

2016 Market Trends Report

PRESENTED BY



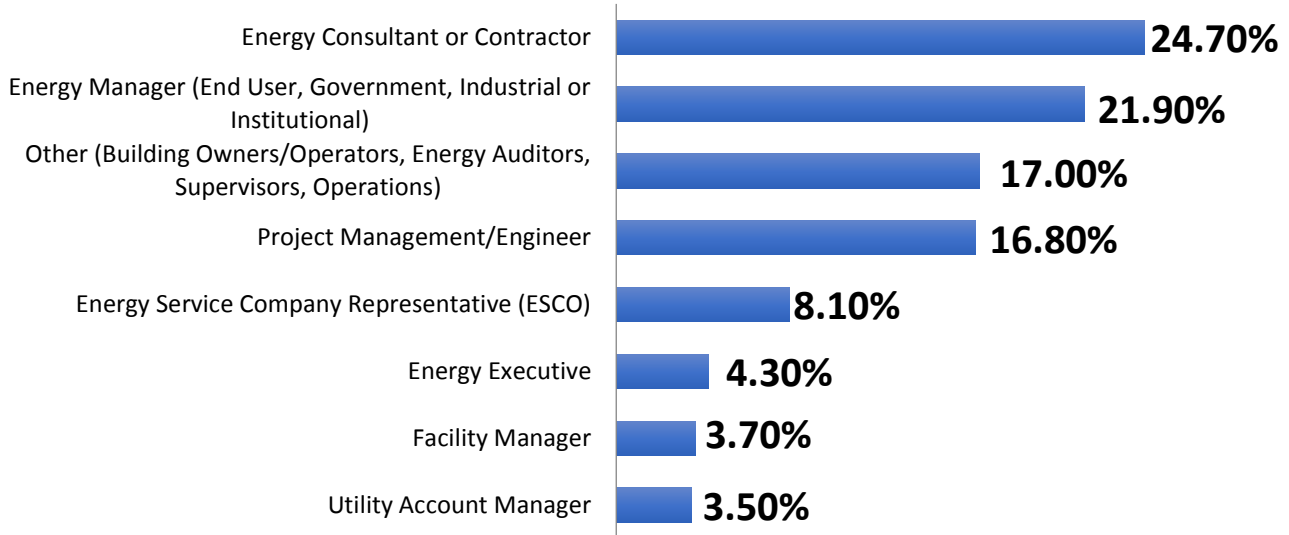
INTRODUCTION

The Association of Energy Engineers, a nonprofit global professional society of over 18,000 members, issued a survey to highlight the key issues impacting the energy industry and opportunities for energy engineers. The 2016 Market Trends Report is based on U.S. and International respondents, more than 2200, with 148 countries represented. AEE was founded in 1977 and its mission is “to promote the scientific and educational interests of those engaged in the energy industry and to foster action for Sustainable Development.”

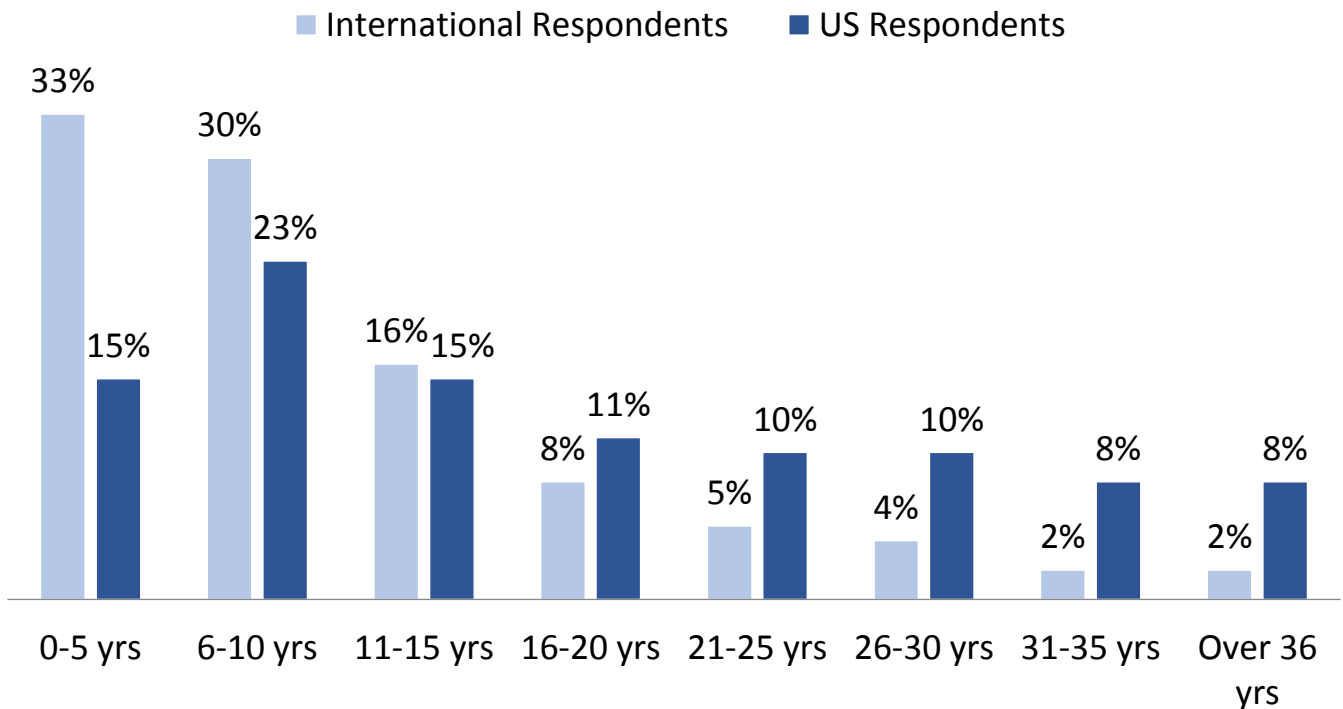
Advanced energy markets are bigger than ever, representing a \$1.4 trillion global industry. Survey respondents rated the adoption of cost effective renewables and climate change and global warming as the most critical trends shaping the energy efficiency market.

Based on AEE’s 2016 Energy Efficiency Jobs Report, 70% of international respondents believe there is a shortage of energy efficiency professionals today and 61% of US respondents believe this to be true. This report shows 21% of US respondents plan to retire within the next 5 years while 42% plan to retire within the next 10 years. Outside the U.S., only .08% of respondents plan to retire within the next 5 years and 21% within the next 10 years. 52% of companies plan to hire within the next 12 months, confirming the energy efficiency market is continuously growing and organizations are planning to strive to meet energy savings and energy reduction goals.

Role in your organization



Years of Energy Efficiency Experience



86% of respondents hold a 4-year college degree

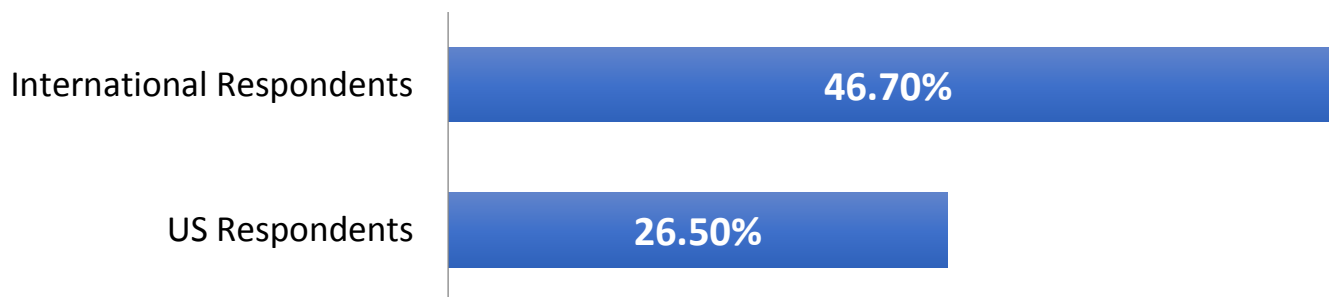
47% of respondents have a post-graduate degree

40% of respondents are Registered Professional Engineers

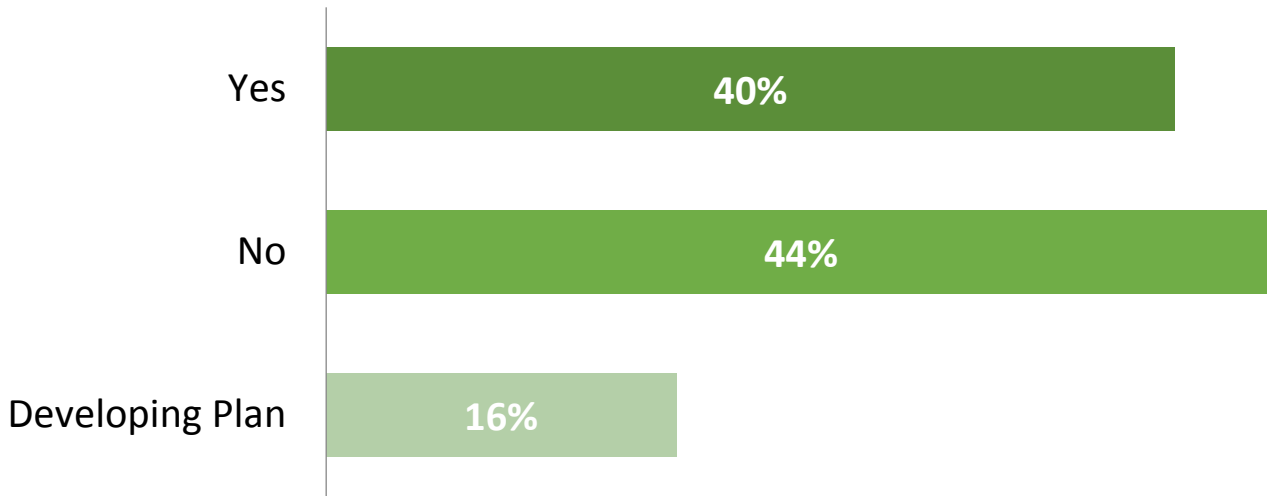
Respondents were asked to rate the following megatrends from not important to critical: increased Production & the Low Cost of Oil, Big Data & the Internet of Things, Climate Change & Global Warming, Energy Security & Cyber Terrorism, Energy Storage, Adoption of Cost Effective Renewables, Coal Phase Out & Impact on Electricity Prices, and Hydraulic Fracking & the Low Cost of Natural Gas. Survey respondents rated these areas as the most important or very critical.



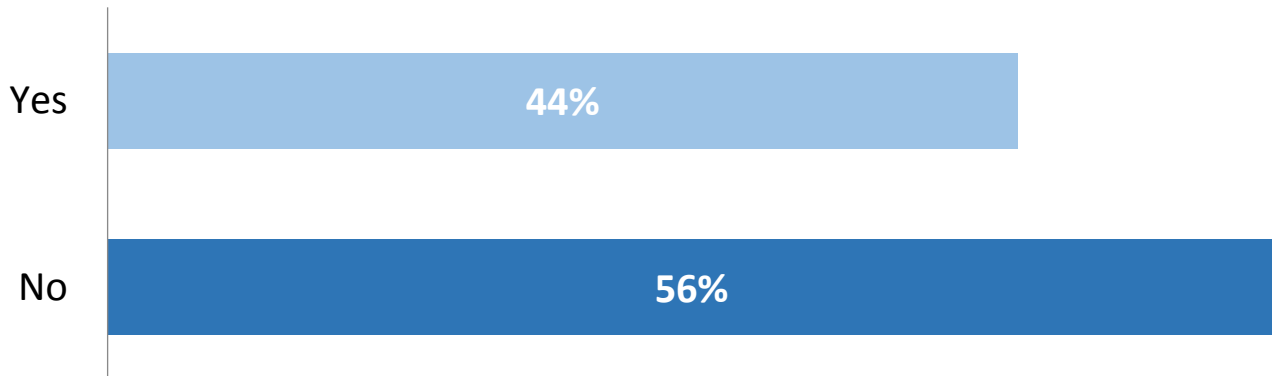
ISO 50001 is more important to organizations outside the U.S. than inside the U.S. The percentages below represent respondents who said ISO 50001 is important to their organization.



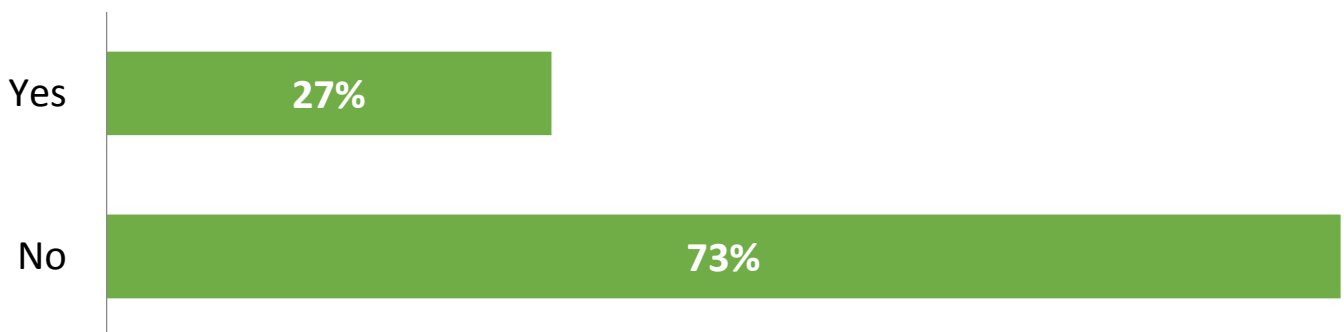
Does your organization have contingency plans to make sure it has an uninterrupted supply of energy during a manmade or natural disaster?



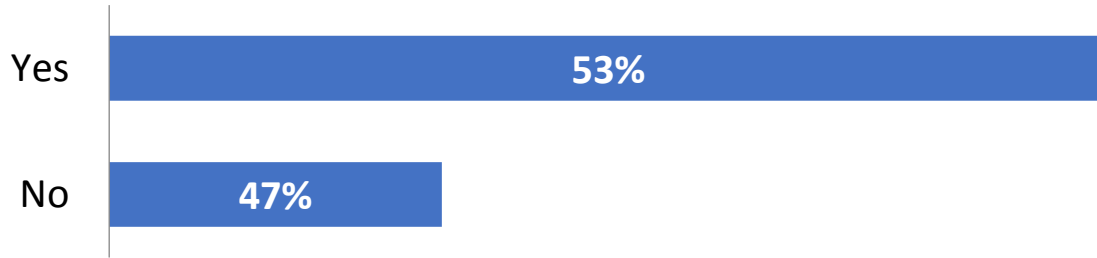
Is your company utilizing alternative funding such as performance contracting, power purchase agreement, or a revolving loan?



Does your organization have a plan to achieve nearly zero, net zero, or positive energy for your facilities?

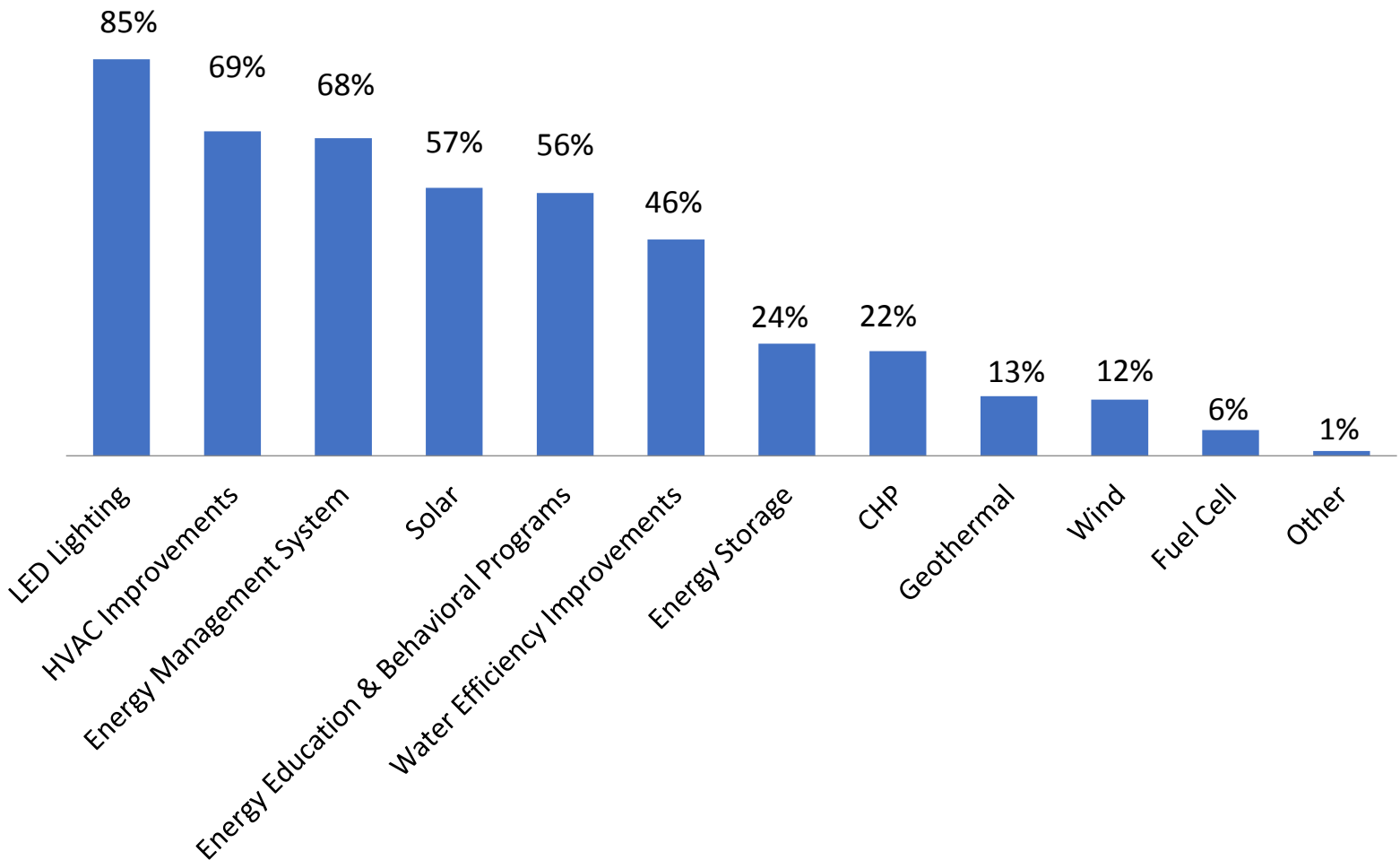


Does your organization have a carbon reduction goal?

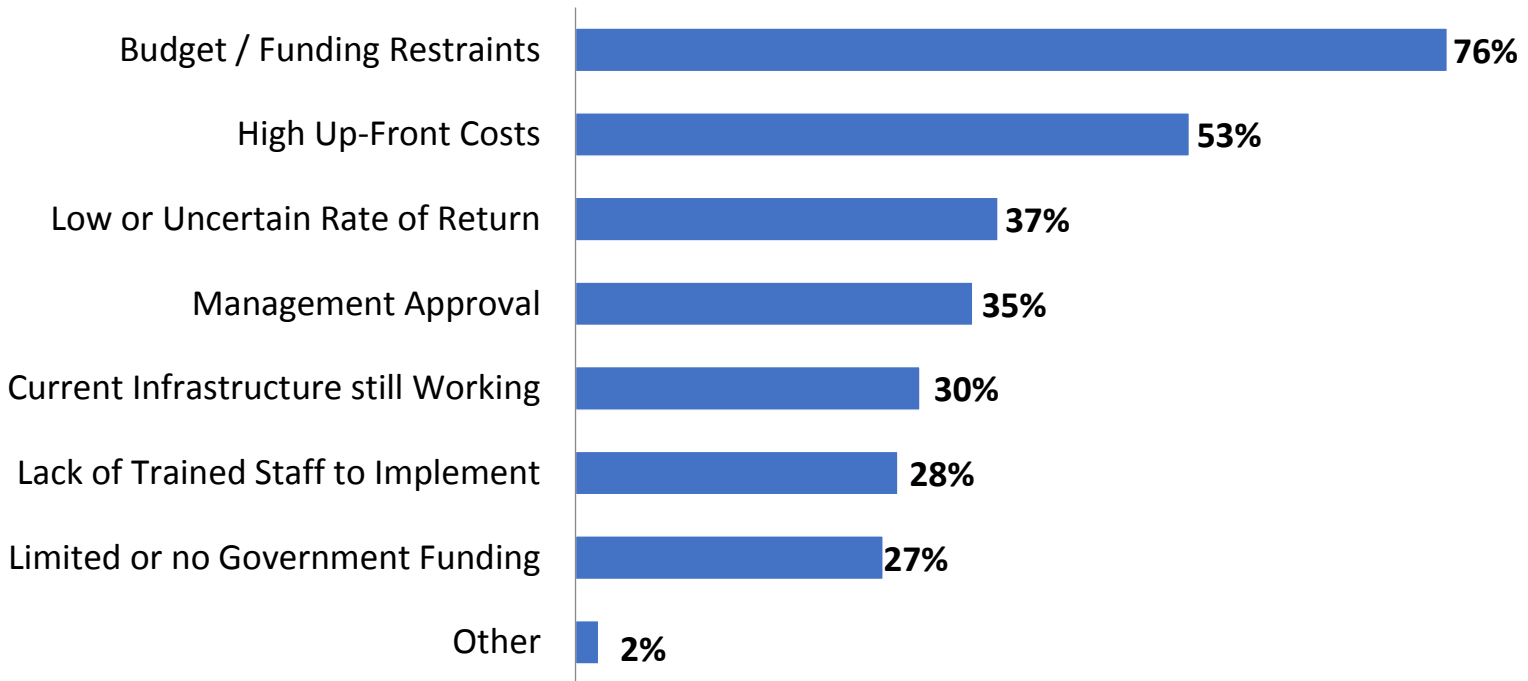


70% of AEE member's companies have considered the installation of renewable technologies at one of their facilities.

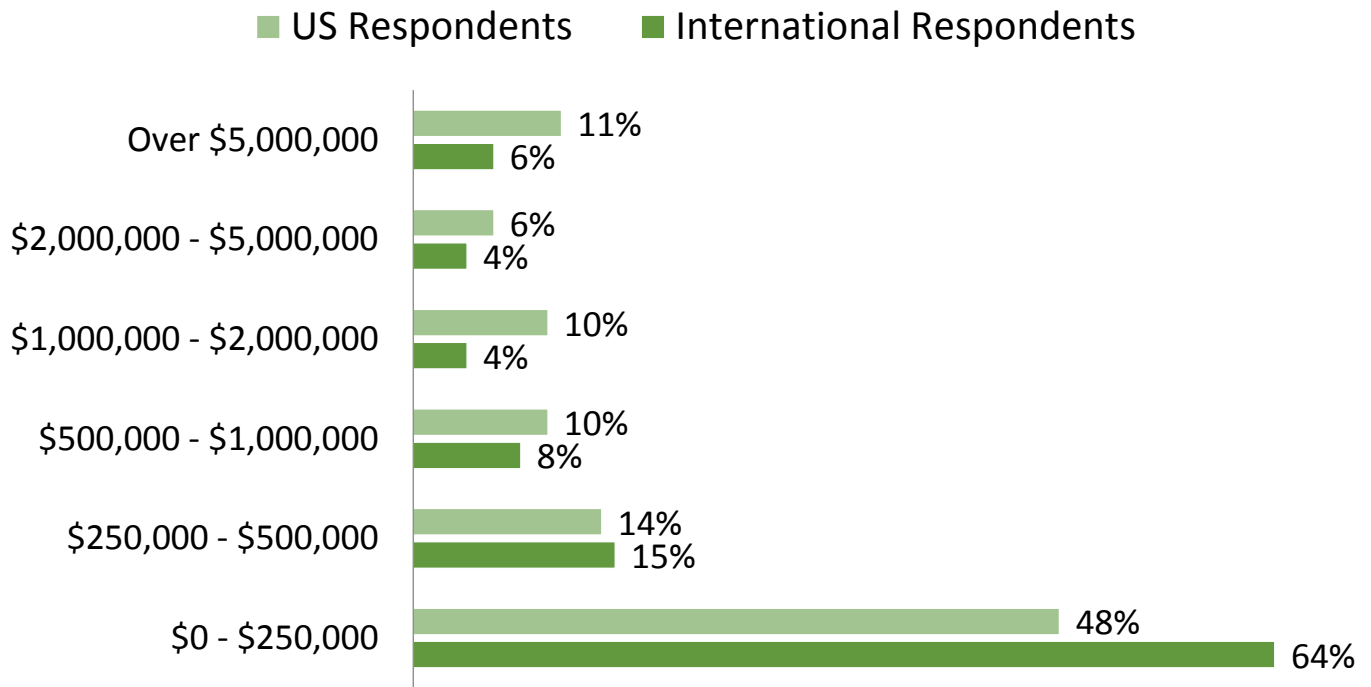
Please indicate which are most likely to be utilized at your facilities within the next 3 years:



What are the most significant challenges to increasing energy efficiency and sustainability in your organization?

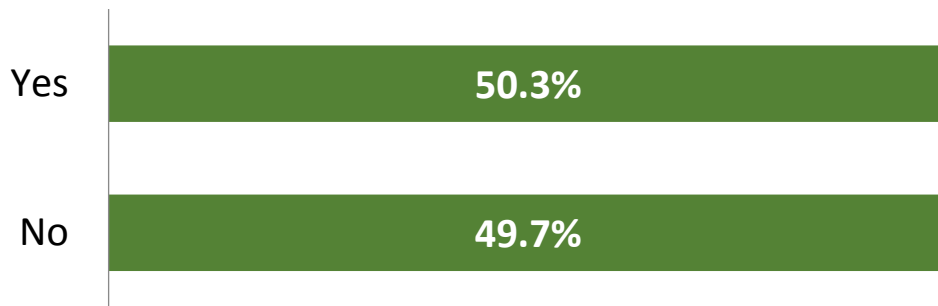


How much money has your company saved as a result of its energy efficiency or sustainability programs in the past 12 months?



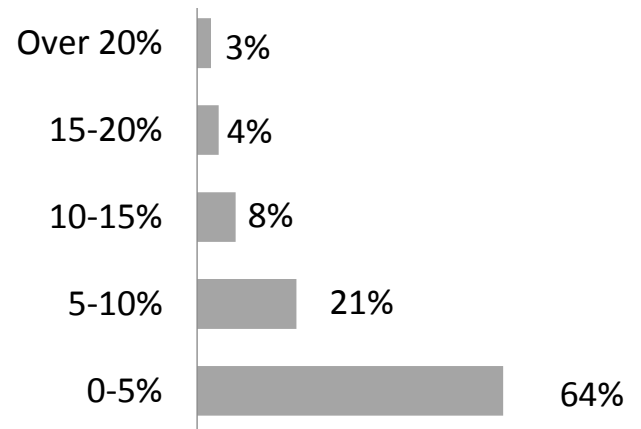
AEE Members collectively saved over \$1.8 billion dollars in energy during 2016.

Have you ever considered using combined heat and power technology as a means of achieving energy savings or providing energy reliability?



52% of organizations have a yearly target energy reduction goal

Annual energy reduction target:



72% support the voluntary disclosure programs that are beginning to emerge in major metropolitan cities.

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