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An Energy Savings Performance Contracting publication
for the Tennessee Board of Regents System.

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ESPC News

ESPCs Are Underway

With the execution of the master contracts in February, Energy Savings Performance Contracting (ESPC) is finally available to all campuses within the TBR system. We now have three Energy Service Companies (ESCOs)—Energy Systems Group, Siemens Building Technologies, and Ameresco Enertech (formerly LG&E Enertech)—ready, willing, and able to help the campuses in their particular regions identify and implement facility improvement projects that save energy.

This ESPC program provides a unique opportunity to invest in our facilities beyond our annual capital maintenance capability. Each campus is encouraged to take advantage of this opportunity and work with the ESCo in its region and this office to develop strong projects.

This newsletter is designed to share relevant information to help facilitate the ESPC program. We are planning to provide basic instructions, project-related features and highlights, lessons learned, and ESCo updates on a regular basis. While not new, the project development process is somewhat different and an extra measure of communication between TBR, the campuses, and the ESCOs should help.

So, with that said, let's get started! The ESCo in your region is making plans to contact you soon to arrange a kickoff session and information swap. Institutions, however, may initiate the process by contacting the ESCOs. Either way, each institution should be ready to discuss its physical plant operations, maintenance needs, energy costs, and possible energy cost reduction opportunities. ESCo features and contact information are provided within this newsletter, along with an article describing some of the early information they are interested in obtaining from the campuses. Please look over the information and the requests and get prepared to help turn this program into projects for your campus.

—Jerry Preston
Director
Office of Facilities Development
Tennessee Board of Regents

Introducing the Energy Service Companies



Region 1 - West

The University of Memphis

Dyersburg State CC
Jackson State CC
Southwest Tenn. CC

TTC Covington
TTC Crump
TTC Dickson
TTC Jackson
TTC McKenzie
TTC Memphis
TTC Newbern
TTC Paris
TTC Ripley
TTC Whiteville

Energy Systems Group (ESG), headquartered in Evansville, Indiana, with ten offices in seven states including two in Tennessee (Nashville and Johnson City) has been successfully implementing ESPC projects since 1994. ESG has been awarded over 100 energy projects, primarily in southern and midwestern regions, with a total value in excess of \$300 million dollars.

ESG's primary client base comprises institutions of higher education; local, state, and federal government; primary and secondary education; health care; and others. ESG has experienced steady growth over the years because of its dedication to project completion and a foundational business philosophy of providing exceptional value that results in high customer satisfaction.

ESG looks forward to serving the TBR facilities in the West Region with a team of energy professionals including experienced energy engineers; project and program managers; professional engineers; and operations, technical, and administrative staff. ESG's objective is to exceed customers' expectations. ESG is committed to a strong, effective, and highly successful long-term partnership.

-Ray Hinson

SIEMENS

Region 2 - Middle

Austin Peay State University
Tennessee Tech University

Columbia State CC
Motlow State CC
Nashville State Tech CC
Volunteer State CC

TTC Hartsville
TTC Hohenwald
TTC Livingston
TTC McMinnville
TTC Murfreesboro
TTC Nashville
TTC Pulaski
TTC Shelbyville

Siemens has been a facilities improvement partner with TBR for many years, providing energy management control and mechanical systems and service. During this period, Siemens has supported the mission of TBR and shown that our shared values mirror the values of the TBR institutions, both striving for customer value, honesty, integrity, trust, employee well-being, innovative thinking, and improvement by measuring and learning.

Now, as the ESPC partner for the Middle Region of the TBR system-wide project, Siemens is excited about the opportunity to expand relationships to additional facilities. The Nashville District office has over 300 professionals anxious to work with each of the institutions in the region.

Siemens leverages global knowledge, presence, technology leadership, project management expertise, product depth, and financial resources for customers in more than 190 countries.

For additional information about Siemens and the Building Technologies Division, please visit www.us.siemens.com or www.sbt.siemens.com

-Kirk Whittington



Region 3 - East

East Tenn. State University

Chattanooga State Tech CC
Cleveland State CC
Northeast State Tech CC
Pellissippi State Tech CC
Roane State CC
Walters State CC

TTC Athens
TTC Crossville
TTC Elizabethton
TTC Harriman
TTC Jacksboro
TTC Knoxville
TTC Morristown
TTC Oneida/Huntsville

Ameresco Enertech, located in Nashville, Tennessee, and Louisville, Kentucky, has successfully completed a number of energy and guaranteed cost savings contracts delivering energy efficient systems with energy and cost savings to colleges and universities; K-12 school systems; municipal, state and federal government facilities; and industrial and commercial facilities, including retrofits and upgrades in lighting, water/plumbing, HVAC, mechanical, boilers, chillers, windows, and other systems. Ameresco Enertech is able to craft customized solutions to specific challenges on a building-by-building level and to offer a choice of options to the customer.

The Nashville office was recently awarded an ESPC to manage energy efficient upgrades and retrofits at the universities, community colleges, and technology centers in East Tennessee and looks forward to assisting TBR and individual institutions in reducing utility costs while upgrading and modernizing existing building environmental systems. The results will be increased comfort, greater energy efficiency, and reduced deferred maintenance costs.

- Stewart Shunk

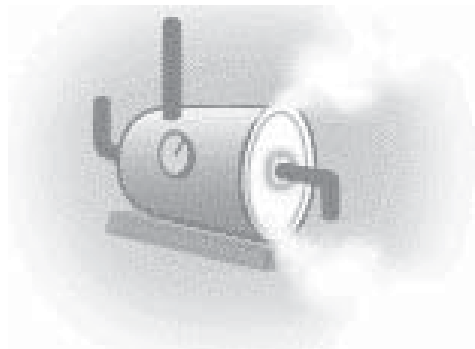
Are you ready for the Kickoff?!?

For the schools that are part of the System-wide ESPC, kickoff meetings to provide information exchange are being scheduled to get the delivery order development underway. Participation from everyone involved is essential for a smooth transition from planning to implementation and completion of projects on the campuses.

Each ESCo has a personal approach to doing business, but each needs certain basic information to be available at or before the kickoff meetings. This information may include names of primary contacts, relevant phone and fax numbers and e-mail addresses, academic and nonacademic calendars, building occupancy and use schedules, and a list of significant renovation projects being planned or underway.

Among items needed are lists of buildings that need the most attention (compile a Top 10 list) with square footage, blueprint availability, age, additions, and maintenance and operation schedules. An inventory of energy-related equipment; a description of energy management systems and procedures; and a list of all utility providers, account numbers, invoices, meter locations, and rate structures should be provided. You may be asked to provide a deferred maintenance list. Prior to the kickoff meeting, your ESCo contact person will be more specific with information needs.

The System-wide ESCos look forward to working with their TBR facilities and will be getting in touch soon.



√ MTSU Activity Report

Siemens is completing the Detailed Energy Study (DES) and entering into the final proposal phase of the ESPC for Middle Tennessee State University. The first Delivery Order Scope of approximately \$4M includes:

- Absorption Chiller Optimization
- Cogeneration Plant Pre-Cooler
- Water Conservation Measures
- Lighting Conservation Measures
- Mechanical System Improvements

The lighting and water conservation measures were demonstrated by having a few office areas, classrooms, and restrooms retrofitted as examples.

The final proposal is expected to be submitted this spring.

√ TSU Activity Report

Siemens is in the Detailed Energy Study (DES) phase of the ESPC for Tennessee State University. The first Delivery Order Scope of approximately \$3.5M includes:

- Campus Electrical System Improvements
- Steam Trap Replacement
- Gentry Center Water Conservation
- Campus Lighting Conservation Measures

The DES and final proposal are expected to be submitted this spring.

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Get plugged in to what's happening!



A System-wide orientation meeting for the three Energy Service Companies was held March 13, 2003, at the TBR Office of Facilities Development.



Campus/ESCo kickoff meetings are to begin soon.

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