

SESSION 4B

INCREASE YOUR COMMERCIAL AND GOVERNMENT PROGRAM IMPACTS

Moderator: David Ciepluch, We Energies

PAPERS:

Get the Government! Understanding and Serving Government Customers through Energy Efficiency Programs

David Kyle, Efficiency Maine
Kevin Galligan, Cape Light Compact
Elizabeth Titus, Northeast Energy Efficiency Partnership
Lark Lee, PA Consulting Group
Carol Sabo, PA Consulting Group
Tom Giffen, SAIC

Methodology for the Evaluation of an Energy Saving Performance Contracting Program for the U.S. Federal Government

John A. Shonder, Oak Ridge National Laboratory
Patrick J. Hughes, Oak Ridge National Laboratory
Martin Schweitzer, Oak Ridge National Laboratory
Richard Schmoyer, Oak Ridge National Laboratory

Decision-making in the Commercial Office Building Market: Targeting Key Players in the Office Submarket

John H. Reed, Innovologie
Moria Morrissey, Innovologie
Charles Bailey, Innovologie
Jeff Riggert, Innovologie
Isabelle Gecils, PG&E
Peter Turnbull, PG&E

Evaluating the Impacts of an Energy Study Program

Dakers Gowans, Nexant

SESSION SUMMARY:

Many program implementers have had to deal with market penetration with various programs and business sectors. Most forms of government are dealing with annual budget constraints and energy efficiency is a neglected avenue to help them reduce their operational cost. The office market place forms a large group of buildings that consume a lot of energy. Building management dynamics and strategies vary from different business arrangements. Performance contracts are another tool that can be used to help manage projects and their cost over time. Many efficiency implementers use technical assistance, energy surveys and studies to assist and persuade customers' to install improvement measures to their benefit. The presenters have applied process evaluation to these markets to explore and recommend strategies and solutions that can improve program penetration with efficiency measures.

Examples will be shared of successful government programming. Building management is broken out into major subgroups to utilize specific strategies with each to improve efficiency programs.

Large performance contract analysis is shared and how effective are these contracts at meeting performance goals. Technical assistance and studies can be a great tool for energy efficiency gains but there can be improvements with the approach.