



COMMERCIAL STRATEGIC ENERGY MANAGEMENT

ENERGY TRUST STRATEGIC ENERGY MANAGEMENT PARTICIPANTS

- Bonneville Power Administration
- City of Portland Facilities Services
- Concordia University
- Legacy Health System
- Lewis & Clark College
- Linn County
- Oregon Convention Center
- Oregon Department of Administrative Services
- SAIF Corporation
- Shari's Restaurants
- Washington County Facilities & Parks

Plan to Profit with Strategic Energy Management

Energy use is a cost of doing business for every type of enterprise. It can also be a strategic asset—one that can be managed to boost profits. Working with Energy Trust of Oregon, you can learn how to identify significant cost-saving opportunities and implement Strategic Energy Management to capture the savings for years to come. Energy-saving activities implemented during engagement in this offering are eligible for Energy Trust cash incentives as well.

Most businesses have taken steps to upgrade or retrofit at least some equipment and facilities to save energy and money. Strategic Energy Management helps you take the next step by providing training for your operations. Working with energy experts from Energy Trust, your staff can develop skills to identify operations and maintenance changes—many of which can be accomplished at low cost—that can make a big difference in a building's energy use. It's a systematic and ongoing commitment to managing energy like you do quality, safety or productivity. By implementing an initiative that both improves operations and engages employees, Strategic Energy Management helps you turn wasted energy into revenue.

Systems-Based Solutions for Saving Energy

Successful solutions are based on good information and a solid plan. Energy Trust has designed Strategic Energy Management to achieve results. Over the course of a year, participants receive technical support, state-of-the-art tools and templates, and coaching from energy experts to:

- Assess energy waste and opportunities in facilities
- Track and monitor energy use and performance
- Establish an energy team, energy management policy and goals
- Identify operational, behavioral and capital projects that increase savings
- Engage employees in energy-saving practices
- Develop a practical and measurable energy management plan
- Implement organizational standards that achieve short and long-term goals

Additional Energy Trust resources for Strategic Energy Management participants include:

- Monthly workshops detailing energy management components and individual business considerations
- Energy Trust cash incentives for energy management practices that result in energy savings

Sizing It Up for Your Business

Strategic Energy Management is a process that requires commitment to achieve bottom-line benefits. More than a technical upgrade, it incorporates procedural and behavioral aspects of energy use. The most successful participants will consider or implement at least some of the following:

- Developing sustainable energy management strategies and recruiting Energy Champions at executive and operations levels
- Implementing continuous improvement efforts
- Managing energy costs as a priority
- Dedicating resources to reach energy savings goals
- Engaging employees in every area of the operation to save energy
- Providing access to all energy usage information, including monthly utility bills
- Ensuring participation in monthly workshops or meetings
- Presenting relevant information and progress updates to internal energy management group

Qualify for the Cash

Energy Trust can provide cash incentives for electric savings in either Portland General Electric or Pacific Power territories (\$0.04/annual kilowatt hour saved) and natural gas savings in either NW Natural or Cascade Natural Gas territories (\$0.40/annual therm saved) through operational and behavioral improvements.



Get more from your energy. Learn more about Strategic Energy Management at www.energytrust.org/commercialsem or call **503.445.2475**, or email commercialSEM@energytrust.org.



PRODUCING RESULTS

Participants in Strategic Energy Management have:

- Reduced total annual energy costs between five and 10 percent
- Cut energy use by up to 20 percent
- Identified capital improvements or process changes that led to more savings
- Allocated additional resources to energy management as a result of demonstrated success
- Overcame barriers to efficiency
- Embedded strategic energy management principles within the company
- Implemented ongoing operations and maintenance practices

What types of businesses can benefit the most from Strategic Energy Management?

- Campuses with multiple buildings and building types
- Customers with a large portfolio of buildings and a range of building types
- Buildings with complex energy systems