

Energy Design Review Pilot Project Webex Information Session

Hatch Energy Management Consulting

February 16th, 2011



Agenda

The Project Team

What is the EDR Pilot Project?

What are the Benefits of Participating in the Project?

Who is Eligible to Participate in the Project?

What is the Project Schedule?

What is Involved in Participating in the Project?

How do you Register for the Project?

Questions?

The Project will be carried out by Hatch and is mainly funded by the OPA with additional funding from Union Gas and Enbridge

Hatch

Consulting firm leading the project

- Bob Griesbach (project sponsor)
- Emily Thorn Corthay (project manager)
- Megan Dover/Amanda Taylor (consultants)

Enbridge

Organization providing additional project funding

- Peter Goldman (project manager)
- Fei Chen (Industrial program manager)

Ontario Power Authority

Organization providing the main project funding

- Daniel Carr (senior analyst)

TRCA

Organization providing in-kind project support

- Dennis Braun (program manager)

Union Gas

Organization providing additional project funding

- Ruth Dekker (project sponsor)
- Amanda McAlorum (project manager)

OMA

Organization providing in-kind project support

- Cheryl Brownlee (manager stakeholder relations)

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What is the Problem?

Industrial facilities typically have long lives (30 years) and consume large amounts of energy (electricity and fuel), as such intervention in the earlier design phases can have significant impact on long term energy consumption


What is the Solution?

The Energy Efficiency Design Review Pilot Project

- To assist the industrial sector in Ontario to increase their energy efficiency in the design stage rather than the retrofit stage
- Done by implementing a free cross functional energy efficiency and renewable energy design review for five industrial facilities in Ontario
- The project involves five design projects of various sizes from different industrial sectors and may include both greenfield sites and expansion projects

For more information, download the project brochure from the project website.
Visit www.hatch.ca/energypilot

The Energy Efficiency Design Review Pilot Project Brochure



Energy Design Review Pilot

WHAT IT IS:
Free cross-functional Hatch energy efficiency and renewable energy design review for large expansions or new developments of industrial facilities in Ontario.

WHAT YOU CAN ACHIEVE:

- Compared with the "as is" business case
 - Reduced long-term energy expenses
 - Decreased long-term energy intensity
 - Improved long-term operational efficiency
 - Improved long-term operations and maintenance

WHO QUALIFIES:

- Five industrial facilities
- Facilities located in Ontario
- Facilities that currently have a new greenfield or substantial expansion project that increases energy consumption
- Facilities committed to implementing the energy savings recommendations

FACTORS FOR SELECTION:

- Senior-level commitment
- Energy accountability within the plant
- Readiness to fully engage in the two-year pilot program
- Projects that will consume both electricity and natural gas

COMPETITIVE ADVANTAGE:
Participants will be industry leaders by implementing recommended energy efficiency and renewable energy designs identified in the energy design review. Participants will be able to showcase the energy savings and greenhouse gas reductions achieved in public relations campaigns.

LIMITED SPACE:
Availability for five participants only

VALUE:
Chosen facilities will get approximately \$25,000 in free Hatch consulting services for the energy design review.
Participants are also eligible for additional funding during project implementation.

24-MONTH PILOT CALENDAR:

**STAGE 1
KICK-OFF AND DATA COLLECTION:**
(50 hours of in-kind site support)

- Introduction to the project team
- Establish potential baseline of energy use
- Set project goals and expectations

**STAGE 2
ENERGY DESIGN REVIEW**
(60 hours of in-kind site support)

- Interactive workshop discussing the industrial processes and potential energy savings opportunities
- Team workshop led by a certified Energy Manager

**STAGE 3
ANALYSIS/RESULTS**
(20 hours of in-kind site support)

- Energy savings calculations for each opportunity identified
- Performance indicators used to measure potential savings
- Report submitted to participants

**STAGE 4
CASE STUDY DEVELOPMENT**
(60 hours of in-kind site support)

- Development of workplan for implementation
- Benchmarking participants

**STAGE 5
TRAINING/OUTREACH CAMPAIGN:**
(10 hours of in-kind site support)

- Energy training and presentation of findings to participants
- Marketing case studies and project learnings
- Presenting case studies to the public

A similar project in British Columbia:
BC Hydro currently offers a "Power Smart New Design Program" in which they fund 100% of the costs of a comprehensive energy design review. For more information see <http://www.bchydro.com/powersmart/industrial/offers/plan/npd.html>

A Collaborative Effort:
Hatch is the consultant leading this pilot project mainly funded by the Ontario Power Authority with additional funding from Union Gas and Enbridge. Additional collaborators include organizations such as the Toronto and Region Conservation Authority and the Ontario Mining Association.



DOWNLOAD YOUR APPLICATION NOW:
Visit www.hatch.ca/energypilot to download your application today!

HAVE QUESTIONS? CONTACT:
Emily Thorn Corthay, Project Manager
ethorncothay@hatch.ca
Tel: 905 403 3989

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What are are the benefits of participating in the pilot project?

The Energy Efficiency Design Review Pilot Project Benefits

- You will likely receive the following improvements compared to your “as is” engineering design:
 - Reduced long-term energy expenses
 - Decreased long-term energy intensity
 - Improved long-term operational efficiency
 - Improved long-term operations and maintenance

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Who is eligible for the pilot study?

The Minimum Requirements to Participate in the Pilot Study

- You must be an industrial site located in Ontario
- Your design must be a new “greenfield” project or large expansion project
- Your project must have the potential for electricity savings
- The estimated budget to implement your project must be over \$1M
- Your company’s senior management must agree to support the expedited implementation of identified energy savings opportunities
- The estimated implementation date of your project must be after the design review

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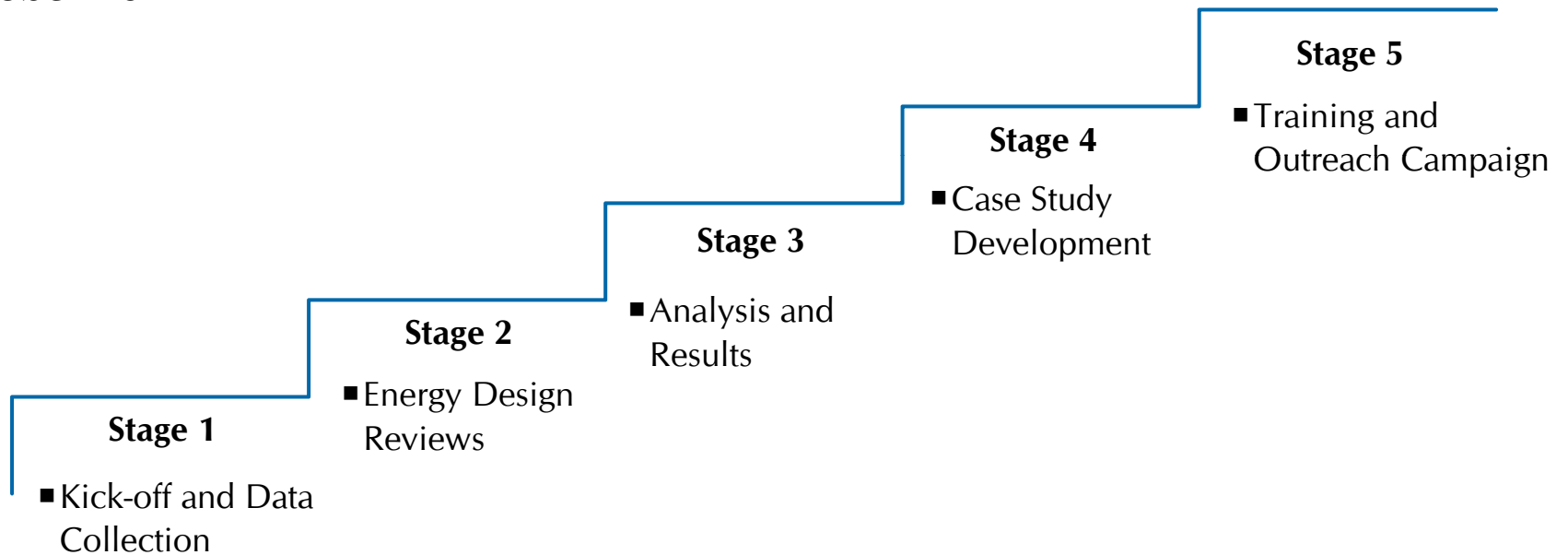
How do you Register for the Project?

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What is the Project Schedule?

The Pilot Project Schedule

- The 24 month project schedule is broken down into 5 stages and will run until October 2012



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What is required from each participant during the project?

Participant's Requirements

- Each Participating company must provide the following:
 - Senior Level buy-in!
 - Signed Participation Agreement
 - Approximately 10 hours/month of in-kind support during the duration of the project
 - Willingness to participate in your project's case study development once the review is completed

What will each participating company receive?

Participants Will Receive Free Consulting Services

- Chosen facilities will receive approximately \$25,000 in free Hatch consulting services through:
 - A workshop style energy focused design review
 - Energy training
 - A final energy design review report and presentation of findings

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To register, simply complete the application form and send the completed form to Emily Thorn Corthay. Download the form at www.hatch.ca/energypilot

The Energy Efficiency Design Review Pilot Project Application Form



APPLICATION FORM

1. PARTICIPATING FACILITY INFORMATION?

PARTICIPATING COMPANY NAME: _____

CORPORATE ADDRESS (STREET, CITY, PROVINCE, POSTAL CODE): _____

SITE CONTACT NAME AND POSITION: _____

SITE CONTACT INFORMATION (TELEPHONE, EMAIL, COMPANY WEBSITE): _____

2. DESCRIBE YOUR CURRENT FACILITY

INDUSTRY SECTOR AND PRIMARY PRODUCT LINES: _____

SIZE (NUMBER OF EMPLOYEES): _____

APPROXIMATE ANNUAL ENERGY EXPENDITURES: () \$/YR - electricity () \$/YR - natural gas () \$/YR - other () \$/YR

NATURAL GAS UTILITY PROVIDER Union Gas Enbridge n/a

ELECTRICITY PROVIDER transmission connected distribution connected If distribution connected, name of utility: _____

3. DESCRIBE YOUR PROJECT

Is your project for a new facility or a large expansion project? new facility large expansion project

What type(s) of energy will the project consume? electricity natural gas

At what stage is your project? conceptual basic engineering detailed engineering

What is the approximate budget for your project (construction phase)? \$1,000,000 < \$5,000,000 \$5,000,000 > \$10,000,000 > \$10,000,000

What is the estimated date of implementation for the project (construction phase)? _____

Is the project's engineering consulting being carried out in-house or by an external consultant? If by an external consultant, name consultant: _____

Does your company have an expected annual cost of energy for the project? yes no If so please specify: _____

Please provide a short description of the project: _____


4. DOES YOUR ORGANIZATION CURRENTLY HAVE THE FOLLOWING?

Is your company ISO certified? ISO 9001 ISO 14001 other _____

Does your company set energy management and/or greenhouse gas goals? yes no If so, briefly describe: _____

Does your company track progress towards your energy and/or greenhouse gas goals? yes no If so, briefly describe: _____

Who is accountable for achieving the energy management and/or greenhouse gas goals? _____



APPLICATION FORM

5. WHAT ARE SOME BENEFITS YOUR FACILITY WISHES TO REALIZE THROUGH PARTICIPATION IN THE ENERGY DESIGN REVIEW PILOT? NUMBER THE BOXES BEGINNING WITH '1' AS THE MOST VALUABLE BENEFIT.

<input type="checkbox"/> a. Achieve energy cost savings <input type="checkbox"/> b. Achieve greenhouse gas reductions <input type="checkbox"/> c. Implement renewable technologies <input type="checkbox"/> d. Improve operations and maintenance <input type="checkbox"/> e. Achieve public relations benefits	<input type="checkbox"/> f. Exposure to energy best practices within your facility <input type="checkbox"/> g. Become an industry leader in energy efficiency in design <input type="checkbox"/> h. Other _____
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6. AN IMPORTANT ELEMENT OF THE ENERGY DESIGN REVIEW PILOT PROJECT IS REPORTING ON THE CHALLENGES AND SUCCESSSES OF PARTICIPATING FACILITIES. PROPRIETARY INFORMATION WILL BE PROTECTED. ANY CASE STUDY ON YOUR FACILITY'S PARTICIPATION IN THE PROJECT WILL BE APPROVED BY YOUR SITE BEFORE RELEASE.

Is your site willing to participate in case study reporting? yes no

7. SENIOR MANAGEMENT SPONSOR

ONGOING SUPPORT FROM TOP MANAGEMENT IS VITAL TO PARTICIPATE IN THE ENERGY DESIGN REVIEW PILOT STUDY.

Is your facility willing to commit to providing in-kind support during the 2 year pilot study (approximately 10 hours/month)? yes no

Is your facility willing to implement the top recommendations that meet your corporate hurdle rates for investment without adding significant complexity or operating risk? yes no

Briefly describe your commitment to directing staff time & involvement to the pilot project: _____

SITE MANAGEMENT HAS REVIEWED THE RELEVANT BROCHURE AND HAS ACKNOWLEDGED THE INFORMATION GIVEN ABOVE. THE SITE ENERGY MANAGER WILL BE REQUIRED TO HOST THE ENERGY REVIEW MEETING ON SITE AND PROVIDE THE NECESSARY IN-KIND SUPPORT DURING THE 2 YEAR PROJECT. THE FACILITY IS REQUIRED TO PROVIDE THE NECESSARY DATA AND DRAWINGS PRIOR TO THE ENERGY DESIGN REVIEW. THERE IS NO CREDIT CHECK REQUIRED TO PARTICIPATE IN THIS PILOT STUDY. SENIOR SITE MANAGEMENT AGREES TO IMPLEMENT THE TOP RECOMMENDATIONS PRESENTED DURING THE ENERGY REVIEW THAT MEET THE CORPORATE HURDLE RATES FOR INVESTMENT WITHOUT ADDING SIGNIFICANT COMPLEXITY OR OPERATING RISK.

ENERGY MANAGER SPONSOR (PERSON RESPONSIBLE FOR ENERGY MANAGEMENT ON SITE)


Signature _____ Date _____


SENIOR EXECUTIVE SPONSOR


Signature _____ Date _____


Early Application Deadline January 15th 2011. Final Application Deadline March 15th 2011. Please complete all sections.
For any questions contact: Emily Thorn Corthay (Email: ethorn@hatch.ca Tel: 905 403 3986)

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Hatch and the 5 Selected Participants will each sign a Participation Agreement

- Participation Agreement demonstrates a participant's commitment to the project and outlines responsibilities of each party.
- Participation Agreement covers the following topics:
 - Project Description and Timeline
 - Hatch Services and Responsibilities (energy design review, training, final report, etc.)
 - Participant's Responsibilities (resources, tracking of in kind costs, provision of data, reasonable access to facilities, staff and energy meters)
 - Subject to support the expedited implementation of identified energy savings opportunities that
 - meet the corporate hurdle rates for investment without adding significant complexity or operating risk
 - do not exceed the funds available for the project, do not negatively impact collective agreements, product processes, product quality or the image of the company
 - Confidentiality
 - Promotion of project

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Have additional questions? If so, contact members of our Hatch project team

Emily Thorn Corthay

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