

Level 2 Step 1.2 Example Key Internal Influencers Worksheet

| Job Position | Energy Type | Energy Use | Energy Need | Frequency of Consumption | Potential Results/Consequences |
|------------------------|-------------|-----------------------|---|---|--|
| Building Manager/Owner | All | Entire building | 1. Low price 2. Availability | 24/7 | 1. Higher cost, decreased profit 2. Tenant dissatisfaction/Lost customers 3. Employee discomfort |
| Office Manager | All | Office area | 1. Low price 2. Availability | 24/7 | 1. Higher cost, decreased profit 2. Lost customers, employee discomfort |
| Production Manager | Electricity | Production equipment | No voltage spikes | 24/7 | \$10,000/hr lost production |
| Maintenance | Fuel oil #2 | Boiler | 1. Low sulfur 2. Availability | ≈ 100 hours/year when natural gas interrupted | 1. Notice of violation/fines 2. \$10,000/hr lost production |
| Purchasing | All | Entire plant/building | 1. Low price 2. Availability | 24/7 | 1. Higher cost, decreased profit 2. \$10,000/hr lost production |
| Fork lift operator | Propane | Fork lift | Availability | 24/7 | Unable to move materials to production line or finished goods to shipping |
| CEO | All | Entire plant/building | Low price, efficient and continuous operation | 24/7 | 1. Higher cost, decreased profit 2. Lost customers |