



AUGUST 21-23, 2018 • CLEVELAND, OHIO

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



Cecilia Govrik
ICF – Account Manager,
Food Service & Grocery



JaMarcus Brewer
ICF – Subject Matter Expert,
Retail



Adam Spitz
ICF – Subject Matter Expert,
Food Service

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

Savings Since Baseline Year

Best Buy*	33%
Havertys*	28%
Macy's*	20%
Kohl's Department Stores	19%
Whole Foods Market	13%
The Wendco Group	13%
Carlisle Corporation	13%
The Wendy's Company	12%
Wendium of Florida, Inc.	12%
Staples	12%
Life Time Fitness	10%
Shari's Café & Pies	10%
Walmart	9%

*Goal achiever

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

Better Buildings Challenge Goal Achievers for 2018

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



*Joined BBC in
July 2017*



*Joined BBA in
July 2017*



*Joined as an
Affiliate in
November 2017*

Advanced RTU Campaign (ARC) Recognition



*Highest # of High-Efficiency
RTU Installations (2018)*



*Largest RTU Efficiency Gain from Integration
of Multiple Building Systems (2018)*



TARGET

*Highest # of High-Efficiency
RTU Installations (2017)*



*Highest % of Portfolio Upgraded
with High-Efficiency RTU
Installations (2017)*



*Highest # of Advanced Automated
Fault Detection and Diagnostic
Retrofit Installations (2017)*

Smart Energy Analytics (SEA) Campaign Recognition



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

Interior Lighting Campaign (ILC) Recognition



Highest % of Annual Energy Savings for Lighting Retrofits, Large Project (2018)

Exemplary Retail, Food Service, or Grocery Sector Site (2017)



that was easy.sm

Exemplary Commercial Real Estate and Hospitality Sector Site (2017)

**for Staples Headquarters*



2018:

- *Greatest Annual Energy Savings for Lighting in New Construction, Large Project (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*

Green Lease Leaders Recognition

2018 Green Lease Leaders



RFSG Steering Committee

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

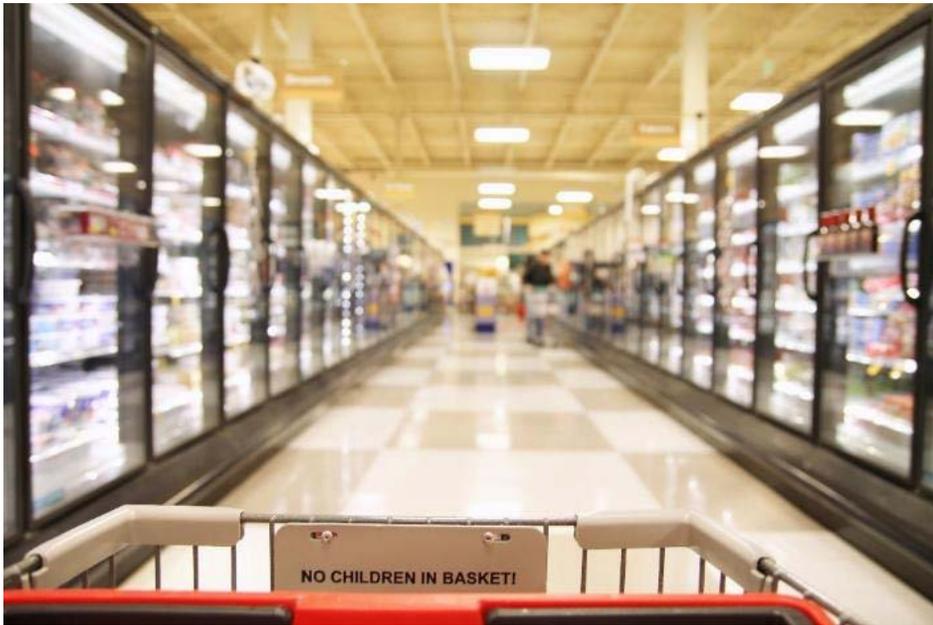
- **New members:**

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

Seeking
additional
participants!

Sector Priorities

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

The screenshot shows the RILA landing page for the Financial Literacy for Retail Curriculum. It features a green header with the RILA logo, a 'Welcome!' message, and a horizontal line. Below the line, there is a welcome message: 'Welcome to the Financial Literacy for Retail Curriculum. Within this unit are two courses: Finance 101 and Finance 201.' This is followed by a sub-message: 'You can complete one or both modules - or just visit the parts of each course that you need.' Two course descriptions are provided: 'Finance 101: Understanding the CFO and Translating Metrics for Retail Energy & Sustainability Professionals' and 'Finance 201: Innovative and Alternative Options for Retail Energy & Sustainability Professionals'. A yellow call-to-action button says 'Select a course to begin.' At the bottom, there are two dark grey buttons with white arrows: 'Finance 101' with a left-pointing arrow and 'Finance 201' with a right-pointing arrow.

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.

Finance 101

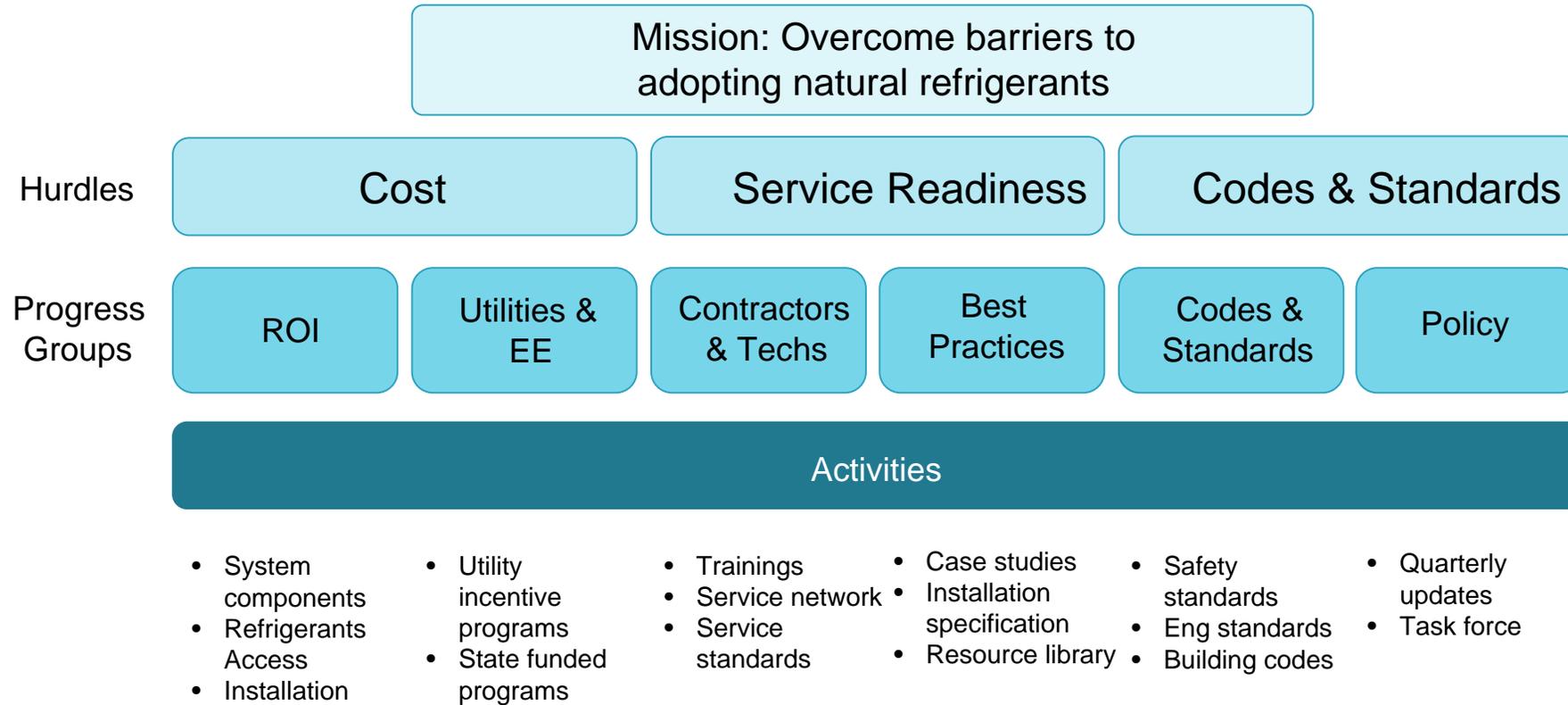
Finance 201



The North American Sustainable Refrigeration Council

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

What we do



NASRC Members



Addressing Cost Barriers

Refrigerant
Regulations



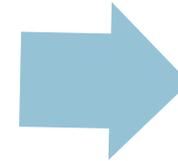
New LowGWP
Refrigeration
Systems



Potential
for Energy
Savings



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>

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

Question

What are you interested in attending?



Questions?

RFSG Team - Contact Information

Cedar Blazek

Partnerships & RFSG Sector Lead

240-562-1369

Cedar.Blazek@ee.doe.gov

Zach Abrams

Retail Account Manager

646-334-1174

Zach.Abrams@icf.com

Cecilia Govrik

Food Service & Grocery Account
Manager

571-459-4119

Cecilia.Govrik@icf.com

Jamarcus Brewer

Retail Subject Matter Expert

404-592-2257

Jamarcus.Brewer@icf.com

Adam Spitz

Food Service Subject Matter
Expert

916-231-7685

Adam.Spitz@icf.com