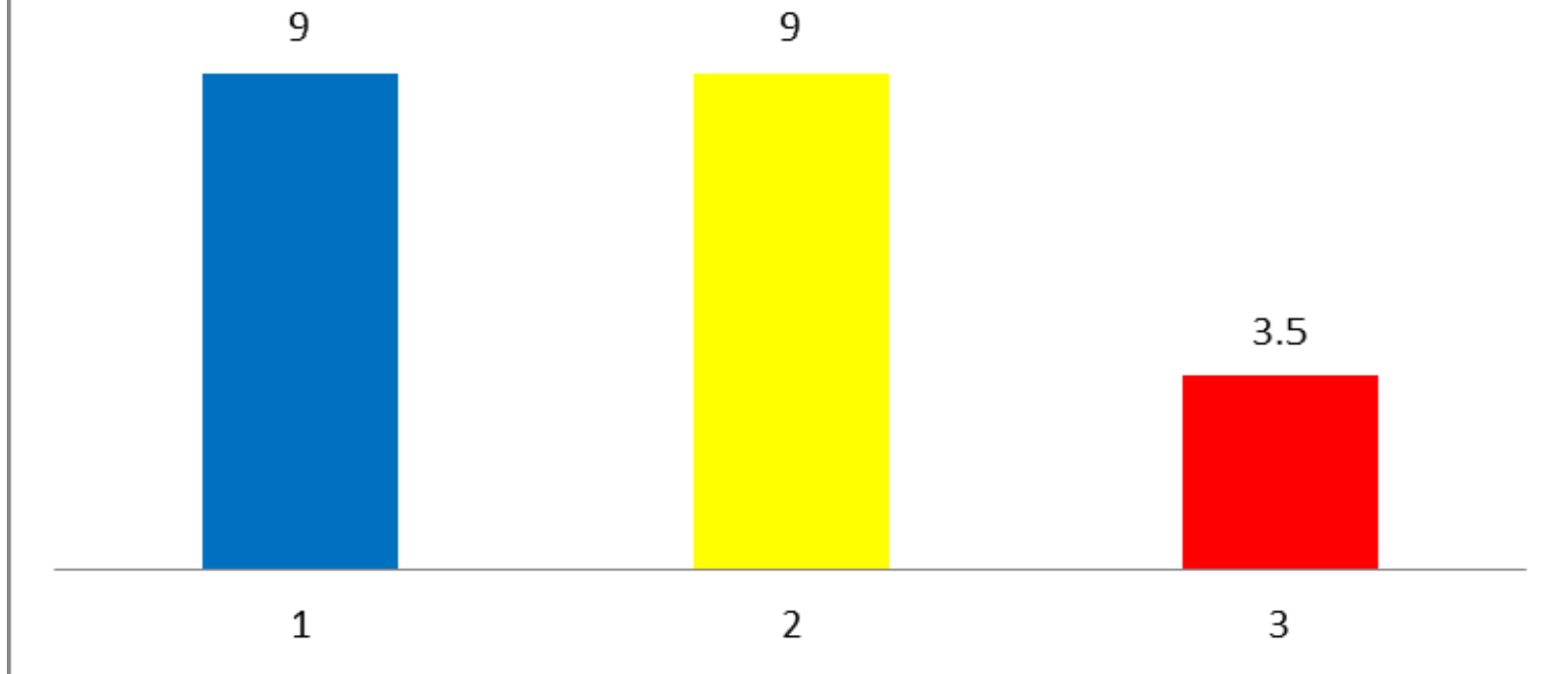
Percent Annual Gas Savings



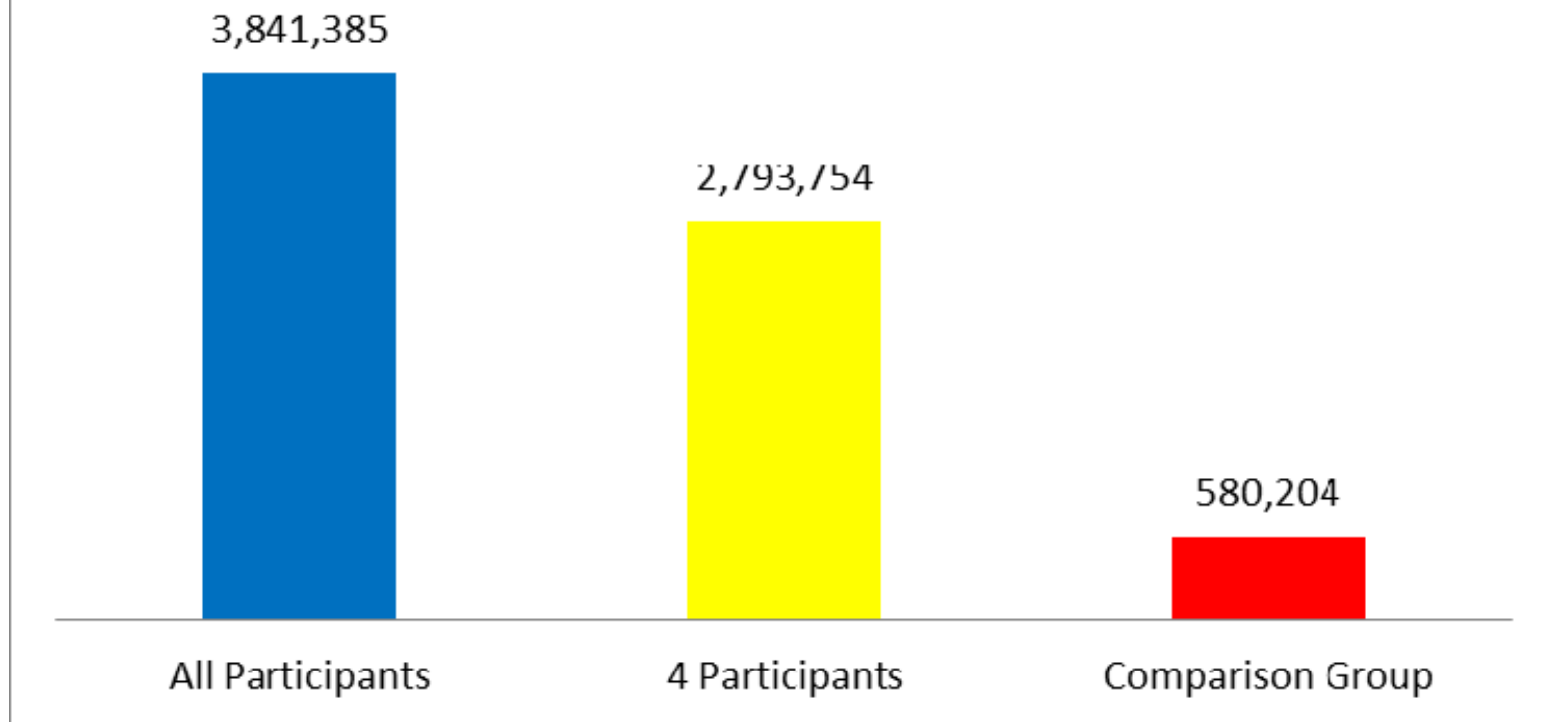
Average # Electric Projects Implemented

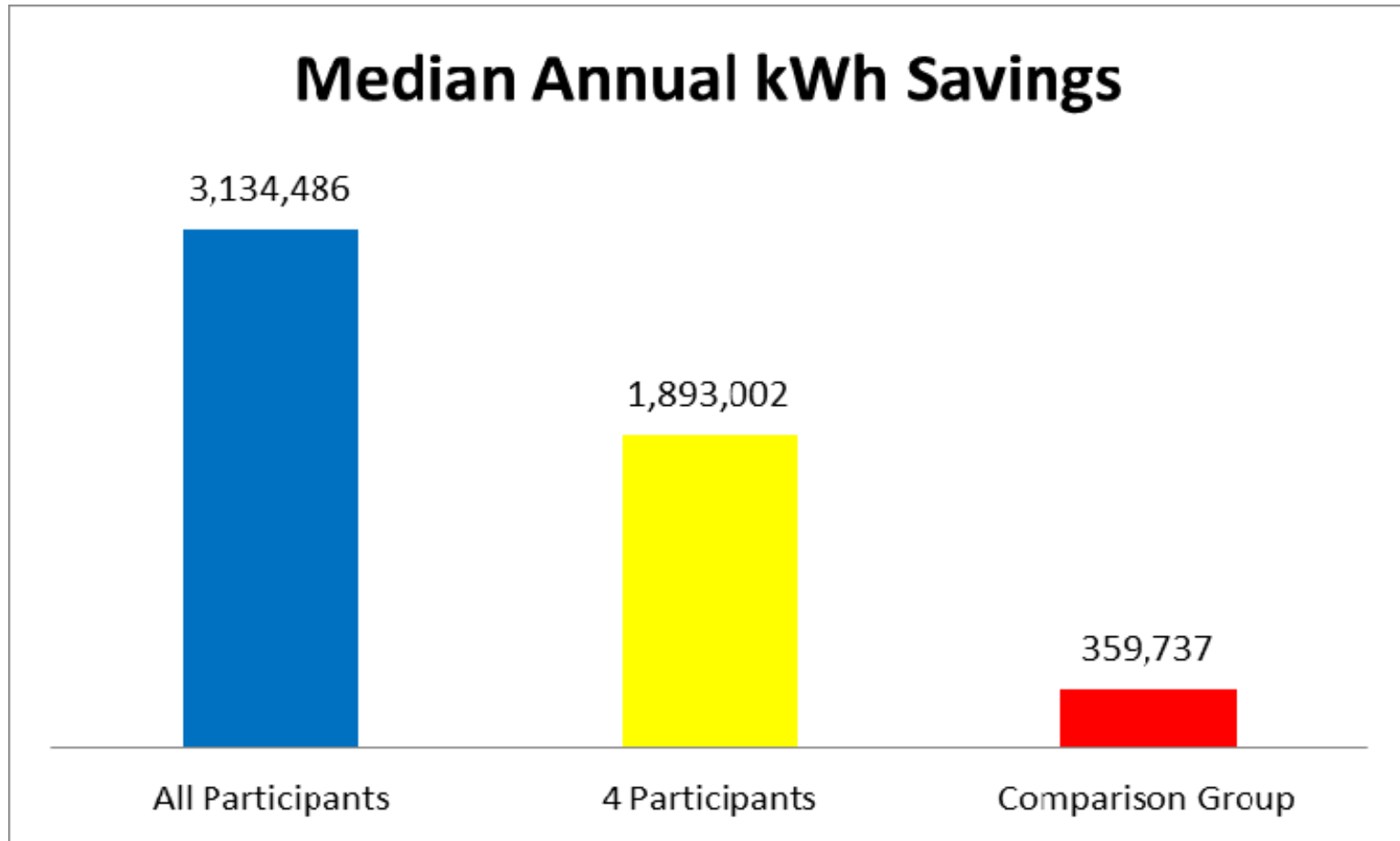


Median # Electric Projects Implemented



Average Annual kWh Savings





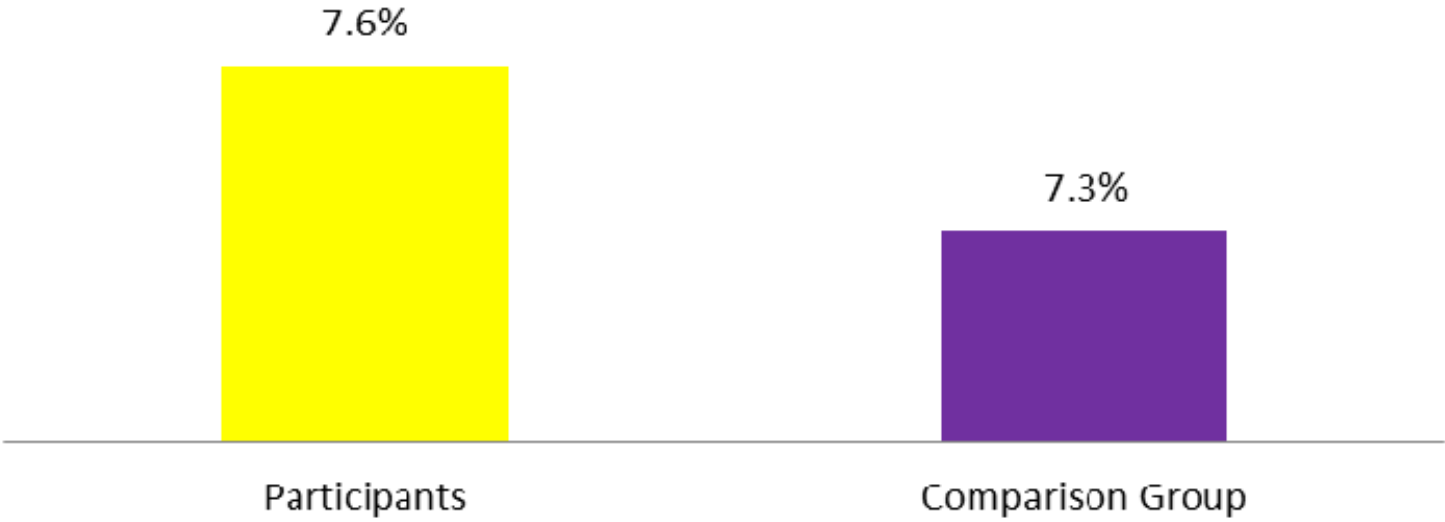
Slide 18

DL8

Notes reflect nat gas but slide is kWh probably oversight.

Dean Laube, 4/1/2013

Percent Annual Electricity Savings



Results Summary

	All Participants	4 Participants	Comparison
Average # Gas Projects	2.6	3	1.8
Median # Gas Projects	3	3	1.5
Average Annual Therms Savings	165,353	165,977	98,686
Median Annual Therms Savings	201,132	194,441	68,390
Close Ratio # Gas Projects	39.4%	31.3%	21.7%
Therms Savings Ratio (ID'd/Achieved)	49.4%	51.3%	16.7%
% Annual Gas Savings	3.5%	8.1%	6.4%
Average # Electric Projects	13.8	10	3.8
Median # Electric Projects	9	9	3.5
Average Annual kWh Savings	3,841,385	2,793,754	580,204
Median Annual kWh Savings	3,134,486	1,893,002	359,737
% Annual Electricity Savings		7.6%	7.3%

EMT Coordinator Impact



Projects



Therms & kWh Savings



Percent Annual Savings



Soft Impacts

- Customer satisfaction
- High touch
- EMT persistence
- Energy management paradigms



Success



- 1) Higher number of gas & electric projects
- 2) Higher gas project close rate
- 3) More therms & kWh savings
- 4) Positive soft impacts

EMT Coordinator Programs

- Large customers
- Experienced energy advisors
- Formal yet flexible approach
- Capital budget cycles
- EMT tune-ups



Questions?

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Save the Dates

Sept. 30-Oct. 2, 2013

AESP's Fall Conference
Seattle, WA

Jan. 27-30, 2014

AESP's National Conference
San Diego, CA

May 12-14, 2014

AESP's Spring Conference
Baltimore, MD

For more information - www.aesp.org

