

A 3M Facility

ET'15 Energy Goal: 15% Reduction in Energy Use per Pound of Product Produced (2010 Baseline)

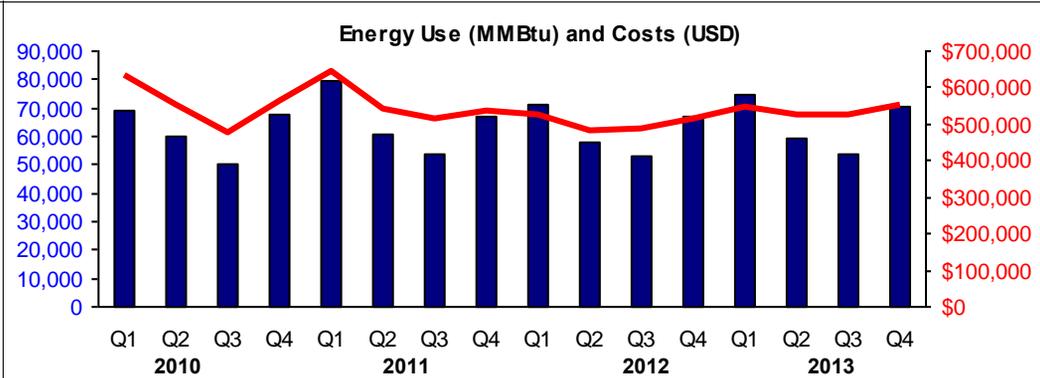
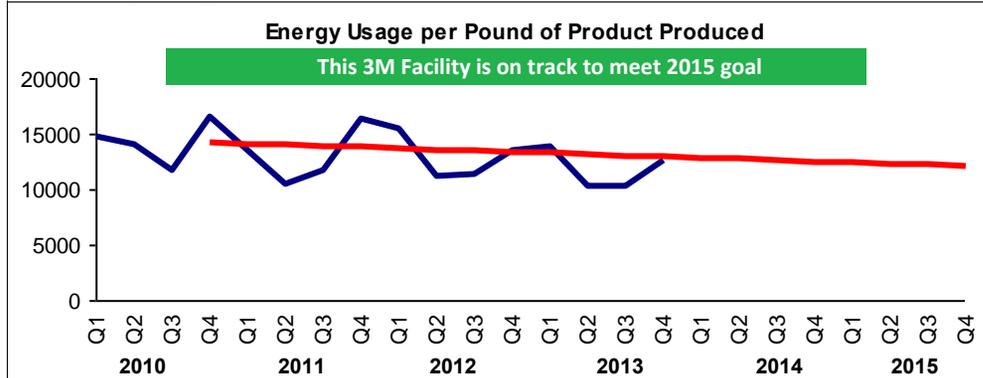
Energy Trend	2012					2013 Goal	2013				
	Q1	Q2	Q3	Q4	Total		Q1	Q2	Q3	Q4	Total
Btu / Pound of Product Change	15,591	11,266	11,410	13,521	12,905	12,518	13,969	10,418	10,342	12,684	11,849
						-3%	-10.41%	-7.53%	-9.37%	-6.19%	-8.2%
Energy Usage (MMBtu) Change	71,477	57,822	53,027	66,660	248,986	241,516	74,712	59,162	53,883	70,703	258,460
							4.53%	2.32%	1.61%	6.07%	3.80%
Energy Cost (USD) Change	\$524,975	\$485,399	\$486,210	\$517,239	\$2,013,824	\$1,953,409	\$546,068	\$527,627	\$528,088	\$550,941	\$2,152,724
							4.02%	8.70%	8.61%	6.52%	6.90%
Energy Cost / MMBtu	\$7.34	\$8.39	\$9.17	\$7.76	\$8.09		\$7.31	\$8.92	\$9.80	\$7.79	\$8.33

World Class Rating

Energy Program Effectiveness Rating	Q1	Q2	Q3	Q4	Total	2013 Goal	Q1	Q2	Q3	Q4	Total
	0%	0%	87%	87%	87%	85%	92%	92%	92%	95%	95%

Projects

Energy Projects Deliver Energy Projects Delivered as a % of Energy Spend Energy Projects Identified, Being	Q1	Q2	Q3	Q4	Total	2013 Goal	Q1	Q2	Q3	Q4	Total
	\$44,250	\$6,875	\$1,360	\$14,485	\$66,970	\$68,979	\$15,985	\$22,735	\$22,250	\$11,950	\$72,920
	8.43%	1.42%	0.28%	2.80%	3.33%	3%	2.93%	4.31%	4.21%	2.17%	3.4%
	\$375	\$375	\$375	\$2,875	\$4,000		\$2,500	\$2,500	\$11,812	\$9,312	\$26,124



Actual Target

Btu / Pound of Product % Change (2010-2013)	-17.00%
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Other Critical Metrics

Potential Savings from Energy Projects Not Yet Completed	\$63,348
Percent Energy Projects Completed	83%

