

Hi Karinne ,

How to successfully implement energy efficiency projects

Energy managers spend a significant amount of time identifying energy saving opportunities for their organisations. But this is only half the battle. Until these opportunities are implemented, the potential savings remain unrealised and the hard work of energy managers may go unrewarded.

This issue of the Energy Saver e-bulletin looks at implementation, a vital stage of the energy efficiency process.

Six strategies to get your energy efficiency projects across the line

Recent [research](#)¹ has identified what successful energy efficiency practitioners do to get the support and resources they need for energy efficiency projects. Below is a summary of actions you can take to increase the success-rate of your business case proposals.



1. Link your project to business priorities – link projects to business objectives or solve an existing problem.

2. Involve the right people – engage people with the appropriate expertise, as well as the technical and operational staff who will help with implementation.

3. Communicate with decision makers early in the process – use their language together with clear and focused questions.

4. Identify and manage project risks – this helps to build a robust business case and reduce the likelihood of unforeseen implementation hurdles.

5. Consider all business costs and benefits – these may include maintenance benefits, deferred CAPEX, productivity, product quality, greenhouse gas reductions, OH&S and corporate reputation.

6. Identify all funding options – consider internal funds, the [NSW Energy Savings Scheme](#), [Energy Performance Contracting](#), [Low Carbon Australia](#) funding, [Environmental Upgrade Agreements](#) and Commonwealth funding under the [Clean Energy Future](#) package.

It is also crucial to communicate regularly with management. You should:

- monitor, verify and promote the success of projects once implemented
- regularly brief management on energy risks and opportunities
- streamline project approval processes.

To help, case studies, guidelines and practical checklists are available on the Federal Government's [Energy Efficiency Exchange](#) website.

¹ Research was conducted for the Department of Resources, Energy and Tourism by Patrick Crittenden (Director, Sustainable Business) and Helen Lewis (Director, Helen Lewis Research)

Energy efficiency events

For more information and registration details, click on the session you would like to attend.

	Energy Saver and OEH	Conferences and seminars
	Lighting seminars 31 July, 9.00 am – 10.30 am Griffith 10 August, 12.30 pm – 1.45 pm Wagga Wagga 28 August, 9.00 am – 10.30 am Newcastle 19 September, 9.00 am – 10.30 am Wollongong	Clean Energy Week 2012 25–28 July, Sydney
	Refrigeration seminars 31 July, 11.00 am – 12.30 pm Griffith 10 August, 2.15 pm – 3.30 pm Wagga Wagga 28 August, 11.00 am – 12.30 pm Newcastle 19 September, 11.00 am – 12.30 pm Wollongong	Refrigerants and the Carbon-equivalent Levy Seminar – AIRAH 2 August 2012, 8.00 am – 12.30 pm Parramatta Leagues Club
	Energy management basics training (2 day course) 15 August and 29 August, 8.30 am – 1.00 pm Newcastle	Certified energy manager training and certification (5 day course) 6–10 August, 8.30 am – 5.00 pm Sydney CBD
	Understanding and implementing energy efficiency in SMEs – CPA Australia August–October, 8.30 am – 12.30 pm Multiple venues throughout NSW	Carbon Expo Australasia 2012 7–9 November, Melbourne Convention and Exhibition Centre
	Energy and carbon strategy for accountants – CPA Australia August and September, 1.00 pm – 5.00 pm Multiple venues throughout NSW	Australian Sustainability 8–9 November, Sydney Convention and Exhibition Centre
	Lighting training 13 August and 27 August, Sydney Masonic Centre	

Using Energy Saving Certificates to help fund your energy efficiency projects

Energy Savings Certificates (ESCs) provide an important source of revenue and can be generated for a wide variety of energy efficiency projects. Part of the Energy Saving Scheme, each ESC represents one tonne of CO₂ saved and can be worth up to \$34 each.

The [Energy Saving Scheme website](#) provides full information including [a list of Accredited Certificate Providers \(ACPs\)](#) who can generate ESCs for your energy efficiency project. It is

important to contact an ACP before implementing a project to ensure that the maximum number of ESCs can be generated.

For further information please visit the [Energy Saving Scheme website](#) or contact the [Energy Saver Team](#).

RSL slashes power consumption by one quarter

Mittagong RSL Club has reduced its electricity consumption by 25 per cent and saved an estimated \$130,000 in annual energy costs by implementing recommendations from its Energy Saver audit. The audit not only allowed the club to counteract increasing power prices, but was completed with little or no business interruption.

Following their [Energy Saver](#) audit, the club has implemented seven energy saving opportunities at a total cost of \$436,000. 'These initiatives have enabled us to reduce our energy consumption by around 25 per cent,' said Craig Madsen, Mittagong RSL Club General Manager.

Mittagong RSL's improvements ranged from relatively simple projects, like replacing energy inefficient lights (e.g. halogens with LEDs) and de-lamping over-lit areas, to a major upgrade of the club's heating, ventilation and air-conditioning (HVAC) system.

As part of the HVAC upgrade, two water cooled air-conditioning towers were replaced with an air-cooled system, 14 refrigeration compressor motors were also replaced with a single rack compressor at a cost of \$365,000 and a payback period of six years.

'The old cooling towers were a real headache because of the potential for legionella,' said Mr Madsen. 'From a risk management point of view, not having to test our systems every month is so much simpler.'

The audit also identified that motion detectors for outdoor heaters weren't working and had to be adjusted, and it recommended timer switchers be installed on equipment in the function rooms.

'In the first year after completing our Energy Saver audit, we reduced our carbon emissions by 445 tonnes. With the new HVAC system installed, we'll continue to see further significant reductions in carbon emissions.'



ENERGY SAVING TIP

'Industry's willingness to miss out on cost-effective investments in energy efficiency is often referred to as "the energy efficiency gap". Access to capital is a leading barrier to the implementation of energy efficiency projects.

If this is the case in your organisation, it might be worth considering an alternative approach. Innovative funding models such as on-bill financing or financial leasing, remove the need for significant upfront capital, which can make the difference in getting financial approval for your energy efficiency projects.'

Tim Burrows, Managing Director,
Northmore Gordon

Contact Energy Saver

To find out how your organisation can save energy, visit the [Energy Saver website](#), email the [Energy Saver team](#) at energysaver@environment.nsw.gov.au or phone 02 8837 6000.

With electricity prices increasing, more and more businesses are realising the benefits of energy efficiency. [Energy Saver](#) offers subsidised energy audits and implementation support. Energy Saver audits investigate specific opportunities for your business to save energy, money and carbon pollution.



at energysaver@environment.nsw.gov.au

savepower.nsw.gov.au/energysaver

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