

EDF Climate Corps 2013 On-Boarding Tool - Part II (Barriers)

Part II - Barriers to Energy Efficiency

Thank you for completing Part I of the EDF Climate Corps 2013 OnBoarding Tool!

This represents Part II of the tool and focuses on the barriers that currently prevent your organization from improving its energy efficiency.

ONBOARDING TOOL DETAILS

Like Part I, Part II of the tool is organized according to the different components of the Virtuous Cycle model:

- 1.0 Executive Engagement
- 2.0 Resource Investment
- 3.0 People
- 4.0 Opportunity Identification
- 5.0 Opportunity Implementation
- 6.0 Results Measurement and Verification
- 7.0 Stories and Sharing

Thanks again you for your interest in the EDF Climate Corps 2013 OnBoarding Tool!

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1.0 Executive Engagement

Please answer the following questions regarding the organization's barriers to engaging the "Executive Team" to improve energy efficiency.

The "Executive Team" designation generally refers to the very top group of organizational leaders who are responsible for overall strategy setting and decision-making. For example, in private sector companies the "Executive Team" refers to the C-Suite Level Executives. For government, nonprofit, and university organizations, the "Executive Team" refers to the top administrative/management team of the organization.

1. How significant are each of the following BARRIERS in preventing our Executive Team from paying attention to energy efficiency?

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Executive Team members generally do not view energy efficiency as a useful profit generation strategy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Executive Team members generally pay less attention to cost-saving initiatives than revenue-generating initiatives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy represents a small operating cost compared to other expenses	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Executive Team members generally believe that energy will continue to represent a small operating cost compared to other expenses in the future	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Executive Team members generally believe that energy efficiency projects are unlikely to significantly reduce energy use	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Executive Team members generally do not view energy efficiency as a source of significant competitive advantage	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Executive Team members generally believe that the organization is equally or more energy efficient than its competitors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Executive Team members are generally not responsible or incentivized to improve organizational energy efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Executive Team members are generally not interested in having an energy efficiency strategy developed for the organization	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Executive Team members are generally not interested in committing to energy efficiency goals and targets for the organization	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please describe any additional BARRIERS preventing our Executive Team from paying attention to energy efficiency.

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2. Who was interviewed in order to answer these questions?

Name 1

Position/Title 1

Name 2

Position/Title 2

Name 3

Position/Title 3

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2.0 Resource Investment

Please answer the following questions regarding the organization's barriers to "Resource Investment" to improve energy efficiency.

3. How significant are each of the following BARRIERS in preventing our organization's decision-makers from investing resources to improve energy efficiency?

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Organization as a whole is seriously resource-constrained, reducing funding available for all potential investments, including those related to energy efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization is cutting capital expenditures to limit risk exposure to difficult economic conditions, reducing funding available for energy efficiency improvements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Decision-makers are generally not aware of sources of external capital (e.g., loans from banks, service providers, etc.) for energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Decision-makers are generally not willing to use external capital (e.g., loans from banks, service providers, etc.) for energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Current state or national government policies are actively disincentivizing investment in energy efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Current utility policies are actively disincentivizing investment in energy efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Decision-makers are generally not aware of government/utility incentives and rebates for energy efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Decision-makers are generally not willing to use government/utility incentives and rebates for energy efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Lease agreements create split incentives where neither the organization nor the landlord is incentivized to make capital improvements to improve the energy efficiency of the buildings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Internal budgetary divisions create split incentives where decision-makers don't make energy efficiency capital investments because they will not recoup the cost-savings benefits	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Internal budget cycles create timing challenges for decision-makers seeking to make energy efficiency investments

Decision-makers generally view energy efficiency investments as lower priority than other investments

Energy efficiency investments generally do not meet the organization's standard financial criteria requirements (e.g., payback, ROI, IRR, etc.)

Energy efficiency investments generally compete with other investments delivering higher financial returns, causing them to lose out on funding

There is no influential decision-maker responsible or incentivized to advocate for energy efficiency resources

Decision-makers are generally not responsible or incentivized to develop and fund potential energy efficiency investments

Decision-makers generally have difficulty justifying energy efficiency investments because they lack a track record of previous investments and associated financial returns

Please describe any additional BARRIERS preventing our organization's decision-makers from investing resources to improve energy efficiency.

4. Who was interviewed in order to answer these questions?

Name 1	<input style="width: 400px; height: 20px;" type="text"/>
Position/Title 1	<input style="width: 400px; height: 20px;" type="text"/>
Name 2	<input style="width: 400px; height: 20px;" type="text"/>
Position/Title 2	<input style="width: 400px; height: 20px;" type="text"/>
Name 3	<input style="width: 400px; height: 20px;" type="text"/>
Position/Title 3	<input style="width: 400px; height: 20px;" type="text"/>

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3.0 People

Please answer the following questions regarding the organization's barriers to increasing the capability and motivation of "People" working to improve energy efficiency.

5. How significant are each of the following BARRIERS in preventing our organization's employees from having the capability and motivation necessary to improve energy efficiency?

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Employees are generally not aware of the importance of energy efficiency to the organization	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organizational culture inadvertently encourages inefficient behaviors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organizational culture generally does not encourage the formation of new employee engagement initiatives, including those focused on energy efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organizational culture generally does not provide on-going support for employee engagement initiatives, including those focused on energy efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

6. Employees generally lack the necessary KNOWLEDGE to successfully...

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Identify energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Implement energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Measure and verify the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Create and share stories about the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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People Continued

7. Employees generally lack the TIME to successfully...

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Identify energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Implement energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Measure and verify the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Create and share stories about the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

8. Employees generally lack WAYS TO WORK TOGETHER to successfully...

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Identify energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Implement energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Measure and verify the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Create and share stories about the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

9. Employees generally lack the MOTIVATION to successfully...

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Identify energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Implement energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Measure and verify the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Create and share stories about the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

People Continued

10. Employees generally lack the ACCOUNTABILITY to successfully...

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Identify energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Implement energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Measure and verify the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Create and share stories about the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

11. There is NO DEDICATED EMPLOYEE who is responsible and incentivized to successfully...

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Identify energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Implement energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Measure and verify the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Create and share stories about the results of energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

12. Please describe any additional BARRIERS preventing our organization's employees from having the capability and motivation necessary to improve energy efficiency.

13. Who was interviewed in order to answer these questions?

Name 1	<input style="width: 100%;" type="text"/>
Position/Title 1	<input style="width: 100%;" type="text"/>
Name 2	<input style="width: 100%;" type="text"/>
Position/Title 2	<input style="width: 100%;" type="text"/>
Name 3	<input style="width: 100%;" type="text"/>
Position/Title 3	<input style="width: 100%;" type="text"/>

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4.0 Opportunity Identification

Please answer the following questions regarding the organization's barriers to "Identifying" energy efficiency improvement opportunities.

14. How significant are each of the following BARRIERS in preventing our organization from identifying opportunities to improve energy efficiency?

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Organization generally does not know its current overall energy use, making it difficult to establish a baseline from which to improve	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization generally does not know how much energy it is using at a given time, making it difficult to know how its energy use is changing over time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization does not employ comprehensive metering of its facilities and thus does not collect energy data from all areas containing potential opportunities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization does not employ detailed sub-metering of its facilities and thus does not collect sufficiently targeted energy data to identify specific energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization does not collect data frequently from its facilities and thus does not collect sufficiently updated energy data to identify specific energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Facilities generally do not aggregate the energy data they collect	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Facilities generally do not report the energy data they collect to decision-makers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy data that are reported to decision-makers are generally not displayed in visually useful ways	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization lacks channels for collecting ideas for energy efficiency improvement at the facility level	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization lacks channels for aggregating ideas for energy efficiency improvement from across the organization	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please describe any additional BARRIERS preventing our organization from identifying opportunities to improve energy efficiency.

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15. Who was interviewed in order to answer these questions?

Name 1

Position/Title 1

Name 2

Position/Title 2

Name 3

Position/Title 3

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5.0 Opportunity Implementation

Please answer the following questions regarding the organization's barriers to "Implementing" energy efficiency improvement opportunities.

16. How significant are each of the following BARRIERS in preventing our organization from implementing opportunities to improve energy efficiency?

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Organization generally imposes complex or lengthy approval processes for potential capital improvement projects, including those focused on energy efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organizational silos and communication breakdowns generally impede implementing capital improvement projects, including those focused on energy efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Facilities managers and/or employees are generally resistant to new energy efficiency initiatives or technologies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Upgrading or retrofitting systems is generally disruptive to facility operations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization's buildings are not easily upgraded or retrofitted due to their design or age	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization's buildings are not easily upgraded or retrofitted due to legacy systems or difficult-to-remove equipment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization generally faces difficulties identifying the best new energy efficiency technologies and/or vendors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
New energy efficiency technologies are generally not predictable and/or reliable	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please describe any additional BARRIERS preventing our organization from implementing opportunities to improve energy efficiency.

17. Who was interviewed in order to answer these questions?

Name 1	<input type="text"/>
Position/Title 1	<input type="text"/>
Name 2	<input type="text"/>
Position/Title 2	<input type="text"/>

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6.0 Results Measurement and Verification

Please answer the following questions regarding the organization's barriers to "Measuring and Verifying the Results" of energy efficiency improvement opportunities.

18. How significant are each of the following BARRIERS in preventing our organization from measuring and verifying the results of implemented energy efficiency opportunities?

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Organization lacks channels for collecting implemented energy efficiency projects at the facility level	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization lacks channels for aggregating implemented energy efficiency projects from across the organization	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization's energy use generally grows from year to year, obscuring the benefits of implemented energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization's real-time energy use and/or operational schedules are frequently changing, obscuring the benefits of implemented energy efficiency projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization generally does not collect the necessary energy data to differentiate organization-wide energy use before and after energy efficiency projects are implemented	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization generally does not collect sufficiently detailed energy data to allow the impacts of individual energy efficiency projects to be quantified	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Facilities generally do not aggregate and report the energy data they collect to employees performing results measurement	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy data that are reported to employees performing results measurement are generally not displayed in visually useful ways	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy data are generally not vetted by external experts, making it difficult to verify that data are complete and correct	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please describe any additional BARRIERS preventing our organization from measuring and verifying the results of implemented energy efficiency opportunities.

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19. Who was interviewed in order to answer these questions?

Name 1

Position/Title 1

Name 2

Position/Title 2

Name 3

Position/Title 3

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7.0 Stories and Sharing

Please answer the following questions regarding the organization's barriers to "Sharing" energy efficiency success stories.

20. How significant are each of the following BARRIERS in preventing our organization from effectively sharing energy efficiency success stories?

	Not a Barrier	Less Significant Barrier	Somewhat Significant Barrier	More Significant Barrier	Very Significant Barrier	Don't Know
Organization generally lacks the necessary project results to generate interesting energy efficiency success stories	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization lacks channels for collecting energy efficiency success stories at the facility level	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization lacks channels for aggregating energy efficiency success stories from across the organization	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization lacks channels for sharing aggregated energy efficiency success stories with the Executive Team	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organization lacks channels for sharing aggregated energy efficiency success stories with the public	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy efficiency stories generally do not capture the attention of the Executive Team	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please describe any additional BARRIERS preventing our organization from effectively sharing energy efficiency success stories.

21. Who was interviewed in order to answer these questions?

Name 1	<input type="text"/>
Position/Title 1	<input type="text"/>
Name 2	<input type="text"/>
Position/Title 2	<input type="text"/>
Name 3	<input type="text"/>
Position/Title 3	<input type="text"/>

8.0 Additional Organizational Barriers

22. Please describe any significant ADDITIONAL BARRIERS preventing your organization from continuously improving its energy efficiency.

BARRIER description #1:

23. BARRIER description #2:

24. BARRIER description #3:

25. Who was interviewed in order to answer these questions?

Name 1

Position/Title 1

Name 2

Position/Title 2

Name 3

Position/Title 3