

STRATEGIES FOR INCREASING ENERGY SMART ACTION IN COMMERCIAL ORGANIZATIONS

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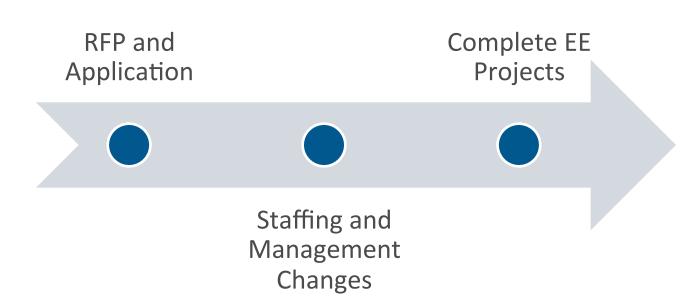
Barriers to Energy Savings Actions

- Equipment costs
- Availability of capital
- Budget constraints
- Lengthy internal decision-making processes
- The corporate approval process
- Lack of internal support for projects
- Inability to gain consensus among decision-makers
- Program awareness

STAFFING



Staffing Grant Approach





Incentivizing Internal Resources

Staffing Grant Approval Pay
Overtime to
current
employees

Complete project paperwork Submit incentive applications

Completed Motor and Grocery Projects



Funding External Resources

Staffing Grant Approval

Hire External Consultants Present findings to internal stakeholders

Secure funding

Implemented Pump Optimization



Overcoming Participation Barriers

Corporate Approval

Internal Decision-Making

Staff Resource Constraints

Equipment Costs

Availability of Capital



Thank you!

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