



Louisiana School for the Deaf

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"Kids Come First"

AGENDA

- Existing Conditions
- Why Performance Contracting?
- The Process
- Results
- Tips

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Energy Project 1993-2003

Capital Investment of
\$1,080,000

Original Performance Contract

- 22 Bldgs, 450,000 sq ft
- Mechanical Replacements- Two 300 Ton chillers, Two 300 Ton Cooling Tower, Controls on Three Boilers
- Other improvements- New 80 ton chiller, New Electric/Gas Water Heaters, Variable Speed Pumping, Plant Optimization, Lighting Improvements, Energy Management, Pool Heater Systems
- Guaranteed Savings: \$1,614,720 for contract term
- Actual Savings: \$2,111,410 for contract term
- Replaced aging equipment
- Improved overall operational efficiency

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Existing Conditions

- Original PC contract addressed older part of the campus
- Newer part of campus began to have issues:
 - 600 Ton Chiller past life expectancy
 - Two 150 HP Boilers need replacement
- End of successful energy contract

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Why Performance Contracting?

Goals

- Replace Outdated Equipment
- Evaluate and Improve Facility Conditions based on current use
- Improve efficiency
- Maintain Budget Integrity

Challenges

- Overcoming a declining budget
- Inability to obtain capital for facility improvements

Risks

- Budgets not getting approved
- Failure of equipment



Why Performance Contracting?

- Proven Process- existing contract a success
- Resources of an ESCO

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Process Steps

- Preliminary Survey
- Approval to initiate RFP Process
- RFP Process
 - Advertise
 - Selection Committee
 - Pre-Bid Meet/Walk
 - ESCO Evaluation
 - ESCO Selection
 - Select Project Components
 - Award Final Contract

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Key Process Steps

- Selection Committee Members
 - Mechanical , Financial, Contractual, Management Experience
- ESCO RFP Evaluation
 - Score every Component
 - Evaluate comprehensive and credibility of recommendations
 - More emphasis on Qualifications and less on costs

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Key Process Steps

- Selecting Project Components
 - Utilize ideas generated from all proposals and all of your resources
 - Include solutions for critical issues throughout your organization (take care of the thorns)
 - Include cost benefit analysis for evaluation to ensure feasibility of overall project

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Results

- Lighting Upgrades
- Water Conservation
- New 800 Ton Chiller and SS Cooling Tower
- Domestic HW Conversion
- Laundry Boiler Upgrade
- Humidistat Installation

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Results

- Administrative Tie-In
- Building 9 Ductwork Modification
- Energy Management System Upgrade
- Vending Miser
- Dishroom Exhaust

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FINANCING DETAILS

Financing Provided by:

Department of Natural
Resources Energy Fund

Capital Investment:
\$2,390,000

Total Savings:
\$4,421,960

Project Term

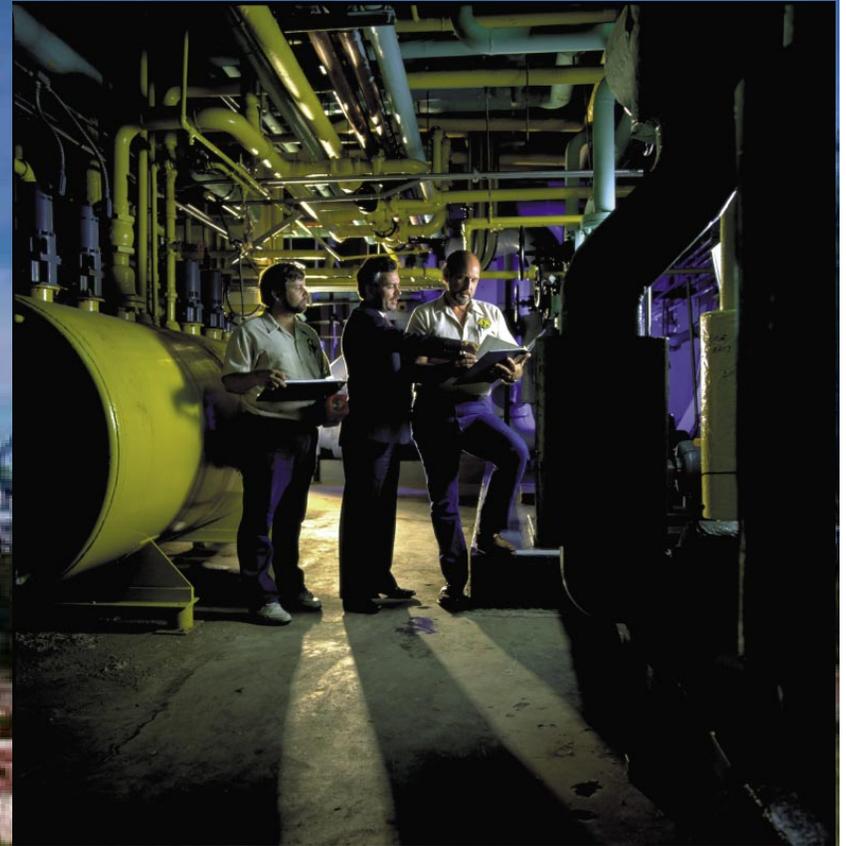
15 Years



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Results

- Capital Improvements and energy savings
- Improved learning environment
- Elimination of thorns
- Transfer focus of maintenance staff to preventive maintenance
- Staff Training



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Tips

- Don't tie yourself down- make the RFP broad
- Gain internal agency support by performing visual and quick energy conservation measures first
- Get your facilities services staff involved and listen to their recommendations in developing the project scope
- Conduct weekly construction meetings and challenge the construction schedule
- Assign a staff member to oversee each project component

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