























## ***Energy Trust of Oregon, Industrial and Commercial CEI***

***Period:*** February 2009 to present

***Performance Goal:*** 5% energy savings

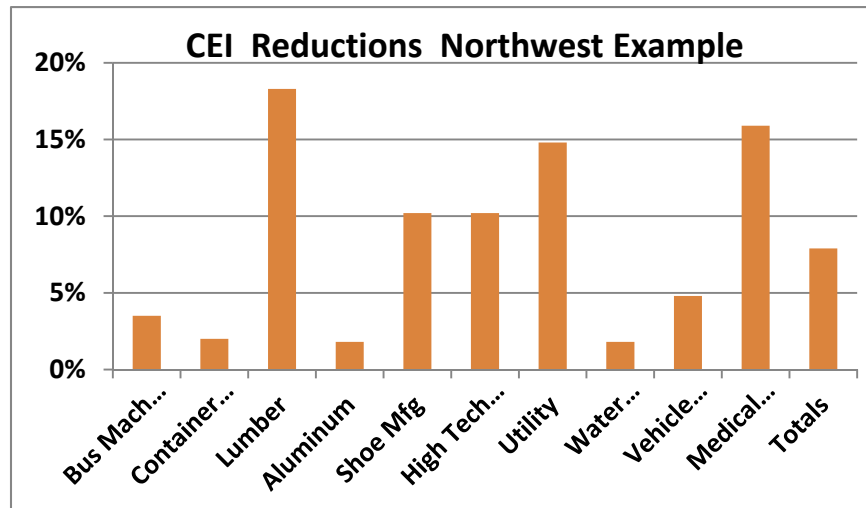
***Results:*** Industrial Cohorts Year 1: 6.9%, Year 2: 9.3%,

### ***Description:***

#### ***Industrial Energy Improvement (IEI)***

***Cohort:*** SEG was engaged at the origin of Energy Trust's CEI Program, and we have been involved with them over four years. We ran our standard Cohort model for their industrial sector for two years. The energy savings attributable to the first group of participants was 6.9 percent of their total annual

electricity consumption, without capital or other incentive projects. The second group's electric energy savings are estimated to be 9.3% of the participants' total electric energy consumption, without including the additional capital or other incentive projects. The savings generated by the IEI account for almost 25% of the Energy Trust's Industrial market electrical savings. Natural gas savings are not tracked and constitute additional benefits to the customer.



### Conclusion

In summary, with over 1200 SEM implementations, organizations have demonstrated how SEM fits into their operating structure and united a systematic approach to quantifying the success of energy management. This paper provides the documented and verified savings results that support the long term impacts of SEM by examining the maturity of multiple organizations with 3-8 years of experience in implementing a strategic energy management plan and comparing their SEM maturity to the energy use intensity results.

Managing energy has become part of their business plans, responsibility and accountability has been written into operating procedures, evaluations and the expectations are being achieved. The positive results are driven from having a dedicated senior sponsor, energy champion, cross functional energy team, and a thorough communication and awareness plan throughout the facility. The concepts presented in this paper serve as a foundation for companies in their efforts to create a Strategic Energy Management program. By modifying their culture to be driven towards seeking energy savings, and not just looking at energy as an assumed cost, companies can take major strides toward building a program that is clear on what the organization means by "energy improvement," stirs employee enthusiasm and passion for creating a value, and encourages employee actions that drive greater value for the organization as a whole. SEM has an "Impact on Savings and Savings Persistence".

## References

Consortium for Energy Efficiency (CEE). 2014, January 14. *Industrial Strategic Energy Management Initiative*.  
[http://library.cee1.org/sites/default/files/library/11282/Industrial\\_SEM\\_Initiative.pdf](http://library.cee1.org/sites/default/files/library/11282/Industrial_SEM_Initiative.pdf)

R. Diamond, C. Payne, E. Malone, T. Sanquist, A Wolfe, J. Dion. 2011. “Achieving Institutional Behavior Change: The Power of Roles, Rules and Tools”. Presented at *Behavior, Energy & Climate Change Conference*, Session 5F, Washington D.C.