

# On-site Energy Manager Pilot Program Road Map



## Mohawk Fine Papers, Inc. — Cohoes, NY



### How did Mohawk get to the point of applying?

- NYSERDA PON notifications made Mohawk aware of the OsEM program.
- Mohawk recognized it lacked a dedicated resource to advance energy-saving initiatives.
- Mohawk Identified potential deliverables such as resurrecting energy teams and reports, providing outlines for securing energy project incentive funding, and identifying and quantifying energy projects.
- Senior Mohawk staff discussed and reviewed cost/benefits.

### What considerations needed to be discussed?

- When to start an OsEM engagement.
- Length – one-year (full-time) or two-year (half-time) OsEM engagement.
- Which Mohawk resources would be required to support an OsEM engagement.
- What scope of work would be acceptable to Mohawk and NYSERDA.

## Learn more.

For more information and to apply, visit [nyserdera.ny.gov/OsEM](https://nyserdera.ny.gov/OsEM)

If you have questions or need support, reach out to [OnSiteEnergyManager@nyserdera.ny.gov](mailto:OnSiteEnergyManager@nyserdera.ny.gov)

### Which decision makers were involved?

- Senior Vice President of Manufacturing
- VP of Operations & Engineering
- SVP of Operations
- VP of Environmental & Energy Stewardship

### What factors helped justify the decision?

- Recognition that an OsEM would provide a dedicated resource to identify, evaluate and facilitate energy saving opportunities.
- Opportunity to utilize a resource familiar with Mohawk operations, which could provide efficient on-boarding of an OsEM and operate efficiently.
- Significant OsEM (75%) funding opportunity.
- Opportunity to secure Energy Incentives for projects from National Grid and NYSERDA.
- The need to address inefficiencies resulting from Cohoes paper machine re-start from Covid related lay-up.
- Previous OsEM success stories from NYSERDA case studies.



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