



# MANUFACTURERS CONTROL ENERGY COSTS THROUGH STRATEGIC ENERGY MANAGEMENT

## CORE SEM IS THE FIRST STEP TO LONG TERM, SUSTAINED OPERATIONAL SAVINGS

Manufacturers of all types and sizes are discovering how to put the power of Strategic Energy Management, SEM, to work in their operations. Energy Trust of Oregon can help your plant gain energy savings of five to 10 percent, using no-and low-cost practices.

Can your business afford to leave savings like these on the table? Core SEM develops and taps the skills and interests of your own staff to manage energy more efficiently for long-term energy savings.

Core SEM is delivered through a cohort—a group of diverse manufacturers providing opportunities for peer-to-peer knowledge sharing.

More than 140 Oregon manufacturing sites, representing more than 100 companies, have found that SEM is a proven way to reduce energy intensity—and energy costs—at industrial facilities.

Our Core SEM team of experienced coaches and technical experts will help your organization save energy by guiding you and your staff to:

- Cultivate and train an energy champion and energy team to lead a successful energy effort
- Train staff to identify energy waste at your site
- Clarify organizational energy goals and priorities
- Engage and empower employees to reduce energy waste in their work area
- Use diagnostic business tools and templates to identify waste in systems
- Measure, track and report on energy intensity, savings and performance

### *Some of Oregon's leading manufacturers have participated in Strategic Energy Management:*

- ATI Wah Chang
- Bell Foods International
- Blount International, Inc.
- Boise Inc.
- CalPortland
- Clean Water Services
- Commercial Vehicle Group, Inc.
- Contact Industries
- Dannon
- Elkay Wood Products
- Flakeboard
- Genentech Inc.
- Gunderson LLC
- Hampton Affiliates
- Kinzua Lumber, Boise Cascade LLC
- Knife River Corp.
- Leatherman Tool Group
- Myers Container
- Nike, Inc.
- Orchid Orthopedic
- Pacific Natural Foods
- PCC Structurals Inc.
- Pella Corporation—Portland Operations
- Portland Hospital Service Corporation
- Purdy a Division of Sherwin-Williams
- Sanyo Solar
- Sapa Extrusions Inc.
- Sheldon Manufacturing, Inc.
- SolarWorld USA
- Stanley Hydraulic Tools
- Stimson Lumber Company
- Tektronix, Inc.
- Toyo Tanso USA
- Tualatin Valley Water District
- Warn Industries
- Widmer Brothers Brewing
- Yoshida Foods International

Energy Trust is recruiting 10-12 firms to join the next cohort of Core SEM. Eligible companies are:

- Served by Portland General Electric, Pacific Power, NW Natural or Cascade Natural Gas
- Spending at least \$50,000 annually (at least \$4,000 per month) on electricity and natural gas combined
- Committed to saving energy through continuous improvement practices
- Willing to implement no-and low-cost projects during the year-long engagement

Upon completion of Core SEM, Energy Trust can provide cash incentives for verified energy savings. Incentives are \$0.02 per annual kilowatt hour and \$0.20 per annual therm saved. There is also an opportunity to receive up to \$3,000 in additional incentives for achieving specific milestone targets.

To gain the optimal results and qualify for the full range of training, assistance and cash incentives available through Core SEM, your team must:

- Participate fully in the year-long training, by attending each workshop and completing assignments and onsite projects between workshops.
- Obtain management support for an energy champion, energy data manager and energy team to commit work time to Core SEM activities.
- Provide Energy Trust with energy and production data, or other key energy driver data, to develop custom energy intensity models for your facility and measure energy savings achieved.



Get more from your energy. For more information, contact us at [production@energytrust.org](mailto:production@energytrust.org) or call **1.866.202.0567**.



**What staff should be involved in Core SEM?** Each participating company must designate an energy champion, energy data manager, and an energy team. Your in-house energy team can be as big or as small as fits your company's size and culture.

**What will this cost?** Energy Trust provides training, technical services and assessments at no cost to you. The only cost is the time commitment for staff to participate.

**What's the time commitment for staff?** A minimum of two staff members from the energy team must attend six workshops offsite; the first two workshops are eight hours, and the remaining four workshops are four hours each. There are also five events at your site in which broader employee participation—beyond the energy team—is encouraged. These onsite events each range from two to five hours.

**Why is this a year-long commitment?** Lasting organizational change takes time. Over the course of a year we introduce, and help you implement, a holistic approach to energy management that saves energy immediately and provides a strong foundation for future continuous energy improvement at your business.