



# CONTINUOUS ENERGY IMPROVEMENT PROGRAM (CEI)

A CUSTOMER'S PATHWAY  
TO  
STRATEGIC ENERGY MANAGEMENT

# What's the Relationship Between CEI and the Statewide Strategic Plan

- » The CEI program was developed as one of the many Strategic Plan “Big Ideas”
  - The goal of CEI is to contribute to transforming the Energy Efficiency market from being project – driven to being driven by long-term strategic planning efforts

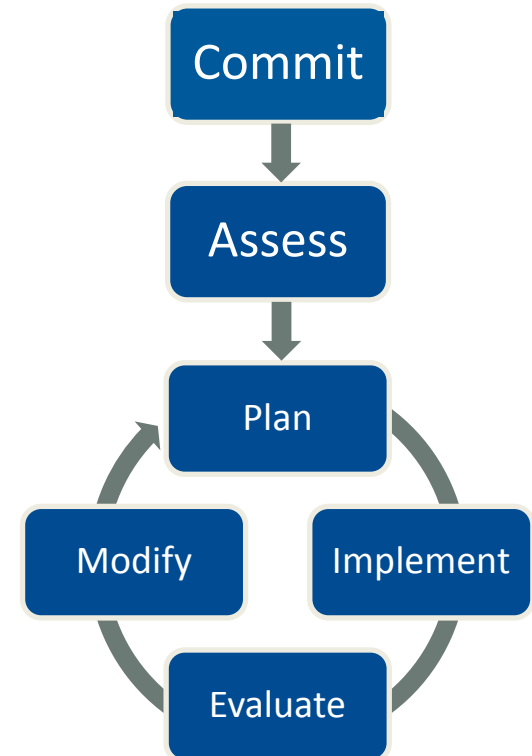
# What is CEI?

- » A **holistic approach** (Gas, Electric, Water, Environment) to managing energy use in order to **continuously improve energy performance** and sustain energy and cost savings over the **long term**.
- » CEI affects **organizational culture change** from top management through shop floor staff.
- » It focuses on equipping and enabling plant management and staff to **impact energy through behavior and operational change**, in addition to capital project implementation.

# Key Elements of Strategic Energy Management for Customers

- ❑ Obtain management support for long-term goals
- ❑ Dedicate staff, including an energy champion
- ❑ Develop an energy management plan
- ❑ Implement a system for tracking energy use
- ❑ Quantify energy savings from a) capital projects and b) O&M improvements

Source: NEEA, BPA, ETO, CEE



# CEI Program: Customer Benefits

---

- » Reduced operating costs
- » Competitive advantage
- » Corporate stewardship
- » Increased energy saving projects
- » Repeatable process
- » Industry leadership
- » Employee engagement

# 2015 CEI Program: One on One Engagements and Group Engagements

---

- » Each Participating Customer receives
  - One year of energy consulting
  - Coaching through each stage of CEI
  - Onsite mentoring includes:
    - Conducting Energy Audit (level depends on potential project implementation)
    - Developing an Energy Policy
    - Facilitating Energy Team Building
    - Developing EE Savings Goals
    - Establishing Key Performance Indicators
    - Creating Project Trackers
    - Identifying Utility Program Incentives

# CEI Program: One on One Engagements

---

- » Designed for large customers
  - Must be a customer of Southern California Gas Company and Southern California Edison
  - Greater than 500 average kW
  - Greater than 250,000 Therms annually
  - Target Market: Commercial, Industrial, and Agricultural

# CEI Program: Group Engagements

- » Designed for Small/Mid-sized Customers
  - Must be a customer of Southern California Gas Company and Southern California Edison
  - Less than 500 average kW
  - Less than 50,000 therms/year
  - Target Market: Restaurants



# 2013-14 CEI Program Participants

---

## Industrial Customers

- Snak King
- Honeywell Aerospace
- Insulfoam
- Mission Rubber
- Newton Heat Treating
- Sierra Alloys
- Universal Molding

## Commercial Customers

- Wells Fargo
- Newport Marriott Bayview Hotel
- Courtyard Foothill Ranch Hotel
- Residence Inn Irvine Hotel
- Pomona College
- U.C. Irvine Family Health Center
- Chino Unified School District
- Whole Foods

# Thank you!

---

Glenda Towns  
SoCalGas Program Manager  
213-244-3659  
GTowns@semprautilities.com