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MEMO

Date: October 4, 2010
To: Board of Directors
From: Philipp Degens, Evaluation Manager
Kim Crossman , Sr. Industrial Sector Manager
Subject: Staff Response to the Process Evaluation of the Industrial Energy Improvement Pilot

The Industrial Energy Improvement (IEI) Pilot has proven to be an innovative pilot that has engaged industrial clients in adopting a continuous energy improvement process, where many such programs have failed in the past.

A second cohort of 9 companies is completing its year of training and workshops in October 2010. The third cohort is currently being recruited and will start before the end of 2010.

Many of the evaluation recommendations have been adopted or are being addressed for the third cohort. We have reviewed training format and eliminated webinars in favor of face to face training. The IEI workshops are also being condensed from full day to primarily half day sessions. SEG, the implementation contractor is now an official Industrial Technical Service Provider (ITSP) and as of cohort 3, the IEI is now part of the on-going PE program offerings. The PE program released an RFQ for other ITSPs to see if similar strategic energy management services focused on the industrial and agricultural sector are available that would benefit program participants. A pool of 8 qualified ITSPs, including SEG, has been formed to provide these types of services.