



AEP Ohio's Continuous Energy Improvement Initiative

ENERGY IS PRECIOUS. LET'S NOT WASTE IT.

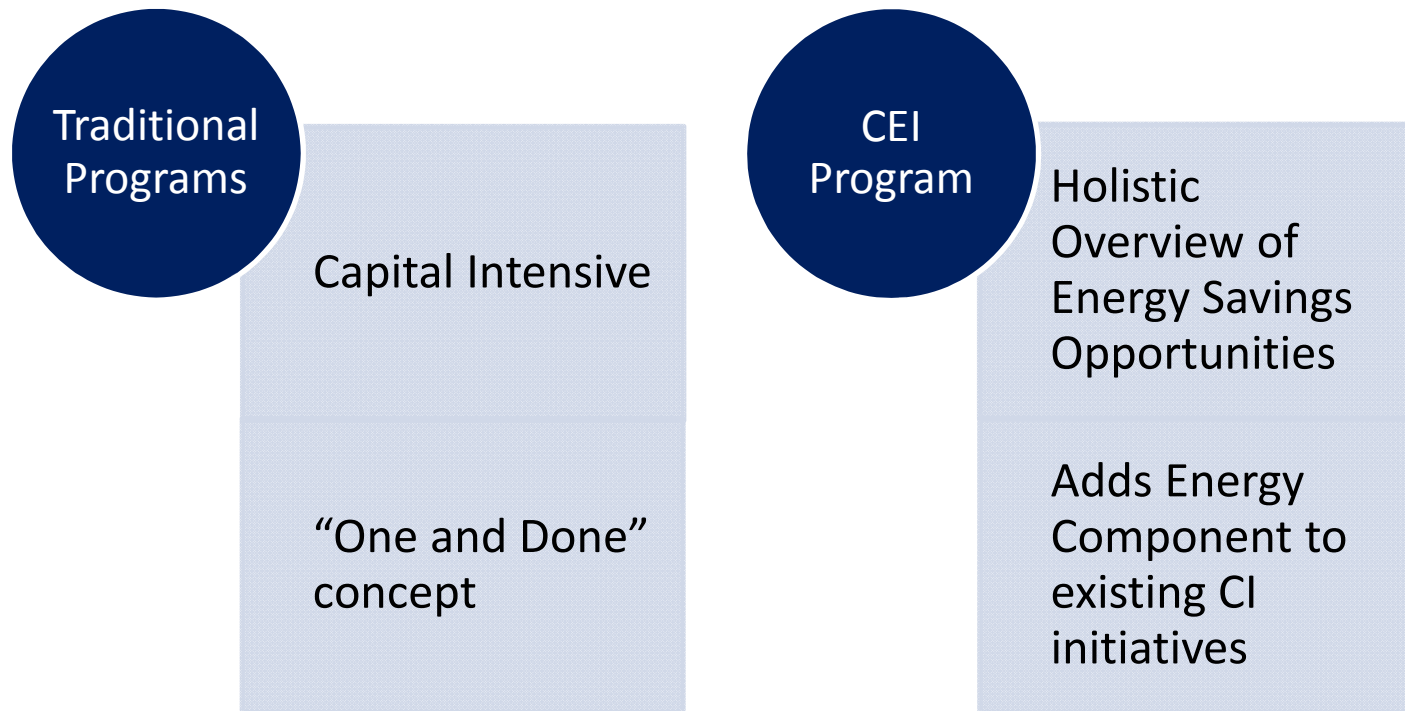


Saving Energy Without Investing
Capital Dollars Through No/Low
Cost Opportunities

BECC Conference December 9, 2014

What is different about CEI?

CEI is a Strategic Management Approach to Achieving Low/No-Cost Energy Savings at Industrial Sites



What are No/Low Cost Activities?

- Typically referred to as “Behaviors”
- Cost less than \$5,000 (generally much less)
- Process and equipment operation
- Maintenance activities
- Process and equipment setup and optimization
- Process scheduling and throughput improvement
- Productivity and quality improvement

Keys to No/Low Cost Savings

- Recognize the opportunity
- Set the foundation for change
- Track progress
- Engage the organization
- Utilize CEI program resources

How it Works



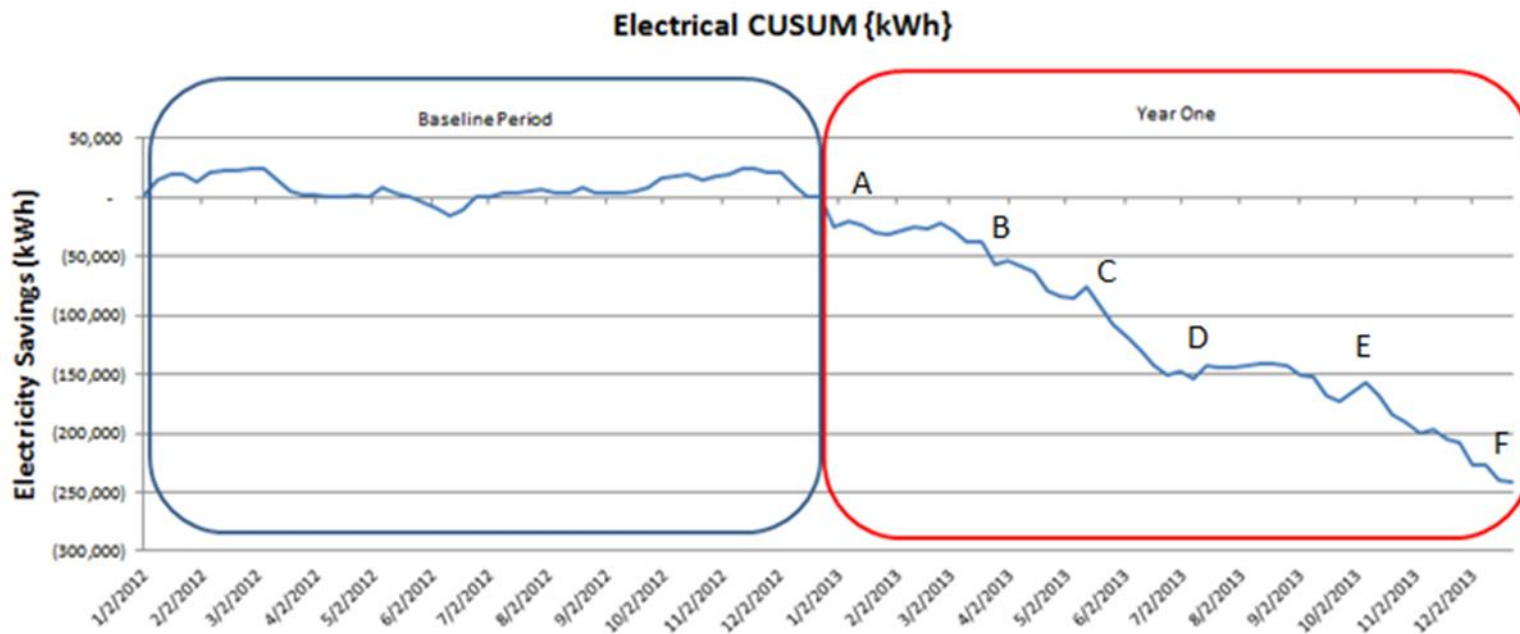
Foundation for Change

- Recruit an Executive Sponsor
- Deploy a charter for action
- Identify an Energy Champion and provide a team



Track Progress - Through Comparison

- Create a baseline of past performance
- Actual minus predicted energy usage
- Sum the differences over time



Engage the Organization

- Generate ideas
 - Internal resources
 - Combined with external resources
- Support and implement changes
 - Resolve fear and concerns
 - Ownership
- Integrate saving energy into existing organization initiatives

Utilize Program Resources

CEI provides the following

- Structured network group
- Tools and resources
 - Identify and opportunities
 - measure savings
- Positive reinforcement
 - Incentives (\$)
 - Recognition
- A call to action



Putting into Practice



How Much Opportunity is There?

No/Low Cost Savings

- 5%
- 10%
- 20% +



2013 Energy Savings Results

37 Industrial Participants

Identified 62
Million kWh
in
Opportunities

Realized 23
Million KWh
Saved in first
year

200% above
our target
savings

Estimating \$1,380,000
incentives over 3 years



2013 Energy Savings Results

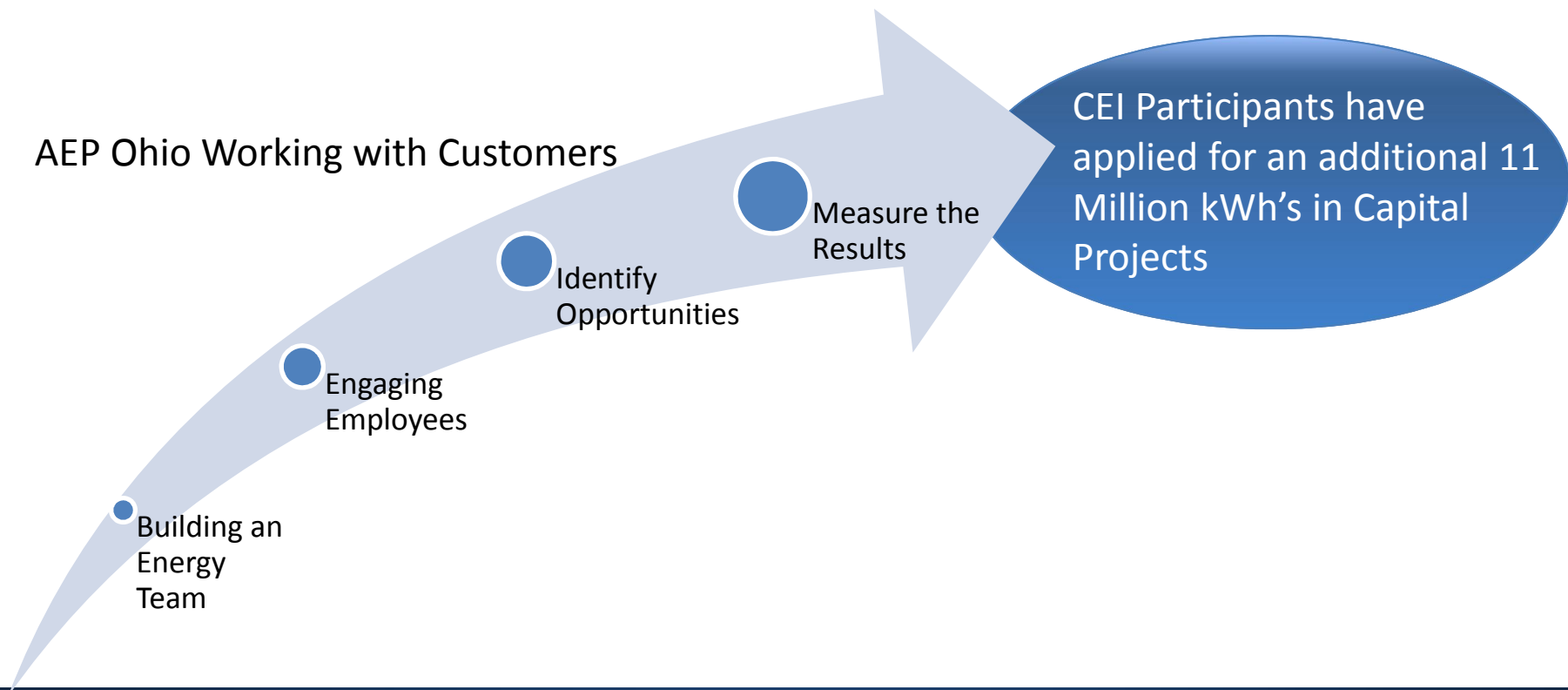
Identified Immediate Savings during on-site Energy Scans

- Shut down 1 of 2 chemical wash blowers saving – 770,000 kWh and ~ \$38,000 per year
- Shut down 1 of 2 dilution pumps savings – 513,000 kWh and ~ \$26,000 per year



Catalyst for Capital Projects

The CEI Program has influenced Energy Efficiency Capital Projects



Monthly Customer Meetings

Positive feedback from Customer
Surveys – score of 4.4 out of 5

- Written Materials
- Presentations
- Workshop Usefulness



Your Trusted Energy
Advisor

Customer Testimonials

“CEI has also given us metrics we have not had before. In past all we had is our bills and now we have a model to predict our usage.”

“I appreciate the discussion from different companies. Very open, and we all realize we are on the same journey.”

“Looking forward to working with AEP on engaging management & staff to realize additional energy savings.”

“ A great process for developing our Energy Management Program.”





Thanks for Attending!