RFSG Sector Meet-Up Part 1:
Greatest Hits in RFSG Energy Efficiency
Session Agenda

8:30 am  Welcome & Introductions
8:45 am  Sector Recognition
8:55 am  Sector Priorities
9:35 am  Program Updates
9:40 am  Partner Updates
9:50 am  Sessions of Interest
10:00 am Adjourn
Retail, Food Service & Grocery Team

Cedar Blazek
DOE – BBA Lead; Retail, Food Service & Grocery Lead

Zach Abrams
ICF – Account Manager, Retail

JaMarcus Brewer
ICF – Subject Matter Expert, Retail

Adam Spitz
ICF – Subject Matter Expert, Food Service

Cecilia Govrik
ICF – Account Manager, Food Service & Grocery
Opening Questions

Is there something specific you came here to learn about from the experts?

From your peers?
Sector Recognition
## Sector Accomplishments

### Challenge Partners with Greatest Energy Savings

<table>
<thead>
<tr>
<th>Company</th>
<th>Energy Savings</th>
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<tbody>
<tr>
<td>Best Buy*</td>
<td>33%</td>
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<tr>
<td>Haverty's*</td>
<td>28%</td>
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<tr>
<td>Macy's*</td>
<td>20%</td>
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<tr>
<td>Kohl's Department Stores</td>
<td>19%</td>
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<tr>
<td>Whole Foods Market</td>
<td>13%</td>
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<tr>
<td>The Wendco Group</td>
<td>13%</td>
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<tr>
<td>Carlisle Corporation</td>
<td>13%</td>
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<tr>
<td>The Wendy's Company</td>
<td>12%</td>
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<tr>
<td>Wendium of Florida, Inc.</td>
<td>12%</td>
</tr>
<tr>
<td>Staples</td>
<td>12%</td>
</tr>
<tr>
<td>Life Time Fitness</td>
<td>10%</td>
</tr>
<tr>
<td>Shari's Café &amp; Pies</td>
<td>10%</td>
</tr>
<tr>
<td>Walmart</td>
<td>9%</td>
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*Goal achiever

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### Key Statistics

- **68 Unique Sector Partners**
- **24 Challenge Partners**
- **44 Alliance Partners**
- **2.7 Billion Square Feet**
- **139 Trillion BTU Energy Savings Since 2011**
- **$1.3 Billion Saved Since 2011**
Water Goal Achiever

**SHARI’S CAFÉ AND PIES**

37%

Shari's Café and Pies is a commercial partner based in Beaverton, OR. It has a water commitment of 400,000 square feet and has a 2012 baseline year.
New RFSG Partners

- **LIFETIME FITNESS**
  - Joined BBC in July 2017

- **adidas GROUP**
  - Joined BBA in July 2017

- **NORTH AMERICAN SUSTAINABLE REFRIGERATION COUNCIL**
  - Joined as an Affiliate in November 2017
Advanced RTU Campaign (ARC) Recognition

- **Walgreens**: Highest # of High-Efficiency RTU Installations (2018)
- **LIFETIME FITNESS**: Largest RTU Efficiency Gain from Integration of Multiple Building Systems (2018)
- **TARGET**: Highest # of High-Efficiency RTU Installations (2017)
- **ULTA BEAUTY**: Highest % of Portfolio Upgraded with High-Efficiency RTU Installations (2017)
- **H&M**: Highest # of Advanced Automated Fault Detection and Diagnostic Retrofit Installations (2017)

[www.advancedrtu.org](http://www.advancedrtu.org)
Sprint

Best Practice in Use of EMIS (2017)

Sprint’s EMIS can identify issues we didn’t previously know existed, so we can address them before they become a problem, saving money and providing better comfort for our associates.

- Darrel Carter, Sprint Enterprise Energy Manager

https://smart-energy-analytics.org
Interior Lighting Campaign (ILC) Recognition

2018:
- Largest # of Facility Projects (2018)
- Greatest Portfolio-wide Annual Energy Savings

2017:
- Largest Portfolio-wide Annual Energy Savings
- Largest Number of Facility Projects
- Highest % of Annual Energy Savings for Troffer Lighting New Construction, Large Project

Exemplary Commercial Real Estate and Hospitality Sector Site (2017)

*for Staples Headquarters

https://interiorlightingcampaign.org/
Green Lease Leaders Recognition

2018 Green Lease Leaders

www.greenleaseleaders.com
Thank you to the 2016-2018 committee members!

- James McClendon, Walmart Stores, Inc. (Chair)
- Bruce Condit, PRSM
- Mike Ellinger, Whole Foods Market
- Erin Hiatt, Retail Industry Leaders Association
- Patrick Leonard, Starbucks
- Scott Moline, The Wendy’s Company
- Sheila Ongie, National Co-op Grocers
- Juliann Rogers, CKE Restaurants
- Jodenne Scott, Shari’s Café & Pies
- Bob Valair, Staples
RFSG Steering Committee for 2018-2020

- **Returning members:**
  - Bruce Condit, PRSM
  - Mike Ellinger, Whole Foods
  - Erin Hiatt, Retail Industry Leaders Association
  - Patrick Leonard, Starbucks
  - James McClendon, Walmart Stores, Inc. (Chair)
  - Sheila Ongie, National Co-op Grocers
  - Bob Valair, Staples

- **New members:**
  - Kirk Beaudoin, Adidas
  - Savitha Chelladurai, Walgreens
  - Peter Isabel, Life Time Fitness
  - Graziella Siciliano, Environmental Defense Fund

Seeking additional participants!
2018 RFSG Sector Priorities

- Workforce Training and Development
- Track and Interpret EMIS Data
- Explore Opportunities for Advanced Refrigeration Technologies
Sector Priorities: Progress To Date

- **Priority #1: Workforce**
  - Updates during RFSG Meet-Up 2 at 10:30 am today

- **Priority #2: EMIS Data**
  - Shared latest EMIS Technology team resources/webinars via RFSG listserv & on partner calls

- **Priority #3: Advanced Refrigeration**
  - Held Advanced Refrigeration webinar in January featuring latest research from DOE/NREL
  - Advanced Refrigeration Technologies for Energy Savings toolkit added to Solution Center in May
  - Partnership with North American Sustainable Refrigeration Council (updates later this session)
2019 Sector Priorities Brainstorm

What should our sector place extra emphasis on in the upcoming year?

Potential Ideas:
1) Workforce Development (broaden from HVACR, or not?)
2) Piloting New Technologies (earlier stage)
Previous Sector Priorities

2016-2017 RFSG Priorities

1) Communicating new products & service needs to vendors and suppliers
2) Retail display lighting
3) Supply chain energy-efficiency
Program Updates
DOE Collaborative on Advanced Technologies

- RFSG BBC Participation - Hosted Technology Field Validations
  - Walmart, Whole Foods, Life Time Fitness

- Opportunities for Partners
  - Potential to partner with a national lab or other public/private entity
  - Need building(s) to host field validations
  - Technical Advisory Committee Participation (Building Owners/Operators)
Partner Updates
Financial Literacy for Retail Curriculum

- Released June 2018
- Based on content from in-person workshops
- Created with support from DOE cooperative agreement
- Eligible for many continuing education programs
- Preapproved for USGBC and BOMI accreditations CEUs

www.retailcrc.org/training

RILA

Welcome!

Welcome to the Financial Literacy for Retail Curriculum. Within this unit are two courses: Finance 101 and Finance 201.

You can complete one or both modules - or just visit the parts of each course that you need.

Finance 101: Understanding the CFO and Translating Metrics for Retail Energy & Sustainability Professionals
This course highlights the importance of aligning energy initiatives with the company-wide aim of maximizing shareholder value, and provides some tips for success and business acumen you can use when creating proposals. This course is well suited for retail energy and sustainability professionals.

Finance 201: Innovative and Alternative Options for Retail Energy & Sustainability Professionals
This course explains the different internal and external financing options available for energy and/or sustainability projects. This course is well suited for retail energy professionals, retail finance professionals, and energy and sustainability professionals across sectors.

Select a course to begin.

RILA Erin Hiatt erin.hiatt@rila.org
The North American Sustainable Refrigeration Council

Advancing natural refrigerants to create a more sustainable, climate friendly future for supermarket refrigeration
What we do

Mission: Overcome barriers to adopting natural refrigerants

Hurdles
- Cost
- Service Readiness
- Codes & Standards

Progress Groups
- ROI
- Utilities & EE
- Contractors & Techs
- Best Practices
- Codes & Standards
- Policy

Activities
- System components
- Refrigerants Access
- Installation
- Utility incentive programs
- State funded programs
- Trainings
- Service network
- Service standards
- Case studies
- Installation specification
- Resource library
- Safety standards
- Eng standards
- Building codes
- Quarterly updates
- Task force
NASRC Members
Addressing Cost Barriers

Potential for Energy Savings

- Refrigerant Regulations
- New LowGWP Refrigeration Systems
- Baseline and energy modeling custom tool
- Prescriptive Refrigeration Measures
- Utility Engagement & Education
Natural Refrigerant Workshop
Building a Map of the Future

- Free workshop offered in partnership with VEIC
- Explore options for refrigerants in new and existing stores, emerging technologies, and the evolution of the mega-trends influencing the industry
- **Date**: October 3rd, 2018
- **Location**: Burlington, Vermont

Learn more and register: [http://nasrc.org/natural-refrigerants-workshop](http://nasrc.org/natural-refrigerants-workshop)
Sessions of Interest
Recommended Sessions for RFSG - Wednesday

- Enterprise Analytics: What Do We Do with the Data Dump?
  4:00-5:30 pm, Room 20
  - Supports RFSG Sector Priority #2—EMIS Data

Other Sector Sessions:

- Hospitality Meet-Up
  2:00-3:30 pm, Room 12
  - Featuring an in-depth discussion on franchisee engagement

- Strategies for Piloting High Impact Technologies w/ Hospitality
  4:00-5:30 pm, Room 12
  - Roundtable discussion applicable to all commercial sectors
  - Will introduce the new Better Buildings Technology Pilot Forum
Recommended Sessions for RFSG - Thursday

- **Real RTU AFDD Performance - Stories From the Field**
  8:30-10:00 am, Room 10
  - *Featuring Target and H&M*

- **Work Smarter: EMIS, Commissioning Case Studies, and SEA**
  10:30am-12:00 pm, Room 19
  - *Supports RFSG Sector Priority #2—EMIS Data*

- **World as Laboratory: Updates on Partner Field Verifications**
  4:00-5:30 pm, Room 12
Recommended Sessions for RFSG - Friday

Workshop options:

- **Workforce Matters: Training and Credentialing**  
  8:30am-12:00 pm, Room 13  
  - Supports RFSG Sector Priority #1—Workforce Needs

- **Going Deep on Building Enclosure Commissioning**  
  8:30am-12:00 pm, Room 14
What are you interested in attending?
Questions?
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