

REGIONAL MANUFACTURING INSTITUTE OF MARYLAND



ANOTHER COMPETITIVE EDGE PROGRAM
FOR MARYLAND MANUFACTURERS

RMI's Energy Efficiency Program

\$Cost Recovery for Maryland Manufacturers

Join Maryland's leading manufacturers who have participated in a unique manufacturing services program to free up cash from energy inefficiencies



Governor Hogan recently announced a new \$2 million-dollar grant to RMI to encourage energy efficiency and economic growth for manufacturers being served by Delmarva and PEPCO. The grant provides funding to help manufacturers identify energy efficiency upgrades to reduce their energy expenditures and help them access resources to incentivize their investments.

How it Works

To qualify for RMI's Energy Efficiency Program, priority will be given to those spending a minimum of \$80,000 on electricity and agree to commit to RMI's energy engagement program. The program is well tested and not time-intensive for company personnel. It provides over \$20,000 worth services at no costs, including an energy assessment of your facility, review of your company's energy management plan; employee energy culture change training for buy-in and participation in RMI's manufacturing leadership peer group to share best practices.

RMI's Energy Assessment

RMI's energy audit team has broad manufacturing sector expertise and provides a holistic approach to helping you manage your energy. First, we review your utility bills, and review your energy management plan to provide management with an energy usage baseline to manage results going forward. Second, we work with your facilities team and audit the facility to identify energy savings opportunities. We look not only at the facility but also at the equipment and the production efficiency.

Sampling of Past RMI Program Participants

American Yeast Corp
Berry Plastics
Beynon Sports Surfaces
C-Care
Chesapeake Specialty Products
Cloverland Farms Dairy
Danko Arlington
DAP Products
Eight O'clock Coffee
Ellicott Dredges
Frito Lay
GM Baltimore Operations
Green Bay Packaging
Hamilton Associates
Holmatro USA
JM Huber
Maritime Applied Physics Corp
Marlin Steel Wire
Maryland Thermoform
MD-VA Milk Producers
McCormick & Co
Medifast
Meggitt
Northrop Grumman
Pompeian
Prime Manufacturing
Pritchard Brown, LLC
Procter & Gamble
Products Support, Inc
Ross Machine Company
Smiths Detection
T.W. Perry
Tenax
Textron Systems
Thorlabs Quantum Electronics
Titan Steel
Tulkoff Food Products
Unilever
US Gypsum
W.R. Grace
Zentech Manufacturing

During the energy audit, we will provide a complementary compressed air leak detection survey so that you can immediately see the connection on between wasted energy and wasted money. Once the audit is complete, we present you with our findings and recommendations. When we identify energy upgrade opportunities, we are in effect identifying new sources of cash for you. Waste energy is wasted money.

Upgrade Incentives: RMI will help identify available utility rebates for your upgrades. We'll work with local vendors to make sure the necessary paperwork is completed to save you money.

We help you fund the investment: Through our Partnership with the Maryland Energy Administration, RMI can help you apply for their Lawton Loan program to pay for the energy recommendations, at no out-of-pocket costs to you. This is a fantastic program that provides a 2% loan for \$40,000 to \$500,000 of qualified energy investments.

MEA has a Commercial and Industrial competitive grant program that opens annually for companies looking to upgrade significant equipment to save energy. RMI will help you with the paperwork and help you apply for the grant. We have a 100% success track record in getting C&I grants approved.

What Companies Say About the Program

- *John Freeburger, Vice President of Manufacturing, Holmatro USA* - Within nine months of RMI auditing of our facility, we reduced our energy demands by approximately 1,500 Kwh per working day with an annual savings of approximately \$40,000.
- *Luke Chow, President, Prime Manufacturing* – I don't have the time to focus on energy, but RMI's engineers assessed my facility and helped me apply for the BGE utility rebates to upgrade my old inefficient lighting to LEDs. Now I'm going to save 50% off my lighting bill and the brighter lighting is improving my quality control on the production line as well," he said.
- *Jeff Blankman, Sustainable Manufacturing Manager, McCormick & Company.* RMI looked at our four air compressors which are responsible for 30% of our energy expenses," said Blankman. "RMI provided thorough air leak detection and combined with other air reduction initiatives of our Packaging facility we identified 1.5 million kWh worth of energy reduction opportunities," he said.

Bottom line: Manufacturers that participated in RMI's program like Holmatro, Prime and McCormick & Company discovered new sources of cash, have increased productivity, spend less on energy, and have lower emissions. A win-win-win-win!

Interested in freeing up cash and increasing your productivity? Call RMI's Energy Program Manager Peter Gourlay today at 443-275-2489 or email him at peter.gourlay@rmiofmaryland.com Find out more at www.rmiofmaryland.com