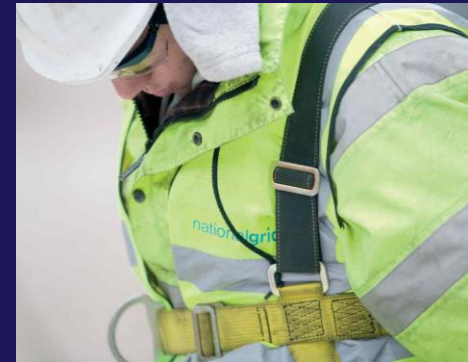


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Building the Workforce and Alliances of the Future



Michael McAteer
AESP – NEEC Conference



Green jobs are coming...

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Just a little later than we thought and in different forms



GE High Efficiency
Water Heater Plant in
Kentucky

\$1.2 Billion Dollar
investment

1,300 jobs



In Rhode Island more
than 500 jobs are
directly related to
energy efficiency.



Imagine a ZNE Building such as...

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North Shore Community College (NSCC)
Health Professions/ Student Services Building

Chilled Beams

Correct
Orientation

HE Lighting

Photovoltaic
Power
Generation



Geothermal Heat
Pumps

Heat Recovery

Efficient Envelope

Day Lighting

Green Roof

Funding

Robert Benson Photography



It takes a village...



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Architects and Engineers

Facilities Professionals

Alternative Energy Experts and Installers

Finance and Grant Professionals

Lighting Designers

Green Roof Experts

Electricians

Contractors + All Subs

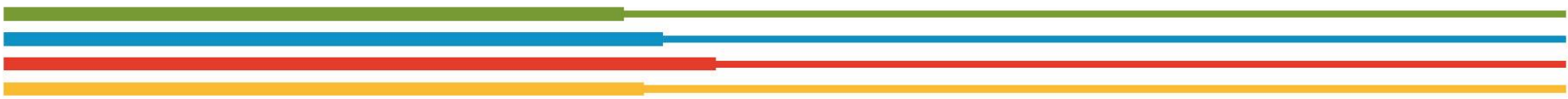
Code Experts (Internal and External)

Manufacturers and M. Reps.

BAS, EMS, Control Specialists

Utilities (Expertise, Funding, Connections)

Lawyers



Where will this talent come from...

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- Trade Schools such as -
New England Institute of Technology
(NETECH) Campus in East Greenwich, RI
- Colleges and Universities (Brown, URI)
- Experts from countries who had experience in
an area we wish to master such as –
Germany or Denmark



“Coming together is a beginning; keeping together is progress; working together is success.”

- Henry Ford



Why alliances?

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1. No one party has a monopoly on good ideas.
2. Power is shifting (pun intended) and diversity can mean survival.
3. Sharing ideas effectively is essential to not duplicate efforts.



4. Many utilities and program administrators are seeing EE goals rise dramatically.
5. Partners and allies may see opportunities before we do!
6. Partners can bring efforts to scale



Benefits of Partnerships

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Innovation



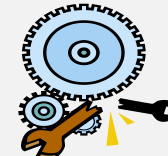
- **New Product Development**
- **In-Source Innovation**
- **Access to Expertise**
- **Disruptive Business models**

Growth



- **Expand into new markets**
- **Increase Customer Satisfaction**
- **Geographic Expansion**
- **Co-Branding**

Efficiency



- **Logistic Efficiencies**
- **Leverage Shared Resources**
- **Cost Reduction**
- **Risk Mitigation**

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A lot of vendors and partners...
and at times we feel that we need more?



Sometimes the solution is not to add more...

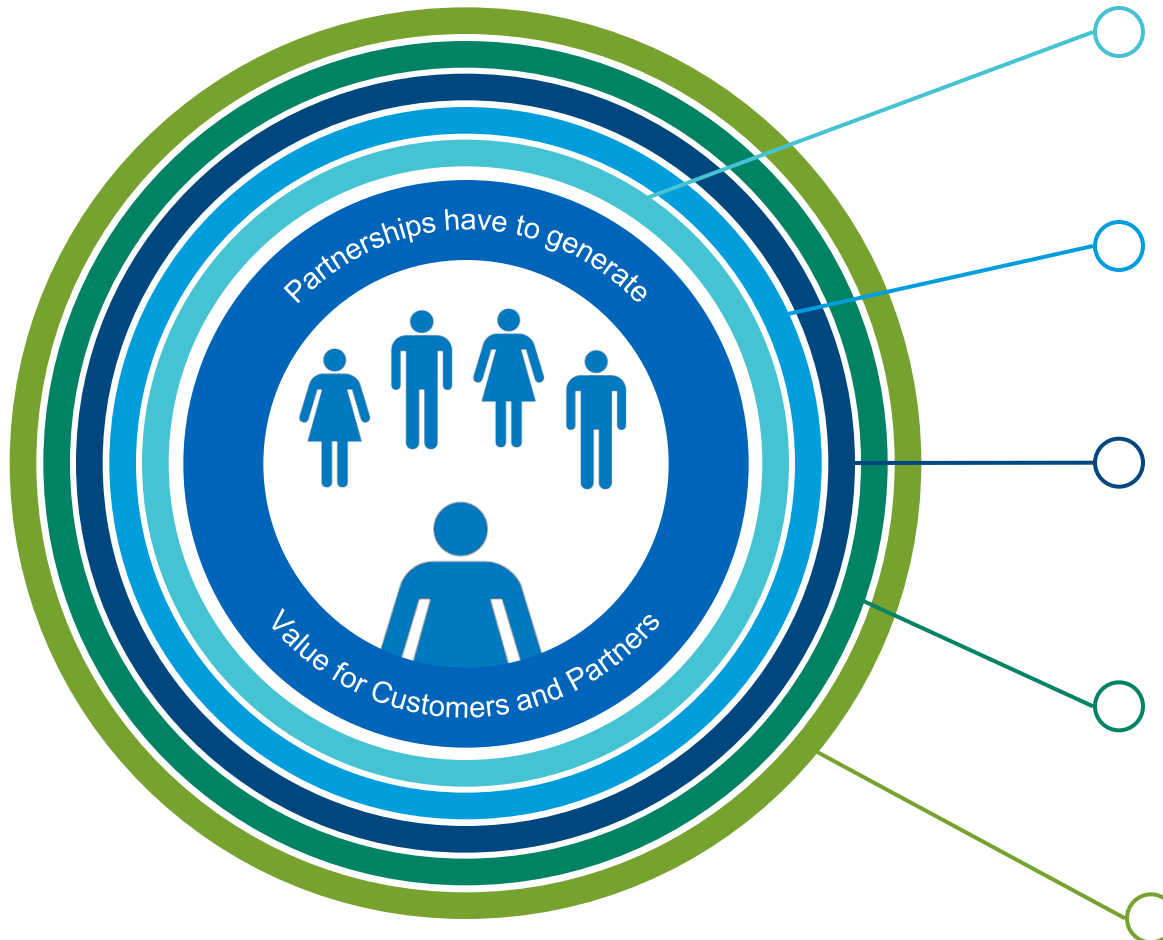
but to use what we have in the most efficient way



What does a good partnership look like?

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Framework

Start with a strategy not a partner

Vision

Clearly understood and supported by the partners

Trust

Agreements in place are important but trust is key

Coordination

Both partners need to be coordinated and aligned.

Fit

Companies culture and values must be a good fit

In conclusion...

- Partner Math: $1 + 1 > 2$
 - A great alliance results is more than the sum of its parts.
- The Green Economy will need talent from and generate jobs in every sector of our economy.
- Many utilities are in the position to forge alliances that might shape the US and world economy in the coming decades.

