



**Smart Energy Initiative**  
of Southeastern Pennsylvania

A Chester County Economic Development Council initiative

*Supporting the growth of the smart energy industry through workforce and economic development services*

## Benefits of Partnership

SEI supports the region's smart energy industry by providing comprehensive workforce and business development services to partnering energy organizations.

- Workforce development including grant assistance for incumbent worker training
- Single point of contact for access to financing programs, industry news, project updates, information on legislation
- Technical expertise and resource sharing provided by senior industry leaders
- Working groups and educational events to address shared, industry-specific issues and opportunities including solar, geothermal, energy efficiency and more
- Networking with similar companies and form new business relationships
- Opportunity to access shared marketing services and participate in Advisory Services Group

## Key Accomplishments - Since 2009:

- Worked with an average of 850 participating companies each year
- Certified 1,438 individuals from 294 companies in energy-related programs
- Raised over \$2.3 million dollars of cash and in-kind match through training activities with the help of 1,152 volunteers
- Served 13 counties and 57% of participating companies were from outside of Chester County
- Developed an Advisory Services program to connect energy companies to local projects
- Collaborated with other industry partnerships to reach 1,518 students

## About

### SEI

SEI's mission is to promote the growth of the "smart" energy industry by providing comprehensive workforce and economic development services to partnering companies.

The Smart Energy Initiative of Southeastern Pennsylvania (SEI) is an initiative of the Chester County Economic Development Council and is funded in part by the private sector with grant funding received from the Pennsylvania Department of Labor and Industry through the Chester County Workforce Development Board.

For more information contact:

**Jim Lauckner**  
610.321.8231  
jlauckner@ccedcpa.com

[www.smartenergypa.org](http://www.smartenergypa.org)



The Smart Energy Initiative of Southeastern Pennsylvania (SEI) is an initiative of the Chester County Economic Development Council and is funded in part by the private sector with grant funding received from the Pennsylvania Department of Labor and Industry through the Chester County Workforce Development Board.



## Smart Energy Partners

Aelux Lighting/Wesco

Applied Energy Partners

Bone Energy Services

Brandywine Valley Heating and Air Conditioning

Chester County Department of Community Development

Chester County Intermediate Unit

Chester County Technical College High School

Community Energy

Delaware Valley Industrial Resource Center

Delaware Valley Regional Planning Commission

DES America, LLC

EnergyScore

Green Building United

Honeywell Building Solutions

ICF International

Keare's Electrical Contracting

Krug Architects, PA Climate Change Advisory Committee

Longwood Gardens

PA CareerLink

PECO, an Exelon Company

Pennoni Associates, Inc.

Pennsylvania Air Conditioning Association (PA ACCA)

Pennsylvania Petroleum Association

Practical Energy Solutions

Sinton Air Conditioning & Heating

SunPower Builders



### Smart Energy Initiative of Southeastern Pennsylvania

A Chester County Economic Development Council initiative

“ These activities provide DES and employees, as well as our network of vendors, a forum to network with other energy professionals in the area which strengthens our business.

*James E. Robinson PE,  
P. Eng., CEM, CEP,  
Principal Project Engineer,  
DES Global, LLC*

“ Krug Architects is involved in organizing SEI Energy Information sessions that inform the community and industry about energy policy and trends. We find their activities very rewarding, because we learn about new initiatives and marketing activity. It helps us strategically plan what we will concentrate our time and energy on.

*A. Stevens Krug, AIA, LEED ap PE, CEM,  
Principal, Krug Architects*

“ Brandywine Valley Heating and Air Conditioning employees have participated in SEI hosted trainings and we have received training grant funds to offset our costs of training our staff. We make this commitment to the training programs because we firmly believe and have evidenced that the increased knowledge and skills gained from the training has a direct result on improving our productivity, profitability, and leads to wage increases and/or promotions for our trainees.

*William Ronayne, President  
Brandywine Valley Heating & Air Conditioning Inc.*

“ Practical Energy Solutions is one of over 100 small businesses that benefit from working with the Smart Energy Initiative every year, making the Industry Partnership (IP) an indispensable asset to the region's energy economy. We use the resources from the IP on a regular basis and those resources supported our growth and our ability to create family-sustaining jobs during difficult economic times.

*Paul D. Spiegel, P.E., Practical Energy Solutions*

[www.smartenergypa.org](http://www.smartenergypa.org)