

Industrial Energy Efficiency Program

Introduction Webinar

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Webinar Logistics

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Agenda

- Introduction on ARRA and SEP
- Program guidelines
 - Eligibility criteria
 - Small and Large Industry
 - State and federal requirements
 - Evaluation of applications
 - Application process
- Application forms
- Program manual
- Timeline
- Next steps
- Q & A

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American Recovery and Reinvestment Act (ARRA)

Overview:

- The ARRA of 2009 was signed into law by President Obama on Feb. 17th, 2009
- An unprecedented effort to jumpstart our economy, create or save millions of jobs, and address long-neglected challenges

Recovery Act Purpose

- Preserve and create jobs and promote economic recovery
- Assist those most impacted by the recession
- Spur technological advances in science and health via investment
- Generate long-term economic benefits via investment
- Stabilize state and local government budgets

Principles

- As quickly as possible
- Prudent management
- Leveraging public and private funding

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State Energy Program (SEP)

- Administered by the U.S. Department of Energy's (DOE) Office of Energy Efficiency and Renewable Energy (EERE).
- Created in 1996 to provide grants to states and U.S. territories to promote energy conservation and reduce the growth of energy demand.
- Encompasses renewable energy and energy efficiency technologies and addresses all sectors of the economy.
- Under the Recovery Act, states will receive \$3.1 billion for energy projects through SEP.

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State Energy Program (SEP)

Goals:

- Increase energy efficiency to reduce energy costs and consumption;
- Reduce reliance on imported energy;
- Improve the reliability of electricity and fuel supply and the delivery of energy services;
- Reduce the impacts of energy production and use on the environment.

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U.S. DOE – SEP

\$57.4 million

Missouri Department of Natural Resources

Energize Missouri Homes

Energize Missouri Industries

Energize Missouri Agriculture

\$11 million

\$8 million

\$3 million

Industrial Energy Efficiency Program

Best Price Energy Efficiency Program

\$7 million

\$1 million

Large Industry Energy Efficiency

Small Industry Energy Efficiency

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Program Guidelines

- Introduction
- Eligibility criteria
- Program information – Small Industries
- Program information – Large Industries
- Subgrantee requirements
- Selection criteria
- Application process
- Available assistance
- Supporting documents



INDUSTRIAL 
Energy Efficiency

PROGRAM GUIDELINES

AMERICAN RECOVERY AND REINVESTMENT ACT OF 2009
STATE ENERGY PROGRAM

SUBMITTAL DEADLINE:

July 9, 2010
4:00 PM CDT

MISSOURI DEPARTMENT OF NATURAL RESOURCES
DIVISION OF ENERGY
1101 RIVERSIDE DRIVE
P.O. BOX 178
JEFFERSON CITY, MO 65102-0178

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Program Introduction

- Created to provide industries with the opportunity to realize measurable energy savings that will result in reduced energy costs and increased market competitiveness.
- Provides incentives that will allow **small and large industrial companies** to benchmark their facilities, conduct energy audits, and conduct energy systems retrofits.

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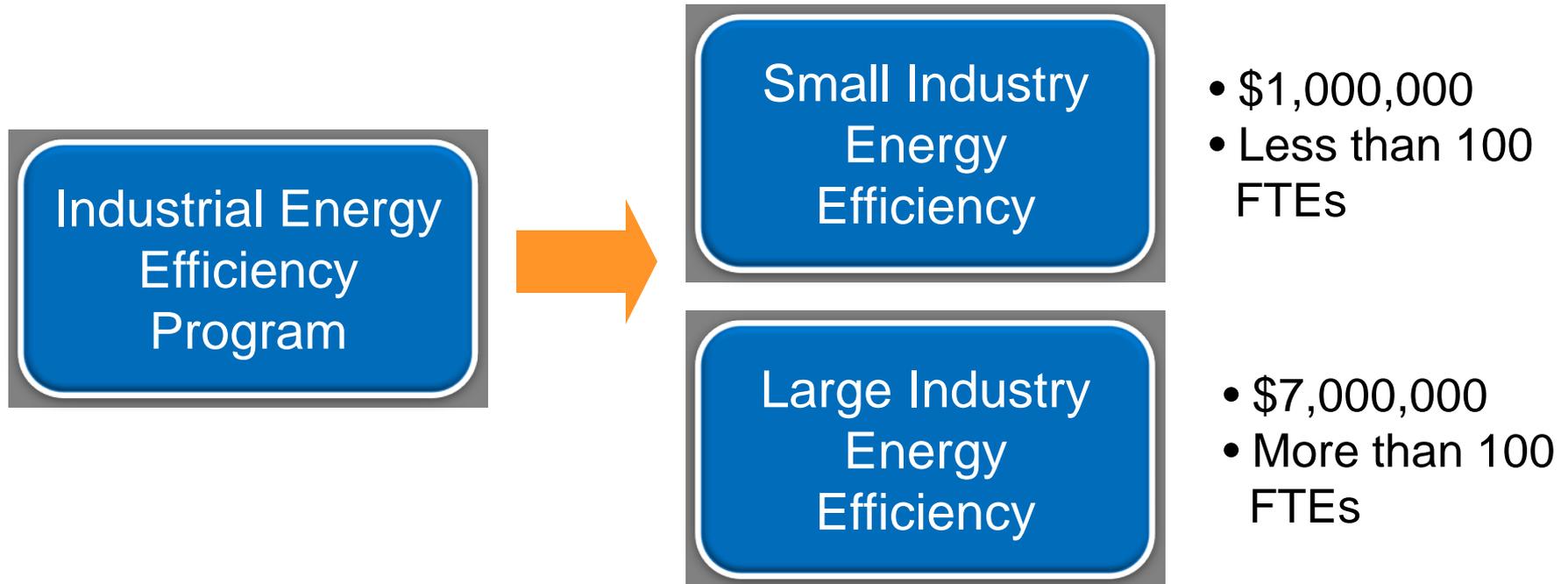


Eligibility Criteria

- **Eligible Applicants:** private companies located or with facilities in Missouri and classified under the following 2007 NAICS code sectors:
 - 31-33--Manufacturing
 - 493--Warehousing and Storage
- Other NAICS code sectors are subject to DNR approval.
- **Eligible Project Costs:** cost of purchasing equipment and the corresponding labor costs directly related to the installation of such equipment.



Program Areas



Small Industry Energy Efficiency

Projects:

- **Energy Audit:** ASHRAE Level II - Energy survey and analysis
- **Energy Efficiency Retrofits:** purchase and installation of energy efficiency measures in industrial facilities. Selected from a four-tiered menu that includes incentive levels

Tier I	Tier II	Tier III	Tier IV
Lighting	Ventilation	Heating/Cooling	Other
Compressed Air	Steam Systems	Motors/Drives	
Motor Belts	IT		
	Projects must have a payback of 12 years or less.	Projects must have a payback of 12 years or less	Projects must have a payback of 15 years or less

Other systems and processes not listed in the table above are subject to approval.

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Small Industry Incentive Levels

Energy Audit	Incentive Level
ASHRAE Level II - Energy survey and analysis	100% of cost with a maximum incentive of \$12,000

Energy Efficiency Measures	Incentive Level	Maximum Grant Amount
Tier I	\$0.12 / kWh saved in a year	\$75,000
Tier II	\$0.14 / kWh saved in a year	\$100,000
Tier III	\$0.16 / kWh saved in a year	\$200,000
Tier IV	Up to 65 percent of eligible projects costs	\$250,000

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Large Industry Energy Efficiency

- **Energy Audit:** ASHRAE Level II - Energy survey and analysis
ASHRAE Level III - Detailed analysis of capital-intensive modifications
- **Energy Efficiency Retrofits:** purchase and installation of energy efficiency measures in industrial facilities. Selected from a four-tiered menu that includes incentive levels

Tier I	Tier II	Tier III	Tier IV
Lighting	Ventilation	Heating/Cooling	Other
Compressed Air	Steam Systems	Motors/Drives	
Motor Belts	IT		
	Projects must have a payback of 12 years or less.	Projects must have a payback of 12 years or less	Projects must have a payback of 15 years or less

Other systems and processes not listed in the table above are subject to approval.

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Large Industry Incentive Levels

Energy Audit	Incentive Level
ASHRAE Level II - Energy survey and analysis	100% of cost with a maximum incentive of \$15,000
ASHRAE Level III - Detailed analysis of capital-intensive modifications	75% of cost with a maximum incentive of \$50,000

Energy Efficiency Measures	Incentive Level	Maximum Grant Amount
Tier I	\$0.10 / kWh saved in a year	\$200,000
Tier II	\$0.12 / kWh saved in a year	\$350,000
Tier III	\$0.14 / kWh saved in a year	\$500,000
Tier IV	Up to 50 percent of eligible projects costs	\$750,000

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Ineligible Projects

- Projects for any casino or other gambling establishment, aquarium, zoo, golf course, or swimming pool.
- Projects that repair or replace existing equipment with equal or less energy efficient equipment.
- Projects that increase the energy load of a facility by adding additional, new equipment.
- Projects that involve fuel switching or demand management.
- Projects with a less than one year payback.
- Projects with simple paybacks greater than the equipment life.
- Projects started or installed prior to signing a grant agreement with DNR.
- Projects that will not be completed on or before the project completion deadline of Jan. 31, 2012.



Other Considerations

- **Administrative Expenses:** Applicants are allowed 5 percent administrative expenses if warranted.
- **Grant Payments:** Grant payments will be provided on a cost-reimbursement basis. Upon award, the subgrantee shall receive a grant agreement providing specific conditions and instructions on grant payments.
- **Project Completion:** All projects must be completed by Jan. 31, 2012. DNR will not authorize any extensions.
 - Project completions means energy audits completed and equipment installed and operating according to specifications.
- **Approval by U.S. DOE:** All projects will be subject to final approval from the U.S. Department of Energy.

Federal and State Requirements

- Required registrations
- Reporting requirements
- Davis-Bacon Act
- Buy American Provision
- Procurement requirements
- Waste management
- National Environmental Policy Act (NEPA)
- National Historic Preservation Act (NHPA)



Davis-Bacon Act Requirements

ARRA section 1606 states that **Davis-Bacon prevailing wage requirement broadly applies to construction projects funded with ARRA appropriations.**

The Davis-Bacon Act requires payment of locally prevailing wages to laborers and mechanics on contracts in excess of \$2,000 for construction, alteration, or repair of public works who are employed directly on the site of the work.

Buy American Provision

In accordance with ARRA section 1605, ARRA funds applied to a project for the construction or alteration of a public building or public work must use **iron, steel and manufactured goods produced in the United States.**

The only exceptions to this rule would be if iron, steel are not produced in the United States in sufficient and reasonably available quantities and of satisfactory quality; or inclusion of iron, steel produced in the United States will increase the cost of the overall project by more than 25 percent.

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Waste Management

The department is required to provide documentation to U.S. DOE demonstrating that an adequate disposal plan has been prepared for sanitary or hazardous waste generated by the proposed activities.

Applicants are therefore required to submit information on the expected waste stream of the proposed project.

Upon award, grantees shall submit to DNR a complete waste management plan. Projects shall ensure compliance with all federal, state and local regulations.

National Environmental Policy Act (NEPA)

Requires federal agencies to consider the potential environmental impacts of their proposed actions.

Projects that meet certain criteria will likely be classified as **categorical exclusions** and will not require a NEPA review.

- energy efficiency retrofits limited to: insulation, lighting, HVAC, weather sealing, energy star appliances, windows and doors, shower/faucets, solar powered appliances with improved efficiency.

If project is not a categorical exclusion, then the applicant will have to complete EF-1 Environmental Questionnaire. Project may also be subject to NEPA review.

Evaluation of Applications

Applications will be rated on the following criteria:

- Project benefits
 - Job creation
 - Energy reductions
 - Cost-effectiveness
 - Greenhouse gas (GHG) reductions
- Project feasibility and overall impact
- Leveraged funds
- Sector specific industries



Application Forms

- Form A: Application cover page
- Form B: Project narrative
- Form C: Small industry energy efficiency
- incentive calculator
- Form D: Large industry energy efficiency
- incentive calculator
- Form E: Energy metrics
- Form F: Project budget
- Form G: Waste stream
- Form H: National Environmental Policy
Act
- Form I: National Historic Preservation Act



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INDUSTRIAL 
Energy Efficiency

APPLICATION FORMS
AMERICAN RECOVERY AND REINVESTMENT ACT OF 2009
STATE ENERGY PROGRAM

SUBMITTAL DEADLINE:
July 9, 2010
4:00 PM CDT

MISSOURI DEPARTMENT OF NATURAL RESOURCES
DIVISION OF ENERGY
1101 RIVERSIDE DRIVE
P.O. BOX 176
JEFFERSON CITY, MO 65102-0176

FORM A - APPLICATION COVER PAGE

Applicant Information

Applicant Name:	CLS Clean Energy
DUNS Number:	095637982
FEIN Number:	65C78F
Mailing Address:	P.O Box 989
City:	St. Louis
Zip Code + 4:	63102-1727

Contact Name:	David Johnson
Title of Contact:	Energy Consultant
Email Address:	djohnson@clsenergy.com
Telephone Number:	(314) 345-9001
Fax Number:	(314) 345-9921
Funding Requested:	\$106,269.80

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Project Information

Project Title:

Building Energy Upgrades

Proposed Start Date:

October 4, 2010

Proposed Completion Date:

October 10, 2011

Project Site
Address:

650 State Hwy 61

City:

St. Louis

Zip Code + 4:

63102-1563

Size of Facility:
(sq. ft.)

196,000

Natural Gas Utility:

LaClede Gas

NAICS Code:

311230

Electric Utility:

KCP&L

Company Size:
(Number of
FTEs)

220

Program Area:

Small Industry Energy Efficiency

Large Industry Energy Efficiency

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FORM A - APPLICATION COVER PAGE

Project Information (continued)

Project Type (select all that apply):

Energy Audit

Energy Efficiency Measures

Level II
 Level III

Tier I
 Tier II
 Tier III
 Tier IV

Brief Project Description:

Conduct an Energy Audit of a large bottling facility with 220 FTEs to identify energy efficiency measures to be retrofitted. In addition, project will consist of lighting retrofits, replacement of motors and steam traps.

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Metrics Activity

Jobs Created or Retained: 1.95 FTE
Annual Energy Savings: 583,126 kWh

GHG Emissions Reduced: 486.68 CO₂e
Cost Effectiveness: 0.018 MMBTU/\$1000

Financial Information

	Amount (\$)	Percent (%)
Funding Requested	\$106,269.80	78.00%
Funds Leveraged	\$29,723.08	22.00%
Total Project Cost	\$135,992.88	100%

Funding requested cannot be more than 100% of eligible project costs, or more than the Maximum Grant Amount

Signature

I hereby certify that I am authorized to submit this application and that the information presented in this application is true and accurate. In addition, I agree to abide by all the terms and conditions described in the Missouri Department of Natural Resources *“Energize Missouri Industries – Industrial Energy Efficiency Program Guidelines”*, application forms, and all supporting documents.

Name

Signature

Date

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FORM B - PROJECT NARRATIVE

Project Narrative

Provide a description of the proposed project, including goals and objectives and a statement of work (required tasks and activities). The description should also include information on the proposed project location, licenses and permits required (if applicable) and the current status of the project.

FORM B - PROJECT NARRATIVE

Project Benefits

Discuss the merits of the project per the evaluation criteria provided in the Program Guidelines. The applicant should identify expected project outcomes including job creation, energy savings, GHG emission reductions, etc.

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Project Timeline

Provide a proposed timeline for project milestones or events: A milestone/event could be a percentage of project completion, ground breaking or any other marker determined by the Applicant.

Date	Milestone
10/4/2010	Energy Audit start day
11/1/2010	Begin steam trap replacement project
11/1/2010	Begin Motor replacement project
12/29/2010	Finish Motor replacement project
01/02/2011	Finish steam trap replacement project
4/1/2011	Begin lighting retrofit project
6/1/2011	Finish lighting retrofit project
7/10/2011	Measurement & Verification
10/10/2011	Project Completion

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FORM D - LARGE INDUSTRY ENERGY EFFICIENCY - INCENTIVE CALCULATION

Energy Audits

If applicable, identify the expected cost of the energy audit as well as the funding requested for this activity.

	(A) Cost of Energy Audit (\$)	(B) Funds Leveraged (\$)	(C) = (A) - (B) Funding Requested (\$)
ASHRAE Level II – Energy Survey and Analysis			
ASHRAE Level III - Detailed Analysis of Capital-Intensive Modifications	\$55,000.00	\$5,000.00	\$50,000.00

FORM D - LARGE INDUSTRY ENERGY EFFICIENCY - INCENTIVE CALCULATION

		(A)	(B)	(C)	(D)	(E)	$\frac{[(A) \times (B)] + (C)}{(D) \times (E)}$	(F)	(G) = (D) x (F)
Equipment	Equipment Specifications	Equipment Unit Cost (\$)	Number of Units	Installation Cost (\$)	Annual Energy Savings (kWh)	Average Utility Rate (\$/kWh)	Simple Payback (years)	Incentive Level (\$/kWh)	Funding Requested (\$)
TIER I									
F32T8 Lamps, Ballast	Philips Model 272484	\$45.00	1030	\$3,650.00	309000	\$0.06	2.69	\$0.10	\$30,900.00
LED Exit Signs	Battery Backup, Tatco 0	\$97.46	53	\$750.00	16218	\$0.06	5.77	\$0.10	\$1,621.80
								\$0.10	
								\$0.10	
								\$0.10	
SUBTOTAL TIER I									\$32,521.80
TIER II									
New Steam Traps		\$92.00	50	\$1,500.00	131,850	\$0.05	0.5	\$0.12	\$6,100.00
								\$0.12	

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TIER III									
7.5 HP Motor		\$510.00	5	\$447.50	20,904	\$0.05	2.9	\$0.14	\$2,926.56
10 HP Motor		\$635.00	10	\$940.00	49,669	\$0.05	2.9	\$0.14	\$6,953.66
100 HP Motor		\$3,925.00	2	\$840.00	55,485	\$0.05	3.1	\$0.14	\$7,767.90
								\$0.14	
								\$0.14	
								\$0.14	
SUBTOTAL TIER III									\$17,648.10

*NOTE: Funding requested cannot be more than 100% of eligible project costs.

Funding requested cannot be more than 100% of eligible project costs (equipment + installation), or maximum grant amount.

Summary of Funding Requested

	Funding Requested (\$)	Maximum Grant Award (\$)
ASHRAE Level II - Energy Audit	\$0.00	\$15,000
ASHRAE Level III - Energy Audit	\$50,000.00	\$50,000
TIER I	\$32,521.80	\$200,000
TIER II	\$6,100.00	\$350,000
TIER III	\$17,648.00	\$500,000
TIER IV	\$0.00	\$750,000
TOTAL	\$106,269.80	\$750,000

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FORM E - ENERGY METRICS

Jobs Created or Retained

Labor Activity	(A)	(B)	(C)	(D) = (C) x 8	(E)	(F) = (E) / (D)
	Proposed Start Date	Proposed Completion Date	Working Days between Start Date and Completion Date (days)	Quarterly Hours on a Full-Time Schedule (hrs)	Hours Worked on Labor Activity (hrs)	Full-Time Equivalent (FTE)
Energy Audit Level II						
Energy Audit Level III	10/4/2010	12/3/2010	45	360	400	1.11
Installation of Tier I Equipment	4/5/2011	6/1/2011	42	336	90	0.26
Installation of Tier II Equipment	11/1/2010	12/1/2010	30	240	150	0.625
Installation of Tier III Equipment	11/1/2010	11/29/2011	28	224	175	0.8
Installation of Tier IV Equipment						
TOTAL				1160	815	2.79

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Annual Energy Savings and GHG Emissions Reduced

	(A)	(B)	(C) = (A) x (B)
	Annual Energy Savings (kWh)	GHG Emission Factor (MT CO _{2e} /kWh)	GHG Emissions Reduced (MT CO _{2e})
TIER I Equipment	325218	0.00083462	271.43
TIER II Equipment	131,850	0.00083462	110.04
TIER III Equipment	126,058	0.00083462	105.21
TIER IV Equipment		0.00083462	
TOTAL	583,126		486.68

Cost-Effectiveness

	(A)	(B)	(C)	(D) = $\frac{[(A) \times (B)]}{(C)}$
	Annual Energy Savings (kWh)	Conversion Factor	Funding Requested (\$)	Cost-Effectiveness (MMBtu/\$1000)
TOTAL	583,126	0.003413	\$106,269.80	0.018

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FORM F - PROJECT BUDGET

Budget Summary

	(A)	(B)	(C) = (A) + (B)	(D)
Budget Item	Funding Requested (\$)	Funds Leveraged (\$)	Total Costs (\$)	Percentage (%)
Equipment & Materials	\$53,789.70	\$16,445.30	\$70,235.00	51.64%
Direct Labor	\$50,000.00	\$11,127.50	\$63,127.50	46.41%
Administrative Expenses	\$2,480.00	\$2,120.58	\$2,630.38	1.93%
Other (please explain below)	N/A			0.00%
TOTAL	\$106,269.80	\$29,723.08	\$135,992.88	100%

Other Budget Items:

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Detailed Budget

Equipment/Materials: List all items of equipment to be purchased valued greater than \$100.

Equipment/Material	Quantity	Unit Cost (\$)	Funding Requested (\$)	Funds Leveraged (\$)	Total Cost (\$)
F32T8 Lamps, Ballast	1030	\$45.00	\$30,900.00	\$15,450.00	\$46,350.00
Steam Traps	50	\$92.00	\$4,600.00	\$0.00	\$4,600.00
7.5 HP Motor	5	\$510.00	\$2,550.00	\$0.00	\$2,550.00
10 HP Motor	10	\$635.00	\$6,350.00	\$0.00	\$6,350.00
100 HP Motor	2	\$3,925.00	\$7,767.90	\$82.10	\$7,850.00
Exit Signs	53	\$97.46	\$1,621.80	\$913.20	\$2,535.00
TOTAL			\$53,789.70	\$16,445.30	\$70,235.00

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Direct Labor: List all applicable costs for design, construction, or installation. Note that for purposes of this program, only installation costs will be considered eligible to receive funding.

Title/Job Classification	Number of Hours	Billing Rate (\$/hr)	Total Cost (\$)	Funding Requested (\$)
Energy Auditor (x2)	400.00	137	\$55,000.00	\$50,000.00
Installation of Equipment	415.00	19.58	\$8,127.50	\$2,000.00
TOTAL			\$63,127.50	\$52,000.00

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Funds Leveraged

List the sources of funding that will be leveraged for this project, including funding contributed by financial partners and other public funds. Identify the date when the funds were received by the Applicant.

The Applicant must provide letters from each financial partner or funding entity indicating the amount of their support and the project commencement date expected for their partnership. In the event of funding by private foundations or public sources, if such a letter is not yet available, indicate the anticipated source and provide supporting documents or guidelines for the anticipated source.

Source	Date of Award	Total Funds (\$)
Bank Loan	05/31/2010	\$15,000.00
Utility Rebate	06/20/2010	\$4,723.08
Capital Expenditures Budget	-	\$10,000.00
TOTAL		\$29,723.08

- Provide letters of commitment/support from each financial partner or funding entity

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FORM G - WASTE STREAM

Waste Stream Description

Indicate if the proposed project will generate a waste stream. For activities that will generate a waste stream, describe the waste and your methodology for waste handling and disposal.

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FORM H - NATIONAL ENVIRONMENTAL POLICY ACT

Applicability of NEPA to the Proposed Project



The proposed project is categorically excluded from NEPA because it falls within the following category and does not involve "extraordinary circumstances" within the meaning of 10 C.F.R. Section 1021.410:



Funding energy efficiency retrofits, provided that projects are limited to: Installation of insulation; installation of energy efficient lighting; HVAC upgrades; weather sealing; purchase and installation of ENERGY STAR appliances; replacement of windows and doors; high efficiency shower/faucet upgrades; and installation of solar powered appliances with improved efficiency.



Development, implementation, and installation of onsite renewable energy technology that generates electricity from renewable resources, provided that projects are limited to:

- Solar Electricity/Photovoltaic - appropriately sized system or unit on existing rooftops and parking shade structures; or a 60 KW system or smaller unit installed on the ground within the boundaries of an existing facility.
- Wind Turbine - 20 KW or smaller.
- Solar Thermal - system must be 20 KW or smaller.
- Solar Thermal Hot Water - appropriately sized for residences or small commercial buildings.
- Ground Source Heat Pump - 5.5 tons of capacity or smaller, horizontal/vertical, ground, closed-loop system.
- Combined Heat and Power System - boilers sized appropriately for the buildings in which they are located.
- Biomass Thermal - 3 MMBTUs per hour or smaller system with appropriate Best Available Control Technologies (BACT) installed and operated.

FORM I - NATIONAL HISTORIC PRESERVATION ACT

Description of Project Site

Does your project involve a building or structure included in the National Register of Historic Places (NRHP) or one eligible for inclusion in the NRHP?

Yes

No

If the proposed project involves a building or structure listed on or eligible for the NRHP, Applicant must complete additional information in Item 5 of the EF-1 Environmental Questionnaire (Exhibit D of the Program Guidelines).

Has Item 5 been completed for projects on or eligible to be included in the NRHP?

Yes

No

Provide information on the industrial facility.

Site Name	Site Address	Age of Original Structure (Year of Completion)
CLS Bottling Facility	650 State Hwy 61, St. Louis MO 63102	1984

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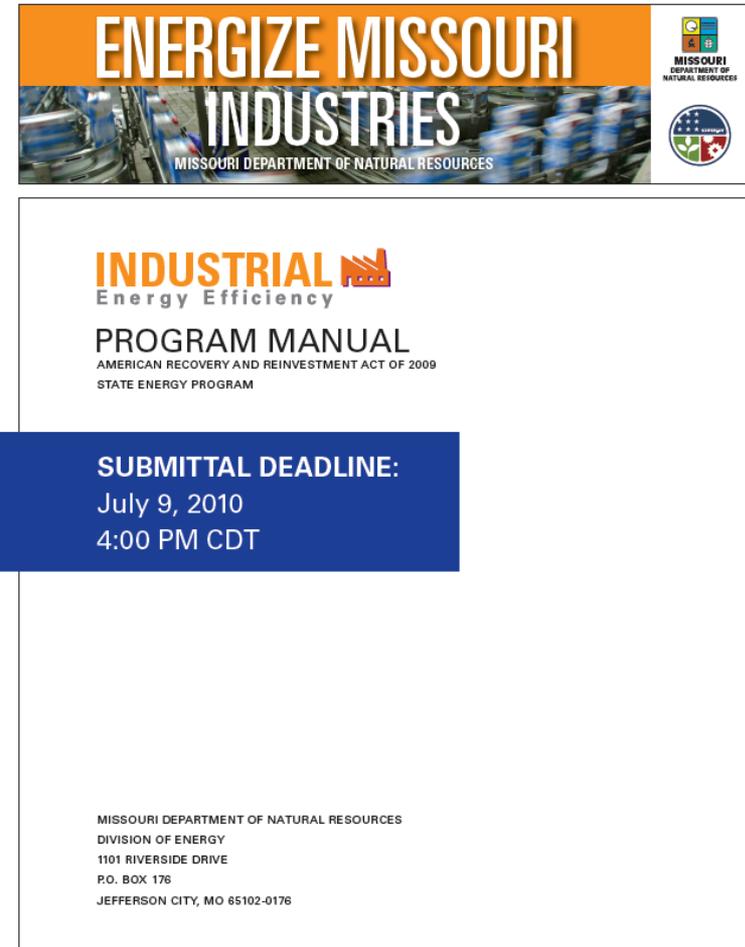
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Program Manual

Provides guidance for applicants when preparing their applications under the Industrial Energy Efficiency Program.

Includes examples and explanations on how to fill out each of the forms.

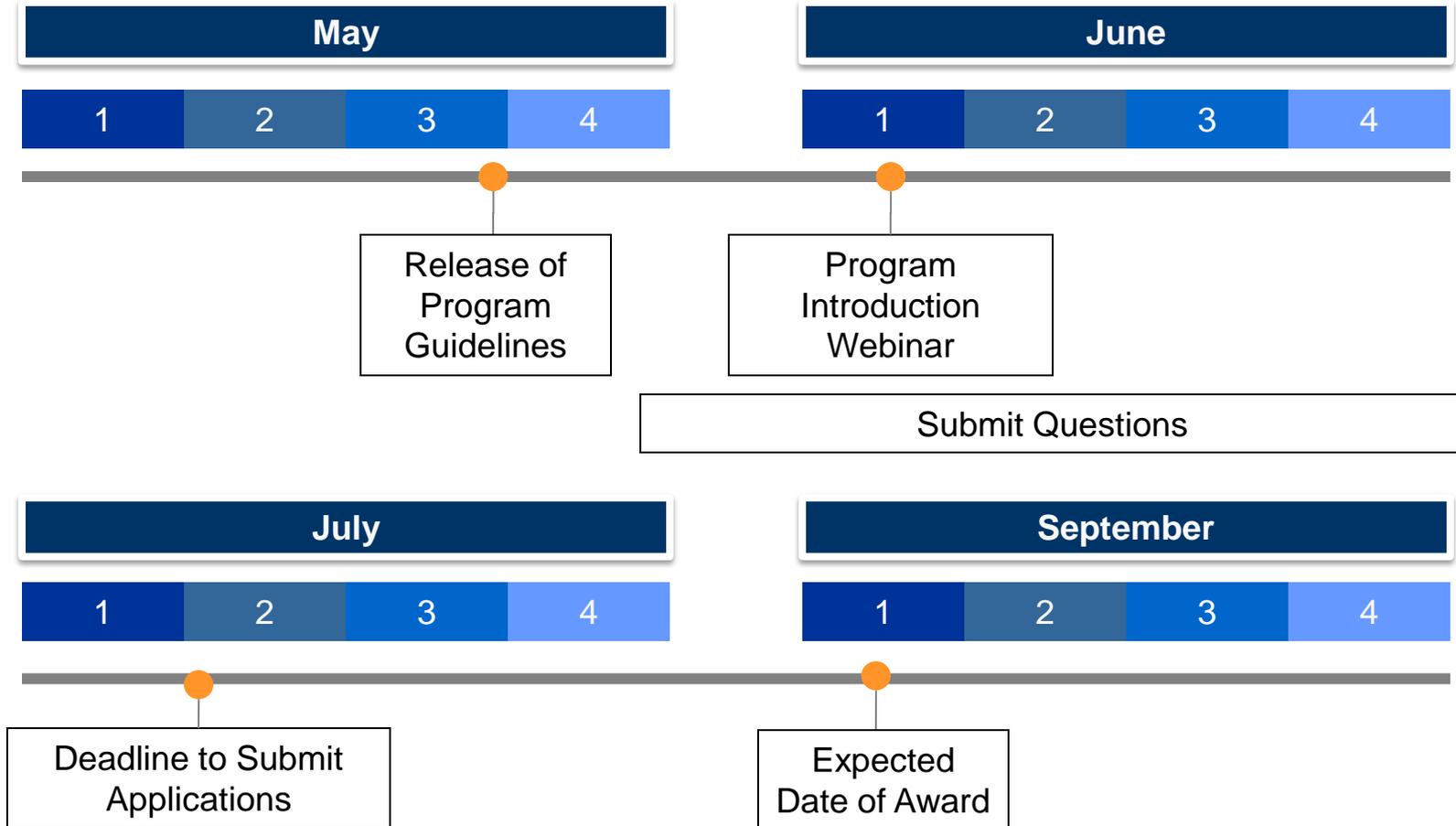


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Timeline



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Submittal of Applications

- Submit two hard copies of the completed application including all Forms.
- Submit one electronic version of all documents on a CD.
- Encouraged that applications be printed duplex on post consumer recycled content paper.
- Submit to:

**Missouri Department of Natural Resources
Division of Energy**

Attention: Industrial Energy Efficiency Program
1101 Riverside Dr., P.O. Box 176
Jefferson City, MO 65102-0176

Applications must be received by 4 p.m. CST

July 9th, 2010

ENERGIZE MISSOURI INDUSTRIES

MISSOURI DEPARTMENT OF NATURAL RESOURCES



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Questions?

- Questions can be submitted via email to EMI.efficiency@shawgrp.com
- Questions & answers will be made public via a rolling FAQ document.
- Any questions answered during this session will be recorded and published as part of the FAQ as well.