2019 Better Plants Summit
Partner Meetup
2019 Better Plants Summit

New Format!
Aggressively Participatory
DOE Welcomes New Partners Since the 2018 Summit
Better Plants New Partners

- ESTÉE LAUDER COMPANIES
- XEROX™
- Krage Manufacturing LLC
- PPC®
- Saputo Dairy Foods USA
- Deschutes Brewery
- Autoliv
- Graham Packaging Company
- Intralox®
- OZINGA®
- United Mechanical & Metal Fabricators, Inc.
- Flowers Foods
- Sugar Creek
- Mitsubishi Electric
- Tyson
- Michels®
Better Plants New Partners – Volvo Supply Chain Cohort

- Alumalloy Metalcasting Company
- TitanX
- DPI Durable Products Incorporated
- Volvo
- CVG Commercial Vehicle Group, Inc.
- Custom Glass Solutions
- GB Manufacturing
- Mekra Lang North America
DOE Recognizes Better Plants Challenge Goal Achievers
Improved energy intensity by 26% cumulatively with a 2014 baseline
Better Plants Challenge Goal Achiever

BCWSA

Improved energy intensity by 37% cumulatively with a 2012 baseline
Improved energy intensity by 20% cumulatively with a 2012 baseline
Improved energy intensity by 25% cumulatively with a 2008 baseline
Improved energy intensity by 26% cumulatively with a 2012 baseline
DOE Recognizes Better Plants Program Goal Achievers
Better Plants Program Goal Achiever

Improved energy intensity by 27% cumulatively with a 2010 baseline
DOE Recognizes 2019 Better Practice and Better Project Award Winners
Better Practice Award Winners

BENTLEY

Lineage

Celanese

Des Moines Water Works

SAINT-GOBAIN

TOYOTA
Better Project Award Winners

AGROPUR

GM

NEW Water

ArcelorMittal

NISSAN

EASTMAN

PEPSICO
DOE Recognizes a Company for its SEP or 50001 Ready Facilities
3M

Recognized for instituting global energy management best practices verified by SEP certification in 8 additional facilities
Cummins

Recognized for instituting global energy management best practices verified by SEP certification in 2 additional facilities
Schneider Electric

Recognized for instituting global energy management best practices verified by SEP certification in 7 additional facilities
ArcelorMittal – Cleveland, OH (Re-Attest)

Recognized for instituting global best practices in continuous energy improvement across its facility in Cleveland, OH
Charter Steel – Fostoria, WI
Recognized for instituting global best practices in continuous energy improvement across its facility in Fostoria, WI
Quad – West Allis, WI
Recognized for instituting global best practices in continuous energy improvement across its facility in West Allis, WI
General Motors
Recognized for instituting global best practices in continuous energy improvement across 22 separate facilities
New Technical Resources
New Waste Reduction Pilot

Schneider Electric

PPC A Belden Brand

LA DWP Los Angeles Department of Water & Power

NSK

Martin & Co. EST. 1833

Flowers Foods

FMC

Volvo

Sugar Creek Brandworthy Food Solutions Since 1966
## In-Plant Trainings

<table>
<thead>
<tr>
<th>Host Plant Name</th>
<th>City, State</th>
<th>Open to Outsiders?</th>
<th>Energy System Type (for INPLT at host plant)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ArcelorMittal Warren Coke Plant</td>
<td>Warren, OH</td>
<td>Yes</td>
<td>Treasure Hunt Exchange (open to external partner)</td>
</tr>
<tr>
<td>Armstrong Flooring, Inc. Lancaster Plant</td>
<td>Lancaster, PA</td>
<td>Yes</td>
<td>Treasure Hunt Exchange (open to external partner)</td>
</tr>
<tr>
<td>Charter Steel Cleveland Plant</td>
<td>Cuyahoga Heights, OH</td>
<td>Yes</td>
<td>Treasure Hunt Exchange (open to external partner)</td>
</tr>
<tr>
<td>General Aluminum (GAMCO) Wapakoneta Plant</td>
<td>Wapakoneta, OH</td>
<td>Yes</td>
<td>Treasure Hunt Exchange (open to external partner)</td>
</tr>
<tr>
<td>General Motors Fort Wayne Assembly</td>
<td>Roanoke, IN</td>
<td>Yes</td>
<td>Treasure Hunt Exchange (open to external partner)</td>
</tr>
<tr>
<td>Graham Packaging Company</td>
<td>Tolleson, AZ</td>
<td>No</td>
<td>Treasure Hunt Exchange</td>
</tr>
<tr>
<td>Ingevity Corporate</td>
<td>Wickliffe, KY</td>
<td>Yes</td>
<td>Multi-System (Fans &amp; Pumps)</td>
</tr>
<tr>
<td>Narragansett Bay Commission</td>
<td>Providence, RI</td>
<td>Yes</td>
<td>Water/Wastewater</td>
</tr>
<tr>
<td>Nissan North America, Inc.</td>
<td>Decherd, TN</td>
<td>Yes</td>
<td>Compressed Air</td>
</tr>
<tr>
<td>Owens Corning</td>
<td>Kansas City, KS</td>
<td>Yes</td>
<td>Pumps</td>
</tr>
<tr>
<td>PepsiCo (Frito-Lay) Kern Manufacturing</td>
<td>Bakersfield, CA</td>
<td>No</td>
<td>Compressed Air</td>
</tr>
<tr>
<td>Wapuaca Foundry</td>
<td>Waupaca, WI</td>
<td>Yes</td>
<td>Compressed Air</td>
</tr>
</tbody>
</table>
Tools

Diagnostic Equipment Program and MEASUR Tool Suite

How can we help you evaluate system performance, measure energy losses and quantify savings opportunities?
New Primer – Industrial Energy Financing

- Common Barriers
- Common Financing Solutions
- Alternative Financing Solutions
- Financing Considerations
- Case Studies
- Additional Resources

INTRODUCTION

This primer serves as an introduction to the challenges and opportunities in energy finance for the industrial sector. It provides case studies and other resources to help companies in the sector take advantage of innovative financing strategies. The primer is part of the Better Buildings Financing Navigator, an online tool that helps public and private sector companies find financing solutions for energy efficiency and renewable energy projects.

COMMON BARRIERS TO ENERGY FINANCING

- COMPETING BUDGET PRIORITIES
  Many industrial companies have a range of competing priorities that all seek funding from operating and capital budgets, and executives may place a higher priority on capital investments that increase production and sales.

- BALANCE SHEET CONCERNS
  Industrial companies may be hesitant to add liabilities to the balance sheet, particularly if they already have a heavy debt load.

- HIGH HURDLE RATES
  Industrial companies may require a high minimum rate of return on certain investments (including energy improvements) because they could also deploy the capital into other high-return investments.

- LIMITED STAFF BANDWIDTH
  Limited staff capacity and/or lack of financing/technical expertise in energy efficiency and renewable energy may prevent industrial companies (especially those smaller in size) from exploring potential projects.
Sharing Your Stories
Amplifying your Leadership
Sharing Your Story

BENTLEY MILLS: ENERGY AS A SERVICE FINANCING (EAAS) FOR LED LIGHTING UPGRADE AND WATER EFFICIENCY

Bentley Mills has a history of conducting high impact energy efficiency projects through internal funding and was committed to improving the LEED certification and efficiency of their plant in City of Industry, California. Two projects were identified for an initial master plan: an LED retrofit for the entire facility and the installation of high efficiency fixtures for all domestic water use at the facility. The partner sought an alternative to traditional financing routes for the proposed retrofit projects and ultimately enlisted a Better Buildings Financial Ally, Redaptive, to fund two major projects using “Energy as a Service” (EaaS) model, a plant-wide LED retrofit and high efficiency fixtures for all domestic water uses.

More

LINEAGE LOGISTICS RECOGNIZED FOR EXEMPLARY ENERGY MANAGEMENT PROJECT

COMMENTARY  July 8th, 2019 | Written by GT Staff
DOE is launching the *ITEAM* Prize competition as a means to:

1. Find individuals who were responsible for creative, specific, and innovative ideas and practices that led to significant, measurable energy savings at their manufacturing facilities; and
2. Encourage those individuals to widely share their ideas and practices for the benefit of U.S. Manufacturing facilities nationwide.
Convening and Networking
Technology, Innovation, & Field Validation
Connections to Technology and R&D

NATIONAL LAB INNOVATION PORTAL

The U.S. Department of Energy’s national labs offer an unparalleled opportunity for public/private partnerships in research, testing, and publication. Through the national labs’ user facilities, independent groups can take advantage of equipment and facilities in order to advance their own understanding and work. Interested parties are encouraged to reach out to relevant user facility contacts. Learn about the various methods to work with the labs and which one may be right for you.

Better Plants Technology Days: Connecting industry with the national labs

Get to Know the National Labs
DOE’s 17 national labs are spread across the country; find the ones closest to you and learn about their core capabilities.

Access My National Lab

How to Partner with the National Labs
Explore DOE’s Lab Partnering Service, which provides interested parties a single location to connect with leading national lab technical experts to quickly answer innovation questions and discover opportunities for building partnerships through several mechanisms.

Form a Partnership

National Lab User Facilities
National lab user facilities are federally sponsored research facilities available for external use to advance scientific or technical knowledge; learn more about user facilities with industrial relevance at various national labs.

User Facilities

https://betterbuildingssolutioncenter.energy.gov/labs
Field Validation
DOE – NAM Fireside Chat