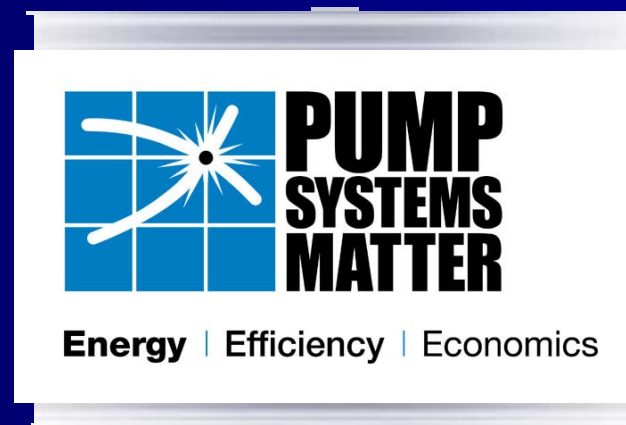


*Pump Systems Matter  
Energy Summit*

# **Regional Perspective on Industrial Efficiency Programs**

**Susan Hermenet**

**Northwest Energy Efficiency Alliance**



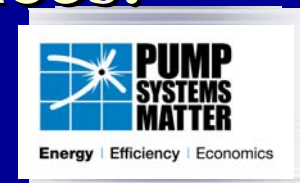
# Susan Hermenet

- 1997 – joined the Alliance
  - Director of Business Services
- Private sector experience – Ag & Industrial Mkts
  - 7 yrs Tetra Pak – Sales & Marketing
- MBA – Simon School, Univ. of Rochester

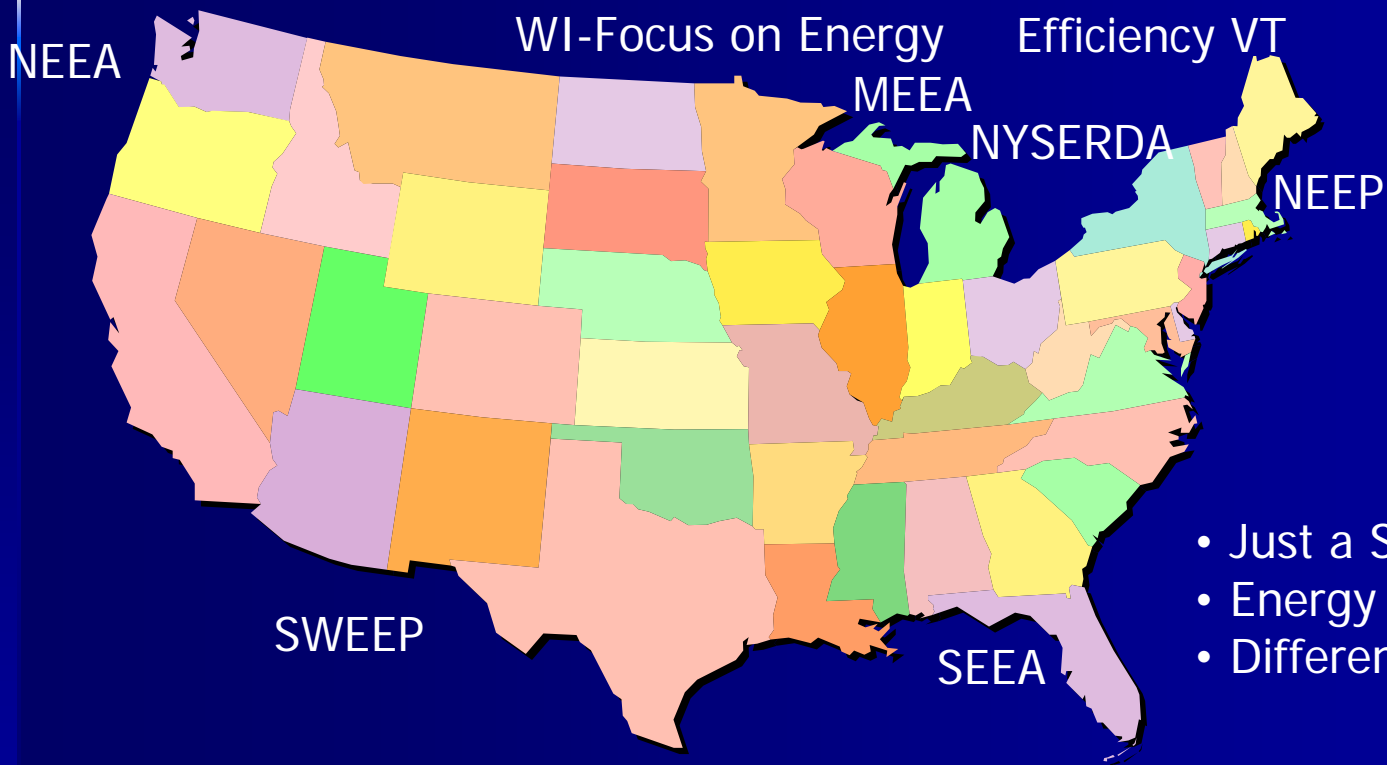
## *Pump Systems Matter Energy Summit*



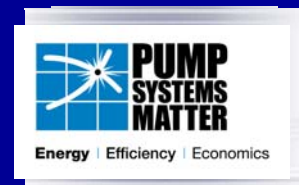
- **A regional organization serving the four Northwest states.**
- **Devoted exclusively to increasing energy efficiency.**
- **An organization that uses a strategic tool called market transformation to leverage long term, sustainable change toward efficient products and services.**



# Regional Organizations



- Just a Sample
- Energy Efficiency Focus
- Different Models



# Common Industrial Program Components

- **Technical Services/Assistance**
- **Education and Training**
- **Energy Management**
- **Best Practices Information**
- **Demonstration Projects**
- **Marketing**

# Alliance Industrial Program

- **Industrial Efficiency Alliance (IEA)**
- **Working with Supply & Demand Side**
  - **Business Practices**
  - **Systems**
- **Building Strategic Relationships**
- **PSM Connection**
- **Sustained change in the market**

# Thank You

- For more information contact....  
Susan Hermenet  
[Shermenet@nwalliance.org](mailto:Shermenet@nwalliance.org)

# Sponsorship Benefits

- **Future Actions**
  - **Two sub committees will be formed**
    - One focused on End User benefits
    - One focused on Fund Raising

# Sponsorship Fees

## Current Fee Structure for HI Members

## “Pump Systems Matter”™

Charter Partner Contribution Commitment Agreement  
for Hydraulic Institute Members

**Yes** Our company will become a Charter Partner with a three year contribution commitment based on total company sales and service. Please indicate your revenue category and contribution level below.

	*CONTRIBUTION	REVENUE CATEGORY
<input type="checkbox"/>	\$1,500/Year	Under \$24.9 M/Year Revenue
<input type="checkbox"/>	\$2,500/Year	\$25M - \$49.9M/Year Revenue
<input type="checkbox"/>	\$3,500/Year	\$50M - \$99.9M/Year Revenue
<input type="checkbox"/>	\$5,000/Year	\$100M - \$199M/Year Revenue
<input type="checkbox"/>	\$7,500/Year	\$200M - \$299M/Year Revenue
<input type="checkbox"/>	\$10,000/Year	\$300M - \$499M/Year Revenue
<input type="checkbox"/>	\$15,000/Year	\$500M - \$749M/Year Revenue
<input type="checkbox"/>	\$20,000/Year	\$750M - \$999M/Year Revenue
<input type="checkbox"/>	\$25,000/Year	\$1B & Over/Year Revenue

*The undersigned hereby agrees to the annual contribution as indicated above for an initial three year period. \*Contributions are based on each Charter Partner being a member of the Hydraulic Institute in good standing. Companies who are eligible to join HI who are Non-members may participate at higher contribution levels. Please request a separate form.*

Name \_\_\_\_\_

Title \_\_\_\_\_

*Pump Systems Matter*  
*Energy Summit*

Thank You

