

Maximize Full Potential
 Sustain Savings
 Mitigate Risk



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 Program Manager
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Making a Difference

<u>EIA Energy Consumption</u>	Commercial	Transportation	Residential	Industrial
Million kWh	92,275	115,474	16,918	268,553
Trillion BTU <small>*all energy groups</small>	1061.6	1452.7	1294.3	486.6

Challenges for Commercial Sector

- Funding
- Time
- Expertise

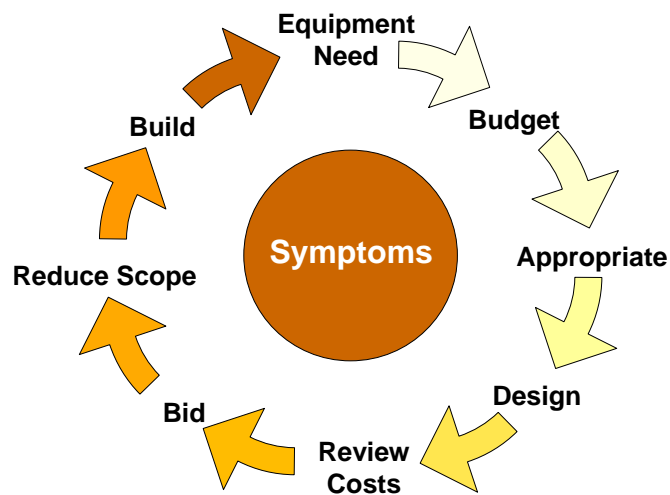


Agenda

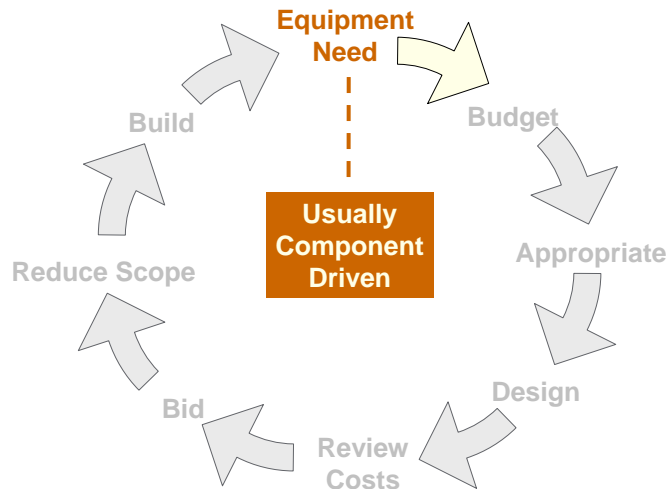


- Typical Cycle for EE Upgrades
- Breaking the Cycle – Capital Recovery and Investment in Sustainability Program (CRISP)
- Financial Solution/Mitigating Risk
- Resources

A Business Model That Doesn't Work



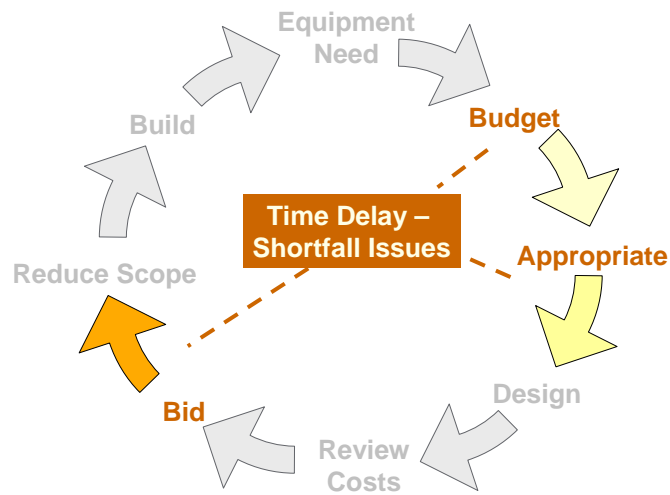
A Business Model That Doesn't Work



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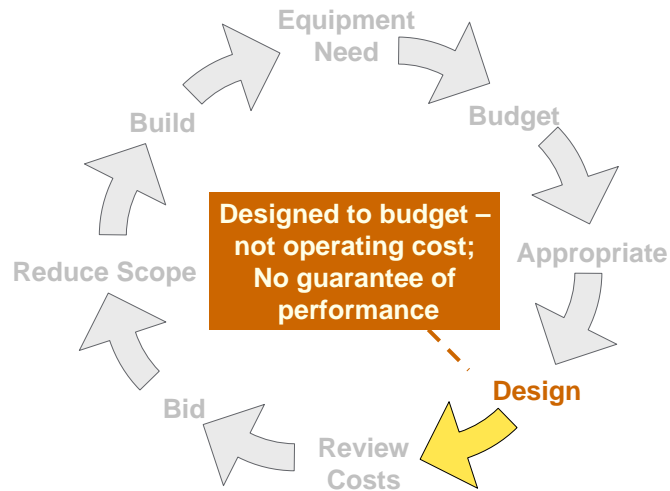
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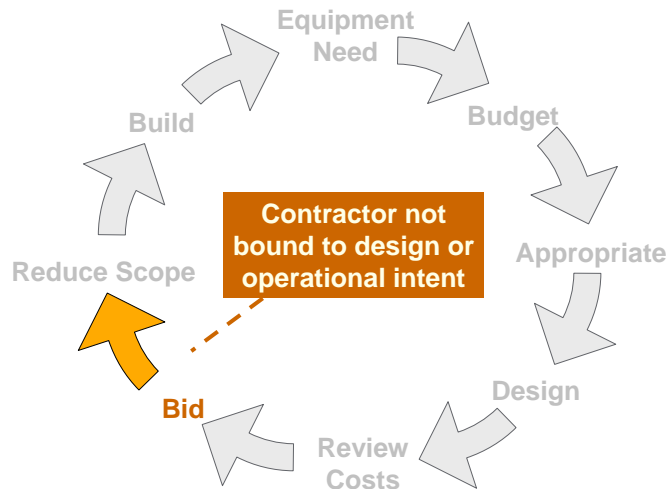
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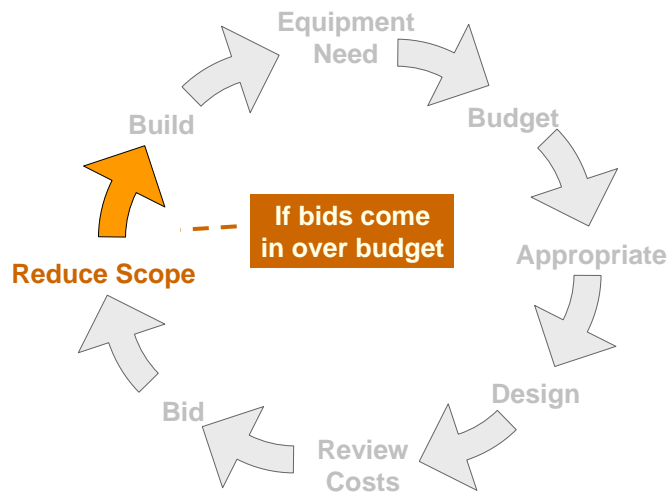
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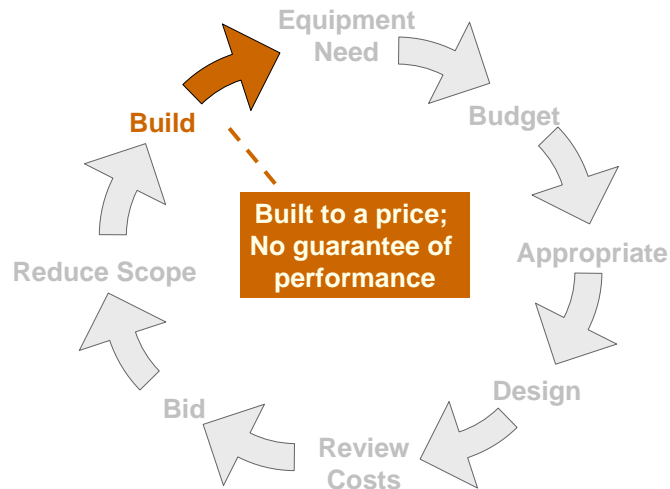
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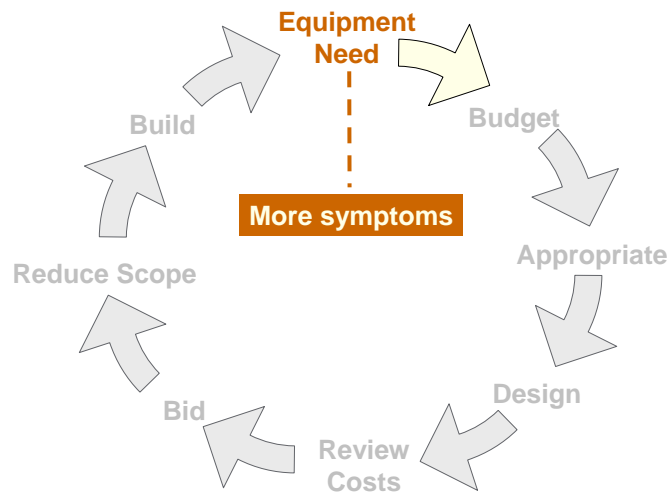
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A Business Model That Doesn't Work

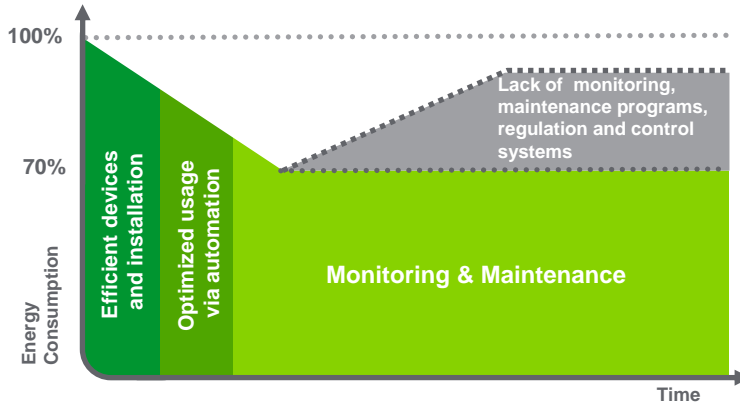


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Maximizing Savings

- Efficient devices and installation (saves 10 to 15%)
- Optimized usage via automation (save 5 to 15%)
 - Without regulation and control systems (up to 12 % lost)
- Without Monitoring and Maintenance (2 to 8% lost)

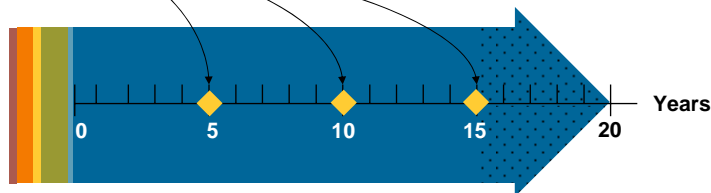


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Instead: Begin with the End in Mind

Goals



Can now consider:

- Utility expenses
- Operation and maintenance
- Energy Reduction
- Leadership Capabilities
- Streamlining Systems
- Quality

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Breaking the Cycle

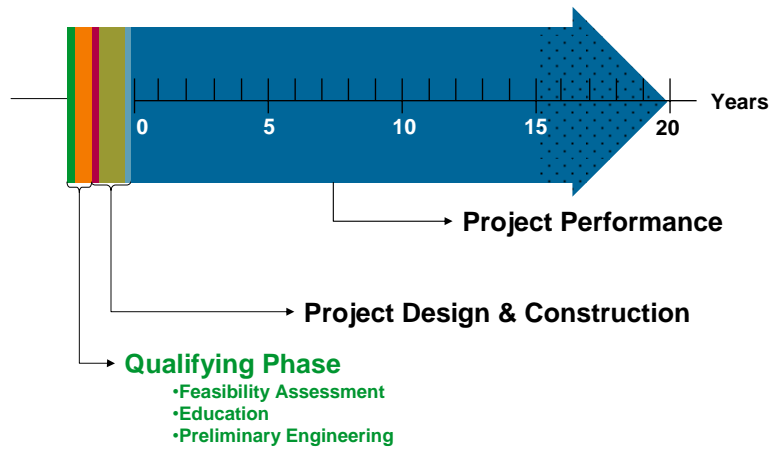


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What is the Process?

Goals are tied to project metrics



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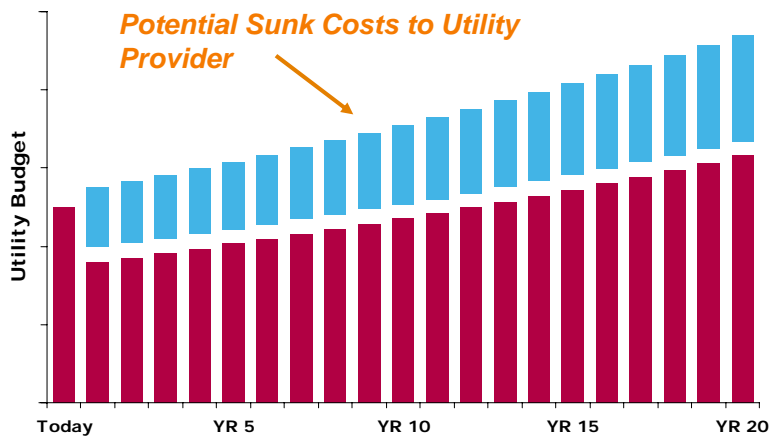
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How does this address the “funding” barrier?

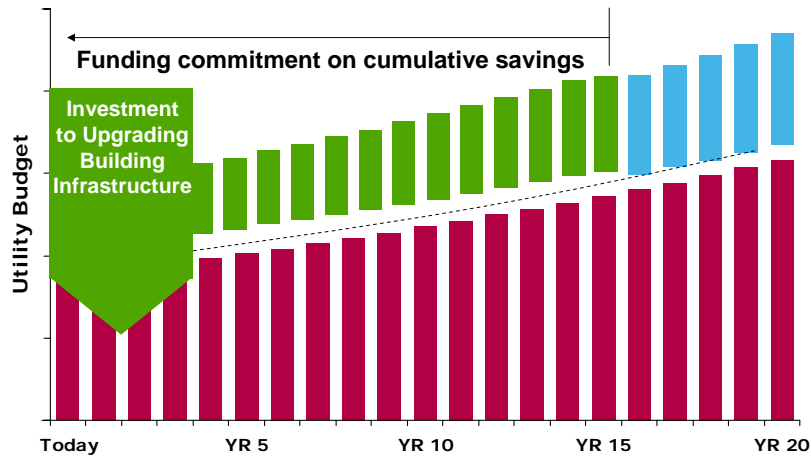


Financial Solution

Capital Recovery and Investment in Sustainability Program:



Guaranteed Funding from Existing Budget

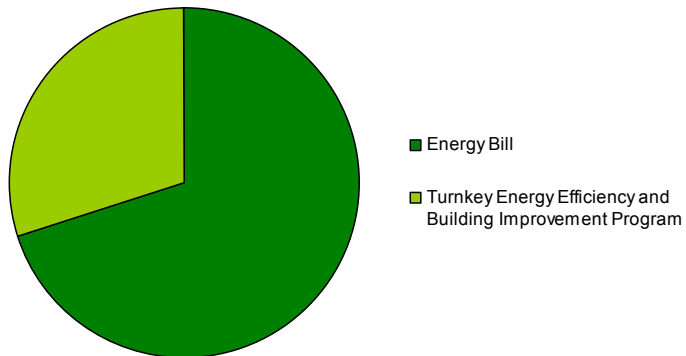


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Another Way to Look at it...

Example of Annual Budget:



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Mitigating Risk – Guaranteed ROI



If the entity does not achieve the annual guaranteed savings,

Energy Services Company will write a check for the difference.

State Agency – Making the Change

"I think there's a natural reluctance to enter into a new contracting method. It was new to us, too. To handle as large and as varied a project as we have, we're very encouraged. We feel like it's the **best thing going for us** right now."

Victor Moore, director of maintenance and construction,
Texas Health and Human Services Commission (HHSC)

Resources



Legislation for Program

- State, municipality, or other political subdivision

http://www.leg.state.fl.us/Statutes/index.cfm?App_mode=Display_Statute&Search_String=&URL=0400-0499/0489/Sections/0489.145.html

- Florida College System institutions, state universities, and school districts

http://www.leg.state.fl.us/Statutes/index.cfm?App_mode=Display_Statute&Search_String=&URL=1000-1099/1013/Sections/1013.23.html

National Association of Energy Services Companies

<http://www.naesco.org/resources/esco.htm>

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