

U.S. DEPARTMENT OF  
**ENERGY**

Office of  
ENERGY EFFICIENCY &  
RENEWABLE ENERGY

# Energy Efficiency Leadership Framework: Overcoming Barriers to Unlock Energy and Cost Savings

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August 14, 2019



# Agenda

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**Barriers**



**Energy Efficiency Leadership Framework**



**Goals**



**Input to-Date**



**Top Barriers**



**Group Discussion**

# Barriers

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## High staff turnover?

State Energy Office (SEO) Directors

- 75% in their position  $\leq$  5 yrs.
- 33% in their position  $\leq$  1 yr.

## Struggling to get people to use your program?

- ~39% of SEOs state that “program uptake” is a top barrier

## Limited staff capacity?

- 35 SEOs have  $\leq$  15 full time employees (FTEs)

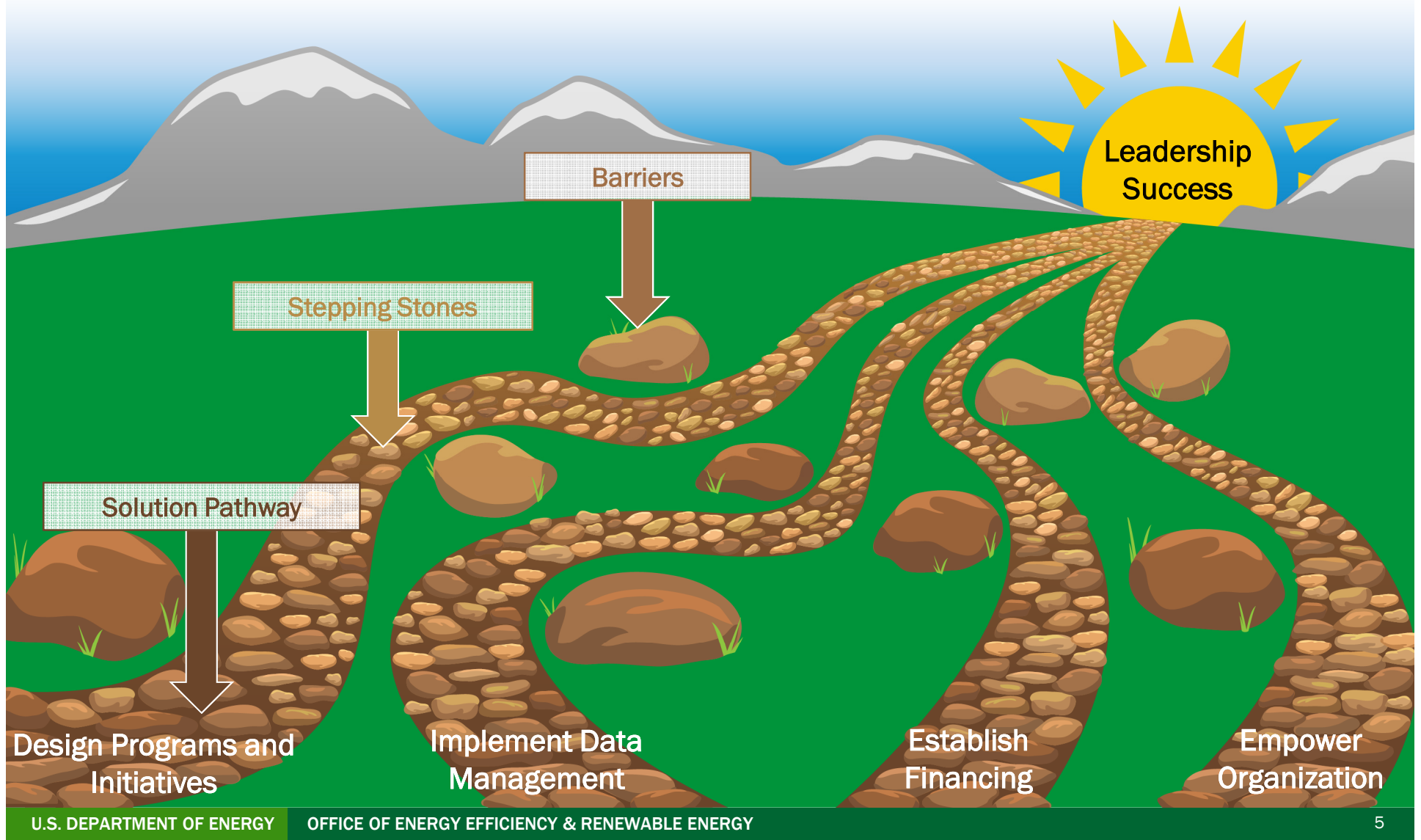
## Difficulty navigating financing programs?

- ~33% of state reported barriers fall into the “establish financing” category



Graphic Source: Illinois Review

# Energy Efficiency Leadership Framework





# Goals

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(1) Make **SOLUTIONS** and replicable models **MORE ACCESSIBLE**

(2) **IDENTIFY GAPS** where **ADDITIONAL RESOURCES** or technical assistance needed

(3) Enable **STRATEGIC PLANNING** of **TECHNICAL ASSISTANCE** that is responsive to your most impactful needs



# Results

Maximize  
energy  
and cost  
savings



# (1) Make Solutions More Accessible

## Leadership Framework: Structure

Solution: Energy Savings Performance Contracting for Water Resource Recovery Facilities

This resource provides the business case for wastewater facility owners to consider Energy Savings Performance Contracts (ESPCs) as an option to finance energy efficiency upgrades and provides core resources to take the next steps to initiate a project.

Barrier: **Unclear how to tailor financing mechanism to project type**

Stepping Stone: **Understand and Select Financing**

Solution Pathway: **Establish Financing**





# (1) Make Solutions More Accessible (cont.)

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An interactive, online platform that is:



- Easily accessible
- Highly navigable
- Searchable by barrier  
and other factors

Graphic Source: Icon Finder

## (2) Identify Gaps



Graphic Source: IveExec.com

## **(3) Enable Strategic Planning of TA**

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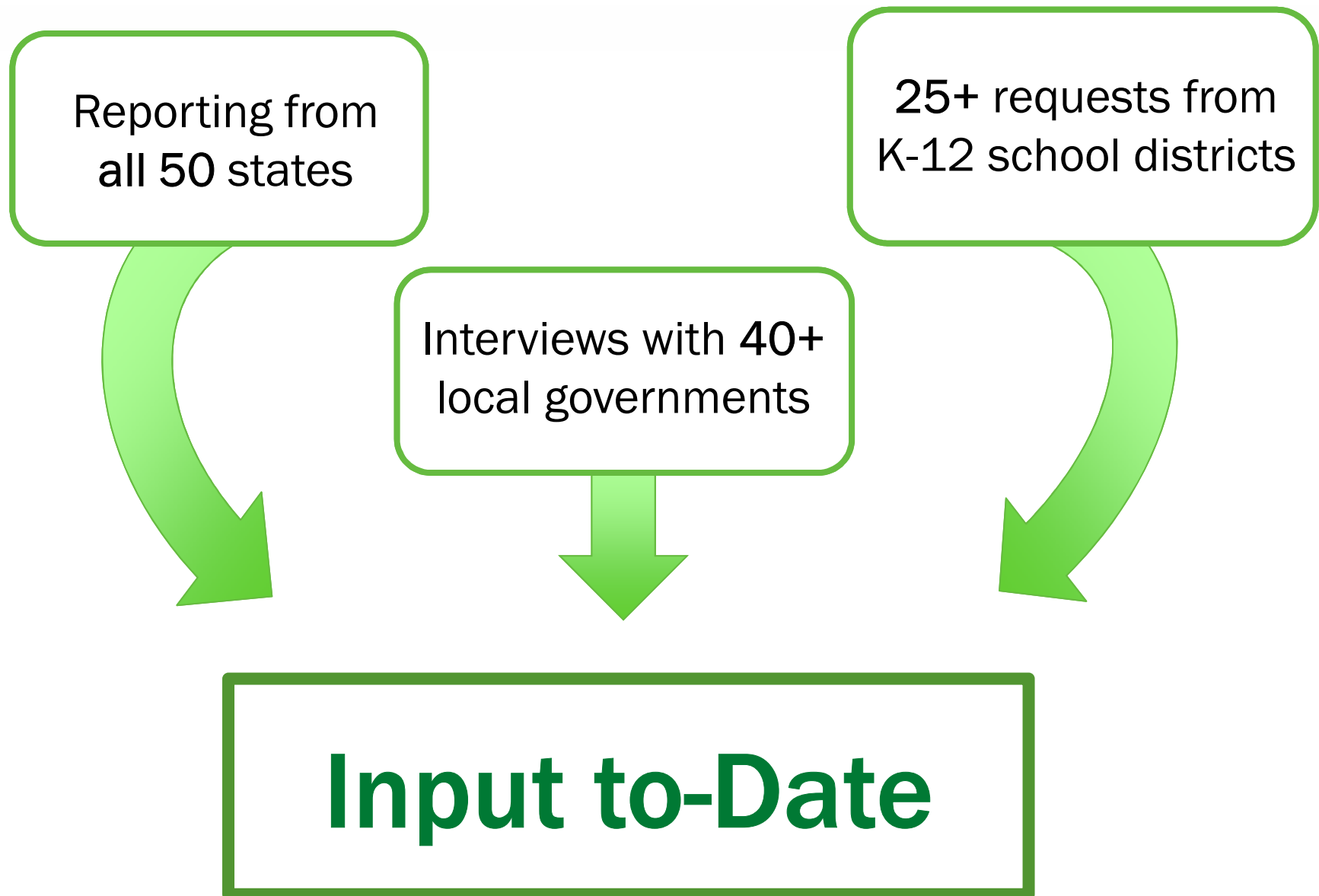
### **Wastewater Treatment**

- ~35% of municipal energy budgets
- 25% to 40% of annual operating budgets

### **Sustainable Wastewater of the Future (SWIFt) Accelerator**

- 30%+ energy savings
- 70+ wastewater facilities across  
20 states
- 28+ wastewater tools and resources





# Top Barriers Identified by States in:

- Empower Organization
- Establish Financing
- Design Programs and Initiatives
- Implement Data Management



# Top State Barriers Empower Organization

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**Competing priorities for staff  
resources**

**“There are no staff to help me.  
I work on projects by myself”**

# Top State Barriers Establish Financing

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Need more information to  
determine economic feasibility

“How do I find the right financing  
mechanism to get the proper  
results for my projects?”

# Top State Barriers Implement Data Management

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Data management is not an  
organizational priority

“How and where do I start?  
Who should I talk to when I have  
no access to leadership?”

# Top State Barriers Design Programs and Initiatives

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Less understanding of target market and/or sector needs

“I’m trying to do a program for low-income households, but I don’t think my office knows what low-income households need and want.”

# What Is Essential for Success?

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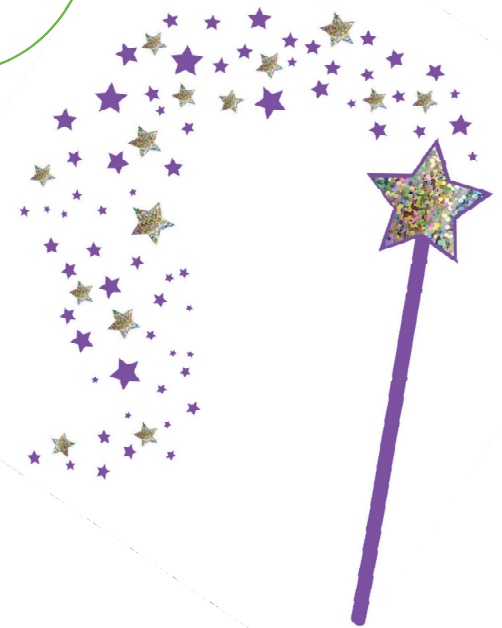
# What Keeps You up at Night?

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What could make  
a difference?

If you had a  
magic wand,  
what would you  
wish for?

What hasn't  
worked?



*“What if your challenges  
are not really problems  
or barriers ... but  
actually pathways”*

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