



Save While You Save


Greening Schools through Performance Contracting


Presented by:
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Today's Topics:

- What is Performance Contracting?
- Why pursue Performance Contracting?
- How will it help your district to "Go Green?"





What is important to you and your district?

- **Identify needs of the district**
 - Facility improvements
 - Reduce expenses
- **Identify goals and wish lists**
 - Create a better learning environment
 - Incorporate green initiatives



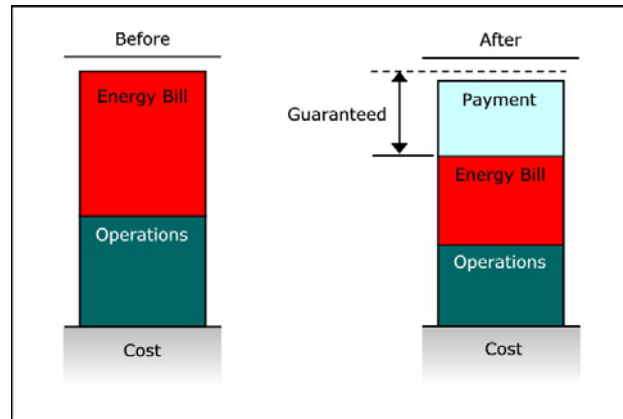
It's about Performance!

Energy Performance Contracting:

- Is an alternative construction method.
- Allows for a facility to complete energy-saving improvements within an existing budget by financing them with money saved through reduced utility expenditures.
- **Energy Savings are financially guaranteed and the project must perform as promised.**



PC Funding Model



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PC Process Overview

- **Initial Energy Survey and Qualification Process**
- **Preliminary Energy Audit**
 - Complimentary study with energy saving recommendations
 - Preliminary energy savings dollar figures provided
- **Investment Grade Audit**
 - Defines the scope of work
 - Finalizes energy conservation measures and savings figures
- **Installation**
 - Improvements implemented
 - Energy savings begin

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Performance Guarantee

- **Savings Measured & Verified**


- Performance assurance consultant assigned to your project to ensure your savings are met
- Financial guarantee ensures any shortfall of savings will be reconciled





Why pursue Performance Contracting?



Governor Mandate




- State has been charged with a green challenge
- **Executive Order S-20-04:**
 - Gov. Arnold Schwarzenegger, December 2004
 - Mandates that all state-owned buildings must reduce their energy consumption by 20% in the state of CA by 2015

California Law

**CALIFORNIA GOVERNMENT CODE
SECTION 4217.10 – 4217.18**

- **Alternative to public works process**
 - No low-bid/quality
 - Performance is **REQUIRED!**
 - Advertising is at district's discretion
- **“greatest possible flexibility...”**



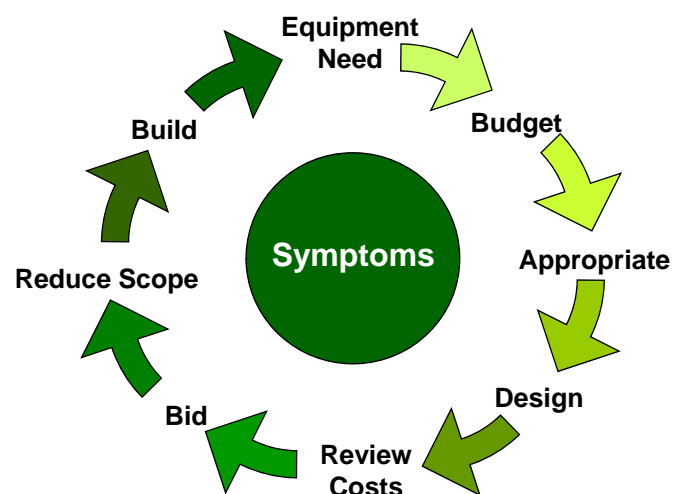
Federal Support

- President-elect, Barack Obama, has stated the need for more energy efficient facilities
- "Our government now pays the highest energy bill in the world... We need to upgrade our federal buildings by replacing old heating systems and installing efficient light bulbs." – Barack Obama

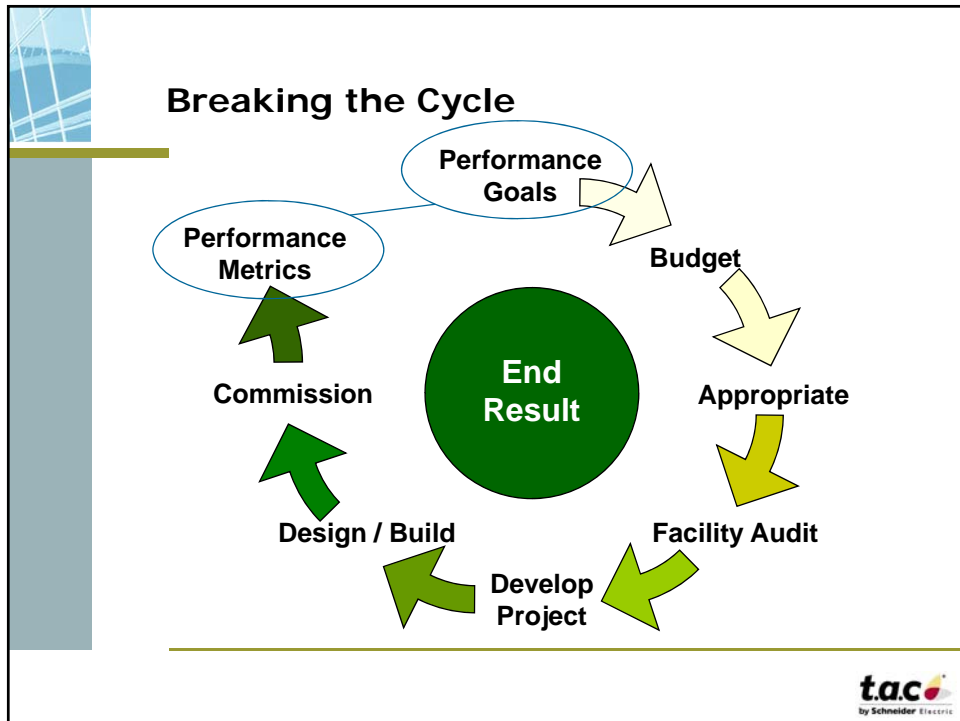
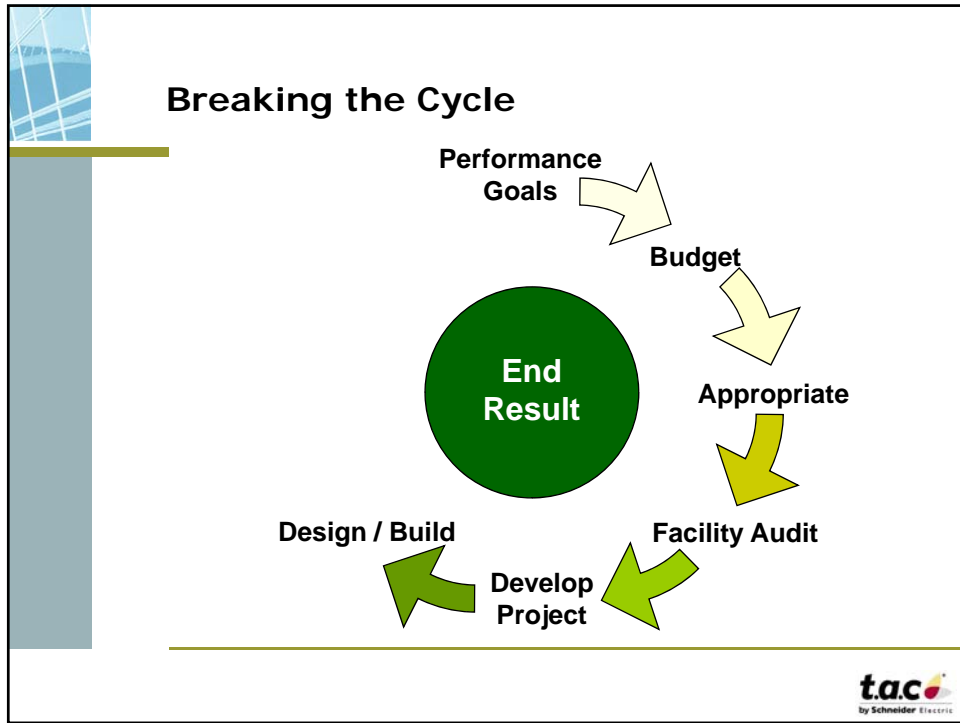


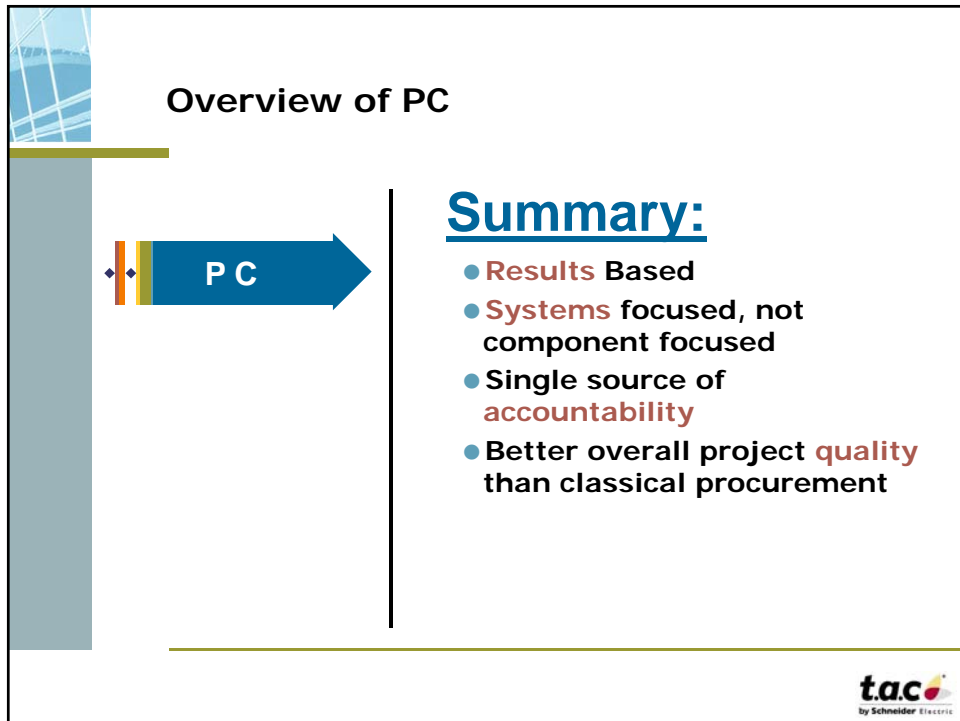
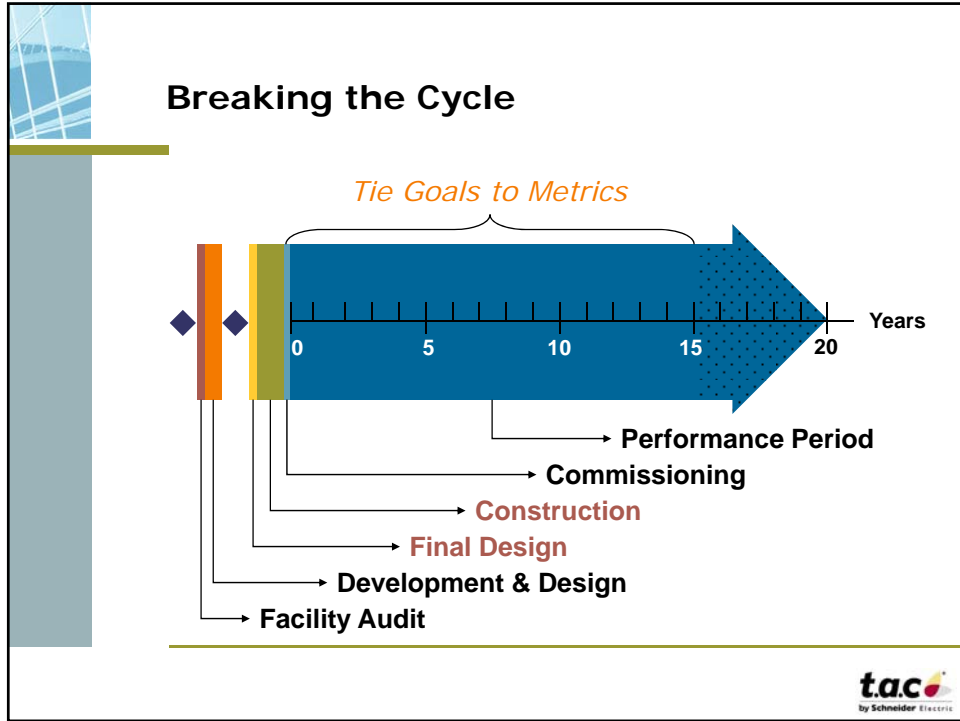
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Classic Procurement "Doom Loop"



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The First Step

- **Contact an energy service company for a complimentary energy survey**

– Requires:

- 12 months of utility data
- Square footage of buildings
- Walk-through of buildings

Begin **greening your buildings today!**



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