



Energy Efficient Investments ENE Energy Advisors

Introduction to Performance Contracting Raymond



The EEI & ENE Energy Advisor

A proven process ...

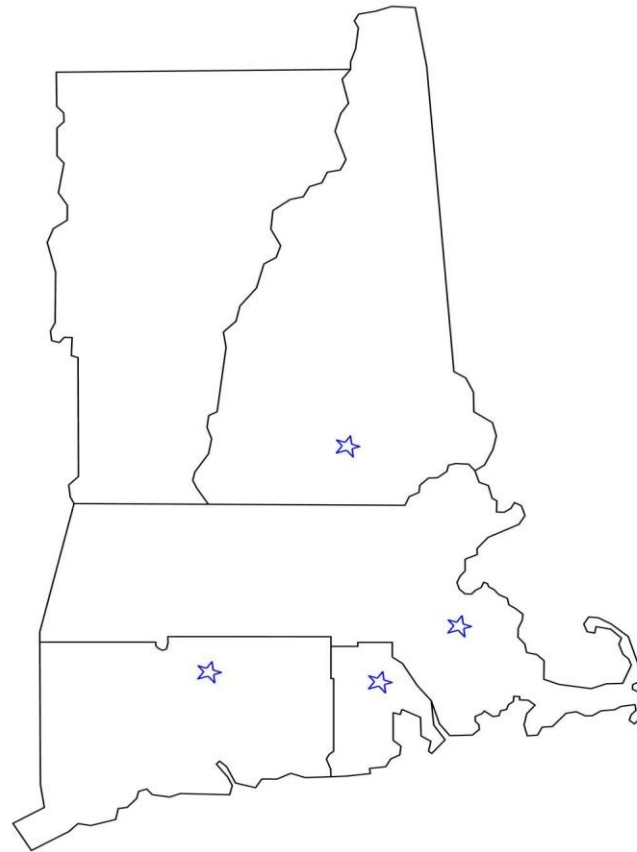


ENE System, Inc. is the largest independently owned controls contractor in New England (Since 1987)

EEI Systems was founded by ENE to service New Hampshire clients (Since 2007)

Local ownership and management

Office Locations



Project Success Stories

**Lawrence Public Schools
Portsmouth, NH
Keene School District
Shaker Regional School District**







Items noted during Audit

- Lack of Centralized Digital Control System
- Standard Efficiency Oil heating system
- Poor insulation in some buildings
- Fluorescent Lighting



How to fund projects

- In Budget (Chesterfield & Portsmouth Example)
- Warrant Article (Jaffrey and Shaker)
- Board Lease approval (Plymouth and Fall MT)

What is a Performance Contract?

- **New Hampshire State Law Definition of a Performance Contract:** means an agreement for the provision of energy services or equipment or both. This shall include, but shall not be limited to, energy conservation-enhancing projects in buildings and alternate energy technologies, in which a private sector person or company agrees to finance, design, construct, install, maintain, operate, or manage energy systems or equipment to improve the energy efficiency of, or produce energy in connection with, a state government agency or facility in exchange for a portion of the energy cost savings or specified revenues. The level of payments made would be contingent upon measured energy cost savings or energy production.”
 - State law allows project to be financed for a period of up to twenty years
 - State law allows for lease finance payment of projects
 - Energy Savings pay for project over time.



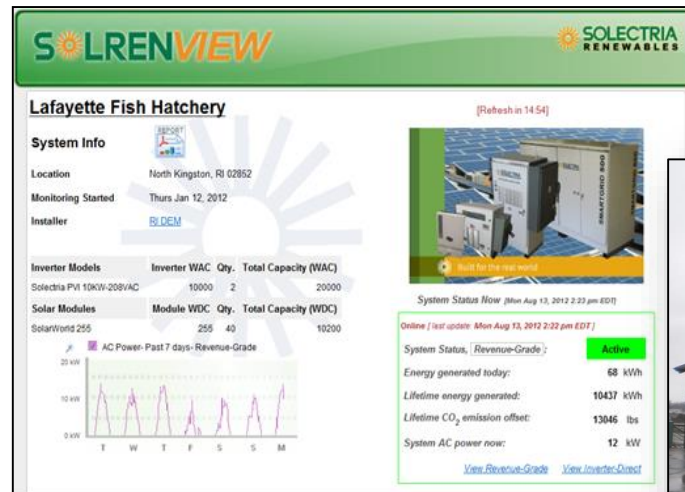
Energy Performance Contract Goals

- Improve Buildings
- Reduce Energy Cost
- Increase renewable options (Solar/Bio-mass)
- Create a Project that is cost neutral in which energy savings pay for project cost
- Reduce Energy Consumption
- Energy Savings will be guaranteed

Unique Opportunities

Solar Photovoltaic (PV)

- Installing solar panels helps the end user generate electricity to be used, stored, or sold back to the utility companies.
- Utility rebates and tax deductions are available.
- End users are able to see the energy they are generating using a web based monitoring interface.





Manchester School District

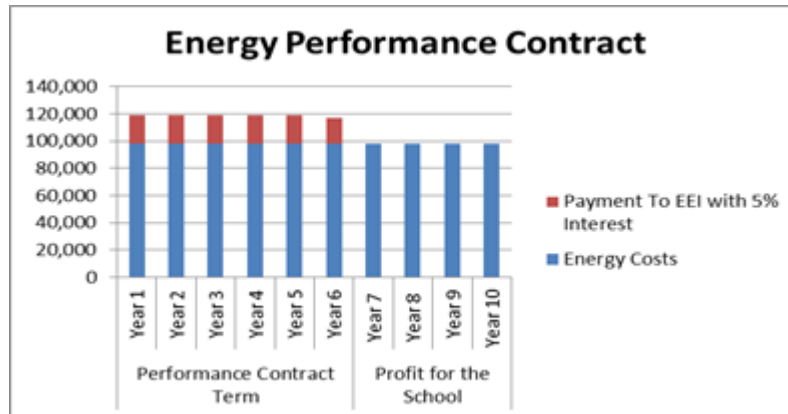
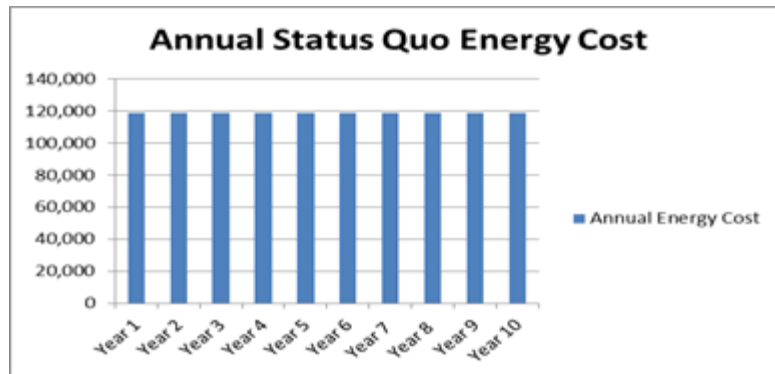
- \$4 Million in Energy Efficiency spending across 22 buildings
- Replace Outdated Equipment
- New LED Lighting
- More than \$800,000 in Grants and rebates
- More than \$325,000 in Energy Savings

Manchester Transformers

Existing Transformers were 50 years old, oversized and inefficient. New Transformers had a payback of 3 years.



Energy Savings Pay for Improvements

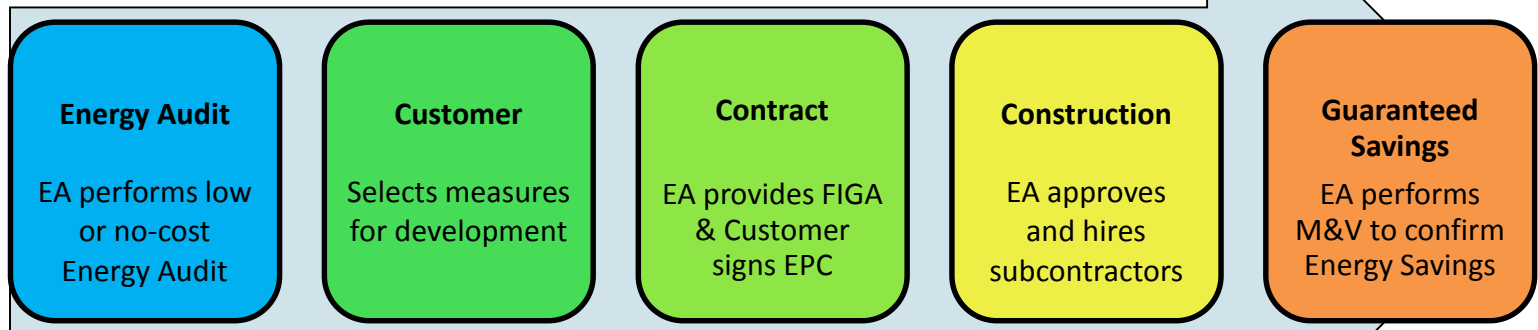


Example Sample NH High School new lights, controls, and HVAC improvements where paid for through grants and energy savings

Our Lean ESCO Approach

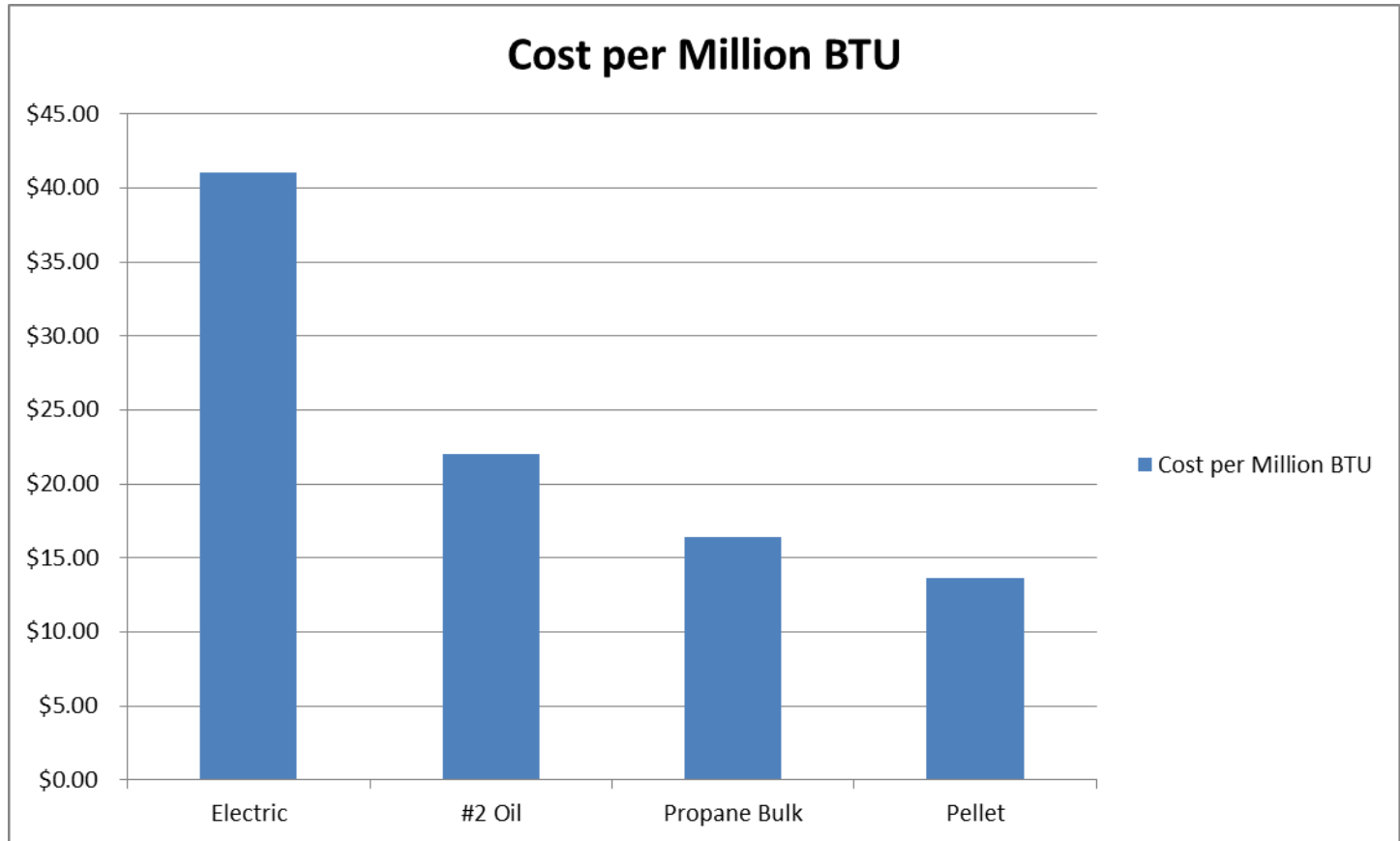
Similar to General Contracting with the following exceptions:

- 1) Focused on energy and operational savings
- 2) Assist in financing projects & finding grant/rebate funds
- 3) Self perform Engineering Services
- 4) Guaranteed Savings
- 5) M&V Program to ensure long term savings



*FIGA – Final Investment Grade Audit
EPC – Energy Performance Contract
M&V – Measurement & Verification*

State of New Hampshire Current Fuel Economy



Energy Projects



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HVAC Controls Improvements

- DDC Controls Upgrade
- Demand Control Ventilation
- Re-Balancing
- VFD Drives





Question & Answers

*Follow-up questions can be emailed to Mike Davey
at MDavey@EEIServices.com*