



# **NASEO State Industrial Working Group Webinar: Assisting Manufacturing – Focus on Pennsylvania**

**January 27, 2025, 3:00 pm ET**



## **Welcome and Introduction to NASEO Industrial Working Group**

*Rodney Sobin, Senior Fellow, NASEO*

## **Pennsylvania's Industrial Sector and PA State Energy Office Efforts to Provide TA**

*Michelle Ferguson, Energy Program Specialist, PA Dept. of Environmental Protection – Energy Program Office*

## **Reducing Industrial Sector Emissions in Pennsylvania (RISE PA) Grant Program Overview**

*Louie Krak, RISE PA Director, PA Dept. of Environmental Protection*

## **Pennsylvania Technical Assistance Program (PennTAP) Programs Overview**

*Alanna Colvin, Associate Director – Programming, PennTAP*

## **Q&A and Open Discussion**



# **NASEO State Industrial Working Group Webinar: Assisting Manufacturing – Focus on Pennsylvania**

January 27, 2025, 3:00 pm ET



## *Logistics:*

- Please mute when not speaking.
- Please use Q&A box or chat to offer questions.
- Slides and recording will be posted.

## + NASEO State Industrial Working Group

<https://www.naseo.org/naseo-state-industrial-working-group>

- Help State Energy Offices and others to identify, develop, and enhance resources to advance clean manufacturing/industry.
- Enhance cooperation and coordination across technical and business assistance programs.
- Support economic development and productivity, emissions and environmental, and energy reliability and resilience objectives.
- Strengthen existing industries.
- Advance new technologies and industries.

*Thank you to the U.S. DOE and its Industrial Efficiency and Decarbonization Office (IEDO) for generous support.*

Inquiries: [industry@naseo.org](mailto:industry@naseo.org)

## + NASEO State Industrial Working Group

<https://www.naseo.org/naseo-state-industrial-working-group>

### ■ Working Group

California	North Carolina
Colorado	Pennsylvania
Connecticut	South Carolina
Georgia	Tennessee
Indiana	Texas
Kentucky	Utah
Maine	Virginia
Michigan	Washington
Mississippi	Wisconsin
New York	

### ■ State Energy Offices and others (TA programs, Economic Development Agencies/Authorities)

Inquiries: [industry@naseo.org](mailto:industry@naseo.org)

## + NASEO State Industrial Working Group

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- Web resources and e-mail updates
  - Technical and business assistance programs
  - Funding and financial provisions
  - Reports, studies, tools, organizations
  - Events
- New/Recent items
  - NASEO, [Manufacturing and Energy: Advancing Productivity, Prosperity, and the Environment - An Overview of Industrial Technical Assistance for State and Territory Energy Offices](#)
  - DOE, [Transformative Pathways for U.S. Industry: Unlocking American Innovation](#)
  - Industrial Heat Pump Alliance, *Industrial Heat Pump Economics in the United States*, January 16 [webinar recording is available](#).
  - Renewable Thermal Collaborative, [Utility Engagement Playbook for Industrial Customers](#)
  - Thermal Battery Alliance <https://www.thermalbatteryalliance.com/>
  - DOE [announces](#) \$13M to Incentivize Smart Manufacturing in Small- and Medium-Sized Manufacturers (SMMs)
  - DOE announced more than [\\$136 million for 66 selected projects](#) to support transformational industrial technology R&D

# + NASEO, Manufacturing and Energy: Advancing Productivity, Prosperity, and the Environment - An Overview of Industrial Technical Assistance for State and Territory Energy Offices

- **Importance of Manufacturing – National and State**
  - Box: State Manufacturing Data Sources
  - Box: Clean Manufacturing – Clean Energy Manufacturing
- **State Energy Office Interests and Roles**
  - Planning, policy, financial support, tech and business assistance
- **Technical Assistance Programs and Resources**
  - Descriptions and Links
- **State Examples**
  - CA: Advancing Energy Tech Innovation
  - CT: Chief Manufacturing Officer – concierge and collaboration
  - ME: Industrial Innovation Task Force
  - PA: PennTAP and collaboration across programs
  - TX: Texas Industrial Energy Efficiency Program and Network
  - UT: Industrial Assessment Center – State Energy Office collaboration



**NASEO**  
National Association of  
State Energy Officials

**Manufacturing and Energy:  
Advancing Productivity,  
Prosperity, and the Environment**  
*An Overview of Industrial Technical Assistance  
for State and Territory Energy Offices*

# + NASEO State Industrial Working Group

<https://www.naseo.org/naseo-state-industrial-working-group>

- Forums (states only), webinars, events
  - Past
    - NASEO Industrial Working Groups Forum: **Industrial Heat Electrification and Storage** - August 28, 2024
    - NASEO **Response to DOE Request for Information on Transforming Industry** – Strategies for Decarbonization
    - NASEO-NARUC Grid-interactive Efficient Buildings (GEB) and NASEO Industrial Working Groups Joint Forum: **Industrial Demand Flexibility** - June 11, 2024
    - NASEO Midwest Regional Meeting (Indianapolis, IN, June 4-6, 2024), industrial session and Trane Technologies site visit.
    - NASEO Industrial Working Group Forum: **State and Local Pollution Prevention Programs (P2) and Small Business Environmental Assistance Programs (SBEAP)** - February 21, 2024
  - Candidate future topics:
    - DOE, *Transformative Pathways for U.S. Industry: Unlocking American Innovation*
    - Manufacturing USA Institutes
    - Smart Manufacturing Leadership Program and Regional Smart Manufacturing Pilot Initiative
    - Revisit of ITACs – expanded programs and workforce roles
    - Plus, State Focus Features
- State cases studies – experiences, lessons

We welcome your feedback and suggestions!

[industry@naseo.org](mailto:industry@naseo.org)

# Pennsylvania Industrial Energy Assessment Program

Energy Programs Office  
1/27/2025

JOSH SHAPIRO, GOVERNOR | JESSICA SHIRLEY, ACTING SECRETARY



Pennsylvania  
Department of  
Environmental Protection



# DEP's EPO Purpose and Mission

***DEP's Energy Programs Office (EPO) supports energy policies and programs that prevent pollution, protect our environment, improve public health, and ensure access to affordable energy options for all Pennsylvanians.***

Our shared approach to our mission focuses on:

- Conservation and Efficiency
- Advanced Energy Technologies
- Energy Security and Resiliency
- Education and Outreach
- Climate

# Pennsylvania's Energy History

Pennsylvania is home to the first commercially successful oil well, the Drake oil well, established in 1859.

PA contains the Marcellus shale formation, which is rich in natural gas and found beneath 60% of the state's total land mass

PA is the nation's second-largest natural gas producer after Texas, and since 2018, shale gas has been shipped via pipeline to surrounding states

PA is the third-largest coal-producing state after Wyoming and West Virginia and is the second-largest coal exporter after West Virginia.

In 2022, PA ranked second after Illinois in electricity generation from nuclear power.

PA exports approximately one third of electricity generation to surrounding states

*Source: U.S. Energy Information Administration*



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# State Climate Goals

## Executive Order 2019 -1

### Commonwealth Leadership in Addressing Climate Change and Promoting Energy Conservation and Sustainable Governance

Set a statewide goal to reduce GHG emissions 26% by 2025, and 80% by 2050.

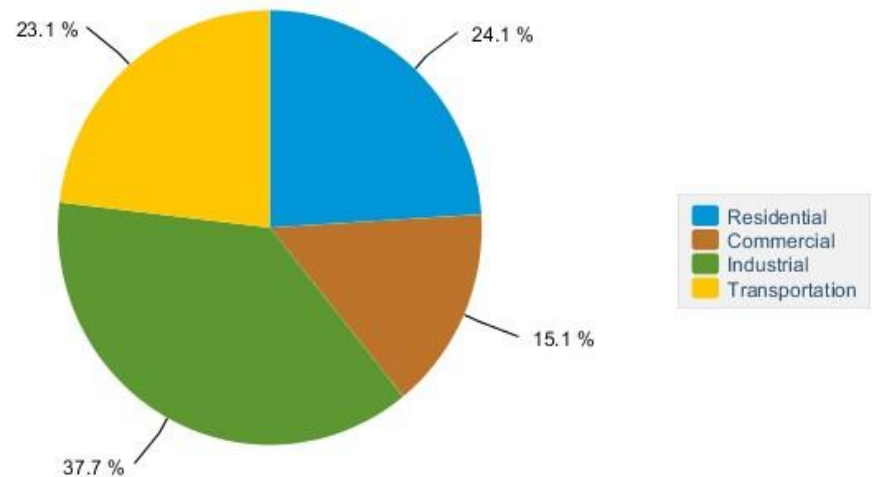
- Sets energy performance goals for state government (lead by example)
  - Energy Efficiency/Buildings
  - Electric Vehicles
  - Renewable Energy Procurement
- Established a Green Government Council
  - Multiple agencies jointly develop strategies to ensure state government meets these goals.



# Industrial Energy Use in PA

- >16,000 industrial facilities in Pennsylvania
- Largest energy consumer (by sector) in PA, industrial facilities account >37 % of Pennsylvania's energy use

Pennsylvania Energy Consumption by End-Use Sector, 2021



Source: Energy Information Administration, State Energy Data System

# Importance of Industry to the PA Economy

- The industrial sector contributes \$116 billion to the State's economy.
- More than 550,000 people are employed in manufacturing in PA
- Manufacturing accounts for more than 10% of all jobs

*Source: Pennsylvania Department of Community and Economic Development*



# Major Industrial Sub-Sectors

Industrial Sub Sector	Annual Emissions (tons CO <sub>2</sub> e)	Maximum Emissions Reduction from Energy Improvements
Cement and Lime Production	4,272,108	25%
Chemical Manufacturing	2,971,240	30%
Glass Manufacturing	571,656	20%
Iron and Steel	6,612,619	20%
Oil and Gas	10,607,077	-
Petroleum Refining	3,621,766	38%
Pulp and Paper	1,881,527	15%
Underground Coal Mining	10,009,982	-

Based on the [EPA's FLIGHT tool](#)

# Utility Programs for Industrial

- Pennsylvania currently has utility incentive programs through Act 129 of 2008, administered by the PA Public Utility Commission (PUC)
- Requires the 7 largest electric distribution companies (EDC's) to develop energy efficiency and conservation plans to reduce the amount of electricity consumed
- Examples of funded projects include: prescriptive and custom rebates, such as for lighting, HVAC, compressed air, and variable frequency drives, as well as incentives for the installation of audit-recommended measures

# **Reducing Industrial Sector Emissions in Pennsylvania - RISE PA -**

JOSH SHAPIRO, GOVERNOR | JESSICA SHIRLEY, ACTING SECRETARY

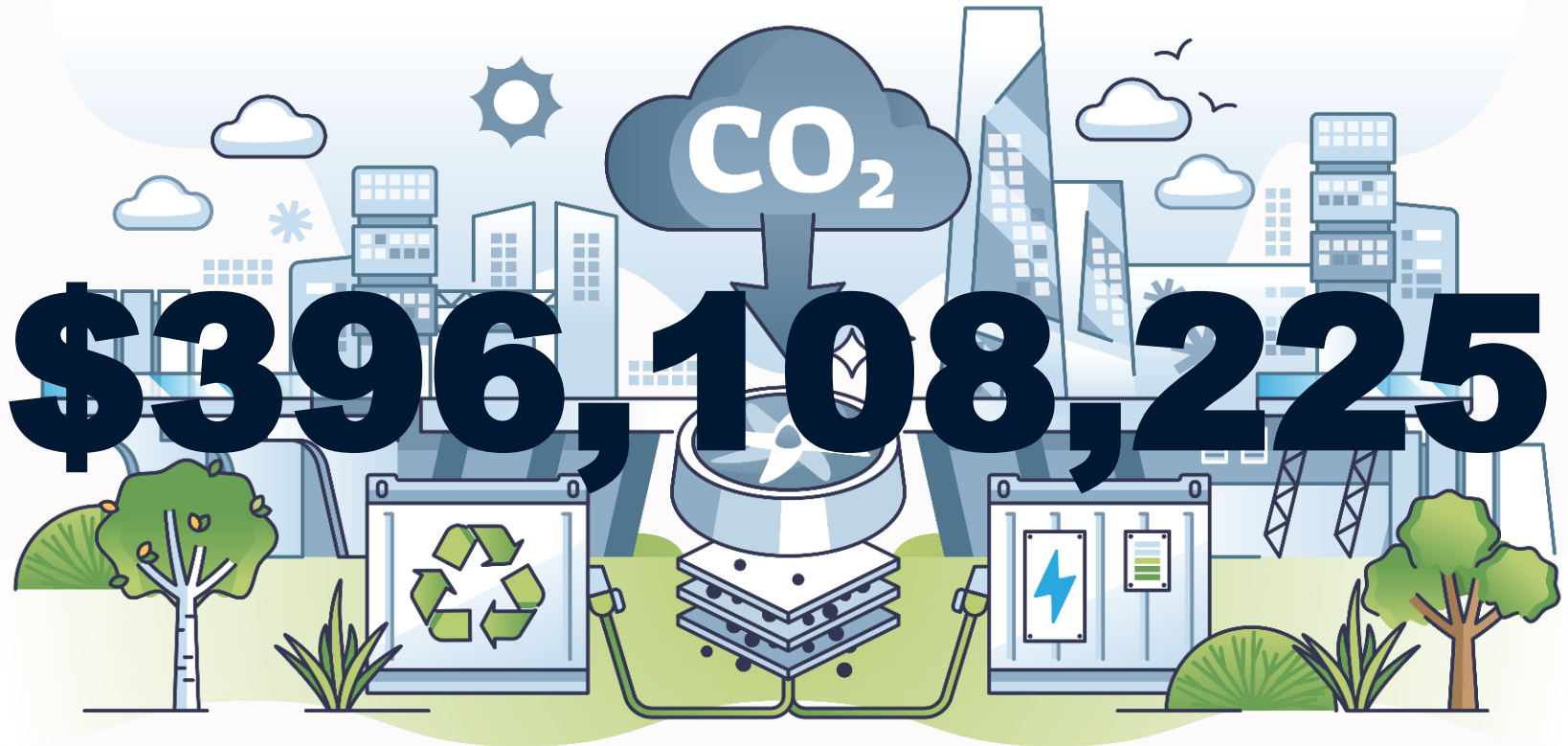


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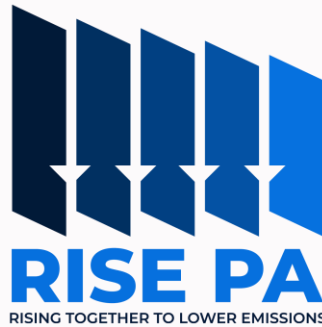
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# Greenhouse Gas Emissions Reduction Projects

## Emissions sources

- Industrial fossil fuel combustion
- Industrial process emissions
- On-site electricity usage
- Natural gas & oil systems
- Coal mining



## Eligible applicants

- Manufacturers
- Industrial facilities
- Coal mine owners/operators
- Natural gas & oil systems owners/operators
- Other entities – “As-a-service” companies

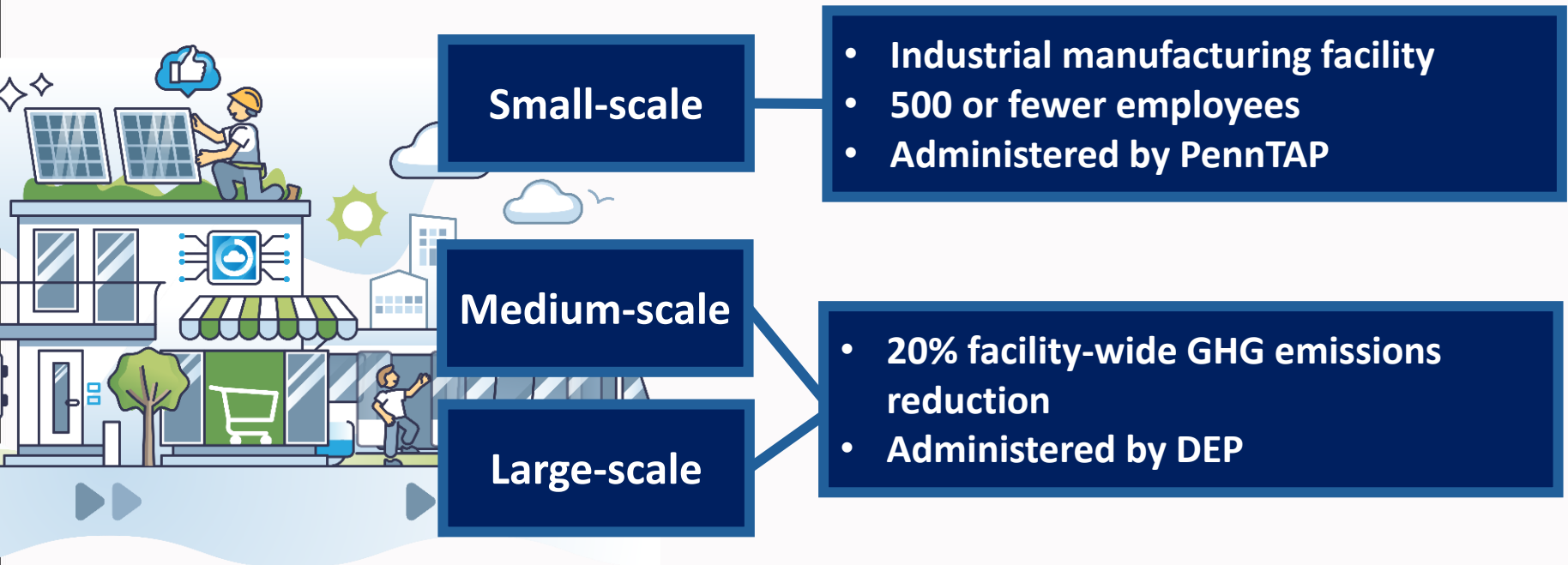
# Eligible Projects



## Project Types

- Energy efficiency
- Electrification
- Process emissions reduction
- Low-carbon fuels
- On-site renewable energy
- Carbon capture utilization and storage
- Fugitive emissions reductions
- Other technology

# Award Tracks



# Award Tracks



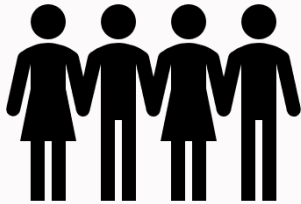
Award Track	Total Available Funding	Base Grant Award Percentage (% of Total Project Cost)	Anticipated Minimum Single Base Grant Award (DEP Share)	Anticipated Maximum Single Base Grant Award (DEP Share) <sup>2</sup>
Small-scale (SAT)	\$40,000,000	50%	\$25,000	\$74,999
			\$75,000	\$149,999
			\$150,000	\$500,000
Medium-scale (MAT)	\$100,000,000	30%	\$300,000	\$20,000,000
Large-scale (LAT)	\$220,000,000	30%	\$20,000,001	\$110,000,000
<b>Total</b>	<b>\$360,000,000</b>			



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# Bonus Awards



**Community  
Benefits Bonus**



**Fair Labor  
Bonus**



**GHG Reduction  
Bonus**

# Community Benefits

## Bonus

### Community Benefits Plan

- Define a Community Beneficiary
- Community Beneficiary informs plan development
- Provide community partnership documentation
- Commitment to develop Community Benefits Agreement (Large-scale projects only)
- Pursue one or more project tracks:
  - Improved environmental impacts
  - Economic security measures



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# Fair Labor Bonus

## Three Components

1. Good Neighbor Agreement
2. Collective Bargaining Commitments
3. Commonwealth Workforce Transformation Program

Small projects: Complete 1, 2, or 3

Medium-scale: Complete 2 of 3

Large-scale: Complete all 3





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## GHG Emissions Reduction Bonus

<b>GHG Emissions Reduction Percentage Range</b>	<b>Percentage of Total Project Cost</b>
21-24%	2%
25-29%	4%
30-34%	6%
35-40%	8%
41% +	10%

# Program Rollout



## Reducing Industrial Sector Emissions in Pennsylvania (RISE PA)

### Timeline

The Pennsylvania Department of Environmental Protection (DEP) will begin accepting project applications for RISE PA in early 2025. The application window will remain open with multiple rounds annually until all funds have been obligated. DEP will revise the program guidelines, materials, and application periodically in response to participant and community feedback.

#### **Early 2025**

*DEP anticipates beginning to accepting project applications*

#### **Mid 2025**

*Application review and selection anticipated to begin*

#### **Late 2029**

*RISE PA program funding projected to close*



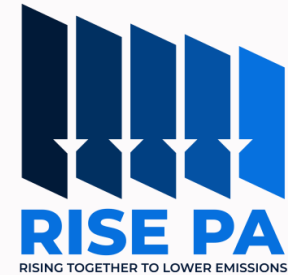


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# Thank You



**Louie Krak**  
**DEP Energy Programs Office**  
**400 Market St**  
**Harrisburg, PA, 17101**



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**For questions or comments, email [RA-EP-CPRG@pa.gov](mailto:RA-EP-CPRG@pa.gov)**

The Department of Environmental Protection's mission is to protect Pennsylvania's air, land and water resources and to provide for the health and safety of its residents and visitors, consistent with the rights and duties established under the Environmental Rights Amendment (Article 1, Section 27 of the Pennsylvania Constitution).



**PennState**

**PennTAP**

Pennsylvania Technical Assistance Program

# Programs Overview

January 27, 2025

[penntap.psu.edu](https://penntap.psu.edu)

# Our Mission

To provide Pennsylvania companies with technical assistance and access to Penn State's talented faculty and students in order to solve business challenges.

Simultaneously, PennTAP provides Penn State faculty and students with opportunities to broaden their impact, expertise and experiences through engaged applications.



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 814-865-0427

 [penntap@psu.edu](mailto:penntap@psu.edu)

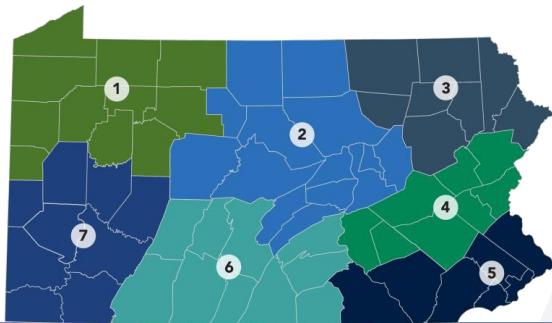
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# PennTAP Staff Expertise

Our team has a combined 200 years of experience in areas custom-fit to serve PA manufacturers:

- Certified Energy Managers
- Professional Engineer
- Certified Energy Auditor
- Certified Six Sigma Green Belts
- Chemical & Electrical Engineers, Environmental Scientists
- Certified Water Efficiency Professional
- LEED Green Associate



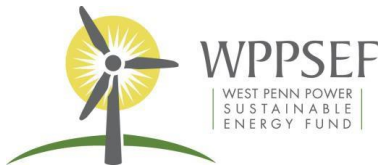
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# PennTAP Impact - 2024

**\$8.4M**

2023\* economic benefits

**975**

individuals educated

**115** client cases

**34** counties

**193** students engaged

**44** jobs created/saved

**4.94/5** Client Satisfaction

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# PennTAP Services Overview



## Energy and Environment

- Pollution Prevention and Energy Efficiency Projects (P2/E2)
- Economy, Energy & Environment Assessments (E3)
- Energy Management Systems (EnMS)



## Innovation

- Engagement with Penn State Faculty, Students, Facilities
- Product and Process Development
- Technology Assessments
- Entrepreneurial Assistance

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# Custom Container Solutions (CCS)

- Produces roll-off, hook lift, and front and rear load steel containers.
- Locations: Hadley and Milton, Pennsylvania
- Total employees: ~100
- 500,000 sq ft Milton Plant

PennTAP  
Assessments

Penn State  
Research Faculty

MEP  
VSM Project



Total Site Investment: \$1.2M

Projects: Lighting, Welders, Reduced Forklift Travel, Weld Operator Training, and Customize Defect Detection Software

Site Results: 31% reduction in Electricity, 9% reduction in Propane, 35% increase in Production, Higher Quality Products

Energy Cost Savings: \$17,500 per year

Grant Funding: \$92,200

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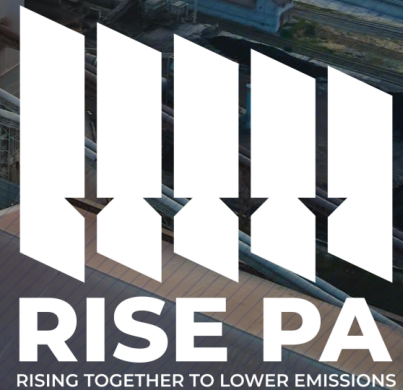
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**PennTAP**  
Pennsylvania Technical Assistance Program

# RISE PA SAT Grant Program



[penntap.psu.edu/rise-pa](http://penntap.psu.edu/rise-pa)

# Small-scale Award Track (SAT)

## Eligibility:


### Small to Mid-Sized Manufacturers (SMM)\*

- The site requesting funds must have manufacturing processes occurring at the assessed plant site
- Fewer than 500 employees at the plan site or manufacturing firm
- Project costs between \$50K and \$1M

\*Manufacturing is defined as an entity that engages in the mechanical, physical, or chemical transformation of materials, substances, or components. Eligible Applicants that are not SMMs cannot apply for the Small-scale Award Track (SAT), regardless of Total Project Cost (TPC). However, SMMs can apply to the Medium-scale Award Track (MAT) or Large-scale Award Track (LAT) if their Total Project Cost (TPC) exceeds \$1M.



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# RISE PA: SAT Program

## SAT versus MAT & LAT

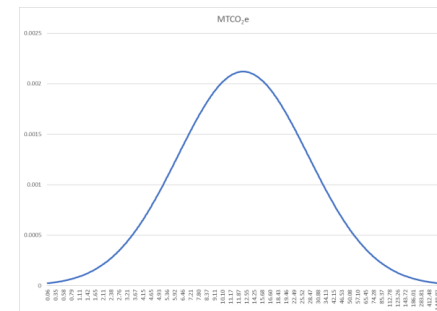
Award Track Selection	Small-scale Award Track (SAT)	Medium-scale Award Track (MAT)	Large-scale Award Track (LAT)
<b>Funding Available</b>	\$40M	\$100M	\$220M
<b>Facility Employee Count</b>	<500	>500	>500
<b>Total Project Cost</b>	\$50,000 minimum \$1M maximum	\$600,000 minimum \$40M maximum	\$40M minimum \$220M maximum
<b>Greenhouse Gas Emissions Reduction per Application</b>	no minimum – competitively reviewed	20% facility wide	20% facility wide
<b>Grant Cycles</b>	4-month cycles	6-month cycles	6-month cycles
<b>Bonus Awards</b>	Community Benefits & Fair Labor	Community Benefits, Fair Labor & GHG Reductions	Community Benefits, Fair Labor & GHG Reductions
<b>Grant Reimbursement</b>	50-70%	30-60%	30-60%
<b>Grant Administrator</b>	<a href="#">PennTAP</a>	<a href="#">PA DEP</a>	<a href="#">PA DEP</a>

# RISE PA: SAT Program

## Total Project Costs

These tiers are intended to separate eligible projects to be competitively compared against similarly weighted GHG emission outcomes.

SAT Grant Tiers	Minimum Project Cost	Maximum Project Cost
Tier 1	\$50,000	\$149,999
Tier 2	\$150,000	\$499,999
Tier 3	\$500,000	\$1,000,000



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# RISE PA: SAT Program

## Application Requirements:

- **Project and Budget Information**
- **Technical Assessment Report**
  - Completed by a Qualified Assessor
  - Project Description
  - Utility Bill Analysis
  - Energy Baseline
  - GHG Emissions Baseline
  - Project Savings: Cost, Energy, GHG, Simple Payback, Project/Equipment Estimated Lifespan
- **Monitoring, Measurement, and Verification (MMV) Plan**
- **EPA's Simplified GHG Emissions Calculator**

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# RISE PA: Sites Assessments

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**SAT Applications require a comprehensive Technical Assessment Report that has been developed using the guidance and best practices of (but not limited to) ASHRAE 211: Standard for Commercial Building Energy Audits – Level II Audits; EPA’s Guide to Industrial Assessments for Pollution Prevention and Energy Efficiency; ISO 50002; The Greenhouse Gas (GHG) Protocol; ISO 14064, ISO 14065 and/or ISO 14067.**

**The assessments do not need to be a holistic facility audit as defined by these standards, however, for the purposes of the RISE PA SAT program, the approach of these assessments must align with professional and industry standards, and include current energy usage; recommended potential improvements, their costs, and generally estimated equipment life; energy savings from these improvements; dollars saved per year; the GHG emissions and the potential reduction; and simple payback.**





# RISE PA: SAT Program

## [EPA's Simplified GHG Emissions Calculator](#)

The Simplified GHG Emissions Calculator is a free tool that helps organizations estimate and inventory their annual greenhouse gas (GHG) emissions. It calculates scopes 1, 2, (and 3) emissions based on an organization's activity data for one annual period.

**Macros:** The Excel Version uses macros for navigation within the tool using the buttons and are safe to employ. To use the calculator, please ensure that macros are enabled:

- **Windows:** Navigate to the "Trust Center" in the "Options" menu, then select Trust Center Settings > Macro Settings > Enable VBA macros.
- **Mac OS:** Select "Enable macros" in the dialog box that appears when opening the file.

Users may also need to unblock macros to use the calculator by right clicking on the file and checking "Unblock" at the bottom of the General tab.

The screenshot shows the EPA Simplified GHG Emissions Calculator spreadsheet. The title bar indicates it's an Excel file. The spreadsheet content includes:

- Header:** EPA CENTER FOR CORPORATE CLIMATE LEADERSHIP, U.S. Environmental Protection Agency. Supporting organizations in GHG measurement and management • www.epa.gov/climateleadership
- Title:** EPA Simplified GHG Emissions Calculator ("the Calculator") September 2024
- Instructions:** The EPA Simplified GHG Emissions Calculator ("the Calculator") is designed as a simplified calculation tool to help organizations estimate and inventory their annual greenhouse gas (GHG) emissions for US-based operations. All methodologies and default values provided are based on the most current Center for Corporate Climate Leadership Greenhouse Gas Inventory Guidance Documents and the Emission Factors Hub. The Calculator will quantify the direct and indirect emissions from sources at an organization when activity data are entered into the various sections of the workbook for one annual period.
- Before entering data, please:** 1) Enable Macros and 2) Familiarize yourself with the Simplified Guide to GHG Management for Organizations.
- Access the guide:** [https://www.epa.gov/system/files/documents/2022-09/Simplified\\_Guide\\_GHG\\_Management\\_Organizations.pdf](https://www.epa.gov/system/files/documents/2022-09/Simplified_Guide_GHG_Management_Organizations.pdf)
- Organizational Information:** Fields for Organization Name, Organization Address, Inventory Reporting Period (Start and End dates), Name of Preparer, Contact Information of Preparer, and Date Prepared.
- Summary of Organization's Emissions:**
- Scope 1 Emissions:** Table with columns for Category and CO<sub>2</sub>-e (metric tons). Rows include Stationary Combustion, Mobile Sources, Refrigeration / AC Equipment Use, Fire Suppression, and Purchased Gases, all showing 0.
- Scope 2 Emissions:** Table with columns for Category and CO<sub>2</sub>-e (metric tons). Rows include Location-Based Scope 2 Emissions (Purchased and Consumed Electricity, Purchased and Consumed Steam), all showing 0.
- Navigation Bar:** Introduction, Boundary Questions, Summary, Stationary Combustion, Mobile Sources, Refrigeration and AC, Fire Suppression.

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Questions?



## Contact Info

Alanna Colvin

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Program (PennTAP)

[afc5057@psu.edu](mailto:afc5057@psu.edu)



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# Recommendations for an Assessment Program

- DEP hired a contractor in 2023 to provide a framework for an assessment program, best practices recommendations
- Five case studies were conducted, summarizing industrial assessment programs in California, Colorado, New York, Ohio, and Vermont. These case studies identified best practices and lessons learned for energy efficiency assessment programs.
- This report was used as a basis for DEP's RFP for industrial energy assessments



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# Industrial Energy Assessments (IEA)

## Project Status:

- DEP issued an RFP in April 2024 for a contractor to administer an industrial energy assessment program.
- DEP received 5 proposals.
- A P.O. was issued to The Cadmus Group, LLC for ~\$2.37 Million on 9/3/24 (using DOE SEP-BIL funds).



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# IEA Program Goals

- The program will consist of cost-shared industrial energy assessments (ASHRAE Level II audits).
- There will be a simple online application process.
- Facilities will be provided with recommendation reports and action plans.
- A total of **200** industrial facilities will be audited by April 30, 2028.

## Additional IEA Program Goals

- The contractor will assist facilities in identifying funding sources for project implementation.
- The contractor will also be providing follow-up surveys and verification to see what projects were implemented and creating success stories from various industrial sub sectors.
- Ultimately-energy savings and GHG reductions



## Eligible Facilities for IEA Program

- Small to mid-sized manufacturing facilities with <500 employees
- Gross annual sales below \$100 million
- Within Standard Industrial Codes (SIC) 20-39
- No professional in-house staff to perform the assessment
- No open violations with DEP
- Over 7,000 manufacturers meet our eligibility criteria



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# The IEA Team

Contractor: The Cadmus Group, LLC

Subcontractors:

Energy Infrastructure Partners, LLC

EMC Insights

InClime

Penn State's College of Engineering

Lehigh University IAC (Industrial Assessment  
Center)





## Focus on EJ Areas

Entity Type	Facility Cost Share for Audit	SEP-BIL Funding for Audit
Priority facility or area (EJ or disadvantaged, includes minority, veteran, disabled, or woman-owned business)	10%	90%
Non-priority facility or area	25%	75%

There will be a focus on marketing to, and conducting assessments for, the above priority facilities and areas. We are offering highly discounted ASHRAE Level II energy audits.



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## **IEA Next Steps**

- Finalizing the application portal
- Finalizing an IEA website
- Marketing and recruitment of industrial facilities
- Program to launch early 2025



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# Get In Touch

**Michelle Ferguson  
Energy Programs Office  
208 West 3rd Street  
Williamsport, PA 17701**

...

**570-327-3783 / [miferguson@pa.gov](mailto:miferguson@pa.gov)**

The Department of Environmental Protection's mission is to protect Pennsylvania's air, land and water resources and to provide for the health and safety of its residents and visitors, consistent with the rights and duties established under the Environmental Rights Amendment (Article 1, Section 27 of the Pennsylvania Constitution).