

Connecticut Department of Administrative Services

Energy-Savings Performance Contracting Process
12PSX0153

September 14, 2012



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Table of Contents

- 1. Over view of Approach to Energy Savings Performance Contracting**
- 2. Project History**
- 3. Qualifications**
- 4. Technical Approach**
- 5. Management and Staffing Approach**
- 6. Cost and Pricing**
- 7. ESPCP Participation and Compliance**
- 8. Required Forms**

- 3.3.1 Signature page SP-26
- 3.3.2 Statement of Qualifications DAS-14
- 3.3.3 Employment Information Form DAS-45
- 3.3.4 OSHA Certificate of Compliance
- 3.3.5 Affirmation of Receipt of State Ethics Laws OPM Form 6
- 3.3.6 Gift and Campaign Contribution Certification OPM Form 1
- 3.3.7 Consulting agreement Affidavit OPM Form 5
- 3.3.8 Non-Discrimination Certification (form A, B, C, D or E, whichever is applicable)

Appendices

- Appendix A – Audited Financial Statement
- Appendix B—Sample IGA





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1. Overview of Approach to energy-savings performance contracting

Eaton Energy Solutions, Inc. (Energy Solutions), a division of Eaton Corporation, is a leader with over 35 years of experience in delivering Sustainable High Performance Buildings. We have strong credentials in building Mechanical, Electrical, and Control Systems.

Business Activities and Financial Backing

Eaton Corporation founded in 1911 – and based out of Cleveland, OH is a \$16B global power management and engineering company with product lines and service solutions that involve electrical power distribution and control equipment, engine components, and hydraulic and fluid power products for aerospace, automotive, and other industrial uses. With 75,000 employees, the company has customers in more than 150 countries.

Energy Solutions provides a wide range of energy engineering, utility and building systems analysis, renovation design, commissioning, retro-commissioning, LEED and other engineering consulting services to many government, higher education, institutional, and private clients. We have been investigating, analyzing, trouble shooting and retro-commissioning existing buildings, and designing, installing and commissioning new buildings creating comfortable, energy efficient buildings since 1976.

Eaton Corporation is a financially-sound, profitable, multi-billion dollar corporation. Eaton’s credit rating at Standard & Poor’s is A-/A-2 (long-term rating/short-term rating) and at Moody’s is A3/P-2, both with stable outlooks. Our current bonding capacity is \$125 million.

Service Capabilities

As full-service energy engineering firm, Eaton Energy Solutions, Inc. is qualified and experienced in energy efficient design, auditing and analysis, commissioning, construction, and financing. This includes water-using systems, hazardous material handling, and ENERGY STAR® and LEED™ certification.

The Energy Performance Contracting program focuses on upgrading facilities with off-budget funding and grants with the intention of improving the indoor environment of citizens, staff, and visitors.

An Energy Services Company (ESCO) for over 20 years, all of our projects have come in on time and on budget, and the actual savings have exceeded the amount of guaranteed savings. The Energy Performance Contracting program focuses on upgrading facilities with off-budget funding and grants with the intention of improving the indoor environment of citizens, staff, and visitors.

Energy Solutions has extensive experience with the following:

- Lighting Systems and Lighting Control
- HVAC Systems and Controls
- Compressed Air Systems
- Renewable Energy Applications (solar, wind, geothermal)
- Electric Motors and Drives
- Electric Vehicle Charging Stations
- Electric and Hybrid Vehicle Technology
- Process Systems
- Steam Systems
- Heat Recovery
- Building Envelope
- Building Management and Control
- Water Conservation
- Water and Wastewater Treatment
- Indoor Air Quality
- Daylighting
- Natural Ventilation
- Demand Response
- Combined Heat and Power
- Operations Strategies and Solutions
- Maintenance Strategies and Solutions
- Energy Supply Rate Reviews and Analysis
- Special Rebates and Utility Incentives
- Energy Star Portfolio Manager
- Energy Modeling
- Real Time Energy Metering and Monitoring
- Measurement & Verification
- Net Zero





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Proposal for ESPC Services

Although Eaton does not finance projects, we work with financiers and local lending institutions/banks to ascertain the viability of using local money and investigate expanding existing lease purchase agreements on equipment.

Qualifications

Eaton is a member of NAESCO and is in the process of completing the NAESCO application to become a qualified ESCO. Eaton is also a qualified Energy Services Company with the U.S. Department of Energy (DOE). In the past five years Eaton's Energy Solutions, Inc. has conducted 27 performance contracting projects.

Our in-house Energy Solutions staff of 152 employees includes 43 registered Professional Engineers, 25 Certified Energy Managers, and 50 LEED Accredited Professionals. Our technical and support staff are certified, highly-trained, and experienced. One of Energy Solutions' particular strengths is our ability to staff-up immediately when more support is needed for a project.

Eaton Energy Solutions employs Certified Professional Engineers Engineers-in-Training, Certified Energy Managers (issued by the Association of Energy Engineers), Certified Commissioning Professionals (issued by the Building Commissioning Association), Commissioning Process Authority Professionals, and LEED Accredited Professionals (issued by the U.S. Green Building Council). Energy Solutions is a member of the Building Commissioning Association, U.S. Green Building Council (USGBC), and the GeoExchange Coalition. We are also an ENERGY STAR® Partner



Project Management Plan and Quality Control

Eaton's highest priority is to provide excellent service to our clients; on time and within budget. To accomplish these goals, Eaton has specific protocols that our project managers follow. These protocols include, but are not limited, to:

- Establishing clear lines of authority to facilitate QA/QC procedures.
- Careful planning and scheduling of engineering activities with client and project team.
- Open and frequent communication with client, project team, and facility personnel throughout the duration of the project.
- Delivering clear and concise reports that are completed on time and are readily accessible to all team members.
- Scheduling of regular meetings to ensure that all team members are on the same page and fully understand their duties and responsibilities.
- Constant monitoring of projects and the flexibility to make adjustments to work assignments to meet the project schedule.

Eaton's success can be largely attributed to its emphasis on maintaining strong lines of communication. Eaton utilizes an FTP website that our clients and fellow team members can access to stay fully apprised on the project's progress. These measures result in projects that exceed our clients' expectations and provide exceptional energy savings.





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General Approach to Performance Contracting: Typical Phases for a Project and Ability to Support Each Phase

Project Development: It is important that all parties are involved as early as possible in the project. Through an iterative process the engineers, project designers, subcontractors, and the client’s team members agree on the goals, objectives, expectations, and special considerations for the project. Eaton utilizes a highly structured approach to ensuring timely analysis and delivery with quality assurance. Beginning with the initial kickoff meeting and walkthrough with client’s staff, Eaton and the staff become a team developing a plan and course of action for upgrading the facilities. Financing packages are developed to accomplish the program, often in phases and at times over a series of years.

Eaton has the knowledge and experience to assist the client in determining long-term control system strategy to pursue. Energy Solutions’ hallmark is a team approach containing the experience and perspective of the client and staff with our engineers, service technicians, financiers, and subcontractors. Each project utilizes our core team as well as specialists when appropriate, relying on local resources and contractors wherever possible.

Energy Auditing: The audit establishes the baseline, determines the energy efficiency measure cost and savings, identifies the measurement and verification methods, and lays out the options to be incorporated in the final plan/program. In addition, Eaton’s audit continues to be used and refined by our customers as a capital budgeting and planning tool for years to come. Our audits employ rigorous data logging of existing systems operation including boilers, pumps, air handling units, room temperatures, lighting, domestic hot water use, water savings opportunities, and special systems like dishwashers, elevators, and pools.

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Based on this hard data, the development of the utility baseline and the verification of current heating, cooling, and ventilation loads follows. The detailed analysis provides the information for determining feasibility of energy efficiency measures and calculations of costs and savings. Simultaneously, the retrofit options and designs are reviewed with the client to ascertain acceptance and viability.

Performance/Savings Guarantee: Our Performance Guarantee can be structured in several different forms. We can provide self-insurance, performance bond-based guarantees, and engage a third party insurance firm. While the term of the guarantee is usually for the length of the financing program, our guarantee can be structured around the State’s requirements and individual customer needs, especially if and when customers self-fund.

Financing: Working in step with the client, Eaton will develop a program and put together a financing package that uses the lease purchase as the building block. Eaton will assist with arranging financing and payment terms that meet the client’s needs, focusing on leveraging these other funds to achieve the client’s goals, to mitigate costs, and foster a more predictable and manageable budget. Eaton works with the client and an experienced group of financiers and local lending institutions/banks to ascertain the viability of using local money. Another approach investigates expanding existing lease purchase agreements that the client may have in place for other equipment.

Eaton works with the client and an experienced group of financiers and local lending institutions/banks to ascertain the viability of using local money.

Typical financing for an energy services performance contract includes tax-free municipal lease-purchase and similar conventional lender financing. However, Eaton often works to augment this type of financing with grants, rebates, and other sources.



Some of the other financing options that Eaton has arranged for clients include: state and federal grants, the STEPP foundation, the Department of Energy, QZAB, utility rebates, bank loans, certificates of participation, revenue bonds, and more. Eaton will work with all clients in the State of Connecticut to investigate the possibility of these funding options.

Construction: Because Eaton takes a customized whole systems approach to each project, we are experienced not only with the most typical prescriptive measures, but also more innovative and customized measures such as heat recovery, free cooling, and cogeneration. Eaton has worked with many cities and school districts on retrofits of existing facilities; and has implemented over 30 Performance Contracts for clients in since the mid-1980's.

Our retrofit projects include:

- lighting retrofits
- controls (pneumatic and DDC)
- boilers and chillers
- heat recovery systems
- air balancing
- building pressurization improvements
- ventilation upgrades
- window replacement
- commissioning
- geo-exchange systems
- demand control ventilation
- variable frequency drives
- premium efficiency motors
- kitchen makeup air
- systems and exhaust fans
- 2-pipe to 4-pipe systems conversion
- inefficient HVAC systems, such as rooftop units and central plants
- primary-secondary piping systems
- air filtration and UV treatment
- individual room systems and controls
- fuel switching
- solar energy
- infrared heat
- insulation
- DHW improvements
- solar thermal
- solar PV

Commissioning: In many buildings the most cost effective course of action is a building systems tune-up or retro-commissioning. This is especially the case in newer buildings where system replacement is often not economically viable. Many systems are not operating as properly and efficiently as possible. We find many instances of heating and cooling systems fighting each other for control resulting in simultaneous heating and cooling. Without a focused effort to investigate for these conditions it may be difficult to find and correct the problems.

Eaton practices commissioning as a solutions-based approach to identifying concerns and problems early on, working through viability issues, and resolving coordination issues prior to testing and acceptance.

Eaton has 30 years of experience in troubleshooting, commissioning, and designing HVAC and control systems in many types of facilities. We develop our commissioning plan with the client and staff and require that functional testing be performed in the presence of staff. Commissioning is a key market for Eaton. Commissioning is more than functional performance testing. It begins in the conceptual stages of projects and includes design reviews and construction coordination facilitation.

Eaton practices commissioning as a solutions-based approach to identifying concerns and problems early on, working through viability issues, and resolving coordination issues prior to testing and acceptance.

Measurement and Verification: Planning and developing the measurement and verification (M&V) protocol, including the method of monitoring and calculating savings, is an important way to build in an assurance of project results. Through ongoing and periodic monitoring and site inspections, Eaton determines whether the project is producing the results anticipated during the design phase. In order to protect the client's investment in the project,





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Proposal for ESPC Services

Eaton builds in a collaborative system for a M&V program up front and continues to monitor results for the duration of the payback period for the project, and longer, if desired. M&V includes remote monitoring and documentation of system performance through trend logs, data loggers, and utility meter analysis. The building staff is an integral part of the monitoring process and assist with verifying the results.

Eaton offers an in-service session to explain the work done in the facility and how they can ensure the success of the project.

Client Staff/Occupant Training: Training is an ongoing component, which actually begins during the technical audit and continues throughout the project. The commissioning process is the first step in a more formalized training program. A combination of “classroom” and “hands on” training follows and video documentation is encouraged.

Administrators and staff need to have involvement and understanding of the project measures so that their ongoing actions can support the project goals and objectives. In addition to involving staff and administrators in planning the project early on, Eaton will also offer an in-service session to explain the work done in the facility and how they can ensure the success of the project.

Post Construction Maintenance Support: The proper and efficient operation of equipment and systems is directly dependent on regular maintenance and inspection. Mechanical and electrical systems need lubrication, belt adjustments, inspections, and tune-up.

Eaton develops a planned maintenance program with the staff that combines contractor responsibilities and in-house staff responsibilities. Eaton’s project managers work with staff to review and double-check the scheduled maintenance. Filters, belts, sensor calibration, refrigerant charge, fuel/air mixtures, and manifold pressures are a few of the items on a checklist for each major piece of equipment (boilers, pumps, AHUs, DHW heaters, etc.) that are included in the planned maintenance manual.



2. Project History

2.1 Related Experience

2.1.1 Design, engineering, installation, maintenance and repairs associated with energy-savings performance contracts

Eaton performs all design, engineering, construction management, commissioning and maintenance oversight for our ESPC projects. Please refer to the detailed projects descriptions in Section 2.4 for more information demonstrating this experience.

2.1.2 Conversions to a different energy or fuel source, associated with a comprehensive energy efficiency retrofit

Eaton has extensive experience with this concept, particularly with renewable energy sources such as solar, geothermal, co-gen and bio-mass.

2.1.3 Post-installation project monitoring, data collection and reporting of savings

Planning and developing the monitoring and verification protocol including the method of monitoring and calculating savings is an important way to build in an assurance of project results. Through on-going and periodic monitoring and site inspections, Eaton determines whether the project is producing the results anticipated during the design phase.

In order to protect the client's investment in the project, Eaton builds in a collaborative system for a monitoring and verification program up front, and continues to monitor results for the duration of the payback period for the project, and longer, if desired. M&V includes remote monitoring and documentation of system performance through trend logs, data loggers, and utility meter analysis. The building staff is an integral part of the monitoring process and assist with verifying the results.

2.1.4 Overall project management and qualifications

Because Eaton takes a customized whole systems approach to each project, we are experienced not only with the most typical prescriptive measures, but also more innovative and customized measures such as heat recovery, free cooling and cogeneration. Eaton has worked with many cities and school districts on retrofits of existing facilities; and has implemented over 30 Performance Contracts for clients since the mid-1980's.

Our staff is made up of licensed PE's, Certified Energy Managers (CEM), Certified Commissioning Providers (CCP) and seasoned field technicians. All of our energy projects have resulted in well-rounded professionals that understand energy projects from design through post-occupancy.

2.1.5 Securing long-term financing

Working in step with the client, Eaton will develop a program and put together a financing package that uses the lease purchase as the building block. Eaton will assist with arranging financing and payment terms that meet the client's needs, focusing on leveraging these other funds to achieve the client's goals, to mitigate costs and foster a more predictable and manageable budget. Eaton works with the Client with an experienced group of financiers and local lending institutions/banks to ascertain the viability of using local money.





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Another approach investigates expanding existing lease purchase agreements that the client may have in place for other equipment.

Typical financing for an energy services performance contract includes tax-free municipal lease-purchase and similar conventional lender financing. However, Eaton often works to augment this type of financing with grants, rebates, and other sources. Some of the other financing options that Eaton has arranged for other clients include: grants from, the STEPP foundation, the Department of Energy, Great Outdoors Colorado, the Department of Education School Facilities Capital Projects Program; QZAB, utility rebates, bank loans, certificates of participation, revenue bonds, and more. Eaton will work with all ESPCP clients to investigate the possibility of these funding options in Wyoming.

Eaton has worked with several financing firms. Including: Wells-Fargo, Saulsbury Hill Financial, AAIG, Citicorp North Americal, Inc.

2.1.6 Financial stability

Eaton Corporation is a financially-sound, profitable, multi-billion dollar corporation. Eaton's credit rating at Standard & Poor's is A-/A-2 (long-term rating/short-term rating) and at Moody's is A3/P-2, both with stable outlooks. Our current bonding capacity is \$125 million.

2.1.7 Projects of similar size and scope

Please see the projects listed in Sections 2.3 and 2.4

2.1.8 In-state projects and Connecticut-based subcontractors

Eaton Corporation has performed numerous electrical projects throughout Connecticut. Our newly-acquired Energy Solutions team has not, to date. However, we have existing relationships with Connecticut-based subcontractors and are happy to use them for all ESPCP work.

2.1.9 United States Department of Energy programs

In February 2011, the United States Department of Energy (DOE) established Eaton as a U.S. DOE Qualified Energy Service Company (ESCO). The certification recognizes Eaton's ability to meet the highest standards in managing energy-saving performance projects that help businesses and government organizations achieve energy efficiency objectives. This designation acknowledges Eaton as an official ESCO company, able to manage turnkey total energy solutions.

2.1.10 Professional certifications

- 49 Registered Professional Engineers
- 28 Association of Engineers, Certified Energy Managers (CEM)
- 60 USGBC, LEED-Accredited Professionals
- 6 Building Commissioning Association, Certified Commissioning Professionals (CCP)



2.2 Market Sector Involvement

2.2.1 State Agencies

- Approved vendor for ESPC services for the State of Montana
- Approved vendor for ESPC services for the State of Colorado
- Approved vendor for ESPC services for the State of California
- Approved vendor for ESPC services for the State of Wyoming
- Approved vendor for ESPC services for the State of Hawaii
- Approved vendor of North Carolina Progress Energy DSM Program (including ESPC)
- Trade Ally with Progress Energy's Energy Efficiency for Business Program
- Qualified Service Provider (QSP) to SRP PowerWise Large Business Solutions Program
- Primary M&V Contractor and Technical Resource Contractor for Allegheny Power, PA
- Certified Energy Audit and Contractor for Southwest Gas
- Trade Ally with DTE Energy (Your Energy Savings Program) and Consumer Energy
- Conservation Service Provider (CSP) with the Public Utilities Commission (PUC) in Pennsylvania
- Trade Ally with APS Solutions Business Program for Energy Studies and Equipment Providers
- MSA with Georgia Power
- MSA with Florida Power and Light
- Approved vendor of Potomac Electric Power Company DSM Program
- RCx, Custom Efficiency, DSM, Energy Modeling (Design Assistance) Provider to Xcel Energy
- RCx Provider to San Diego Gas & Electric and Southern California Edison
- Audits and RCx Provider for PacifiCorp (Rocky Mountain Power)
- Retro-Commissioning Services for the ComEd Smart Ideas SM for Your Business

2.2.2 Boards of Education

Eaton has provided professional energy engineering services for many large public and private school districts. We have performed hundreds of projects in virtually every building type and environment. Our past work includes ESPC, Cx and RCx services for over 55 school districts.

2.2.3 Higher education institutions – universities, colleges, and community colleges

Eaton has worked with dozens of universities and major colleges over the past 20 years. Our past work includes projects for nearly 40 universities and major colleges, as well as more than 20 community and small/rural colleges.



2.2.4 Municipalities with population between 100,000 and 150,000**2.2.5 Municipalities with population under 100,000 population**

- City of Warrensville, ASHRAE Level II Energy Audit, Cuyahoga County, Ohio
- City of Bedford, ASHRAE Level II Energy Audit, Cuyahoga County, Ohio
- City of Adrian, Energy Audit, Adrian, MI
- Town of Breckenridge – Breckenridge, CO: ESPC services
- Jackson Transportation Hub, Energy Audit, Jackson, MI
- Town of Silverthorne – Silverthorne, CO: ESPC services
- Town of Frisco – Frisco, CO: ESPC services
- City of Charles Town Energy Audit, Charles Town, WV
- Town of Haswell, CO: Controls and Insulation improvements
- Town of Nederland Community Center – Nederland, CO: LEED-EB Design/Build including waterless urinals, solar photovoltaics, daylighting, new windows exterior wall insulation, and HVAC design and commissioning.
- Michigan Department of Corrections Performance Contracting Proposal Audit
- Town of Snowmass Village, CO: Street snowmelt project (in progress)
- Town of Aspen, CO: Yellow Brick DDC controls project design and commissioning
- Town of Aspen, CO: Red Brick Arts and Recreation Center HVAC/boiler renovations design/build
- Town of Aspen, CO: Community Center boiler replacement and lower level renovation design/build
- Progressive Field - Energy Audit - Cleveland, OH
- Town of Aspen, CO: Town Hall HVAC renovation design
- Town of Vail, CO: Staff energy efficiency training program
- City of Sheridan – Sheridan, WY: ESPC services
- City of Aurora, CO: Retro-Cx services
- City of Parker, CO: Police building Cx
- City of Calabasas Civic Center – Calabasas, CA: LEED Cx services
- City of Commerce, California- Pool HVAC Design/Build retrofit
- Marquette Correctional Institute - Marquette, MI - Steam System and Energy Audit.
- City of Denver, New Stapleton Recreation Center LEED-NC Design review and commissioning
- City of Moscow, ID: ESPC services
- City of Taylor, TX: ESPC including wastewater treatment plant upgrades and LED traffic and street light upgrades, as well as building systems.
- Air Canada Center Energy Audit, Toronto Ontario
- Laramie County, WY: Investment grade audits
- Los Angeles County, California: Retro-commissioning & retrofit projects for 32 municipal and courthouse buildings
- Los Angeles County, CA: Men's Central Jail, retro-commissioning services
- Salt Lake City Energy and LEED Project Consultant
- Otero County, CO: ESPC services
- Federal Corrections Institute - Cumberland, MD - Lighting Audit.
- Yuma County, CO: HVAC controls and insulation improvements.
- Pitkin County, CO: Facility assessment and plan
- Pitkin County, CO: Courthouse Annex HVAC renovation and energy efficient design
- Pitkin County, CO: Staff energy efficiency and maintenance training





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Proposal for ESPC Services

2.2.6 Specific government building types – K-12 school buildings, correctional facilities, hospitals, laboratories, dormitories, office buildings, recreational centers, libraries, and multi-family buildings

Please see chart below.

2.2.7 Other non-buildings, including but not limited to wastewater treatment facilities, water meter projects, traffic signals, and street lights

Energy Solutions has performed analysis and energy savings services to a variety of wastewater facilities, ranging from small to large, throughout the country, including cities, towns and school districts, as well as water metering projects.

Street lights, parking garages and traffic signals have been a standard a part of our city and county ESPC projects.





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Proposal for ESPC Services

2.3 Project List

Project Name	Facility Type	City & State	Project Size (Dollars)	Project Size (Square Feet)	Year Completed	Term of ESPC
Manitou Springs School District 14	K-12 Education	Manitou Springs, CO	\$2,100,000	244,000	2006	12 Years: ESPC Contract, Municipal Lease Purchase
Crowley County School District	K-12 Education	Ordway, CO	\$2,200,000	96,000	2007	M&V Ongoing, 12 year ESPC
South Conejos School District	K-12 Education	Antonito, CO	\$2,200,000	150,000	2008	M&V Ongoing, 12 year ESPC
Colorado State University	Higher Education	Fort Collins, CO	\$15,000,000	2,800,000	2010	Type of Annual Operation Cost Savings: Electricity (demand and usage), Natural gas, Water usage reductions
Laramie County Schools	K-12 Education	Cheyenne, WY	\$415,000	1,100,000	2011	This project will result in an approximately \$2,000,000 construction budget with under a 10 year simple payback.
Navajo Tribal Utility Authority	Municipal	Ft. Defiance, AZ	\$2,000,000	650,000	2011	The construction budget was approximately \$5,500,000 with under an 11-year payback.
Town of Frisco	Municipal	Frisco, CO	\$435,000	100,000	2009	ESPC for Technical Audit; Design/Build contract for construction.
Town of Breckenridge	Municipal	Breckenridge, CO	\$8,000,000	320,000	2010	Performance Contract, No Financing, No Term
Pikes Peak Library District	Municipal	Colorado Springs, CO	TBD	160,972	In progress	Type of Annual Operation Cost Savings: Maintenance and avoided cost savings
Residences at Franklin Park	Residential	Denver, CO	\$300,000	67,000	2006	10 year ESPC
Monte Vista School District Phase II and III	K-12 Education	Monte Vista, CO	Phase II: \$500,000 Phase III: \$1,400,000	Phase II: 77,000 Phase III: 17,000	Phase II: 2007 Phase III: 2009	M&V Ongoing, 12 year ESPC
Rocky Ford High School	K-12 Education	Rocky Ford, CO	\$1,600,000	95,000	2008	12 year ESPC





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2.4 Project References

Manitou Springs School District 14 – Manitou Springs, CO

Contact Information: Names and contact information of owner(s) representatives who can serve as references. Include current phone numbers, email address, and any other means that can be used to contact representatives serving as references.

Mr. Tim Miller, Assistant Superintendent
Telephone: (719) 685-2015
Email: tmiller@mssd14.org



Project Size:

Number of Buildings: 5

Primary Use: High school, middle school, Manitou Elem., Ute Pass Elem., Shared Integrated Learning Center/District Offices
Square Feet: 246,000

Project Dollar Amount: Total contract amount and the total project capital expenditure amount.
\$2,129,470

Source of Funding:

- Municipal Lease Purchase (\$1,403,470)
- Colorado Department of Education (CDE) Capital Construction Grant (\$726,000)

Project Dates:

Audit: 12/05-03/06
Design: 06/06-06/06
Construction: 07/06-08/07

Contract terms:

12 Years: ESPC Contract, Municipal Lease Purchase

List of Improvements or ECMs: The types of retrofits and operational improvements implemented related to energy, water and other cost savings

Primary ECMs installed:

- | | | |
|------------------------------------|---|-----------------------------------|
| • Demand control ventilation | • Consolidate 2 HS boiler plants into 1 | • Bus garage infrared heat system |
| • 3 boiler plants | • Variable frequency drives | • Gym high bay fluorescents |
| • 5 DHW plants | • Duct and equipment repairs | • Duct cleaning |
| • Near boiler piping | • Water conservation | • Security system upgrade |
| • Building automation/DDC controls | • Lighting retrofits | • Asbestos abatement |
| | • Occupancy sensors | • Radon mitigation |





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Proposal for ESPC Services

Project Performance:

Project Name: Manitou Springs School District 14, Manitou Springs, CO							
Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
kWh	783,329	626,663	1,046,266	1,143,280	1,224,912	N/A	N/A
kW	1,646	N/A	1,793	2,254	2,316	N/A	N/A
MBTU	8,580	6,864	10,164	9,990	9,053	N/A	N/A
Gallons	136,730	N/A	N/A	N/A	N/A	N/A	N/A
(Other)	N/A	N/A	2,505,888 lbs CO ₂	2,526,426 lbs CO ₂	3,079,554 lbs CO ₂	N/A	N/A

Measurement and Verification: Whole Building approach and District-wide summary in addition to building specific summaries.

Performance Guarantee:

Dollar Value: \$167,518

Type of Annual Operation Cost Savings:

- Energy savings (natural gas savings, electric peak savings, electricity savings) = \$ 42,515
- Operational savings = \$58,300

	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
Total Annual Savings (\$)	\$167,518	\$109,218	\$181,254	\$168,650	\$193,243	N/A	N/A

Additional Comments:

With several additions and expansions, Manitou Springs School Districts' were operating at higher than necessary energy use costs and had some systems that were not providing the level of heating and ventilation required for the health and comfort of the students and faculty. Eaton performed a technical audit and proposed energy saving measures to improve the comfort, health, studying, and working environments while reducing energy, maintenance, and capital improvement costs.





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Proposal for ESPC Services

HVAC Upgrade for Crowley Schools Crowley School District RE-1J – Ordway, CO

Contact Information:

Mr. John McCleary, Superintendent
Telephone: 719-942-4131



Project Size:

Number of Buildings: 6

Primary Use: High School, Elementary School, Middle School, Gym,
Vo/AG, District Office/Bus Shop

Square Feet: 125,039

Project Dollar Amount: \$2,100,000

Source of Funding:

- Municipal Lease Purchase (\$758,000)
- Colorado Dept. of Education (CDE) Capital Constr. Grant (\$1M)
- Colorado DOLA Energy & Minerals (\$350,000)

Project Dates:

Audit: 7/05-9/05

Design: 10/06-3/07

Construction: 1/07-10/07

M&V: Ongoing

Contract terms: M&V Ongoing, 12 year ESPC

Project Schedule: Project was delayed due to the discovery of asbestos in the window caulking. The asbestos needed to be abated which delayed the schedule.

List of Improvements or ECMs: Eaton is providing M&V services in support of a 12-year ESPC contract. M&V methods were whole building performance with stipulated lighting savings. The energy conservation measures include:

- | | |
|---|---|
| <ul style="list-style-type: none"> • Replace central steam plant serving the high school and elementary school with high-efficiency hot water heating and cooling plant, including 4-pipe fan coil system. • Lighting upgrades, T8 high-bay fluorescents in gyms • DDC controls • Demand controlled ventilation • Occupancy sensors • High-efficiency rooftop units in elementary | <ul style="list-style-type: none"> • school • Increase outside air ventilation • Clerestory window daylighting in elementary • Economizer control • Infrared tube heaters for shops • Windows in HS & elementary • Daylighting • Attic insulation • Air conditioning |
|---|---|





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Proposal for ESPC Services

Project Performance:

Project Name: HVAC Upgrade for Crowley School District RE-1J, Ordway, CO							
Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
kWh	101,659	81,327	95,531	304,847	N/A	N/A	N/A
kW	271	217	215	215	N/A	N/A	N/A
MBTU	84,652	67,722	64,448	63,448	N/A	N/A	N/A
Gallons	N/A	N/A	N/A	N/A	N/A	N/A	N/A
(Other)	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Measurement and Verification: A description of the M & V approach for each project including which savings were stipulated, if any. Also specify which IPMVP or FEMP options were used in the project.

Whole Building; Lighting Stipulated

Performance Guarantee: A description of the savings guarantee for each project and, if the guaranteed savings were not achieved, how the company compensated the facility owner for any annual shortfall (e.g. pay funds to the Facility Owner to meet the guarantee, etc).

Dollar Value: \$110,000

Type of Annual Operation Cost Savings:

- Energy Savings (Natural Gas Savings, Electric Peak savings, Electricity savings) = \$73,238
- Operational savings = \$36,831

	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
Total Annual Savings (\$)	\$110,070	\$73,238	\$144,786	\$153,214	N/A	N/A	N/A

Additional Comments:

There was an additional savings of \$36,831 from avoided capitol.



South Conejos School District ESPC Services – Antonito, CO

Contact Information:

Telephone: (719) 376-5512
Email: todd.lancaster@southconejoschools.org



Project Size:

Number of Buildings: 6
Primary Use: High School/Jr. High School; Guadalupe Elementary, Administration Building, Cafeteria, Shops, and Annex
Square Feet: 105,589

Project Dollar Amount: Total contract amount and the total project capital expenditure amount.
\$2,100,000

Source of Funding: A description of the source of funding used for the project and the company's role (if any) in securing that funding.

- Municipal Lease Purchase (\$414,000)
- Colorado Dept. of Education (CDE) Capital Construction Grant (\$1.2M)
- Colorado DOLA Energy & Minerals Impact Grant (\$350,000)
- Solar Energy Grant (\$50,000)

Project Dates: Actual dates of audit start and acceptance; Actual construction starting and ending dates.

Audit: 7/06-9/06
Design: 2/07-3/07
Construction: 07/07-06/09

Contract terms: 12 Years Municipal Lease Purchase

Project Schedule: Project completed on schedule.

List of Improvements or ECMs: The types of retrofits and operational improvements implemented related to energy, water and other cost savings

Primary ECMs installed:

- Lighting upgrades, T8 high-bay fluorescents in gyms
- Occupancy sensors
- DDC controls District-wide
- Demand controlled ventilation
- High-efficiency boiler plant Admin
- High-efficiency furnaces in elementary school
- Increase outside air ventilation
- Economizer control
- Infrared tube heaters for shops
- (2) solar hot water systems
- (2) solar electric systems
- Attic insulation Admin, elementary, Annex
- Insulation and sealing VoAg building



Project Performance

Project Name: South Conejos School District ESPC Services, Antonito, CO							
Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
kWh	183,668	137,668	182,539	121,920	207,869	N/A	N/A
kW	N/A	320	443	512	600	N/A	N/A
MBTU	3,313	3,301	5,118	4,226	5,780	N/A	N/A
Gallons	N/A	N/A	N/A	N/A	N/A	N/A	N/A
(Other) – Maintenance Contracts	\$1,463	\$1,463	\$1,463	\$1,463	N/A	N/A	N/A

Measurement and Verification:

Whole Building approach with a District-wide summary and building summaries.

Performance Guarantee:

None
Energy Unit and Dollar Guarantee; No shortfalls

	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
Total Annual Savings (\$)	\$67,545	\$42,515	\$77,073	\$79,788	\$89,696	N/A	N/A

Additional Comments:

\$96,616 was also saved in avoided capital costs.



Energy Efficiency Upgrades – Town of Frisco, CO

Contact Information:

Mr. Tim Mack, Director of Public Works
Telephone: (970) 668-9150
Email: timm@townoffrisco.com



Project Size: Number of Buildings: 10

Primary Use: Town Hall, Old Town Hall, Community Center, Historic Park, Marina, Nordic Building, Walter Byron Restroom, Wildside Studio Property, Public Works, Water Treatment System
Square Feet: 46,925

Project Dollar Amount: \$446,992

Source of Funding: Capital Reserve

Project Dates:

Audit: 10/08-1/09
Construction: 6/09-9/09

Contract terms: ESPC for Technical Audit; Design/Build contract for construction

Project Schedule: Project was completed on time.

List of Improvements or ECMs:

- Replace atmospheric boiler system in Town Hall with high efficiency condensing boiler system
- Refurbish solar domestic hot water system in the Town Hall
- Lighting upgrades (T-12 to T-8 lamps/fixtures, Compact fluorescents, LED exits)
- T8 high-bay fluorescents in shops
- Occupancy sensors
- SCADA system energy efficiency upgrades for water treatment system
- Automatic Solar Shades in Town Hall Atrium
- Roof/ceiling insulation in shop

Project Performance:

Project Name: Energy Efficiency Upgrades , Town of Frisco, CO							
Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
kWh	256,667	NA	TBD	N/A	N/A	N/A	N/A
kW	32.1	NA	TBD	N/A	N/A	N/A	N/A
MBTU	74,160	NA	TBD	N/A	N/A	N/A	N/A
Gallons	N/A	N/A	N/A	N/A	N/A	N/A	N/A
(Other)CO2	TBD	TBD	TBD	N/A	N/A	N/A	N/A





Powering Business Worldwide

Proposal for ESPC Services

Energy Audits – 70 Buildings, Town of Breckenridge, CO

Contact Information: Mr. Tom Daugherty, PE, Town Engineer
Telephone: 970-453-3175
Email: tomd@townofbreckenridge.com



Project Size:

Primary Use: Municipal buildings audited included town hall, administration buildings, public works, recreation centers, ice rink, golf course and police facilities. Square Feet: 320,000

Project Dollar Amount: Technical Audit: \$100,000; Final implementation budget estimated to be \$1.2MM, phased over several years and budget cycles.

Source of Funding: Owner’s Capital Funds

Project Dates:

Audit: 8/08-6/09, Implementation: In Progress

Contract terms: Performance Contract, No Financing, No Term

Project Schedule: Project was completed on time.

List of Improvements or ECMs:

Eaton has performed a Technical Audit of 20 major buildings and 50 minor facilities to identify energy conservation measures (ECMs). Background information was collected on mechanical, electrical, and water systems, including the energy use profiles from utility providers. Site investigations determined system operating characteristics and runtimes to evaluate energy savings potential.

A technical audit report was developed listing the ECMs, including analysis of potential energy and water saving measures, along with potential facility improvement projects. The recommended ECMs included HVAC and mechanical system upgrades, controls retrofit and retro-commissioning, lighting upgrades, envelope improvements, water conservation improvements and renewable energy projects.

List of ECMs:

- Upgrade Lighting to High Efficiency Lighting in Bus Shelters
- Upgrade Lighting to High Efficiency Lighting in Ice Rink
- Optimize Snowmelt Controls in Recreation Center
- Upgrade Lighting to High Efficiency Lighting in Recreation Center

Project Name: Energy Efficiency Upgrades , Town of Frisco, CO							
Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
kWh	256,667	NA	TBD	N/A	N/A	N/A	N/A
kW	32.1	NA	TBD	N/A	N/A	N/A	N/A
MBTU	74,160	NA	TBD	N/A	N/A	N/A	N/A
Gallons	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CO2	TBD	TBD	TBD	N/A	N/A	N/A	N/A

Measurement and Verification: All stipulated



Pikes Peak Library District Technical Energy – Colorado Springs, CO

Contact Information:

Mr. Gary Syling, Facilities Officer
Telephone: (719) 531.6333 ext. 2200
Email: gsyling@ppld.org

Project Size: Number of Buildings: 4

Primary Use: Penrose Library Campus consisting of the Penrose Library, Carnegie and Knights of Columbus Buildings and the East Library Building Square Feet: 251,789

Project Dollar Amount:

Dollar value for first phase: \$912,761
Dollar value for second phase: \$695,180

Source of Funding: Owner Self-Funded

Project Dates:

Audit: 08/10
Phase 1: HVAC Control and Lighting Upgrades: 10/10-10/11
Phase 2: East Library Boiler Replacement and Lighting Upgrades-Penrose Complex: 11/11



Contract terms: Phase 1: \$22,152 Phase 2: \$41,740

Type of Annual Operation Cost Savings:

- Maintenance and avoided cost savings

Project Schedule: Project completed on schedule.

List of Improvements or ECMs:

- Upgrade Penrose Lighting
- Install Ceiling Insulation in Knights of Columbus Building
- Upgrade Storm Windows in Knights of Columbus Building
- Upgrade Storm Windows in Carnegie Building
- Install New Valves-Carnegie Building
- Test and Balance systems in Penrose Building

East Library Building:

- Upgrade Lighting
- Replace DDC system
- Upgrade Boiler
- Upgrade Windows
- Replace Existing Data Center UPS
- Implement Water-saving Measures
- Repair VAV Boxes
- Install New Valves
- Test and Balance systems





Powering Business Worldwide

Proposal for ESPC Services

Project Performance:

Project Name: Pikes Peak Library District Technical Energy Audit and Performance Contracting, Colorado Springs, CO							
Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
kWh	826,931	826,931	826,931	In progress	N/A	N/A	N/A
kW	103	103	103	In progress	N/A	N/A	N/A
MBTU	25,314	25,314	25,314	In progress	N/A	N/A	N/A
Gallons	70,207 CCF	70,207 CCF	70,207 CF	In progress	N/A	N/A	N/A
(Other)	TBD	TBD	TBD	N/A	N/A	N/A	N/A

Measurement and Verification: Stipulated and Measured

Performance Guarantee: Annual utility dollar savings: \$59,618 in electric, gas and water.

	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
Total Annual Savings (\$)	\$75,220	\$75,220	\$75,220	In progress	N/A	N/A	N/A



Franklin Park Residences Boiler Replacement, Baptist Home Association – Denver, CO

Contact Information:

Ms. Linda Hilton, Administrator
Telephone (303) 832-4859
Email: Lhilton@abhomes.org or lhilton@comcast.net

Project Size:

Number of Buildings: 92 unit apartment building
Primary Use: Retirement community
Square Feet: 67,200

Project Dollar Amount: \$305,000

Source of Funding:

- Local Bank Loan (\$233,000)
- US DOE Weatherization Program (\$60,000)
- Capital Reserve (\$12,000)



Project Dates: Actual dates of audit start and acceptance; Actual construction starting and ending dates.

Audit: 04/06
Construction: 5/06-9/06

Contract terms: 10 year ESPC

Project Schedule: Project completed on schedule.

List of Improvements or ECMs:

This project included an energy analysis of a 32-year-old, 67,200 SF 92 unit apartment building determined several energy saving replacements were required. This facility provides housing for those 62 years of age or are mobility impaired.

The project was developed through the technical and administrative resources of the Colorado Governor's Energy Office and through the Rebuild Colorado Program. Primary ECMs installed:

- New Boiler Plant
 - Two new boilers based on Lochinvar Copperfin II model 1260 with four stages of heat
 - Staefa DDC boiler and OSA reset Controls with domestic hot water control
 - New heating water circulation pumps
 - Primary/Secondary piping system in boiler room
 - New corridor Make up air heating and evaporative cooling system
- New Domestic Hot Water System
 - 2 New 200 gallon Triangle domestic hot water indirect heaters/storage tanks
- New DHW supply pump and recirc pump
- Lighting
 - T-8 lamps and electronic ballasts
 - LED exits
 - compact fluorescents
 - Total of 1273 fixtures
 - Occupancy Sensors in the restrooms, offices, laundry room, and commons
 - Compact Fluorescents to replace incandescents in apartments supplied by ESCO and installed by maintenance personnel
 - Photocell control of outside lights





Powering Business Worldwide

Proposal for ESPC Services

Project Performance:

Project Name: Franklin Park Residences Boiler Replacement, Denver, CO							
Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
kWh	167,253	167,253	173,189	171,233	168,469	N/A	N/A
kW	432	432	451	467	449	N/A	N/A
MBTU	14,033		14,033	25,216	26,590	26,600	N/A
Gallons	N/A	N/A	N/A	N/A	N/A	N/A	N/A
(Other) – CO ₂	N/A	N/A	560,570 – CO ₂	589,604 – CO ₂	890,870 – CO ₂	N/A	N/A
(Other) – Maintenance Contracts (\$)	\$7,240	\$7,240	\$7,240	\$7,240	\$7,240	N/A	N/A

Measurement and Verification: Whole Building; Lighting Stipulated

Performance Guarantee:

Type of Annual Operation Cost Savings:

- Natural gas savings
- Electric peak savings
- Electricity savings

	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
Total Annual Savings (\$)	\$34,538	\$34,538	\$40,405	\$42,427	\$43,009	N/A	N/A



Monte Vista School District C-8 ESPC Services – Monte Vista, CO

Contact Information:

Ms. Cyndi Wright
Telephone: (719) 852-4050
Email: leona@monte.k12.co.us



Project Size: Number of Buildings: 16

Primary Use: Two elementary, one middle and one high school, historic auditorium, historic high school, two gyms, transportation buildings, VoAg shops, central plant, science building, maintenance building

Square Feet: 203,459

Project Dollar Amount: Total contract amount and the total project capital expenditure amount.
\$1,375,000

Source of Funding:

- Municipal Lease Purchase Finance through Wells Fargo (\$875,000)
- Colorado Department of Education (CDE) Capital Construction Grant (\$500,000)

Project Dates:

Audit and Design: 10/03-01/04
Construction Phase: 06/04-11/04

Contract terms: 12 year ESPC

Project Schedule: Project completed on schedule.

List of Improvements or ECMs: The types of retrofits and operational improvements implemented related to energy, water and other cost savings

Primary ECMs installed:

- Lighting Upgrades (T-8s, T-5s, LEDs, Compact Fluorescents, emergency lighting)
- BacNet based DDC Energy Management Control System with Web Control & Access
- Variable Frequency Drives on AHU
- Demand controlled ventilation systems
- Infrared heaters in warehouses & shops
- Replace/resize DHW systems
- Occupancy sensors and Lightstats
- Steam to Hot water conversion of central plant, piping, and terminal units
- Roofing financing
- Parking lot lighting
- Free cooling system
- Ductwork upgrades
- Commissioning
- Maintenance management system





Powering Business Worldwide

Proposal for ESPC Services

Project Performance:

Project Name: Monte Vista School District C-8, Monte Vista, CO 81144							
Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
kWh	324,469	324,469	305,513	324,438	403,074	N/A	N/A
kW	1,328	1,328	1,293	N/A	1,871	N/A	N/A
MBTU	42,400	42,400	58,340	42,386	76,330	N/A	N/A
Gallons	N/A	N/A	N/A	N/A	N/A	N/A	N/A
(Other) – Maintenance Savings (\$)	\$17,784	\$17,784	\$17,784	\$17,784	\$17,784	N/A	N/A

Measurement and Verification: Whole Building; Lighting Stipulated

Performance Guarantee:

Type of Annual Operation Cost Savings:

- Energy savings (natural gas savings, electric peak savings, electricity savings) = \$58,310
- Operational savings = \$27,157

	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
Total Annual Savings (\$)	\$85,468	\$58,310	\$182,654	\$156,772	\$88,881	N/A	N/A

Additional Comments:

\$9,373 was also saved in avoided capitol.





Powering Business Worldwide

Proposal for ESPC Services

Rocky Ford High School ESPC– Rocky Ford, CO

Contact Information:

Ms. Nancy Aschermann, Superintendent
Telephone: (719) 254-7423
Email: nancy.paulson@rockyford.k12.co.us

Project Size:

Number of Buildings: 3
Primary Use: K-12 Buildings
Square Feet: 95,000

Project Dollar Amount: \$1,600,000

Source of Funding:

- Colorado Department of Education Cap Construction Grant (\$1,344,000)
- Capital Reserve (\$265,000)

Project Dates:

Contract: 5/07-7/08

Contract terms: 12 year ESPC

Project Schedule: Project completed on schedule.

List of Improvements or ECMs:

Primary ECMs installed:

- Direct Digital Controls System
- Added efficient air conditioning systems
- Installed Exhaust fans to AHUs for improved economizer hours and function
- Lighting Controls
- 3 Domestic hot water plants
- Consolidate two boiler plants
- Near boiler piping improvements
- Fan and pump variable speed drives
- Upgraded Electrical Service
- Wall and window replacements
- Refurbish 11 air handling units
- Ductwork modifications and improvements
- Infrared heaters in shop bldg
- Demand controlled ventilation
- Duct cleaning





Powering Business Worldwide

Proposal for ESPC Services

Project Performance:

Project Name: Rocky Ford High School ESPC, Rocky Ford, CO										
Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2				Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
kWh	-31,250	-25,000	-7,721	13,045				1,426	N/A	N/A
kW	N/A	N/A	581	709				618	N/A	N/A
MBTU	34,460	27,568	35,315	38,762				38,762	N/A	N/A
Gallons (Other)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Measurement and Verification: Whole Building

Performance Guarantee: \$45,000

	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
Total Annual Savings (\$)	\$27,484	\$27,484	\$40,061	\$52,073	\$46,113	N/A	N/A

