



**Better Plants<sup>®</sup>**  
**CHALLENGE**  
U.S. DEPARTMENT OF ENERGY

***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



**xerox**™



*Saputo*  
Dairy Foods USA



**Autoliv**



**intralox**®

**OZINGA**®

 **FlowersFoods**



**United Mechanical &  
Metal Fabricators, Inc.**  
*Precision Sheet Metal Fabricator*

*shape*  
CORP.

  
**SugarCreek**™

 **MITSUBISHI  
ELECTRIC**

 **Tyson**

**MICHELS**®

# Better Plants New Partners – Volvo Supply Chain Cohort





**Better Plants<sup>®</sup>**  
**CHALLENGE**  
U.S. DEPARTMENT OF ENERGY

***DOE Recognizes Better Plants  
Challenge Goal Achievers***

# BENTLEY®

*Improved energy intensity by 26%  
cumulatively with a 2014 baseline*



*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***

# NAVISTAR<sup>®</sup>

*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**<sup>®</sup>



**Lineage**<sup>®</sup>

 **Celanese**

  
**SAINT-GOBAIN**

**Des Moines**  
**Water Works**  
Water You Can Trust for Life

**TOYOTA**

# Better Project Award Winners



ArcelorMittal

**NISSAN**

**EASTMAN**



**PEPSICO**



**50001 Ready**  
U.S. DEPARTMENT OF ENERGY



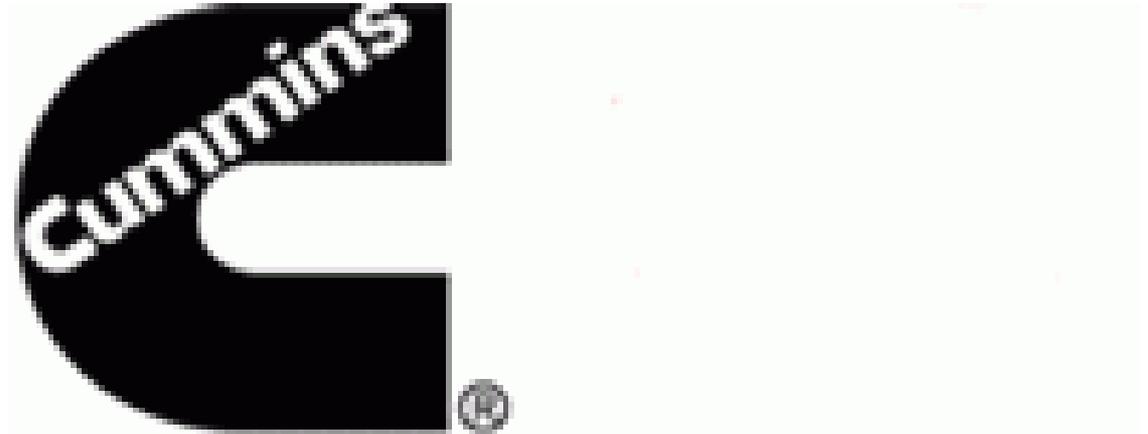
**Superior Energy  
Performance  
50001™**  
U.S. DEPARTMENT OF ENERGY

***DOE Recognizes a Company for  
its SEP or 50001 Ready Facilities***

The image shows the 3M logo in a large, bold, red font. The '3' is a thick, rounded shape, and the 'M' is composed of two vertical bars connected by a horizontal bar at the top.

**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***

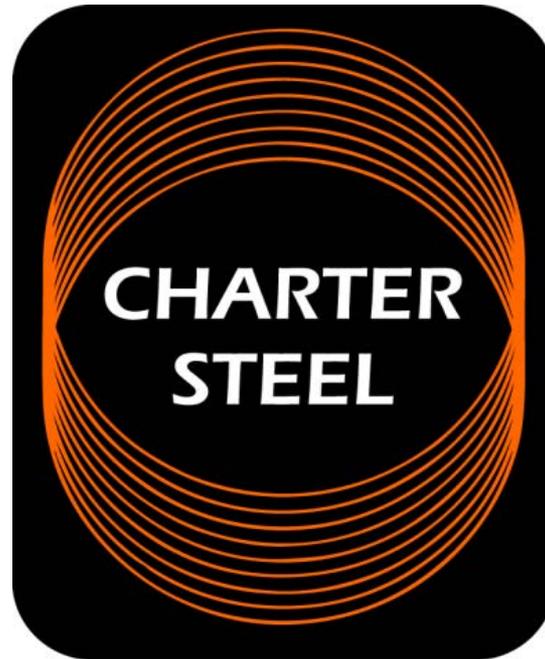
*Recognized for instituting global energy management best practices verified by SEP certification in 7 additional facilities*



## ArcelorMittal

### ***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



# In-Plant Trainings

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

## 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

**Better Buildings**  
U.S. DEPARTMENT OF ENERGY

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EXPLORE BY TOPICS BROWSE SOLUTION TYPES TOOLKITS FINANCING NAVIGATOR RESILIENCY

## BETTER BUILDINGS FINANCING NAVIGATOR

HOME EXPLORE FIND CONNECT

### Industrial Energy Financing

The industrial sector is a significant consumer of energy, accounting for nearly a third of energy consumption in the US. Industrial facilities are often energy intensive due to their size and the energy consumption of process and cross-cutting industrial technologies such as furnaces and compressed air systems. There are important opportunities to save energy by implementing best practices and energy saving technologies. Manufacturers are using a variety of financing strategies to fund energy efficiency, some of them quite innovative.

[SEE CASE STUDIES](#) [CONNECT WITH PROVIDERS](#)

#### 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



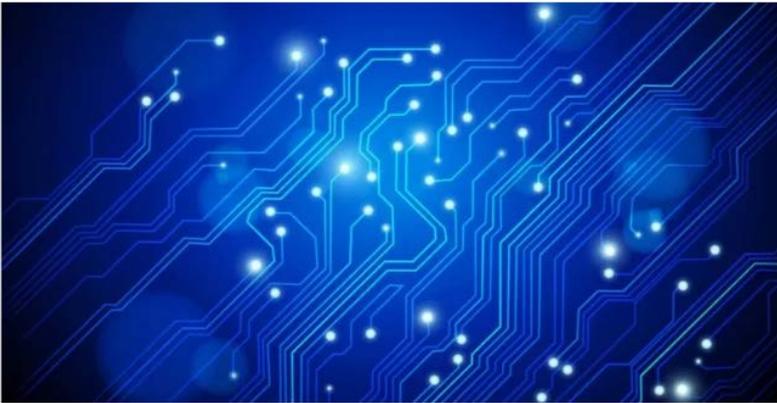
## BENTLEY MILLS: ENERGY AS A SERVICE FINANCING (EAAS) FOR LED LIGHTING UPGRADE AND WATER EFFICIENCY

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](#)

COMMENTARY July 8th, 2019 | Written by GT Staff

## LINEAGE LOGISTICS RECOGNIZED FOR EXEMPLARY ENERGY MANAGEMENT PROJECT



# New Prize

## Individuals Taking Energy Action in Manufacturing (ITEAM) Prize

\$5,000 to 5 winners in each of small, medium, large categories.

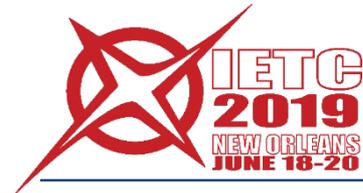


DOE is launching the *ITEAM* Prize competition as a means to:

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.



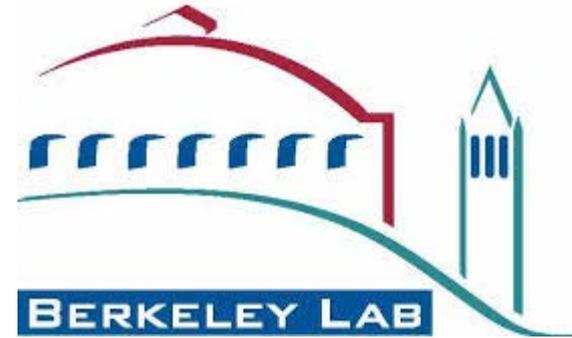
## *Convening and Networking*





***Technology, Innovation, &  
Field Validation***

# Connections to Technology and R&D



# Connections to Technology and R&D

ACCELERATORS ALLIANCE BETTER PLANTS CHALLENGE CHP COMMUNITIES HOME ENERGY SCORE ISO 50001 WORKFORCE

## 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.**



**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](#)

## *Field Validation*





## *DOE – NAM Fireside Chat*