TITLE:

Quantifying & Claiming Secret Savings by correcting ~~backsliding that occurs~~ during engagements

LEAD: Kevin Campbell

→ Things that break + use more $ energy

→ Noise in the model as proxy for how much stuff breaks

HOST:

Kevin Campbell

QUESTIONS

1) How do we revise Program Guidelines to count these savings

2) How do we quantify these ~~Savings?~~ Savings?

2B) What Measure life should you use

INSIGHTS

→ How long would the issue have lasted if not in SEM

→ Deemed claim helps solve this

→ Collect baseline data (survey) to establish what practices were already in place

↳ What SOPs are actually in practice

→ Secret Savings may already be captured when BU calcs are used

→ Put in place Sustainment Plan

→ Absent from all SEM Program + M&V Guides

NEXT STEPS

→ Connect w/ M&V working group on this topic

→ Case studies on this? Do they exist

↳ Talk to Eric Boyer

→ Check for Consistency based on M&V method (BU calcs vs model)

ONE TAKEAWAY

- Our SEM Programs Provide more value (improvements in energy performance) than we are quantifying. Coming up with a solution may require some work :)

INTEREST IN FORMING A WORKING GROUP? YES NO

Add topic into M&V Group!

Manage data quality issues

LEAD: Greg Nelson

1

TITLE: MANAGE DATA QUALITY ISSUES

HOST: GREG NELSON

QUESTIONS

- HUMAN ELEMENT?
- WHAT IS GOOD ENOUGH?
- HOW TO MAKE DATA ALIGN W/ ~~BG~~ BUS. GOALS?
- HOW TO IDENTIFY WHEN TO RAISE CONCERNS?
- HOW TO IMPACT/IDENTIFY SCRAP RATE? ~~ETC?~~

INSIGHTS

BACKUP D.C.

NOT JUST ENERGY DRIVERS

TRY TO USE WHAT IS ALREADY BEING TRACKED

LAGS CAN BE TROUBLESHOOTING

LOSS OF CONTEXT UP AND DOWN THE MGMT. CHAIN

NEXT STEPS

DEV. ~~PRE~~ B.P. FOR MAPPING DATA ORIGIN

LIST OF SIMPLE CONVERSATIONS THAT MADE THINGS BETTER

~~TBD~~ LIST OF COMMON TYPES OF DATA BY INDUSTRY/MARKET SECTOR

ONE TAKEAWAY

TRANSFORM BURDEN INTO BENEFIT!

INTEREST IN FORMING A WORKING GROUP? YES NO

SEM - The Rebuilding years.
How to keep the energy team engaged while waiting for the next superstar draft

(8)

Relate to larger company goals.
Gamify
Frame as skill/career development

TITLE:

HOST:
(Karen Brooks)
Kevin Fish

Solidify successfully practices HR, new empl. orient.

QUESTIONS

How to prevent backsliding?
How prepare for succession?
What skills? →
How can coach help fill the gap w/o it becoming expected / enabling?
What to do with a previously successful EC who is stagnant?

INSIGHTS

Exec Sponsor Engagement.
Have a position description & interview.
Engage in conv. (beyond ET) on who / how cover responsibilities
Sharing process
Checking in (accountability)
Delegate, Manage, Lead
Look for young w/ initiative
(look in unlikely places)
Ask questions on goals
temp, graveyard shift,
Dovetail w/ Sustly, Safety, etc.
Quality
Use Intern.
Recognition Highlight the gap.

NEXT STEPS

ONE TAKEAWAY

Converse & Clarify

INTEREST IN FORMING A WORKING GROUP? YES NO

Challenges when models don't tell the savings story for SEM. (12)

TITLE: MBV
Challenges when models don't tell the full story about savings

HOST:
Robert Greenwald
Scribe : Kristen
Report out:

QUESTIONS

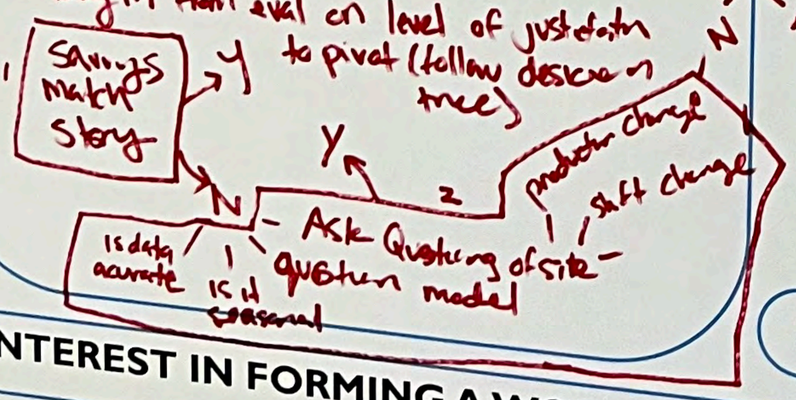
- What do you do?
- What causes spikes & dips?
- When to remodel
- How to get customers to retrust the model

INSIGHTS

- Ask a lot of questions
- Data logging / submetering helps (but at a cost)
- Pivot to bottom up calcs
- Gaps of knowledge in model can highlight/catalyze needed communication
- Are the energy drivers appropriate
- Both Bottom up & Top down are prepared if top down model fails
- When should we capture positive savings? We should have same skepticism.
- Investigate if actions are captured on opportunity Register
- "This comes up every time we do close outs"

NEXT STEPS

- Establish industry parameters or more guidance on when to do bottom up calcs
- Establish Good Practice of what data to collect in initial audit
- Questions to ask to figure out what caused the cusum shift
- Buy in from eval on level of justification to pivot (follow decision tree)



ONE TAKEAWAY

This is a real issue for practitioners: We need to consider when and how to supplement energy models with supporting energy saving calcs. Opportunity for decision tree?

INTEREST IN FORMING A WORKING GROUP? YES (NO) Part of MBV WG

Developing the ~~Dog~~ Naughty List

How do we find and engage customers who have the best SEM savings opportunities?

(13)

Lead: Tyler Weber

TITLE: Developing THE LIST

HOST: Tyler Weber

QUESTIONS

- Are there tell-tale signs of a good SEM opportunity?
  - Site Age
  - Industry Type
  - Historical Program Participation
  - Sq Ft / kWH/yr or therm/yr
- Can we do workshops without any engagement commitments?
  - Free ~~workshop~~ recruiting workshop
- Could utilities collaborate more to recruit successfully?
- Can we use incentives to engage and create a list? (e.g. Access to green energy rates)

INSIGHTS

- Recruiting/case studies @ conferences specific to industries (eg wastewater)
- Interval Data could be used to determine opportunities?
  - overlay w/ operating hours
  - Create a blueprint for certain groups (e.g. schools)
- Consider high-yield industry types
- Consider size of facilite
  - deliver to small sites efficiently?
- Use data from other SEM engagements to find good apps
- Does partipation in the program correlate (negatively or positively) to success
- Recruiting is a challenge!
- Testimonials help
  - Hard to scale

NEXT STEPS

- Determine how to reduce barriers for enrollment

ONE TAKEAWAY

We need a way to gather data for an apples to apples EUI comparison and ease enrollment burdens

INTEREST IN FORMING A WORKING GROUP? YES NO

DEI onlin Energy Teams

The importance of diverse challenges representation on Energy Teams

LEAD: Kjell

TITLE:

HOST: Kjell v. Zoen

QUESTIONS

What makes an E.T. diverse?

How to influence participants to have diversity on E.T.?

What do intentionally marginized communities get from being engaged in SEM?

INSIGHTS

– A.I.E

- Engage with B/E.R.G's!
- Work culture that value everyone is key.
- diversity is a by product of a liberated work culture.
- Ask what existing DEI practices exist? What happens when it gets messy?
- Utilities maybe not ready for
- SEM coaches not trained for messy convos!
- History & language are important.

NOT MUCH

NEXT STEPS / Ideas

- EI in Minimum Elements
- Utilities budget for EI?
- DEI trainings for SEM coaches on how to navigate messy convos.
- T.H.'s with just one group. (e.g. Spanish speaking TH)
- Common language & understanding of ~~R~~EI.
- Have to be ~~ok~~ get comfortable w/ failing forward
- E.I moment (time safety moment)
- SEM Team-Community agreements. (creates safe(r) space)

~~Two~~ ONE TAKEAWAY

1) Diversity is a by product of a liberated culture. Getting there will be messy. (can be role-models)
2) Coaches can create the change. Budget for the mess. Including trainings!!!

INTEREST IN FORMING A WORKING GROUP? (YES) NO

TITLE:

(2) Supporting school districts and educational institutions in engaging students and faculty

LEAD: Kathleen Belkhayat

HOST:

QUESTIONS

Provide curriculum - have teachers teach or us go deliver?

Can we get a focus group w/ SDs across the NW? (OSPI)

Student ~~resource~~ research project?

INSIGHTS

Curriculum decisions are big + hard to (consider standardized tests) add a secondary objective

USGBC us green school network

BEF - connect w/ teachers

Building staff + faculty trainings 1st

Jr. Achievement - videos (easy for teachers)

CTE programs in H.S.

College level classes/modules

Youth detention centers

STEAM nights

City of Denver student committee

energy competitions between schools

Earth Gen - like LEED scoring

OSPI

CLean Building laws

Sustainability Ambassadors (WA)

NEXT STEPS

Focus group

Milestones for energy actions in classrooms / schools

Amount? (Ask focus group) Or what things do they need/want other than money (ask teachers)

ONE TAKEAWAY

Common goals w/ in schools rather than competition

INTEREST IN FORMING A WORKING GROUP? (YES) NO

TITLE: SEM + GHG : Promote SEM as the ~~most~~ (and 1st) cost-effective approach to decarb.

HOST: KW | RH

QUESTIONS

1. Who are the key audiences – specifics.
   – utility
2. Will the utility fund SEM for decarb. vs energy savings?
3. How to make the connection between disparate/new programs + approaches + using SEM to ~~support~~ enable'
   – custom obj. + targets
   – utility | state climate targets
   – utility grid needs (e.g. . . . .
4. Customer approach to ERP.
5. Other audiences? → Non SEM PA.
   → Stakeholders (e.g. muni, state gov. Fed Gov. | DOE
6. How to create messaging to all audiences? Perf. Std.
   ~~Fed Muni~~
7. Who are additional funders + collaborators that we can align with?
8. ~~Cost Effectiveness~~ = ?

INSIGHTS

- 70% of emissions = carbon/emissions. bldgs/ properties.
- SEM can better serve under resourced org./sites/ . . . to meet GHG mandates
- expertise of coaching resource needs to change to include all opportunities for decarb.
  - keeping current.
  - Getting away from traditional cost effectiveness test for energy efficiency programs
  - Help quantify the value / cost savings of emission reduction activities.
    - CA TOTAL SYSTEM BENEFIT (TSB) (unit energy peak, carbon)
    - MOVE TO A COMMON FRAMEWORK
  - Collaborate with GBC & other approaches to extend beyond energy
  - Role for a statewide carbon office / broker / aggregator to pool funds (NEEA RBSA, CBSA model)

NEXT STEPS

- Define stakeholder / segments further
- Formulate message to each segments

ONE TAKEAWAY

"this is complex but SEM is robust."

Chad

INTEREST IN FORMING A WORKING GROUP? (YES) ~~NO~~