

Biomass Boot Camp

Session 3: Development Considerations

Performance Contracting

Maryland Wood Energy Coalition

February 23, 2015
Larry F. Myers, PE, MBA, CEM

larry.myers@schneider-electric.com



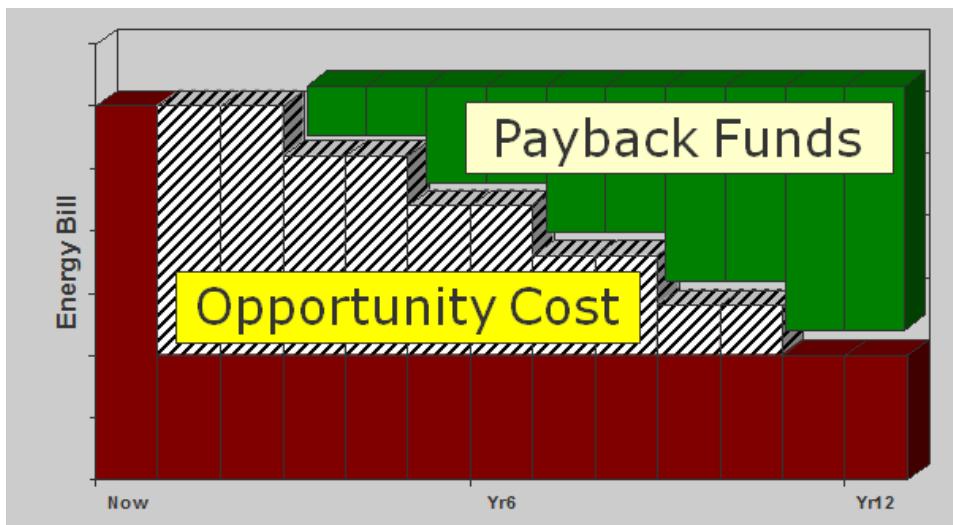
Agenda for discussion

- Performance Contract Funding Basics
- Focus on Life Cycle Cost
- Project Funding In Your Budget
- Traditional Funding Strategies
- Assuring Long-term Results of PC

Confidential Property of Schneider Electric



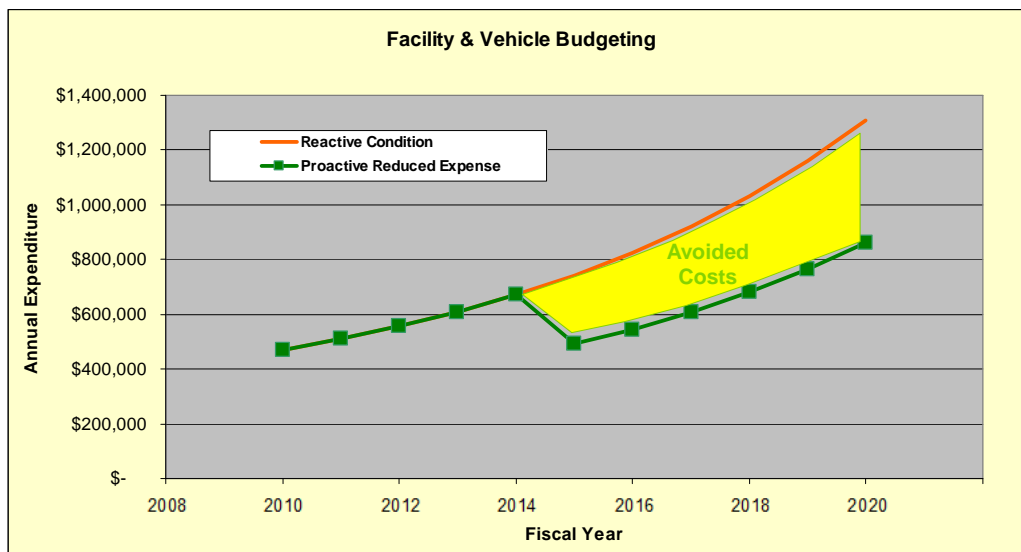
PC .vs. Internal Efforts to Save Energy



Source: State of Texas Legislative Budget Board

3

Savings = Funding Potential



Confidential Property of Schneider Electric



What are you focused on?



Life-Cycle Cost .vs. First Cost

Average MD college - \$8M annual energy spend

The cost of self-funding project flows through your meters every year!

Focus on First Cost

1% Margin of a \$8M project = \$80,000

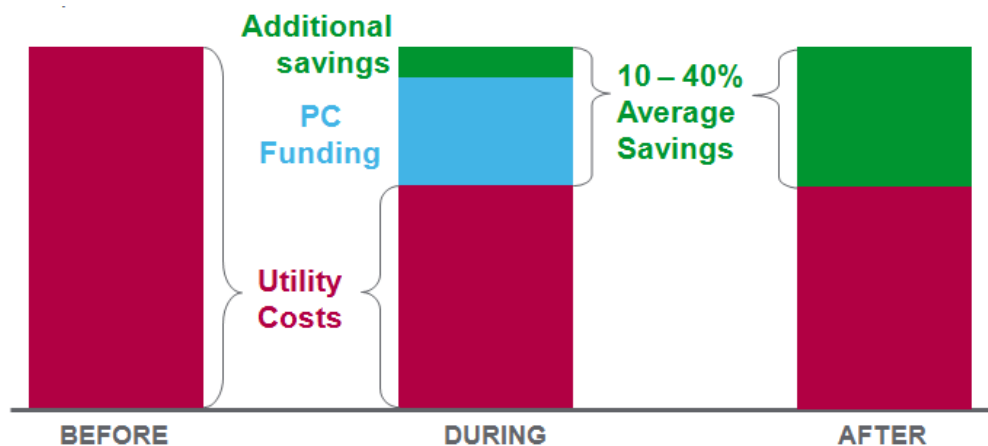
Use of Energy Experts – What is their value?

1% Change in Savings Achieved = \$80,000 / yr x 10 yrs = \$800,000

Confidential Property of Schneider Electric



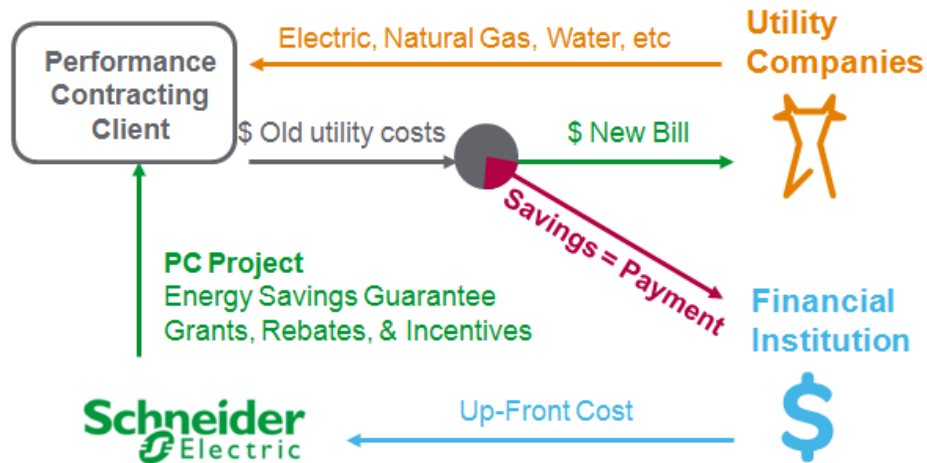
Project Funding – Already exists in your budget!



Confidential Property of Schneider Electric



Project Funding – Already exists in your budget!



Confidential Property of Schneider Electric

Schneider
Electric

Schneider Electric – Traditional Funding Streams

Typical Financing Options

- Grants / Utility Rebates
- Multi-year Budget Allocation
- Loans / Lines of Credit
- Certificates of Participation
- Bonds
- Leases/tax-exempt leases
- PACE financing
- On-bill financing

Confidential Property of Schneider Electric

Schneider
Electric

Schneider Electric's Approach to Maintaining Savings

Project Development & Engineering

- Identify known problems and seek root cause analysis
- Project Charrette Teams to Address High Profile Needs
- Offer solutions to identified issues
- Building Modeling to Determine Real Savings Expectations

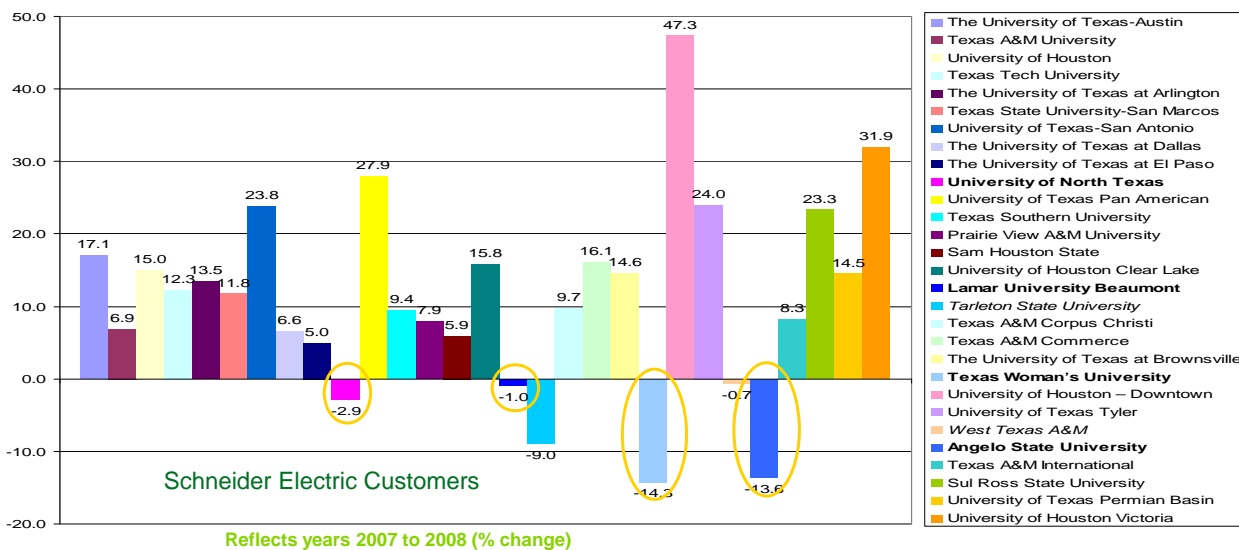
Performance Assurance, Support Services

- Reconcile Savings annually
- Review BAS performance over time
- Schedule Training and Site Visits

Confidential Property of Schneider Electric



Building Performance is in our DNA



Question & Answer

- > Larry F. Myers, PE, MBA, CEM
- > larry.myers@schneider-electric.com
- > 814 937 7602 cell
 - > Sales Team Leader

Confidential Property of Schneider Electric

