

Agriculture Production and Food Processing



Meet the demand management goals of your organization

Develop plans for retaining and growing your Agri-food customer base

Help your key industrial customers:

- ***Improve energy efficiency***
- ***Cope with high energy prices***
- ***Comply with strict environmental regulations***
- ***Address food safety concerns and requirements***
- ***Select new technologies to improve their productivity***

“The Global Agri-food team rapidly helped us solve food safety problems, and suggested processing plant operational techniques that enhanced plant productivity”

- Large Accounts Customer Relations, Southwest Utility

Global Energy Partners' Agriculture Production and Food Processing (Agri-Food) Membership Program focuses on advancing energy efficiency and innovative technology applications in the agriculture production and food processing sectors. In this collaborative program, Global's expert team guides members to deliver energy savings, peak demand reductions, and greenhouse gas reductions to agricultural and food processing customers.

The Agri-Food Membership Program provides guidance at a fraction of the cost of in-house development or proprietary consulting. Fees are minimized by the multi-client membership, but the deliverables are tailored to each specific member's needs through inquiry access to experts, on-site visits, and by enabling each member to drive topics for publications and reports.

The Agri-Food Program assists members to:

- Reach utility energy efficiency and peak load management objectives
- Improve customer communications and relations
- Save customers money
- Enable customers to benefit from reduced greenhouse gas emissions

Meeting your needs and those of your Agri-Food Customers

The Agri-Food Industry consumes about 3% of the energy used in the United States. However, in some areas Agri-Food industries use close to 30% of the electricity delivered by the local utility. Commodity and food prices have languished at a low level for many years, but with the increased interest in biofuels (ethanol, biodiesel and biogases) prices for agricultural products have risen and the industry is enjoying somewhat better returns for their efforts. Consequently, industry attention has been refocused from prices to:

- Energy costs
- Food safety
- Air and water quality
- Environmental restrictions
- Long-term sustainability
- Water and land availability

As the industry tries to cope with these new drivers, the need for new technologies is becoming more apparent. By improving energy use efficiency of large agricultural customers and identifying demand response opportunities, energy companies can attain significant demand reductions and simultaneously assist these customers in addressing their energy cost and environmental concerns.

The 2008 Agri-Food Membership Program will provide members with guidance on best practices, benchmarking and advanced technologies that will benefit energy companies and their customers through:

- Efficient Load Management
- Environmental Solutions for Key Customers
- Guidance on Technology Demonstrations and Pilot Programs
- Staff and Customer Training Opportunities

Agriculture Production and Food Processing Program Deliverables

Technical Reports/Tech Reviews/Fact Sheets

- Two or more technical documents providing practical information on key energy efficiency technologies and strategic issues impacting agricultural and food processing customers. These documents can be branded to your energy company to share with your customers. Our program experts and members collaborate to decide each year's topics. Potential topics for 2008:
 - > Simplified guide to energy efficiency in greenhouse operations
 - > New strategies for implementing successful energy efficiency programs for agri-food customers
 - > Emerging technology packages for improving food safety
 - > Strategies and technologies to address agri-urban air quality concerns
 - > Energy efficiency measures for the agri-food industries (additional tech reviews on two or more technologies for the 2006 Guidebook)

Quarterly Newsletter

- The quarterly newsletter *Industry Currents* features original articles and analysis of trends and technologies shaping the use of energy in the Agri-Food sectors.
 - > *Industry Currents* can be customized with your utility logo and contact information for distribution

One Day Workshop

- Our program manager will conduct a workshop at a location of your choice for your staff and/or a group of your customers. The agenda is agreed between you and our program manager to suit your objectives.

One Day Visit to One or Two Key Customers' Facilities

- Our program manager will accompany you to conduct a walk through of one or two of your customers' facilities to identify energy efficiency and/or demand response opportunities.

Resource Library

- An expanding web-based resource library of over 40 technical reviews and fact sheets profiling innovative technology applications and energy efficiency best practices.
 - > Includes original content developed and updated by Global as well as the best publicly available content screened by Global for quality and relevance

Web Tools and Calculators

- Web-based tools to help calculate the energy impacts of energy-use technologies.

Summit Meeting

- Complimentary registration for Global's annual Summit Meeting.
 - > A venue to hear new technical presentations and discuss current and future program activities
 - > The meeting is typically hosted in conjunction with one of our members

Inquiry Privileges

- Our experts are on-call via phone and e-mail to quickly answer questions on energy use technologies and practices, speak with your customers if appropriate, and direct members to appropriate resources

Webcasts

- Webcasts to educate members and their customers on timely technical subjects.

**For More
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