



Memo

To: Jackson County School Board

From: Amber Geiser, Business Manager

Date: August 5, 2026

Re: Recommendation to Award Energy Service Company (ESCO) Contract to Upchurch

It is recommended that the district move forward with awarding the Energy Service Company (ESCO) contract to Upchurch. Upchurch is a highly experienced, Mississippi-based company that has delivered quality facility and energy services for over 55 years. Approving this contract carries zero immediate financial obligation and allows the district to explore potential facility improvement projects at no risk.

Key Terms and Protections

- **Zero Upfront Cost:** There are no costs incurred by the district simply by executing this contract. Financial commitments will only occur if and when specific energy projects are formally presented to and approved by the Board.
- **No Requirement to Proceed:** The district retains full authority and flexibility. There is no obligation to move forward with any recommended project following the evaluation phase.

Immediate Next Steps

Upon award of the contract, the initial step will be for Upchurch to conduct an **Investment Grade Audit (IGA)**.

- **Audit Cost:** \$0 to the district.
- **Purpose:** The audit will provide a comprehensive assessment of our facilities, identify energy-saving opportunities, and present potential infrastructure upgrades.
- **Board Approval:** Once the audit is complete, Upchurch will present their findings and proposed projects. At that time, the Board can evaluate the projected savings and scope before deciding whether to approve any work.

August 6, 2026

Dear Members of the JCSD Board of Education,

On behalf of Upchurch, we appreciate the opportunity to support Jackson County School District and are pleased to offer a **Zero-Dollar Investment Grade Audit (IGA)**.

An Investment Grade Audit is a comprehensive evaluation of the District's facilities, utility usage, and major building systems to identify opportunities for reducing operating costs, improving efficiency, and addressing deferred maintenance. Our engineers assess HVAC, lighting, controls, electrical, plumbing, and other infrastructure to develop practical, cost-effective improvement recommendations.

At **no cost to the District**, Upchurch will provide:

- An in-depth facility assessment.
- Prioritized energy and infrastructure improvement recommendations.
- Estimated project costs and annual savings.
- A financial analysis showing how eligible improvements can be funded through guaranteed energy savings.

The audit is provided with **no obligation** to move forward with a project. Its purpose is to give the Board the information needed to make informed decisions about future facility investments.

As Mississippi's only self-performing Energy Service Company, Upchurch performs the work with its own experienced workforce, providing greater accountability, improved quality, and significant cost savings.

We welcome the opportunity to discuss how a Zero-Dollar Investment Grade Audit can help the District improve its facilities while maximizing taxpayer dollars.

Thank you for your consideration.

Sincerely,

Mary Walker Hopkins

Upchurch Services, LLC

Energy Services Business Development