



Industrial Work Group Agenda

February 27, 2012, 10:00 – 11:00 a.m. (EST)

I. Welcome – 10 Minutes (10:00-10:10 a.m.)

1. Introductions
2. Opportunities to provide feedback outside group forum, contact Scott and/or Samantha by email, phone
3. Designation of group leader/reporter

II. Recap of Issues Raised on Feb. 6 Call – 20 Minutes (10:10-10:30 a.m.)

1. Opportunity for comments/corrections on Feb. 6 minutes
2. Issues to table for now
 - “Heavy Industrial Users” (>5MW) - Self-direct, opt out for this sector
3. Carry-over issues from Feb. 6
 - Education, EE awareness as a whole for industrial sector
 - Size of industrial user may be an indicator of receptiveness to efficiency programs/services
 - a. Industrial customers <5MW - Who are they?
 - b. To what extent would this industrial sector seek assistance from utility-run EE programs?
 - c. What about a distinct category of Self-Direct programs for these customers?
 - d. Regardless of whether this sector ends up participating in DSM, there was an acknowledgement that this sector needs education, expertise
 - e. What are the opportunities to make this happen? Partnering with universities, utilities?
 - f. < 5MW participants in the Save Energy Now program get together quarterly to share information. How can we increase these kinds of learning opportunities?
 - g. What about training in-house engineers, i.e. Toyota/Logan Aluminum model of employee engagement

III. Review of Reference Materials – 15 Minutes (10:30-10:45 a.m.)

1. *Kentucky's Existing Industrial Incentives*
 - How beneficial are these incentives to Kentucky's industrials?
 - How could these be altered to incent energy efficiency upgrades?
 - Compare with TVA's *Valley Investment Initiative*
 - a. What elements of this program could be applied to improve Kentucky's existing industrial incentives, if any?
2. *Texas LoanSTAR Program-Revolving Loan Fund:*
 - How would a program like this function in Kentucky?
 - Who would fund it?
 - What funding level would be necessary to make it attractive/useful to Kentucky's industrials?

IV. Additional Issues to Address on March 22 – 15 Minutes (10:45-11:00 a.m.)

1. Transparency of Energy Savings –
 - We've discussed emphasizing education to build credibility for EE amongst industrial users, particularly < 5MW customers
 - If education and awareness were emphasized for all sizes of industrials, there would be little need for utility-run programs
 - Does the group agree with this statement?
 - a. To build credibility for EE amongst the industrials – and all customer classes - we need reliable data that is easily accessible in both form and content to all energy users
 - Availability of clear, transparent data is a best practice in many other states with established efficiency programs, regardless of whether industrials participate or opt out
 - Plan to focus on this issue during the in-person collaborative on March 22
2. Review of March 22 collaborative agenda, breakout sessions
3. Closing Comments