

# The Smart Energy Initiative of Southeastern Pennsylvania

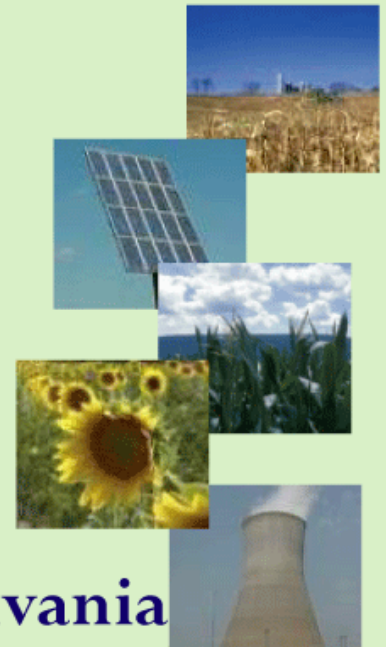
Building Industry Infrastructure in  
Pennsylvania



Smart Energy Initiative of Southeastern Pennsylvania

# Who are We?

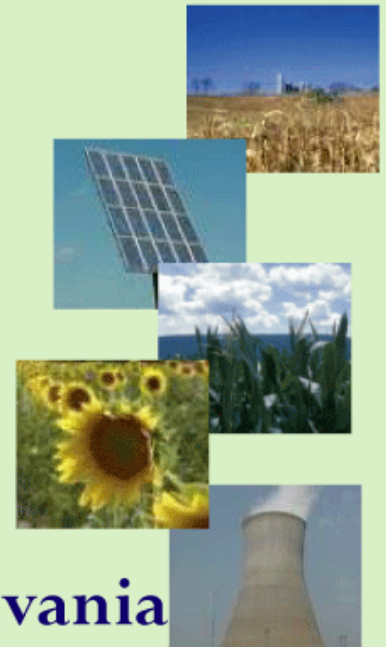
The Smart Energy Initiative is a public/private partnership that provides comprehensive workforce and economic development services to promote the growth/expansion of the “smart energy” sector in Southeastern PA.



**Smart Energy Initiative of Southeastern Pennsylvania**

# What is “Smart Energy”?

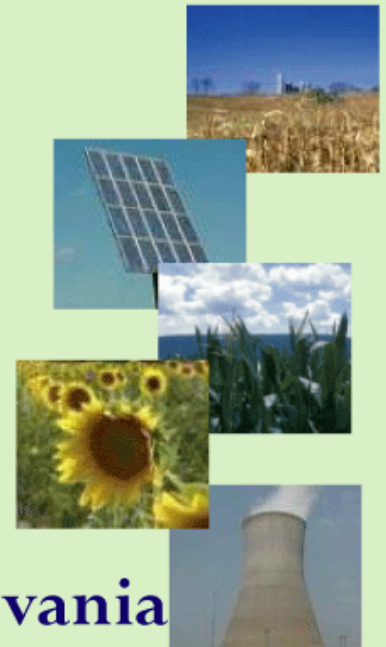
- Renewable Energy (RE)
- Energy Conservation & Efficiency (ECE)
- Demand Side Management (DSM)
- Nuclear



Smart Energy Initiative of Southeastern Pennsylvania

# Who Are We?

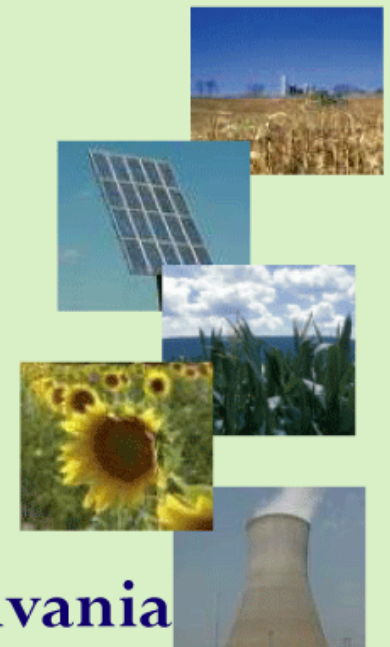
- Energy companies: ~400
- Other companies: ~100
- Workforce Investment Boards
- PennFuture
- Delaware Valley Industrial Resource Center
- Ben Franklin Technologies
- PA CareerLink
- Sustainable Development Fund
- Sustainable Business Network of Philadelphia
- Education partners



**Smart Energy Initiative of Southeastern Pennsylvania**

# What Kind of Companies?

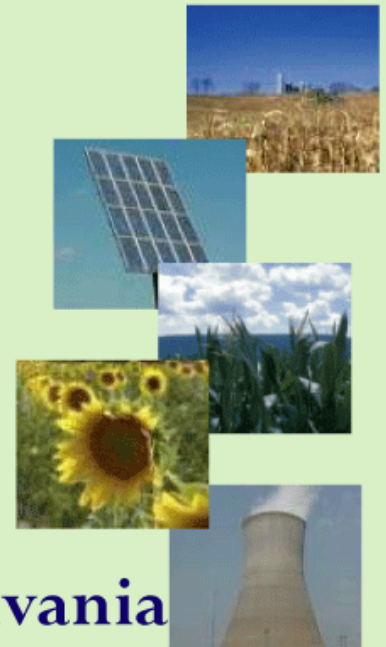
|                             |                               |                              |
|-----------------------------|-------------------------------|------------------------------|
| <b>Renewable Energy</b>     | <b>Engineers, architects</b>  | <b>Utilities</b>             |
| <b>Roofing Contractors</b>  | <b>Construction</b>           | <b>Power traders/brokers</b> |
| <b>Building Contractors</b> | <b>Commercial Developers</b>  | <b>Recycling</b>             |
| <b>Energy Efficiency</b>    | <b>Electrical Contractors</b> | <b>Agriculture</b>           |
| <b>Plumbers/HVAC</b>        | <b>Other trade Groups</b>     | <b>Organized Labor</b>       |
| <b>Grid Management</b>      | <b>Nuclear</b>                | <b>Geothermal</b>            |



Smart Energy Initiative of Southeastern Pennsylvania

# 2007-08 Accomplishments

- Formed a Board of Directors
- Installed a Board Chair/Vice-Chair
- Developed a Business Advisory Committee
- Trained ~250 industry workers in solar pv, RESNET/BPI, LEED, and Green Advantage certification programs as well as in wind, geothermal, and other RE sectors.
- Reached 1,000+ members of the region's business community with our seminar series.
- Established linkages within the emerging industry that resulted in business growth.



**Smart Energy Initiative of Southeastern Pennsylvania**

# 2007-08 Accomplishments, cont'd

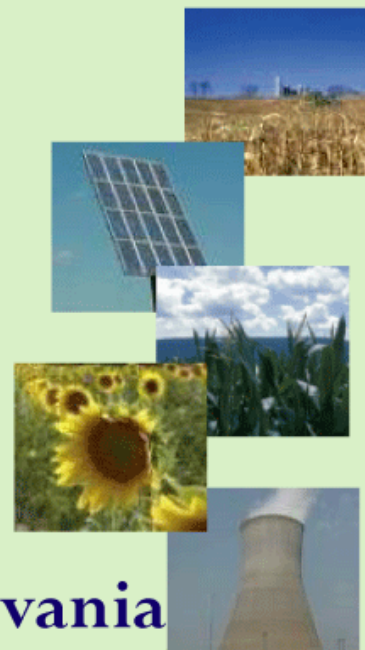
- Formed a Business Development Committee collaboratively with the Chester County International Business Council to work on foreign direct investment.
- **Grew the initial group of 15 partnering companies to more than 400 industry partners!**



Smart Energy Initiative of Southeastern Pennsylvania

# 2008-09 SEI Goals

- To reach more members of the business community through our programming.
- To increase the number of partnering companies in the region.
- To begin building educational infrastructure to support the emerging sectors.
- To train a minimum of 400 workers in the region.
- To develop our FDI-related activities.



**Smart Energy Initiative of Southeastern Pennsylvania**

# What We Aim to Accomplish

- Establish Southeastern Pennsylvania as a nationally-recognized center of clean/renewable energy technology, expertise, and use.
- Foster industry-wide “synergy” by identifying, collecting, and focusing resources at all points along the business continuum.
- Develop a favorable business climate that leverages economic development resources on behalf of participating companies.



**Smart Energy Initiative of Southeastern Pennsylvania**

# Accomplish, cont'd

- Create an environment that encourages entrepreneurship, innovation, and effective collaboration that ultimately benefits the industry and the region's economy.
- Build a stable regional workforce by identifying and addressing workforce development and other human resource needs for participating companies.
- Build local markets.
- Promote energy efficiency and incorporation of clean/renewable energy into new residential and commercial projects.

