

Supporting Manufacturing Leadership Through Sustainability

E3: Economy, Energy, and Environment

U.S. EPA and Philanthropy: Exploring Opportunities for Collaboration

March 19, 2013



Topics to Explore

- The Case for Collaboration
- E3: A Promising Entry Point for Government-Foundation Partnership
- Seeding Ideas to Connect Interests, Investments and Action
- Moving Forward Together: Next Steps



Common Interests?

job creation
wealth creation
job training
economic development
climate change mitigation
livelihoods value chain development
opportunities for veterans
poverty alleviation
sustainable development local food systems
workforce development
energy efficiency environmental protection

Collaboration for Collective Impact

Collective Impact Initiatives: long-term commitments by a group of important actors from different sectors to a common agenda for solving a specific problem

Five Conditions of Collective Success

1. Common Agenda
2. Shared Measurement Systems
3. Mutually Reinforcing Activities
4. Continuous Communications
5. Backbone Support Organizations



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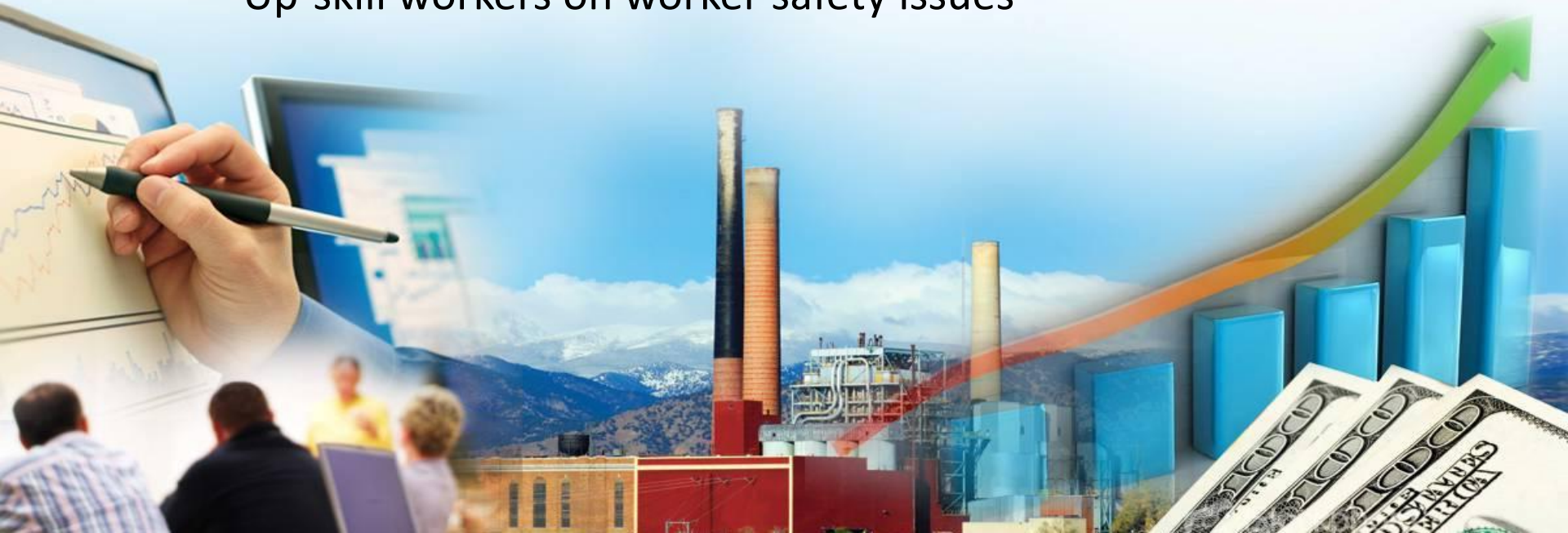
Collective Impact

Large-scale social change requires broad cross-sector coordination, yet the social sector remains focused on the isolated intervention of individual organizations.

What Is E3?

A community-based model for collaboration among manufacturers, utilities, local government, & federal resources to:

- Strengthen local economies and manufacturers
- Create and retain jobs and expand livelihood opportunities
- Improve environmental and energy performance
- Up-skill workers on worker safety issues



What Does E3 Deliver in Practice?

Support for Communities by Supporting Manufacturers:

1. Coordinated technical assessments of local businesses
2. Post assessment recommendations
3. Implementation support
4. Training and continuous improvement support
5. Long-term engagement and problem-solving support



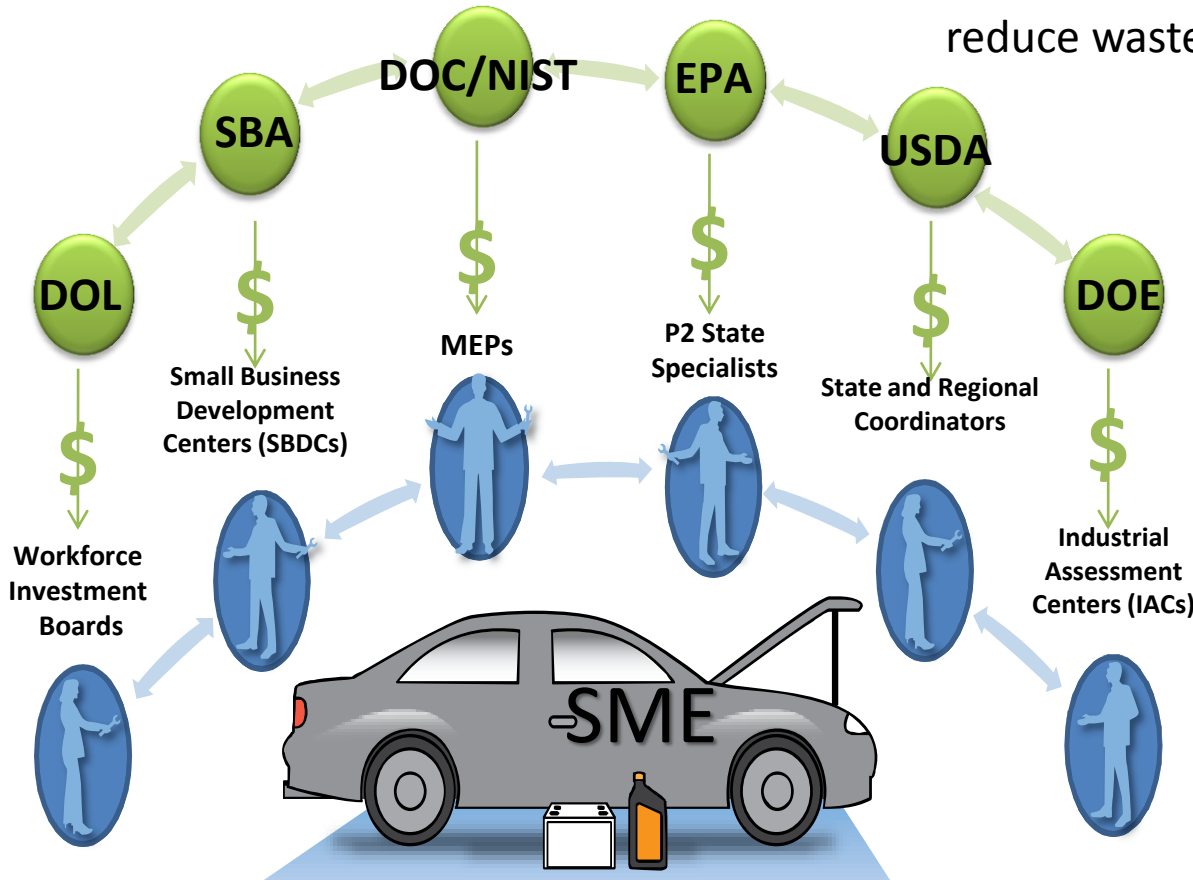
A Framework for Collaboration that connects initiatives, programs, projects, and actors



E3 Framework & Agencies Involved

E3 is a community-based framework to organize and coordinate federal agency resources for small to medium sized manufacturers and small businesses.

E3 is a vehicle for the federal government to speak with one voice and partner with American manufacturers and small businesses to reduce waste and enhance productivity.



**Core Services:
TUNE-UP**

Services Checklist

- ✓ Lean/green assessment
- ✓ Energy assessment
- ✓ GHG emissions evaluation
- ✓ Workforce training
- ✓ Small business counseling
- ✓ Implementation support
- ✓ Safety review (proposed)

E3 Tomorrow

Utilities

Foundations

NGOs

Academia

Local Governments

State Governments Corporations

E3 Federal Agencies

Investors

Manufacturer

COMMUNITY

New Job creation

Increased community tax base

Green Skilled/Trained workforce

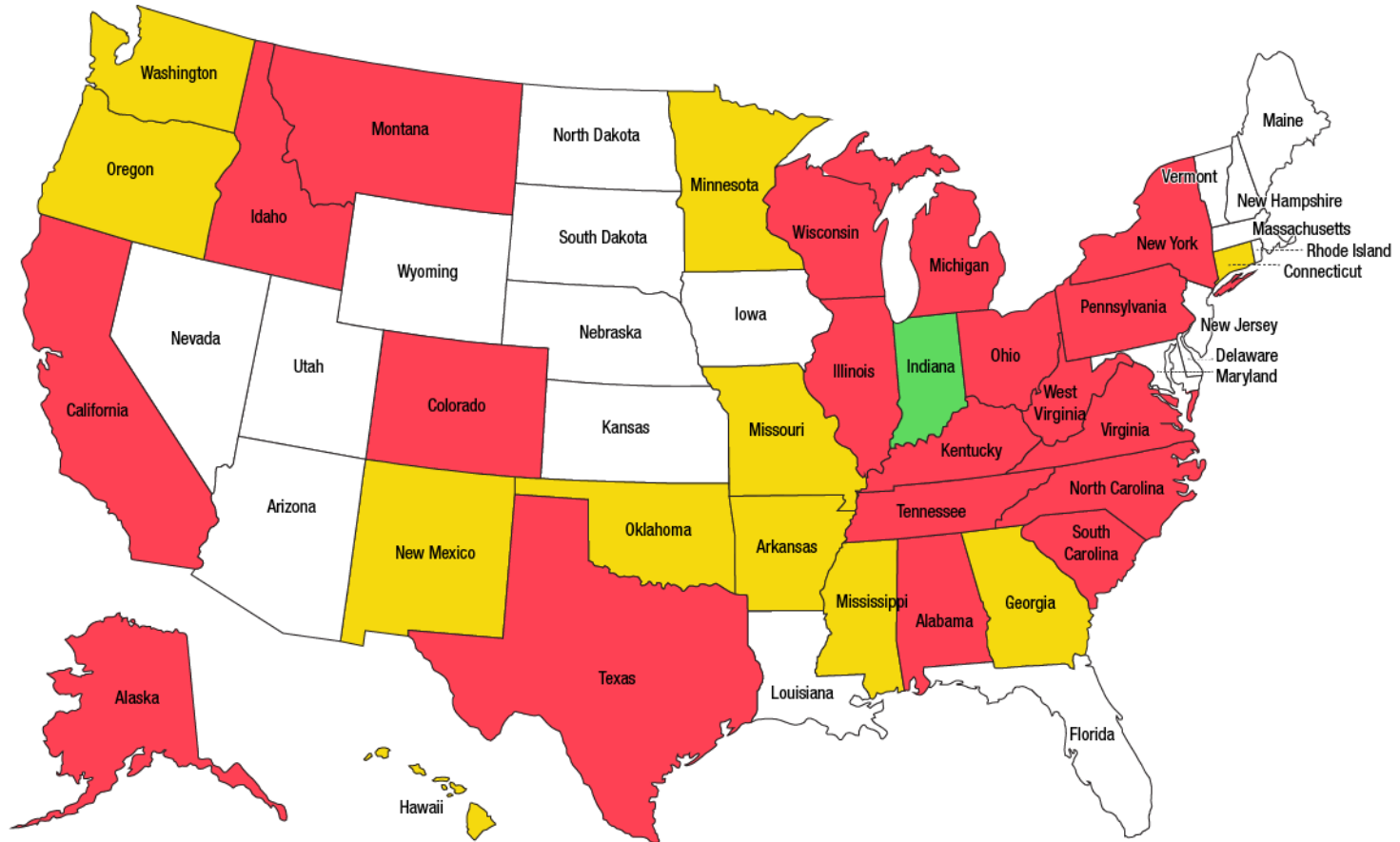
1 manufacturing job
supports 3-8 service jobs

Attracts investments

Creates demand for local labor

Reduce environmental impact

E3 Is Active and Expanding



Project Status Key: ■ Interested ■ Under Development ■ Active/Committed

E3 Metrics

Economic Metrics:

- Environmental savings identified
- Lean savings identified
- Other cost savings
- One time potential cost savings identified
- Individuals trained
- Jobs created
- Jobs retained
- Total annual potential impact identified
- Number of small businesses engaged
- Percentage of small businesses engaged
- Number and value of SBA loans granted
- Capital infusion dollars invested
- Hours of counseling provided

Energy Metrics:

- Energy conserved (MM BTU/kWh)
- Energy intensity per unit of production
- Carbon reductions (tons)
- Carbon intensity per unit of production

Environment Metrics:

- Air emissions reduced (lbs)
- Solid waste reduced (lbs)
- Material intensity per unit of production
- Hazardous waste reduced (lbs)
- Hazardous materials reduced (lbs)
- Water pollution reduced (lbs)
- Water used/conserved (gal)
- Water intensity per unit of production

Case Example: E3 in Danville/ Pittsylvania Counties, Virginia

- Regional and local organizations with the common goal of **economic development** partnered to improve the Danville/Pittsylvania County, VA community with E3



Danville Regional Foundation



Virginia Tobacco Indemnification and
Community Revitalization Commission



Local MEP Affiliate



- Technical Feasibility Study (funded by DRF) showed potential for \$5.9 million savings over 5 years and 100 jobs created
- Projects are going through assessments now – funded by Tobacco Commission with Foundation match

Case Example: Foundation Partnership in Virginia E3 Project

“DRF is proud to participate in this collaborative effort with TIC, SBTC, GENEDGE ALLIANCE, economic developers in both the county and city, and most importantly manufacturers throughout Pittsylvania County and Danville.

This effort to increase productivity and improve the sustainability of our region’s manufacturers is an important one. Our hope is that this project will allow these companies the ability to better compete in the global marketplace which is a win-win for the companies and our region.”

*Karl Stauber,
DRF President & CEO*

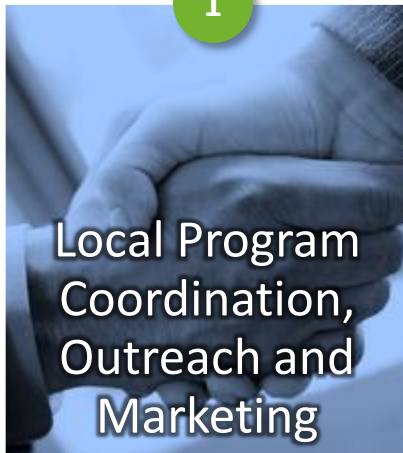


Our goal is for more residents to be involved in making this a community of "bright spots and success stories."

Leveraging Resources at the Project Level

E3 Project Activities

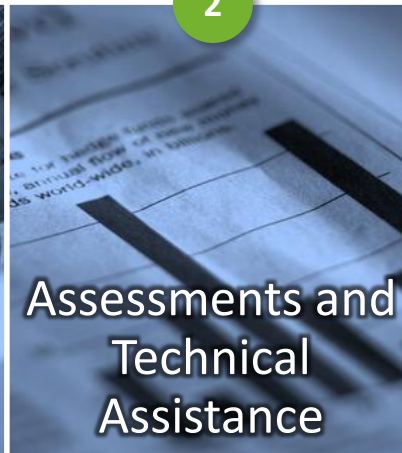
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Local Program
Coordination,
Outreach and
Marketing

Government
NGOs
Community Foundations
CDFIs

2



Assessments and
Technical
Assistance

Government
Private (fee-for service)

3



Implementation
Capital for SME
Improvements

Government (loan funds)
Private (banks, other)
Utility incentives
CDFI loan programs
Foundation PRIs
Impact Investing
Social Bonds

4



Complementary
Activities
(e.g., training,
certification)

NGOs
Associations
Foundations
Community Colleges

Seeding Ideas for Collaboration

1. Support Foundation projects with government programs/activities
(e.g., technical assistance for local food system development, PRIs, and economic value chain development activities)
2. Explore opportunities to involve foundations development/design of new and existing E3 projects
(e.g., connect initiatives and grantees with E3)
3. Government-assessed marketplace of triple bottom line investment opportunities
4. Other ideas?



Key Questions

1. What opportunities for collective impact and collaboration do you see between the federal government and foundations under E3?
2. How can we best connect our existing initiatives, investments, and partners?
3. What ideas do you have for a long-term vision for public sector-foundation partnership and collaboration?



Moving Forward Together: Next Steps

1. What next steps make sense?
2. How should we communicate and coordinate going forward?