



Collin College
Trane Comprehensive Solutions
Preliminary Energy Study
Facilities & Construction Committee Review

June 19th, 2018



Meeting Agenda and Objectives



- Introductions
- Executive Summary
- Energy Conservation Measure (ECM) Details
- “Why” Trane
 - Consistency and Partnership with New Projects Approach
 - Trane Energy Project Process Approach
 - Inter-Local Co-Op Procurement, Trane Reach
- Next Steps

Executive Summary

- First Costs and Savings Summary**

ECM	1st Cost	Energy Savings	O&M	Total Savings	SPB
Life Cycle ECMs	\$4,179,974	\$40,650	\$0	\$40,650	102
Utility/ Energy ECMs	\$6,111,071	\$695,414	\$34,000	\$729,414	8.4
Subtotal	\$10,291,045	\$736,064	\$34,000	\$770,064	13.4
<i>Additional Capital Cost Avoidance**:</i>				\$405,048	
Total	\$10,291,045			\$1,175,112	8.8

Financial Highlights

- Generates \$5.4M in Additional Cash flow to Collin College (20yr WACC 3%)
 - \$4.2M Capital Replacement Projects (Addressing Collin College 5 year Plan +)
 - \$6.1M Energy Savings Projects (System Wide) LED, Irrigation/Domestic Water and Building Automation System (BAS) and Energy Management Systems (EMS) Upgrades.
- Potential Savings*
- \$736,064 Energy Savings (Guaranteed by Trane)
 - \$439,048 Collin College Maintenance/Operations and Future Cost Avoidance Savings (Validated by 3rd Party Energy Engineer)

Executive Summary

- **Additional Collin College Benefits**

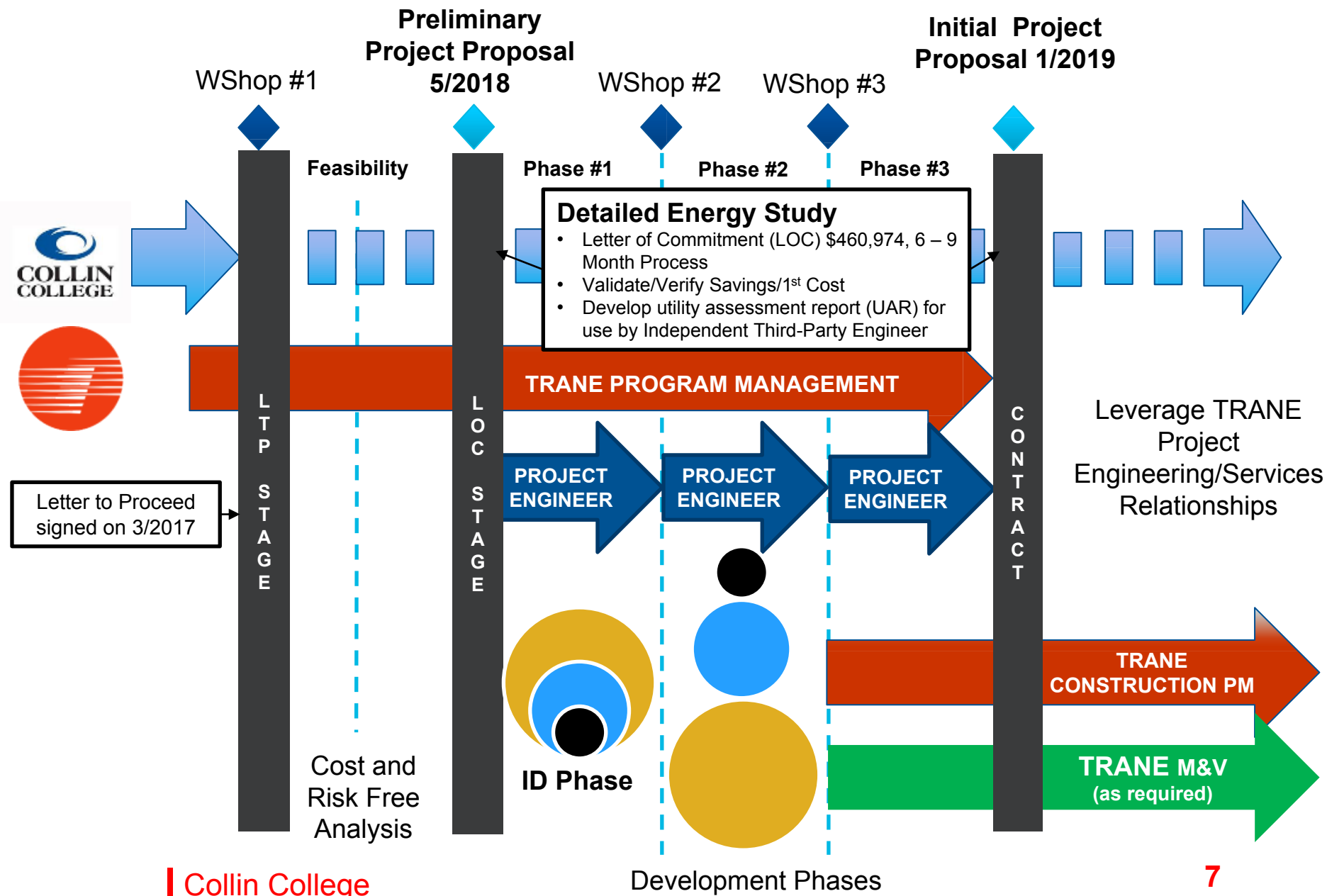
- *System Wide “Consistent” Level of Infrastructure, Products Technology and Capability (New Construction/Existing Facilities)*
 - *Integrated with Bond Program and New Campus Expansion Projects, Assures “Current Facility Infrastructure” maintains Level of Technology – Keeping Pace with New Construction*
 - *Renew and Energy Projects Managed by Trane for Collin College, AECOM Managing Bond Projects*
- *Collin College as Financial Fiduciary, Self Funding Project via Trane Guaranteed Energy Savings (3rd Party Validated)*
- *Community and Market Recognition for Stewardship, EnergyStar Rated Buildings*
- ***Addresses Collin College “Master Plan” 2016-21 #5 and Vision 2020 Item #7 – Implement Consolidated Maintenance Plan...***

Why Trane? Consistency with New Projects Approach



- **Program Manager for Facilities Department Renewal Projects**
- Consistent Products/Solutions across District (Existing Relationships)
- Integration and consistency with Bond Program and Energy Projects
- Community and Market Recognition for Stewardship
 - EnergyStar Buildings
- Financial Fiduciary (Guaranteed) Energy Savings/Self Funding Project
 - Ongoing Energy Partnership
- Trane/3rd Party Engineer Partner/Reed Wells Benson (RWB)
- Trane and Collin College Partnership – Long History Providing Services, Equipment, Turnkey and Continuing Technical Education (CTE) Collaboration (NC3)

Why Trane? Trane Energy Project Process and Approach



Why Trane? **Inter-Local Procurement Streamlined and Trane Corporate**

- **Procurement**

- Inter-Local Procurement via 
- Procurement vehicle specifically developed to
 - Support Energy Savings buying model for state and local projects, and
 - Streamline the process for the client
 - All project aspects, equipment, installation, services have been “pre-bid” thru the Co-op
- Meets State Energy Conservation Office (SECO) Inter-local Requirements
- Currently deployed and used by



- **Trane/Ingersoll Corporate**



- \$14.2B, 2017 Rev, \$23B Market Cap, IR/NYSE \$88/Share
 - 100 Countries, 53 Mfg Facilities (2 in Texas/Tyler and Waco), 46,000 Associates
 - Major Industry Segments, Climate 11.2B (Trane), Industrial, \$3.0B
- Trane Texas, 450 Associates, 9 Sales and Service Offices, Multiple Parts Locations
- Collin College/Trane Account Team, 12 Associates and growing (does not including Trane service personnel)

Next Steps

- **FCC Approval for Board of Trustees Agenda Item**
 - *Facilities Construction Committee, Approval, June 19th, 2018*
- **Collin College Board of Trustees Agenda Item and Vote**
 - *June 26, 2018 Board Meeting to Authorize Letter of Commitment (LOC)*
 - *LOC Detail Summary*
 - *Development Fee: \$461,000 (Estimated 4.5% of Total Future Project Cost)*
 - *Inclusive of Engineering Required to validate and verify Trane “Guaranteed” Energy and other Collin College savings*
 - *Development of UAR for use by “Independent Third-Party Engineer*
 - *Additional Savings Verification Measure Required by the state*
 - *Identify Maximum Fixed Price associated with each corrective measure*
 - ***No upfront cost to Collin College - Rolled into the Project at Close***
- **Collin College/Trane Detailed Energy Project Commencement**
 - *Begin development mid- July/2018*



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