

Public-Private Partnerships: Capacity Building and Technical Assistance for Facility Managers

Improving Energy Efficiency, Indoor Air Quality, and Educational Outcomes in
School Facilities: Opportunities for

State Energy Office and School Leader Collaboration

Presented by Chuck McGinnis-Johnson Controls

August 13 –14, 2024-Madison WI



IRA Impact on Projects

Example Sachem School District
Renew America Schools Grants

Performance Contracting for K12-How does it work?

Wisconsin Specific Examples-Legislation, MPS

What can SEO's do to support growth



Sachem Central School District and Johnson Controls Partnership

PHASE 1 - 1996



- 81 New Boilers
- New Domestic Hot Water Heaters
- Asbestos Removal



\$314,170
Annual Savings

PHASE 2 - 2009



- Lighting Upgrades
- Metasys Upgrades
- New Boilers
- New Chiller



\$914,346
Annual Savings

PHASE 3 - 2015



- 2.2MW Solar
- Boiler Upgrades
- New Motors



\$1,239,440
Annual Savings

Project Overview

Energy Performance Contracting is:

An agreement that allows school districts to take budgeted utility and operational costs and reallocate them into energy saving capital Improvements without the need for Increased Taxes.

9

Energy Conservation Measures
(ECM)

17.5

Years Simple Payback

\$72,822,526

Project Cost

\$2,959,500

Annual Energy Savings

\$253,404

Annual O&M Savings

\$350,650

Guaranteed Utility Rebates

\$16,316,488

Estimated IRA Benefit

\$33,810,372

Positive Cash Flow

100% Guaranteed by Johnson Controls!

Utility Analysis & Savings



Total Annual Utility
Costs:
\$3,812,491

Electric Costs:
\$2,549,014

Thermal Costs:
\$1,263,477

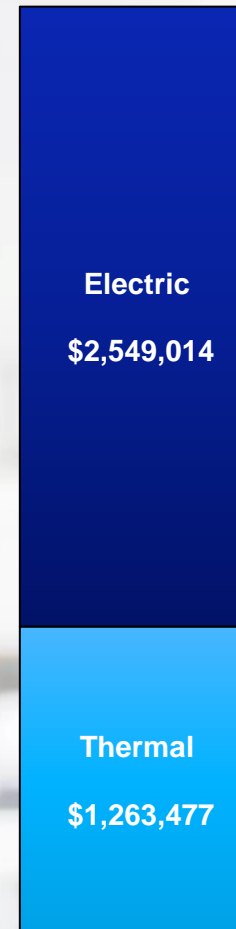


Johnson Controls
Guaranteed Energy
Savings:
\$2,959,500

Electric Savings:
\$2,549,014

Thermal Savings:
\$410,486

\$3,812,491



Existing



Proposed

ITC – Overview and Takeaways

What is the ITC?

The “ITC” is a federal tax credit that incentivizes the investment of energy efficiency and renewable products.

- Solar, wind, energy storage, geothermal (heat pumps), qualified biogas properties, fuel cells, waste energy recovery, combined heat and power, small wind property, and microturbine/microgrid property projects
- Under construction prior to January 1, 2025 (Section 48).
- Starting in 2025, the list of eligible investments is reduced, and the program changes under Section 48E.
- Tax-exempt organizations and state and local governments may make a ‘Direct Pay’ election to receive money in exchange for Section 48 or 48E credits.

KEY TAKEAWAY:
ITC eligibility (Section 48 or 48E) **should be considered on ALL** projects!

Additional Takeaways:

The Direct Pay amount is reduced for projects that begin construction in 2024 (90%), 2025 (85%) and 2026 (0%). Note that this reduction does not apply if the project is under 1 MW ac or meets domestic content requirements.

Credit is computed, in part, based on the cost basis of the eligible investments multiplied by a credit percentage (see following slide)

ITC Considerations – 2025 vs. 2026 Beginning of Construction

2025 Beginning of Construction

- Projects over 1 MW ac that do not meet domestic content will have a Direct Pay phaseout reduction of 15%
- Projects over 1 MW ac that meet domestic content:
 - Will have no phaseout reduction
 - Will receive up to 10% bonus for meeting domestic content
- Meeting domestic content can be an ITC swing of 25%

2026 Beginning of Construction

- Projects over 1 MW ac that do not meet domestic content will have a Direct Pay phaseout reduction of 100%
- Projects over 1 MW ac that meet domestic content:
 - Will have no phaseout reduction
 - Will receive up to 10% bonus for meeting domestic content
- Meeting domestic content is a necessity for projects that begin construction in or after 2026

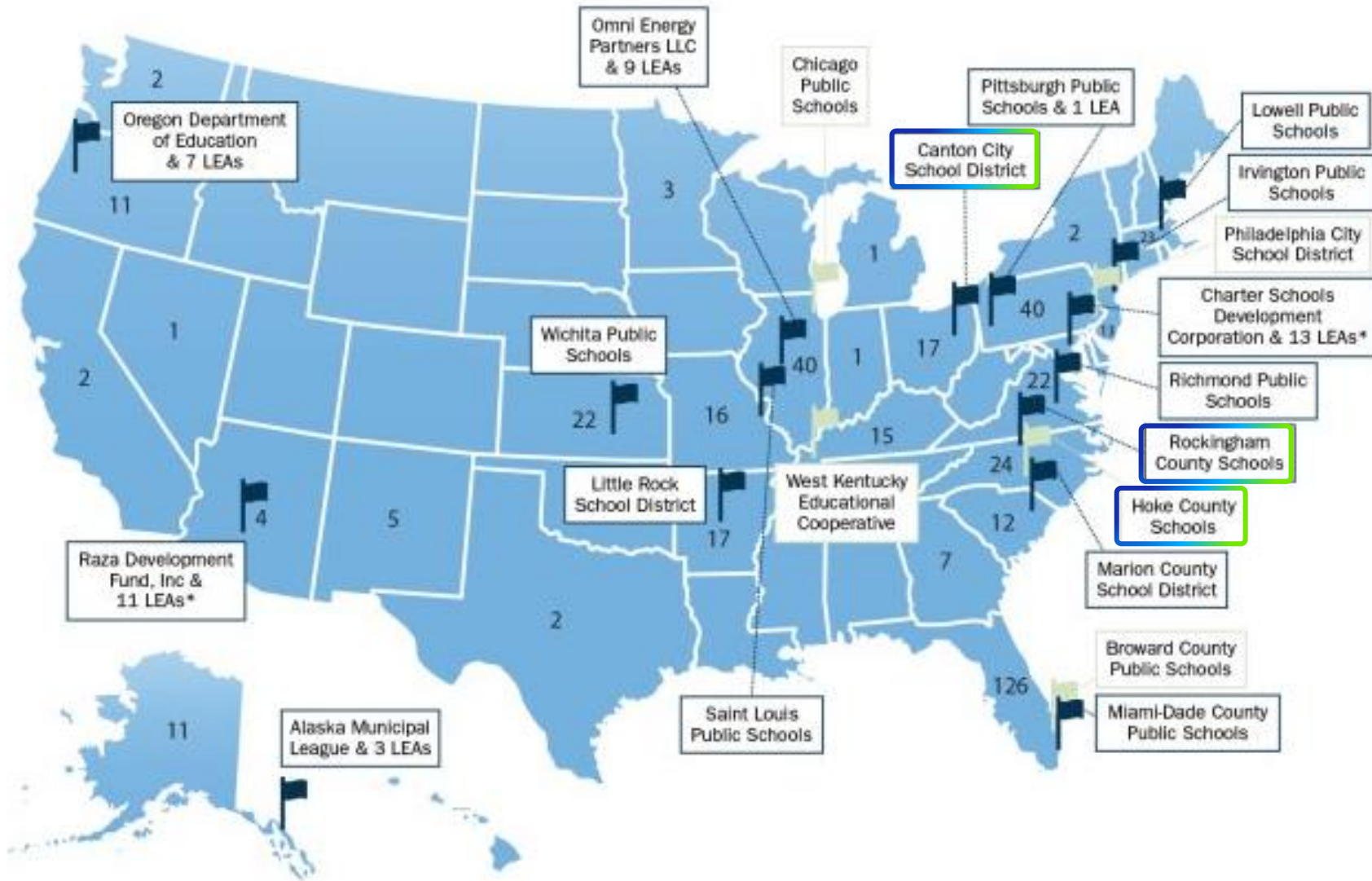
Renew America's Schools Grant



5 Merit Review Criteria

- 1 Need for planning and energy assessment
- 2 Team composition, capability and experience
- 3 Implementation plan for phase 2
- 4 Impact and reliability
- 5 **Community benefits plan**








2024 Renew America's Schools Prize and Grant Winners

- » Canton City School District
- » Rockingham County Schools
- » Hoke County Schools

SI-NA helps three customers win the elusive Renew American Schools prize and grant monies from the Department of Energy

 Canton City School District Project: Eco-Canton Schools	 Rockingham County Schools Project: Rockingham Green Alliance	 Hoke County Schools
<p>Phase 1 Prize: \$300,000</p> <p>Federal Award across Phases 2-3: \$11,250,000 Cost Share: \$3,539,474</p> <ul style="list-style-type: none"> Phase 2: \$39,474 Phase 3: \$3,500,000 	<p>Phase 1 Prize: \$300,000</p> <p>Federal Award across Phases 2-3: \$7,500,000 Cost Share: \$2,359,649</p> <ul style="list-style-type: none"> Phase 2: \$26,316 Phase 3: \$2,333,333 	<p>Phase 1 Prize: \$300,000</p>
<p>15 school buildings</p>	<p>12 school buildings</p>	<p>12 school buildings</p>
<p>Financial Savings: \$243,000 annually saved, which translates to \$6.2 million over 20 years with a minimum 2.5% annual escalation.</p> <p>Environmental Benefits: 15-17% reduction in electrical usage and a 12-15% reduction in gas usage.</p> <p>Indoor Air Quality Improvements through building envelope, variable frequency drives, and control systems.</p> <p>Enhanced Learning Environment: Energy upgrades will create a healthier learning environment for nearly 11,000 students.</p> <p>Community and Educational Benefits: Countless students and adult learners will gain real-world experience during the audit and implementation phases to support the local talent pool.</p>	<p>Creation of a holistic master plan and Investment Grade Audit focusing on building optimization, energy efficiency, and financial viability.</p> <p>Focus on generating optimal results: The project is expected to generate utility, operating, and energy cost savings, reduce GHG emissions, indoor air quality, and boost the local talent pool.</p> <p>Unique financial Model: The project will stretch federal dollars through an energy savings performance contract and Investment Tax Credits (ITC) under Section 48 for renewable energy credits.</p> <p>Educational and Community Benefits: Career technical education (CTE) and science students, local subcontractors, and RCS staff will be able participate in hands on learning during the audit and performance phases.</p>	<ul style="list-style-type: none"> Prize money will be used to lay groundwork for an Investment Grade Audit and strategic plan for the District's 12 highest need buildings. The District will use audit and strategic plan findings to map out a holistic community benefits plan focused on leveraging project results to benefit students, staff, community members and especially the local talent pipeline.

Funding Information

2024 Renew America's Schools Overview = \$180M across 3 Phases

	PHASE 1 Prize PORTFOLIO + TEAM	PHASE 2 Cooperative Agreement STRATEGIC PLAN + ENERGY AUDITS	PHASE 3 Cooperative Agreement IMPLEMENTATION
Number of Anticipated Awardees	16 chosen for all three phases. 5 phase-one-only prize winners.		
Award	\$300K cash prize each	\$500K – \$1M*	\$7M – \$14M*
Cost Share	No cost share required	Minimum 5%	Minimum 25%
Total Award Funding (\$180M)	Up to \$6.9M	\$10 – \$15M	\$150 – \$170M

*Winner will receive funding based on portfolio size



School District Challenges

Mitigating infection risks for occupants

Reducing operating and lifecycle costs

Balancing operational needs with budget reductions and lack of access to funds

Addressing increasing individualized education needs

Maintaining building value



Mitigating student violence & bullying

Managing teacher retention

Improving energy consumption and achieve carbon neutrality

Updating classroom technology

Enhancing public image

Common Challenges in the K-12 Built Environment



Common Challenges related to the K-12 built environment

Aging infrastructure, particularly in lowest-income areas

Increasing operating and lifecycle costs

Growing list of deferred maintenance

Passing bonds to cover extent of needs

Maintaining occupant comfort, health and safety



Recruiting/retaining skilled building operators and technicians

Rising energy costs

Achieving carbon neutrality, particularly in states enforcing mandates

Keeping technology up to date

Transparency in procurement, spending, reporting

Financial Model



Optimal cost and environmental saving measures: Using data from the IGA and strategic plan, projects will implement energy conservation measures (ECMs) that will result in cost savings and allow each district to create a scalable business model to replicate within their facilities and to support best practices for other local educational agencies (LEAs) to follow.



Holistic financial resources: JCI will serve as the project's financing consultant, tax resource, energy auditor, engineering firm, and construction contractor. JCI will incorporate their Grant Services and Utility Rebate and Incentive Teams to identify applicable funding to offset project costs. Both teams support the funding process from start to finish which includes qualifying opportunities to confirm that they are a fit, working with school districts to write applications, and offering post-award support to ensure that compliance and reporting requirements are met. JCI's Structured Finance Team will also be part of the project.



Collaborative and stakeholder-focused approach: JCI will collaborate with the district and project partners to run a process to enable prioritization of assets that have the greatest ROI and highest carbon reduction opportunities and develop strategies to implement the transformation, the scale and speed of which may be unlike other initiatives employed by organizations to date.



Replicable and scalable business plan: Districts will document and share a business model for their organization and other school districts to replicate. This will be done through reporting to the DOE and by creating presentations and written project summaries to provide to community members, professional associations, and industry conferences.

School Funding

Every School District faces resource constraints. Budgets are tight and the needs overwhelming.

- Leverage government funding to address resource needs
- Utilize alternate contract vehicles to streamline project delivery
- Engage cooperative purchasing to save time and resources
- Support financing opportunities through bonds, loans and tax vehicles



What is Performance Contracting?

...a procurement vehicle that allows you to make improvements today and pay for those retrofits over a term using the savings or revenue generated from the retrofits. By State law, the results are guaranteed.

Advantages

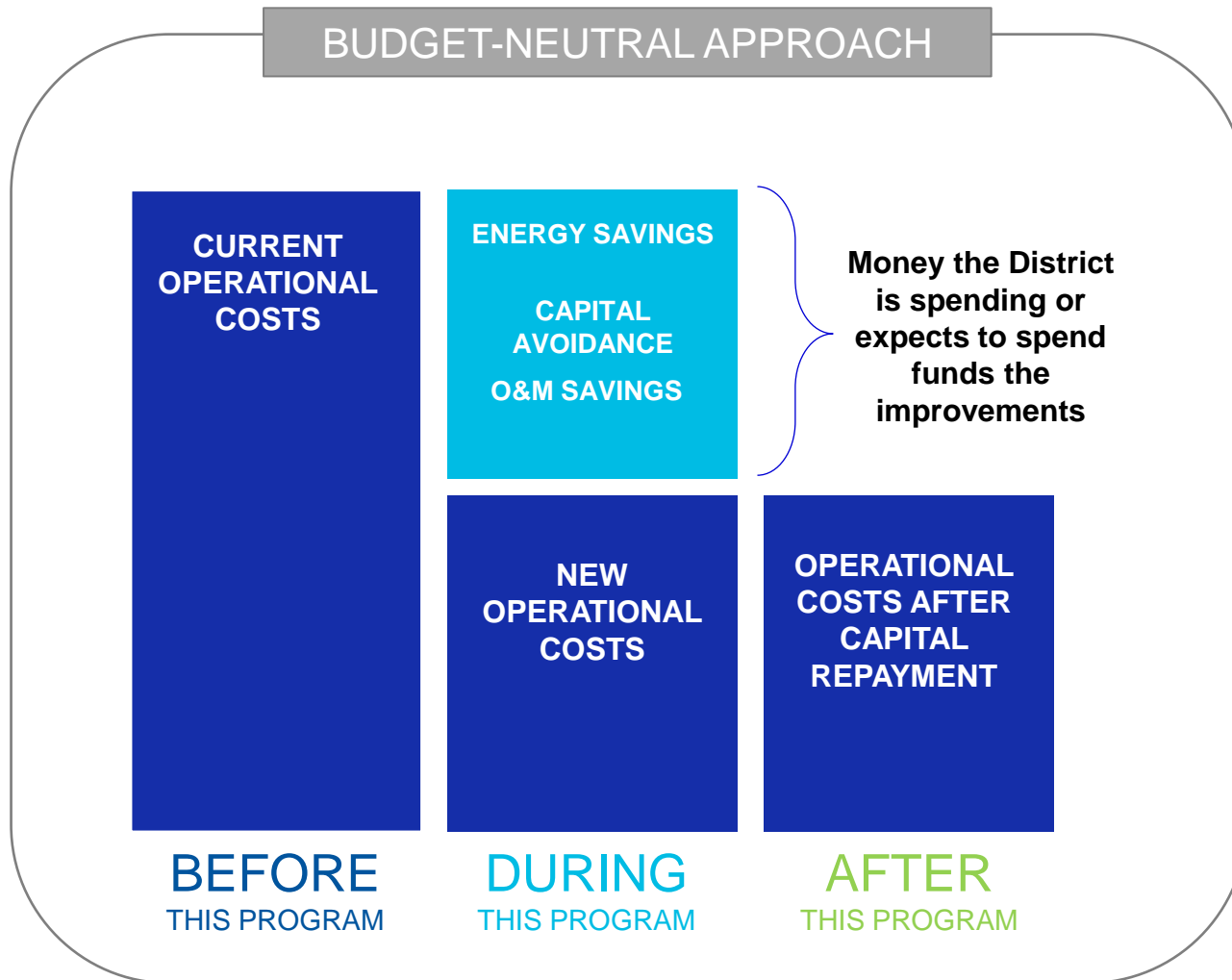
- No upfront capital required (redirects dollars in your existing budget)
- Project cost & schedule certainty (no construction overruns)
- Guaranteed price, guaranteed savings
- Guaranteed performance of installed systems
- Improved safety, health, and comfort of citizens & staff
- Demonstrates highest levels of fiscal conservatism & responsibility

Authorized by **XXX** Legislation

(example: Local Government Code (Section 302) permits Texas counties to utilize this means as a method of addressing their own critical needs in a guaranteed, risk-free manner)



How does Performance Contracting work?



- The program uses GUARANTEED energy savings, operational savings, and avoided capital expenditures to fund repayment of capital for building/ infrastructure needs.
- Any shortfall in energy savings is made up by JCI annually.
- Performance Guarantee ensures that savings will at least be sufficient to repay capital for term. Excess savings are retained by [the school district](#).

A detailed technical approach

1

Utility Survey

2

Building Survey

3

FIM Selection

4

Engineering Design

5

M&V Decisions

- ✓ General Building Information
- ✓ Building Coordinator Interviews
- ✓ Lighting Survey
- ✓ HVAC Systems Survey
- ✓ Metering Analysis
- ✓ Building Automation Systems
- ✓ Chilled Water System
- ✓ Heating Plant Survey
- ✓ Water/Sewer System
- ✓ Steam Traps
- ✓ Operational and Capital Plan
- ✓ Information Technology

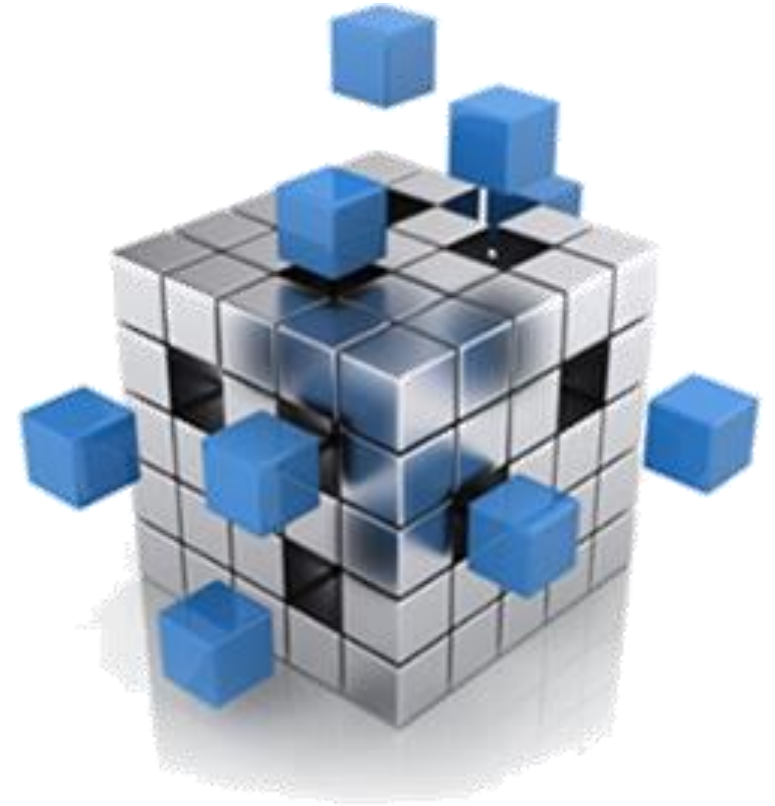


FIM Impacts Provide Decision Clarity

- How will the FIM impact the learning environment?
- How does the FIM help achieve the District's stated goals?
- Where does the FIM fit within the District's Master Plan?
- Does the FIM address a capital need or a deferred maintenance item?
- How will the FIM impact the maintenance staff?
- Will the FIM deliver significant energy or operational savings or qualify for other funding opportunities?

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Project selection with transparency—this is YOUR project!

Facility Improvement Measure	Include?	Cost	Annual Utility Savings	Annual O&M Savings	Payback Over Time
FIM 1a - Lighting Upgrades - Embedded Door Kits (Priority-1)	Yes	7,123,730	497,154	\$ 32,996	11.61
FIM 1a - Lighting Upgrades - Embedded Door Kits (Priority-0)	No	-	-	\$ -	-
FIM 1b - Lighting Upgrades - TLED (Priority-0)	No	-	-	\$ -	-
FIM 1c - Lighting Upgrades - Portables & Ancillary (Priority-0)	No	-	-	\$ -	-
FIM 2a - Lighting Upgrades - Exterior	Yes	1,440,617	113,321	\$ 14,857	10.49
FIM 2b - Lighting Seismic Restraints	No	-	-	\$ -	-
FIM 3a - Water Conservation - All In Scope (1.28gpf)	No	-	-	\$ -	-
FIM 3b - Water Conservation - Trimmed Scope (SPB<14-years)	Yes	2,209,715	154,983	\$ 11,585	11.51
FIM 3c - Water Conservation - Hybrid All In Scope (1.28gpf / 1.6gpf)	No	-	-	\$ -	-
FIM 3e - PRV Replacement / Installation (10 Facilities)	Yes	157,627	-	\$ -	-
FIM 4 - Bldg. Envelope Improvements	Yes	1,131,652	65,080	\$ -	13.34
FIM 5a - HVAC Controls (Excluding Schools in the Bond Referendum Scope)	Yes	426,144	-	\$ -	-
FIM 6a - HVAC Replacement (Bookman ES)	Yes	2,536,355	19,376	\$ -	86.40
FIM 7 - Solar PV - Blythewood MS	Yes	354,299	15,570	\$ -	17.08
		15,380,140	865,485	\$ 59,439	13.93

- The District will have total involvement in scope selection.
- Pricing guidance and contractor selection strategy will be directed by the District.
- Dynamic “live” preview of project’s cash flow using Customer Selection Modeler tool

Year of Term	Measured		Non-Measured				Total Savings	Loan Payment	Annual Service	Savings Balance
	Utility Savings	Total Utility Savings	Utility Savings	Operational Savings	Capital Contribution	Total Non-Measured Savings				
Year 0	\$ 343,268	\$ 343,268	\$ 38,610	\$ -	\$ -	\$ 38,610	\$ 381,879	\$ -	\$ -	\$ 381,879
Year 1	\$ 1,403,806	\$ 1,403,806	\$ 173,535	\$ 117,238	\$ -	\$ 290,772	\$ 1,694,579	\$ 2,025,129	\$ 2	\$ (330,552)
Year 2	\$ 1,445,920	\$ 1,445,920	\$ 178,741	\$ 120,755	\$ -	\$ 299,496	\$ 1,745,416	\$ 2,025,129	\$ 2	\$ (279,715)
Year 3	\$ 1,489,298	\$ 1,489,298	\$ 184,103	\$ 124,377	\$ -	\$ 308,480	\$ 1,797,778	\$ 2,025,129	\$ 2	\$ (227,352)
Year 4	\$ 1,533,977	\$ 1,533,977	\$ 189,626	\$ 128,109	\$ -	\$ 317,735	\$ 1,851,712	\$ 2,025,129	\$ 2	\$ (173,419)
Year 5	\$ 1,579,996	\$ 1,579,996	\$ 195,315	\$ 131,952	\$ -	\$ 327,267	\$ 1,907,263	\$ 2,025,129	\$ 2	\$ (117,868)
Year 6	\$ 1,627,396	\$ 1,627,396	\$ 201,175	\$ 135,910	\$ -	\$ 337,085	\$ 1,964,481	\$ 2,025,129	\$ 2	\$ (60,650)
Year 7	\$ 1,676,218	\$ 1,676,218	\$ 207,210	\$ 139,988	\$ -	\$ 347,198	\$ 2,023,415	\$ 2,025,129	\$ 2	\$ (1,715)
Year 8	\$ 1,726,505	\$ 1,726,505	\$ 213,426	\$ 144,187	\$ -	\$ 357,613	\$ 2,084,118	\$ 2,025,129	\$ 2	\$ 58,987
Year 9	\$ 1,778,300	\$ 1,778,300	\$ 219,829	\$ 148,513	\$ -	\$ 368,342	\$ 2,146,641	\$ 2,025,129	\$ 2	\$ 121,511
Year 10	\$ 1,831,649	\$ 1,831,649	\$ 226,424	\$ 152,968	\$ -	\$ 379,392	\$ 2,211,041	\$ 2,025,129	\$ 3	\$ 185,910
Year 11	\$ 1,886,598	\$ 1,886,598	\$ 233,216	\$ -	\$ -	\$ 233,216	\$ 2,119,815	\$ 2,025,129	\$ 3	\$ 94,683
Year 12	\$ 1,943,196	\$ 1,943,196	\$ 240,213	\$ -	\$ -	\$ 240,213	\$ 2,183,409	\$ 2,025,129	\$ 3	\$ 158,278
Year 13	\$ 2,001,492	\$ 2,001,492	\$ 247,419	\$ -	\$ -	\$ 247,419	\$ 2,248,911	\$ 2,025,129	\$ 3	\$ 223,780
Year 14	\$ 2,061,537	\$ 2,061,537	\$ 254,842	\$ -	\$ -	\$ 254,842	\$ 2,316,379	\$ 2,025,129	\$ 3	\$ 291,247
Year 15	\$ 2,123,383	\$ 2,123,383	\$ 262,487	\$ -	\$ -	\$ 262,487	\$ 2,385,870	\$ 2,025,129	\$ 3	\$ 360,738
Total ^{xi}	\$ 26,452,538	\$ 26,452,538	\$ 3,266,171	\$ 1,343,997	\$ -	\$ 4,610,168	\$ 31,062,706	#####	\$ 36	\$ 685,742

Construction Sell Price	\$	31,354,519
Paydown of Debt	Capital Contribution	\$ 9,500,000
	Grants	\$ -
	Rebates	\$ 200,000
Fees	Project Bond	\$ 123,577
	Miscellaneous Fees	
Adjusted Financed Amount	\$	21,778,096
Interest Rate		4.00%
Total Financed Amount	\$	21,778,096
Contract Term Years		15
Time Management Canvas Status		Normal

Project Management Process

Priority on Safety

- Badging and Access
- Hazardous Materials Plan, e.g. asbestos
- Safety Plan and materials storage

Project Scheduling

- Signed Contract
- Kick-off Meeting
- Engineering
- Regularly Scheduled construction progress meetings
- Procurement
- Installation
- Startup/Commissioning
- M&V Stage
- Warranty

Competitive RFP Pricing

- Equipment
- Subcontractors
- General Conditions

The Wisconsin K-12 Energy Savings Performance Contracting (ESPC) statute is detailed in Wisconsin Statutes Section 66.0133.

66.0133 Energy savings performance contracting.

(1) DEFINITIONS. In this section:

- (a)** "Energy conservation measure" means a facility alteration or training, service, or operations program designed to reduce energy consumption or operating costs, conserve water resources, improve metering accuracy, or ensure state or local building code compliance.
- (b)** "Local governmental unit" has the meaning given in s. [19.42 \(7u\)](#).
- (bg)** "Operational savings" means savings from costs eliminated or avoided as a result of installing equipment or providing services.
- (c)** "Performance contract" means a contract for the evaluation and recommendation of energy conservation and facility improvement measures, and for the implementation of these measures.
- (d)** "Qualified provider" means a person, other than a local governmental unit, who is experienced in the design, implementation and installation of energy conservation and facility improvement measures and who has the ability to provide labor and material payment and performance bonds equal to the maximum amount of any payments due under a performance contract entered into by the person.

(2) AUTHORIZATION; REPORT.

(a)

1. Except as provided under subd. [2.](#), any local governmental unit may, in accordance with this section, enter into a performance contract with a qualified provider to reduce energy or operating costs, realize operational savings, conserve water resources, ensure state or local building code compliance, or enhance the protection of property of the local governmental unit.
 2. A performance contract with a qualified provider under this section may not allow a local governmental unit to increase the square footage of a facility unless the increase is necessary to make mechanical, electrical, or plumbing improvements in order to achieve reductions in energy consumption or to conserve water resources.
- (b)** Prior to entering into a performance contract for the implementation of any energy conservation or facility improvement measure, a local governmental unit shall obtain a report from a qualified provider containing recommendations concerning the amount the local governmental unit should spend on energy conservation and facility improvement measures. The report shall contain estimates of all costs of installation, modifications, or remodeling, including costs of design, engineering, maintenance, repairs and financing. In addition, the report shall contain a guarantee specifying a minimum amount by which energy or operating costs of the local governmental unit will be reduced or energy or water metering accuracy will be improved, if the installation, modification or remodeling is performed by that qualified provider.
- (c)** If, after review of the report under par. [\(b\)](#), the local governmental unit finds that the amount it would spend on the energy conservation and facility improvement measures recommended in the report is not likely to exceed the amount to be saved in energy and operation costs, or the benefits to be obtained by improved metering accuracy, over the remaining useful life of the facility to which the measures apply, the local governmental unit may enter into the contract.

(3) NOTICE. Notwithstanding ss. [27.065 \(5\) \(a\)](#), [30.32](#), [38.18](#), [43.17 \(9\) \(a\)](#), [59.52 \(29\) \(a\)](#), [59.70 \(11\)](#), [60.47 \(2\) to \(4\)](#), [60.77 \(6\) \(a\)](#), [61.54](#), [61.57](#), [62.15 \(1\)](#), [62.155](#), [66.0131 \(2\)](#), [66.0923 \(10\)](#), [66.0925 \(10\)](#), [66.0927 \(11\)](#), [66.1333 \(5\) \(a\) 2.](#), [200.11 \(5\) \(d\)](#) and [200.47 \(2\)](#), before entering into a performance contract under this section, a local governmental unit shall solicit bids or competitive sealed proposals from qualified providers. A local governmental unit may only enter into a performance contract with a qualified provider if the contract is awarded by the governing body of the local governmental unit and if the qualified provider agrees to sign the performance contract and all contracts with subcontractors, including subcontractors who provide billing services under the performance contract. The governing body shall give at least 10 days' notice of the meeting at which the body intends to award a performance contract. The notice shall include a statement of the intent of the governing body to award the performance contract, the names of all potential parties to the proposed performance contract, and a description of the energy conservation and facility improvement measures included in the performance contract and an explanation of how these measures will generate operational savings sufficient to pay for the cost of the measures. At the meeting, the governing body shall review and evaluate the bids or proposals submitted by all qualified providers and may award the performance contract to the qualified provider that best meets the needs of the local governmental unit, which need not be the lowest cost provider.

- (4) INSTALLMENT PAYMENT AND LEASE-PURCHASE AGREEMENTS.** A local governmental unit may enter into an installment payment contract or lease-purchase agreement for the purchase and installation of energy conservation or facility improvement measures.
- (5) PAYMENT SCHEDULE; SAVINGS.** Each performance contract shall provide that all payments to a qualified provider, except obligations on termination of the contract before its expiration, shall be made no later than the date on which the contract expires. Energy savings shall be guaranteed by the qualified provider for the entire term of the performance contract and may not be guaranteed by a third party. Unless otherwise agreed by the parties, every performance contract shall assume an annual increase of 3 percent in the cost of relevant utility services incurred by the local governmental unit.
- (6) TERMS OF CONTRACTS.** A performance contract may extend beyond the fiscal year in which it becomes effective, subject to appropriation of moneys, if required by law, for costs incurred in future fiscal years.
- (7) ALLOCATION OF OBLIGATIONS.** Subject to appropriations as provided in sub. (6), each local governmental unit shall allocate sufficient moneys for each fiscal year to make payment of any amounts payable by the local governmental unit under performance contracts during that fiscal year.
- (8) BONDS.** Each qualified provider under a performance contract shall provide labor and material payment and performance bonds in an amount equivalent to the maximum amount of any payments due under the contract, including payments for work performed by other persons that is necessary to achieve the required guaranteed energy or operational savings.
- (9) USE OF MONEYS.** Unless otherwise provided by law or ordinance, if a local governmental unit has funding designated for operating and capital expenditures, the local governmental unit may use moneys designated for operating or capital expenditures to make payments under any performance contract, including installment payments or payments under lease-purchase agreements.
- (10) MONITORING; REPORTS.** During the entire term of each performance contract, the qualified provider entering into the contract shall monitor the reductions in energy consumption and cost savings attributable to the energy conservation and facility improvement measures installed under the contract, and shall periodically prepare and provide a report to the local governmental unit entering into the contract documenting the reductions in energy consumption and cost savings to the local governmental unit.
- (11) ENERGY CONSERVATION MEASURES.** Energy conservation measures under this section may include the following:
- (a)** Insulation of a building structure or systems within a building.
 - (b)** Storm windows or doors, caulking or weather stripping, multiglazed windows or doors, heat-absorbing or heat-reflective glazed and coated window or door systems, additional glazing, reductions in glass area, or other window and door system modifications that reduce energy consumption.
 - (c)** Automated or computerized energy control and facility management systems or computerized maintenance management systems.
 - (d)** Heating, ventilating or air conditioning system modifications or replacements.
 - (e)** Replacement or modification of lighting fixtures to increase the energy efficiency of the lighting system without increasing the overall illumination of a facility, unless an increase in illumination is necessary to conform to the applicable state or local building code for the lighting system after the proposed modifications are made.
 - (f)** Energy recovery systems.
 - (g)** Utility management systems and services.
 - (h)** Cogeneration systems that produce steam or forms of energy such as heat, as well as electricity, for use primarily within a building or complex of buildings.
 - (i)** Life safety improvements or systems required to comply with the federal Americans with Disabilities Act.
 - (ig)** Replacement or improvement of energy or water metering systems.
 - (im)** Measures to improve indoor or outdoor water conservation, including measures related to water recycling and reuse, and systems or equipment that implement those measures.
 - (ir)** Measures to improve indoor air quality to meet applicable state and local building code requirements.
 - (j)** Any other facility improvement measure that is designed to provide long-term energy or operating cost reductions or compliance with state or local building codes.

SUPPORTING MPS BIG 8 IDEAS FOR STUDENT AND COMMUNITY EDUCATION & ENGAGEMENT

Milwaukee Public Schools

Milwaukee, WI

Project price \$18+ Million - Selected for 2 schools after 2 rounds of RFPs



FIMs Included:

- Major lighting
- Controls (Metasys)
- Central plant: boilers and chillers (YMCC)
- Air-handling units (York)
- Fire (JCI)
- Building envelope (doors & windows)
- Solar PV (15 KW)
- 20% HUB participation
- 30% COIN participation
- Over 1,600 hours of student employment
- 1st Performance Contract in district history
- Utilization of Revenue Limit Exemption legislation for WI K12
- Tied our entire solutions around the Supt. stated Big 8 Ideas strategy



STEAM Camp

- Students attended 2 ½ day Science Technology, Engineering, Arts, and Math Camp
- Goal: Provide hands on experiential learning and the ability for them to translate learning to their school, home and life.
- Students worked in teams to present their learning to MPS Leadership

What can SEO's do to help?

Maintain a 5 year
list of eligible
ESCO's

Promote
Performance
Contracting Project
Examples

Support an RFQ or
Cooperative
Purchasing
Procurement
Process

Join the Energy
Services Coalition
and support a local
chapter

Allow K12 Districts
flexibility in the
implementation of
project