

“So many regulators and DSM administrators assume that Commercial and Industrial programs are immune to human behavior. That is, they feel that technology can be the silver bullet, that you can build a perfect building or plant, and then these facilities will be occupied by robots.”

Aimee McKane, LBNL, from conversation Oct 2013

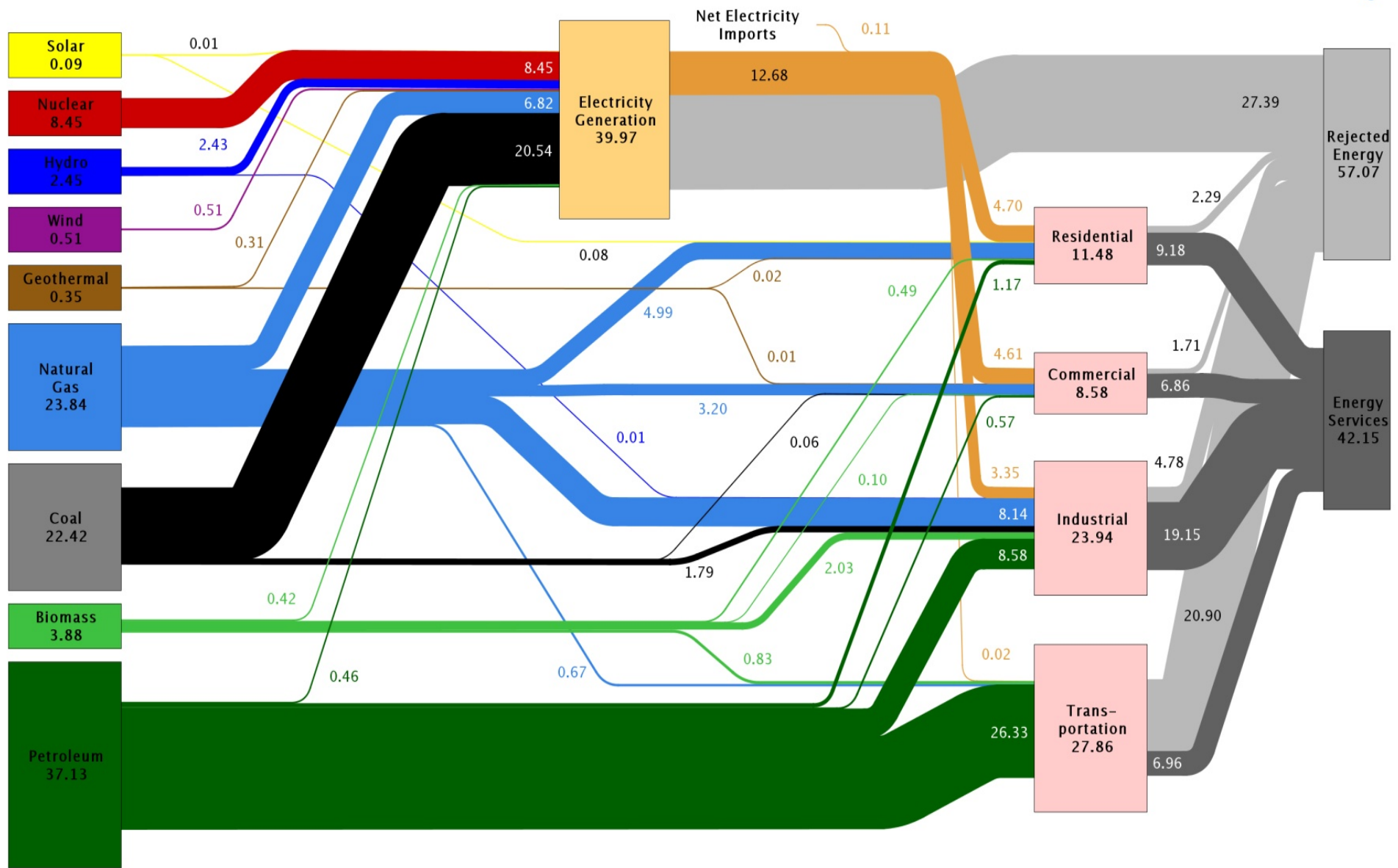
**Manufacturers are People Too:
Behavior Change Takes Industrial Savings to the Next Level**

Chad Gilless

BECC 2013

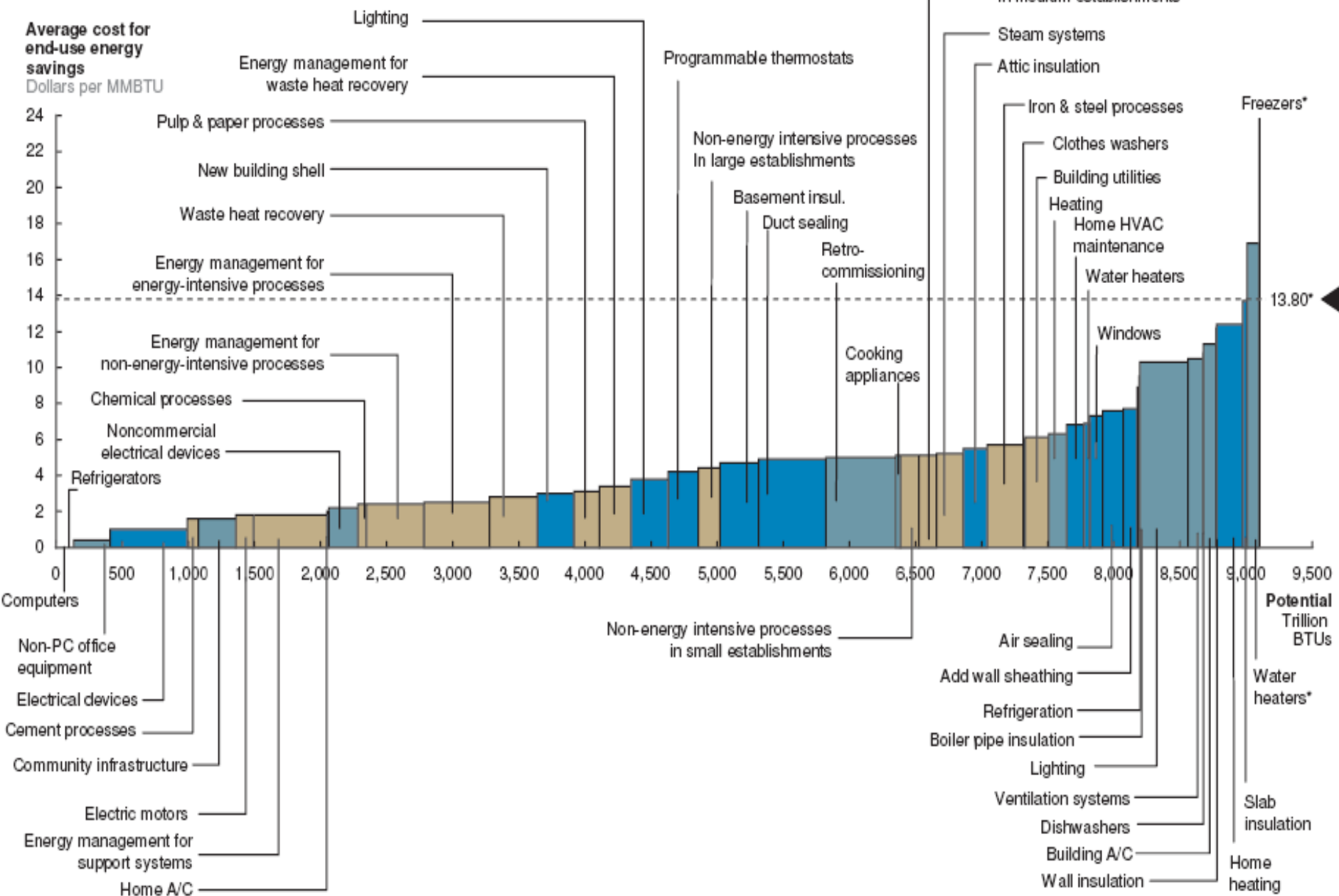
 ENERNOC

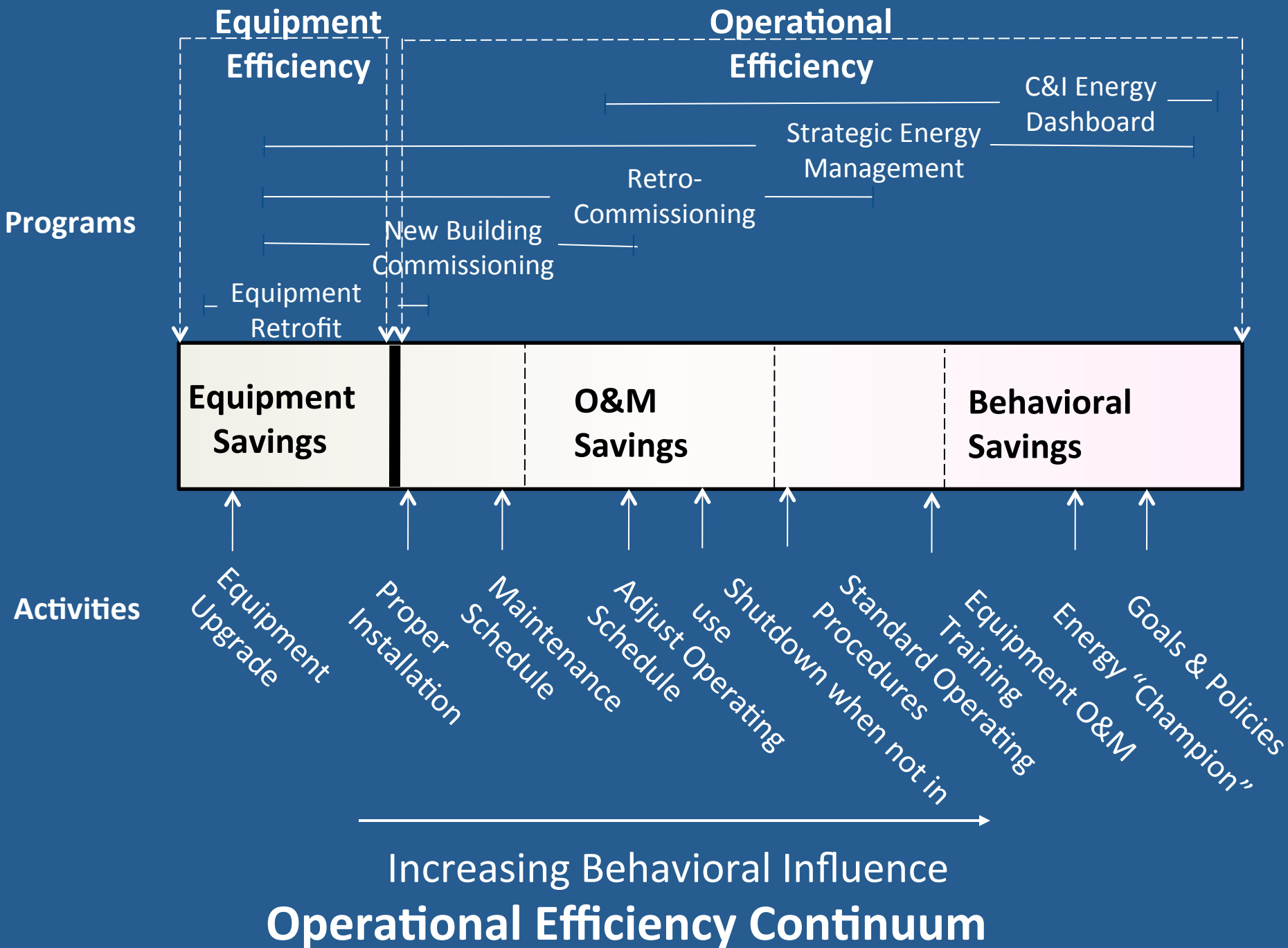
Estimated U.S. Energy Use in 2008: ~99.2 Quads



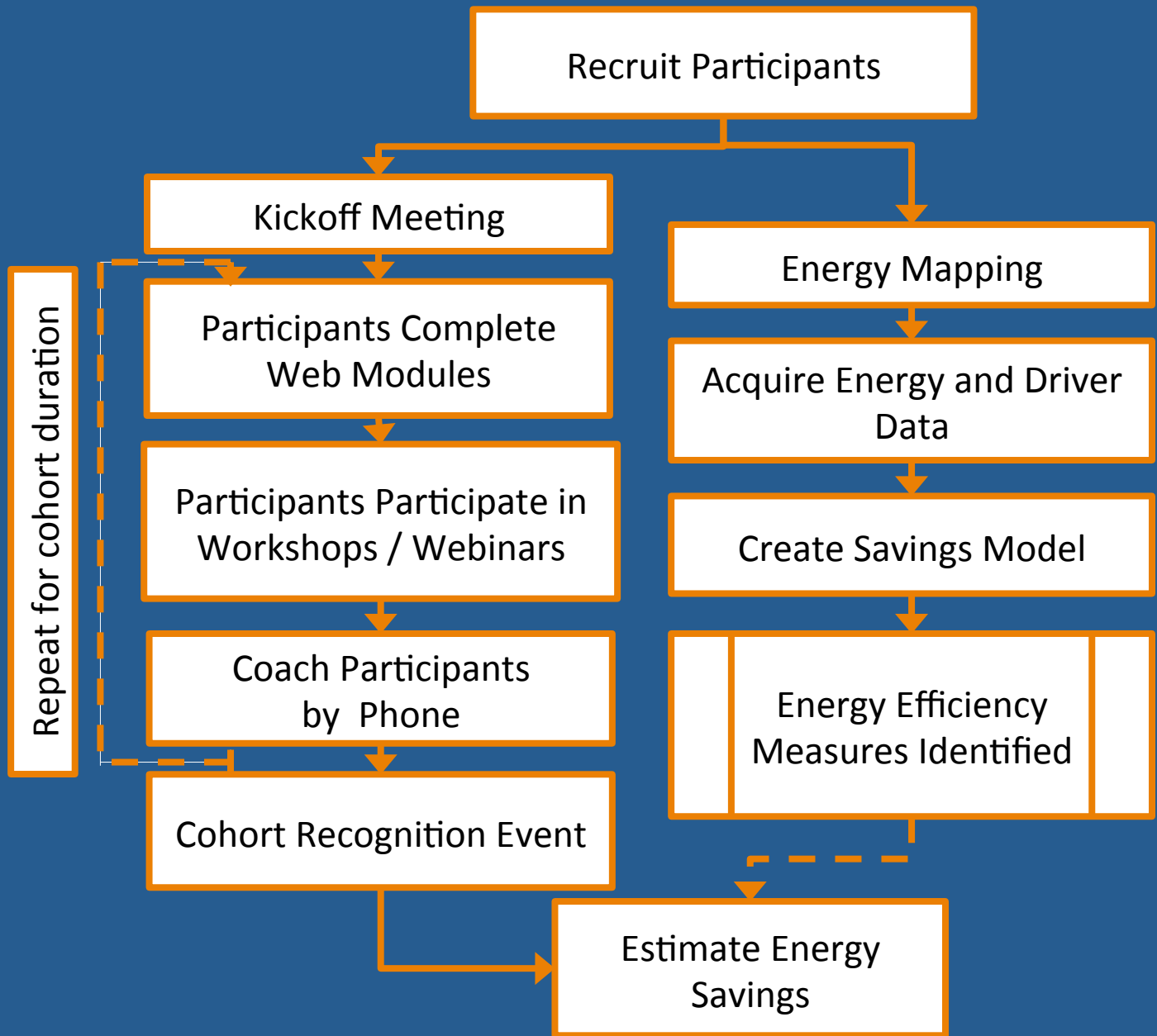
Source: LLNL 2009. Data is based on DOE/EIA-0384(2008), June 2009. If this information or a reproduction of it is used, credit must be given to the Lawrence Livermore National Laboratory and the Department of Energy, under whose auspices the work was performed. Distributed electricity represents only retail electricity sales and does not include self-generation. EIA reports flows for non-thermal resources (i.e., hydro, wind and solar) in BTU-equivalent values by assuming a typical fossil fuel plant "heat rate." The efficiency of electricity production is calculated as the total retail electricity delivered divided by the primary energy input into electricity generation. End use efficiency is estimated as 80% for the residential, commercial and industrial sectors, and as 25% for the transportation sector. Totals may not equal sum of components due to independent rounding. LLNL-MI-410527

Source: McKinsey, Unlocking Energy Efficiency in the US Economy, 2009





Example: NEEA's Montana SEM Cohort Project



Positive Peer Pressure via an SEM Cohort



NorthWestern Energy and the Northwest Energy Efficiency Alliance (NEEA) invite you to celebrate your company's success in energy management.



CONGRATULATIONS TO THE FIRST WESTERN MONTANA STRATEGIC ENERGY MANAGEMENT COHORT! BY WORKING TOGETHER YOU HAVE STRATEGICALLY MANAGED ENERGY TO BUILD MORE COMPETITIVE MONTANA COMPANIES.

In celebration of your hard work over the last year, your company is invited to our final formal meeting in Helena on July 18th from 8:00 a.m. to 3:00 p.m. The final formal meeting will provide your energy team the opportunity to share your experience and perspective on launching your energy program, showcase your team's vision for the next year and beyond, and provide executive level encouragement for continual improvement.

WHO WILL BE PRESENTING?

- Bob Rowe – CEO, NorthWestern Energy
- Deb Young – E+ Program Manager
- John Wallner – Senior Manager, Industrial Sector, NEEA
- Chad Gilless – Practice Lead, Strategic Energy Management, EnerNOC

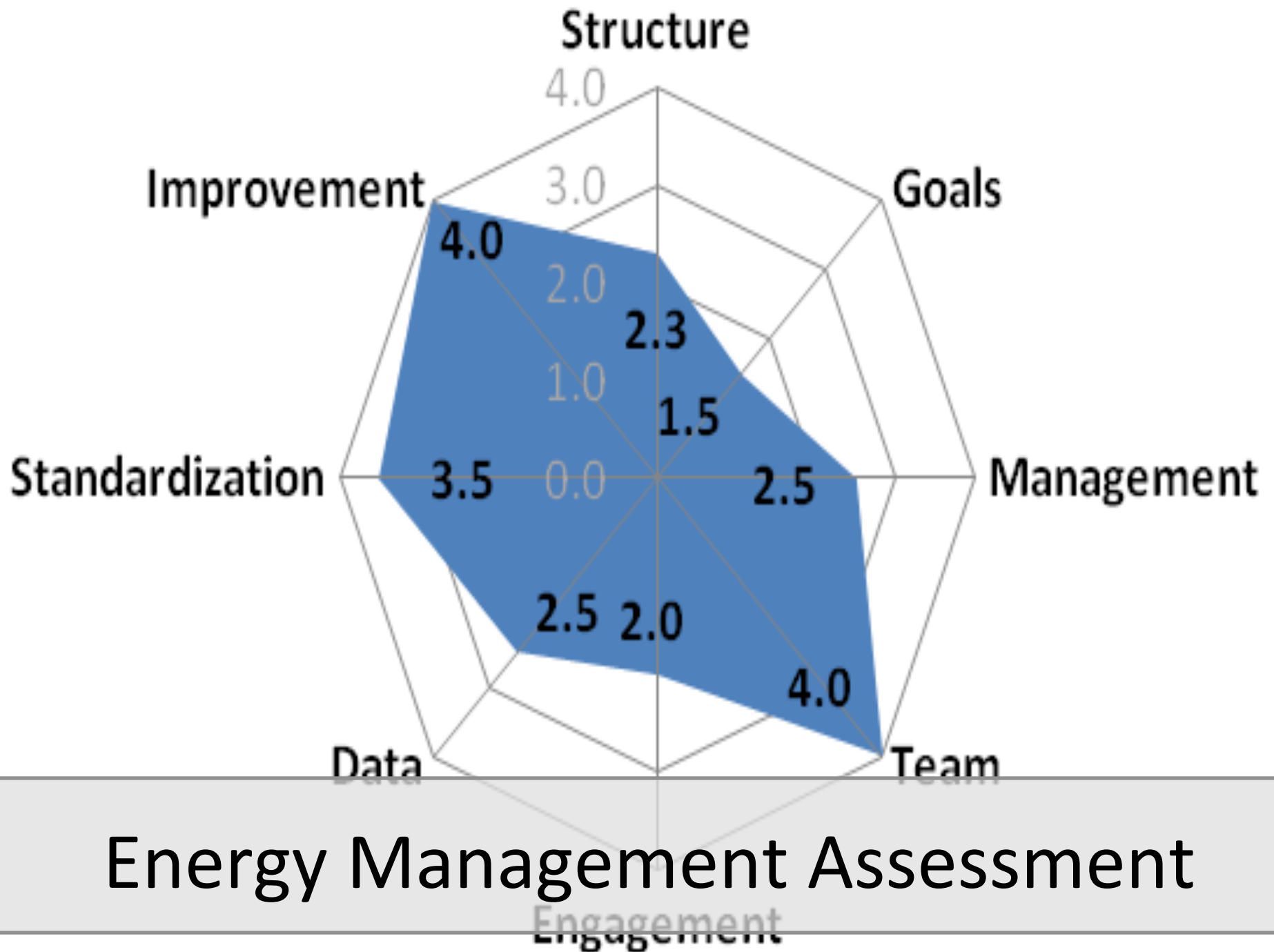
AND REPRESENTATIVES FROM THE COHORT PARTICIPATING COMPANIES:

- The City of Helena, Community Facilities and Public Works
- Barrick Golden Sunlight Mines, Inc.
- Graymont Western US, Inc. Indian Creek Plant
- Simms Fishing Products
- West Paw Design

WHO SHOULD ATTEND?

- Energy team leaders
- Energy team members
- Energy team sponsors
- Production executives
- Plant managers
- Company owners and executives

We encourage leadership levels to attend and recognize this significant achievement. Executives and dignitaries are welcome to attend the entire event, or simply join us for lunch at 11:45 a.m. and the cohort recognition. Please RSVP to Kim Brown no later than July 13, contact information listed below.



Thanks to:

- *Stanford intern Michael Galka*
- *John Wallner and the NEEA Team*
- *Aimee McKane and the ISO 50001 Team*
- *You for your attention*

Chad Gilless
503-803-7283
cgilless@enernoc.com