

Retailer Energy Alliance (REA) Supplier Summit
Golden, Colorado
June 5, 2008

EXECUTIVE SUMMARY

Overview

On June 5, 2008, the Department of Energy's (DOE) Building Technologies Program (BTP) convened a gathering of retail industry leaders and suppliers of building technology products to share insights into their particular circumstances and desires concerning energy-efficient technologies.

Mission and Goals

REA Supplier Summit participants confirmed their mission to investigate, evaluate, and deploy technologies and systems that significantly improve energy efficiency of retail buildings using the retailer's business case. The goals include:

- Providing tools for retailers to tackle building energy efficiency challenges
- Reducing energy consumption in retail buildings, as well as retailers' \$25 billion annual energy bill
- Speeding market introduction of reliable, affordable energy-saving technologies
- Minimizing the impact of volatile energy prices on the bottom line
- Safeguarding the reliability of energy delivery systems
- Shaping a future that supports energy security and economic opportunity for our nation.

Accomplishments

Presentations given represented various perspectives across the sectors of the REA, including:

- Big Box - Jim McClendon, Wal-Mart
- Big Box - Scott Williams, Target
- Grocery - Seth Stutzman, Whole Foods Market
- Mid-Box - Dwayne Shmel, Best Buy
- Restaurant - Greg Tomsick, Boston Market

Discussion Highlights

Participants identified key priorities to be tackled in pursuit of the REA mission. These include:

- Expanding recognition of the importance and interdependency of building systems and the need to integrate solutions across building systems
- Increasing R&D of energy-efficient technologies with the bottom line in mind
 - Designing technologies with an eye toward lifecycle costs (O&M factored in)
 - Recognizing the importance of the retrofit market
- Designing technologies with minimal operational and maintenance needs, because retailers are seeing a decline in personnel with the ability to handle complex systems
- Working with utilities to streamline incentives for energy-efficient technologies
- Working with the REA to collaborate, communicate, and share.

Challenges

Current:

- **Western Cooling Challenge Dry-Climate Rooftop Units**

The challenge, announced in June 2008, is designed to emphasize cooling opportunities in dry climates and encourage development of new RTU concepts. The partnership among manufacturers, suppliers, and retailers that is created by the challenge has the potential to expand beyond the current challenge and speed the development and implementation of energy-efficient cooling techniques far into the future.

<http://wcec.ucdavis.edu/content/view/92/110/>

Actions: Interested parties were asked to submit comments/questions to the WCEC Web site by 7/5/08. WCEC will host a Webcast to cover responses to questions on 7/18/08. Manufacturers will be asked to submit letters of intent by 8/15/08.

- **Technology procurement solicitation: LED Outdoor Area (Parking Lot) Lighting**

The REA's Parking Lot Lighting Working Group, established in April 2008, will drive the RFP process by helping to identify candidate products and review product testing and evaluations to help develop the specifications of the RFP. The working group will also help in the review of proposals, selection of winners, and purchasing of LED parking lot lighting.

Actions: Specifications for the RFP will be completed by end of 2008/early 2009.

- **Commercial Lighting Solutions (CLS) Web tool**

The interactive web tool will analyze the energy and electricity savings of lighting solutions, weighing them against a series of common baselines. The comparison data will give retailers a leverage to support energy-efficient lighting purchases and provides a way for utilities and EEPS to provide incentives for integrated systems using energy consumption rather than connected load.

Actions: Gather feedback on the beta web tool and make changes. Work with REA members to provide additional retail lighting solutions.

- **Library of proven technologies—Best Practices Guides**

Without guidance or aggregate information based on real-life results, most retailers struggle to determine best practices for energy-efficient solutions. By sharing with each other nonproprietary information about systems and solutions that work for a particular store type through Best Practices Guides, all REA members will be able to make quicker, sounder decisions about energy-efficient investments.

Actions: Each REA subcommittee will be tasked with creating an information repository of best practices on their subject area.

Upcoming:

- Whole-building design integration
- Retrofitting of whole store
- Bundle sale of equipment with energy efficiency incentives/rebates