9. Changes in Industrial Investment Patterns & New Decision-Making Models: What Are the Implications for Efficiency?
Moderator: Skip Laitner, ACEEE

Abstract: Energy efficiency investment decisions in the industrial sector are made differently from those in the commercial and residential sectors. Immediate retrofit opportunities appear to be more limited and need to be coordinated with overall plant retooling cycles. However, the efficiency benefits within the industrial sector can be quite large. When implemented as part of a normal capital investment cycle, the overall productivity gains – including both energy and non-energy benefits – can also be large. This discussion will focus on the decision-making and behavioral perspectives unique to the industrial sector. The intent is to look for new opportunities to engage both chief financial officers and industrial plant managers in ways that catalyze more productive investment strategies.

Bio: John A. "Skip" Laitner is the Director of Economic Analysis for the American Council for an Energy-Efficient Economy (ACEEE). He previously served almost 10 years as a Senior Economist for Technology Policy for the US Environmental Protection Agency (EPA), but chose to leave the federal service in June 2006 to focus his research on developing a more robust analytical characterization of energy efficiency resources for energy and climate policy analyses and within economic policy models.

In 1998 Skip was awarded EPA's Gold Medal for his work with a team of other EPA economists to evaluate the impact of different strategies that might assist in the implementation of greenhouse gas emissions reduction policies. In 2003 the US Combined Heat and Power Association gave him an award to acknowledge his contributions to the policy development of that industry. In 2004 his paper, "How Far Energy Efficiency?" catalyzed new research into the proper characterization of efficiency as a long-term resource.

Author of more than 200 reports, journal articles, and book chapters, Skip has more than 38 years of involvement in the environmental and energy policy arenas. He's been invited to provide technical seminars in diverse places as Australia, Canada, China, France, Germany, Korea, South Africa, and Spain. He has served as an adjunct faculty member for the Virginia Polytechnic Institute and State University and the University of Oregon, teaching graduate courses on the Economics of Technology. He has a master’s degree in Resource Economics from Antioch University in Yellow Springs, OH.

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