

**Honeywell**

# Energy Savings Improvement Program (ESIP)

## West Orange Public Schools

November 23, 2015

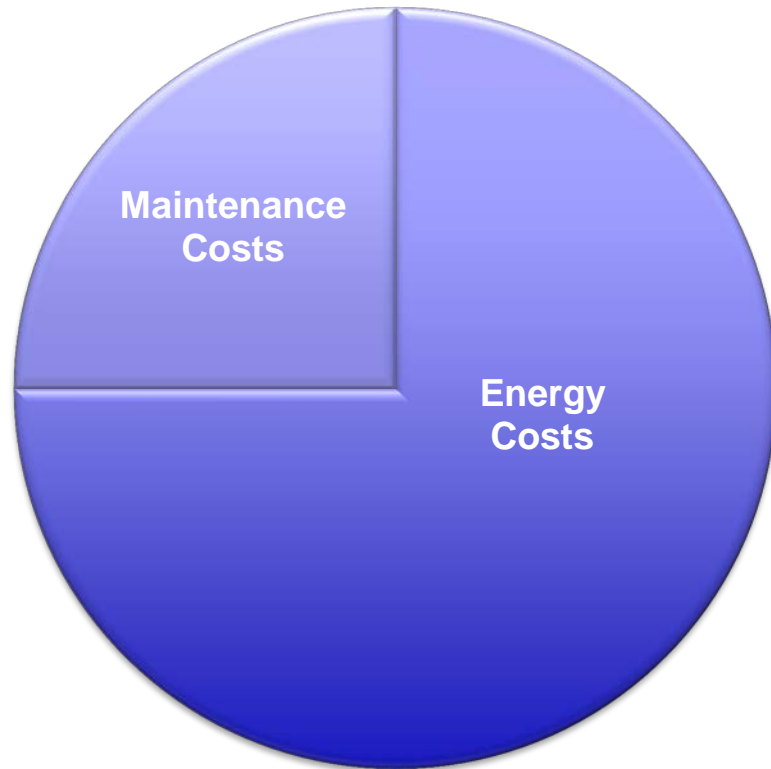


## Agenda

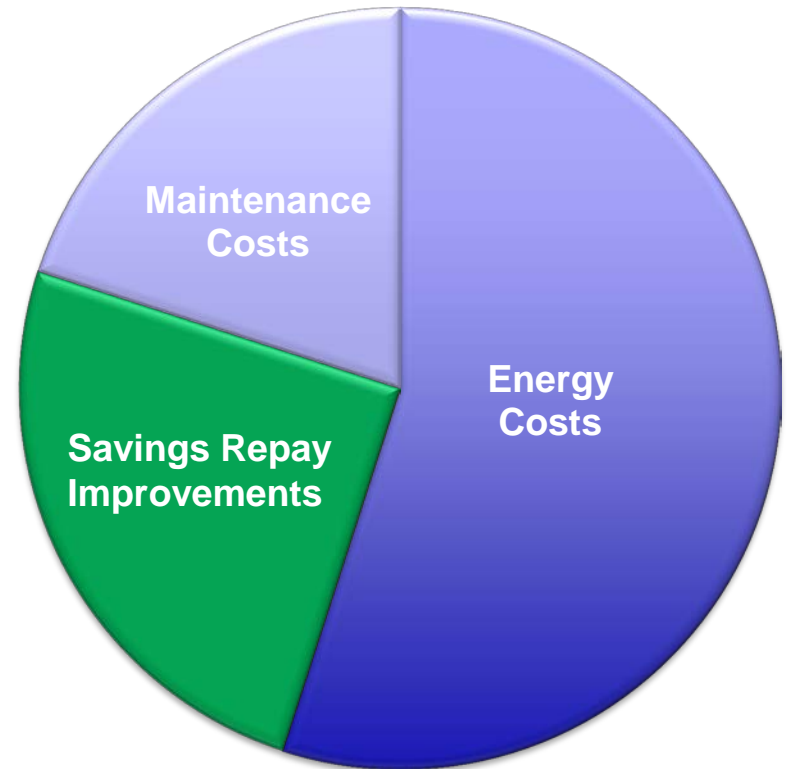
1. **New Jersey Energy Savings Improvement Program**
2. **Financial Considerations**
3. **Operational Considerations**
4. **Contractual Considerations**
5. **Similar Projects**
6. **Summary**



## Before Improvements



## After Improvements



- No capital outlay
- Fund project with energy + operational savings
- Honeywell guarantees savings



# Financial Considerations

## West Orange Capital Expense Projects

Expense for Capital Projects (since 2010/2011)	
2010-2011	\$1,432,464
2011-2012	\$1,844,674
2012-2013	\$2,841,220
2013-2014	\$2,850,875
2014-2015	<u>\$1,700,050</u>
	\$10,669,293

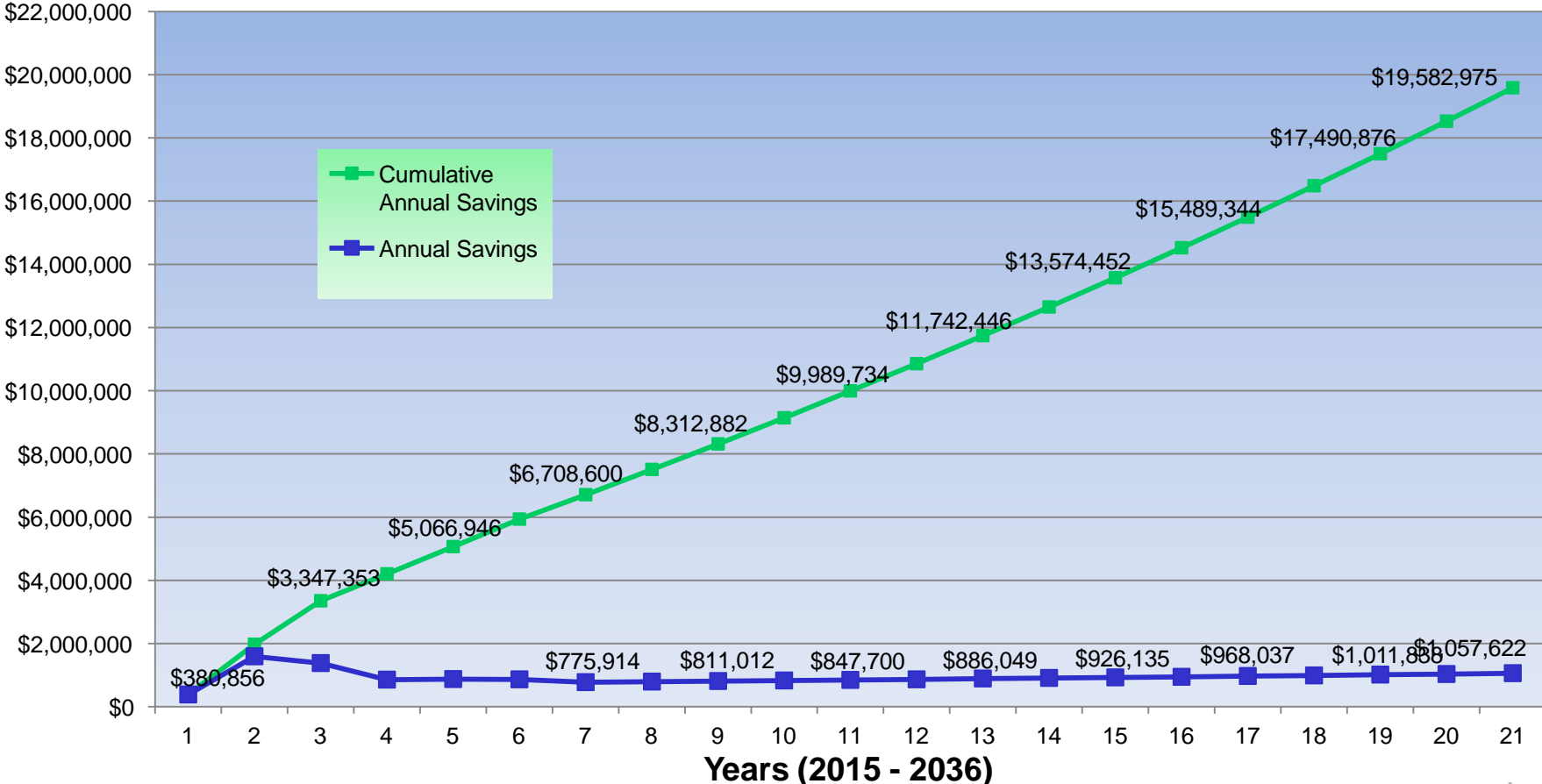


## Financial Considerations

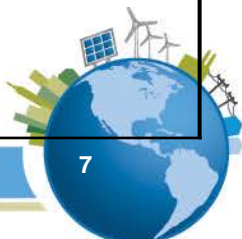
- Over \$1,200,000 in NJ State Provided Rebates
- No Out of Pocket Capital Dollars Required / No Tax Increase
- Redirects Current Costs into Building Infrastructure
- Over \$800,000 in Annual Energy and Operational Savings
- Guaranteed Savings and over \$2.8M in Positive Cash Flow
- Avoided Capital Expense of Over \$10,800,000



# Cumulative Savings



<b>West Orange Goals</b>	<b>ESIP / Honeywell Solution</b>
<b>Address Deferred Facility Needs</b>	<ul style="list-style-type: none"><li>➤ <b>New Roofs at High School, Mt. Pleasant, Roosevelt</b></li><li>➤ <b>Transformer Replacements</b></li><li>➤ <b>Motors / HVAC / Cooling Replacements / AHU Upgrades</b></li></ul>
<b>Cost Reduction / Improve District Energy Efficiency and Energy Security</b>	<ul style="list-style-type: none"><li>➤ <b>LED Lighting Retrofit and Upgrades Throughout District</b></li><li>➤ <b>New Technology High Efficiency Equipment</b></li><li>➤ <b>Reduce Utility Penalties Via Combined Heat and Power (CHP)</b></li><li>➤ <b>Generators for Community Shelters</b></li></ul>
<b>Improve Operational Efficiency</b>	<ul style="list-style-type: none"><li>➤ <b>District Wide Lighting Controls</b></li><li>➤ <b>District-Wide Building Automation</b></li><li>➤ <b>Energy Metering and Monitoring</b></li><li>➤ <b>LED Lighting</b></li></ul>
<b>Learning Environment Improvement</b>	<ul style="list-style-type: none"><li>➤ <b>De-stratification Fans</b></li><li>➤ <b>Classroom Light Levels</b></li><li>➤ <b>Building Envelope Repairs from Air Leaks</b></li></ul>



## Contractual Considerations

- Energy Savings Plan has been Approved by the Board of Public Utilities
- All Energy Conservation Measures are Bid in Accordance with NJ Public Contract Law
- Honeywell is Responsible if Bids are Over Budget
- School District Retains Money if Bids are Under Budget
- No Change Orders will Be Requested of the School District





# Similar ESIP Projects

Honeywell ESIP Customer	Project \$	Project Status	Pre-ESIP Utility Spend	Annual Savings	% Energy Savings
Upper Township Board of Education	\$5,517,037	Construction	\$552,605	\$354,631	64%
Chatham Board of Education	\$5,014,158	Construction	\$901,268	\$311,135	35%
Lower Cape May Regional District	\$3,455,546	Construction	\$571,555	\$215,614	38%
Verona Public School District	\$3,145,042	Construction	\$614,094	\$198,418	32%
Great Meadows School District	\$2,561,470	Construction	\$344,921	\$165,540	48%
Mountain Lakes Board of Education	\$2,390,463	Construction	\$564,056	\$177,373	31%
Hillsborough School District	\$15,154,752	Complete	\$1,755,960	\$834,099	47%
Parsippany Troy Hills School District	\$13,367,516	Complete	\$1,853,152	\$421,061	34%
Elizabeth Board of Education	\$10,033,644	Complete	\$3,533,898	\$858,265	24%
Bridgewater-Raritan-Regional District	\$8,563,325	Complete	\$1,807,540	\$592,025	30%
NH Voorhees Regional HS District	\$7,559,572	Complete	\$1,273,624	\$602,161	47%
Phillipsburg School District	\$7,132,145	Complete	\$1,246,624	\$421,061	34%
Camden County Technical Schools	\$6,999,998	Complete	\$1,617,166	\$526,478	33%
Robbinsville Public School District	\$4,492,914	Complete	\$945,110	\$240,849	25%
Hanover Township Public Schools	\$2,855,936	Complete	\$502,793	\$129,950	26%
Town of Kearny	\$1,575,032	Complete	\$313,729	\$76,233	24%
High Point Regional HS	\$1,315,119	Complete	\$494,071	\$167,096	34%
Frankford Township Schools	\$763,494	Complete	\$212,934	\$42,645	20%



## Summary

The West Orange Board of Education has been working on this project since the Fall of 2012. Honeywell has been researching and identifying the best projects to achieve your goals in collaboration with the West Orange School District.

We have done our due diligence and are prepared to implement a comprehensive district wide Energy Savings Plan and Building Infrastructure upgrade at our own risk with a guaranteed cost and a guarantee of savings.

We are ready to go and very confident that the project will achieve the goals of the district as detailed in your original request for proposal and conveyed to us by the administration.

# THANK YOU!

