

**BOARD OF TRUSTEES
AGENDA**

<input type="checkbox"/> Workshop	<input checked="" type="checkbox"/> Regular	<input type="checkbox"/> Special
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(A) REPORT ONLY RECOGNITION

Presenter(s): Rolando Salinas, Deputy Superintendent for District Operations

Briefly describe the subject of the report or recognition presentation.

PRESENTATION OF E3 ENTREGAL SOLUTIONS, INC. ON ENERGY EFFICIENCY AND SAVING PERFORMANCE PROJECT.

(B) Action Item

Presenter(s):

Briefly describe the action required.


(C) Funding Source: Identify the source of funds if any are required.

(D) Clarification: Explain any question or issues that might be raised regarding this item.



MEMORANDUM

TO: Gilberto Gonzalez, Superintendent of Schools

FROM: Rolando Salinas, Deputy Superintendent for District Operations 

DATE: May 31, 2018

SUBJECT: Agenda Item – Energy Efficiency and Savings Performance Project

Attached please find agenda item that will be presented on upcoming Board Meeting on June 12, 2018.

E3 / TASB was selected by the Eagle Pass ISD as the Energy Services Company to partner with Eagle Pass ISD to address the District's capital improvement needs using the Performance Contracting Energy Savings program. The presentation will include a brief summary of the program then discuss the next step of the process called the Project Development Agreement (PDA) and the options associated with this next step. The goal of the presentation is to provide the School Board and the Administration with enough Project Development Agreement information & options that will provide the School Board and Administration with a better understanding of the PDA.

Your consideration is greatly appreciated.

RS/ggf

TASB's Efficient Buildings
Program Presentation
(Project Development Agreement Step)
for

Eagle Pass ISD

June 12th, 2018



WE FOCUS OUR ENERGY

ON SAVING YOURS.



TASB / E3 Entegral Solutions Representatives

Bill Savarino, E3 Business Development Manager

Vince Zubicek, E3 Business Development Manager

Angel Magallanes, TASB Business Services Rep.



Table of Contents

- Quick Review of TASB's Efficient Buildings Program
- Program Funding Concept & Options
- Step by Step Path Moving Forward
- Next Step – Project Development Agreement Options



Our Approach

Deferred Maintenance	Efficiency Opportunities
<p>Things you <u>have to</u> do to maintain your buildings that will save energy when you do them.</p>	<p>Things that you <u>can</u> do that will generate savings, over time, through energy costs.</p>
<p><i>Pay for themselves over a <u>long</u> period of time.</i></p>	<p><i>Pay for themselves over a <u>shorter</u> period of time.</i></p>

EPISD Facility Needs Include:
Aging HVAC Equipment
Outdated or Without Controls

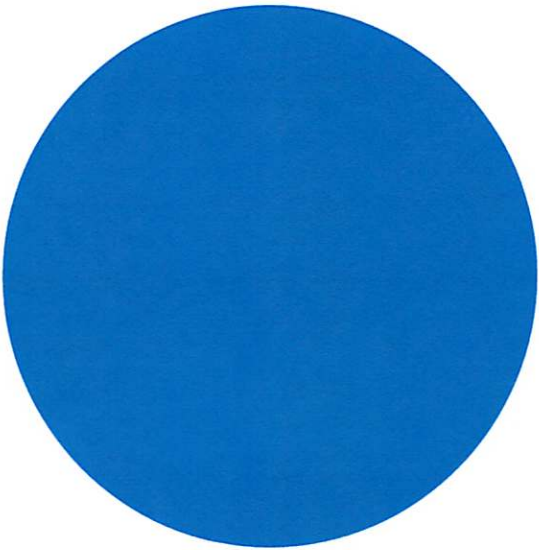
EPISD Efficiency Opportunities Include:
LED Lighting Retrofit of T12 & T8
Implementing EMS



Program Financial Benefits (Example)

Financial Example using \$3.5M as Eagle Pass ISD's Utility Expenditures

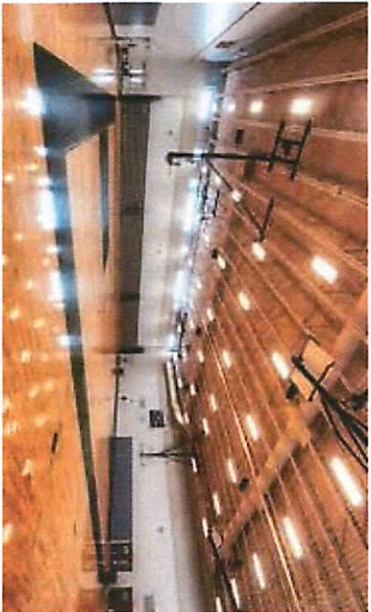
Baseline Utility Bill - \$3,500,000



Current



Implement Potential Eagle Pass ISD Facility Improvements



Existing Metal Halides to LED in Gyms



Old, Inefficient T12 Lights to LED Retrofit



HVAC Units in Need of Replacement



EMS
ENERGY MANAGEMENT SYSTEM

ENERGY MANAGEMENT SYSTEM



RTU's Past the End of their Useful Life Replaced

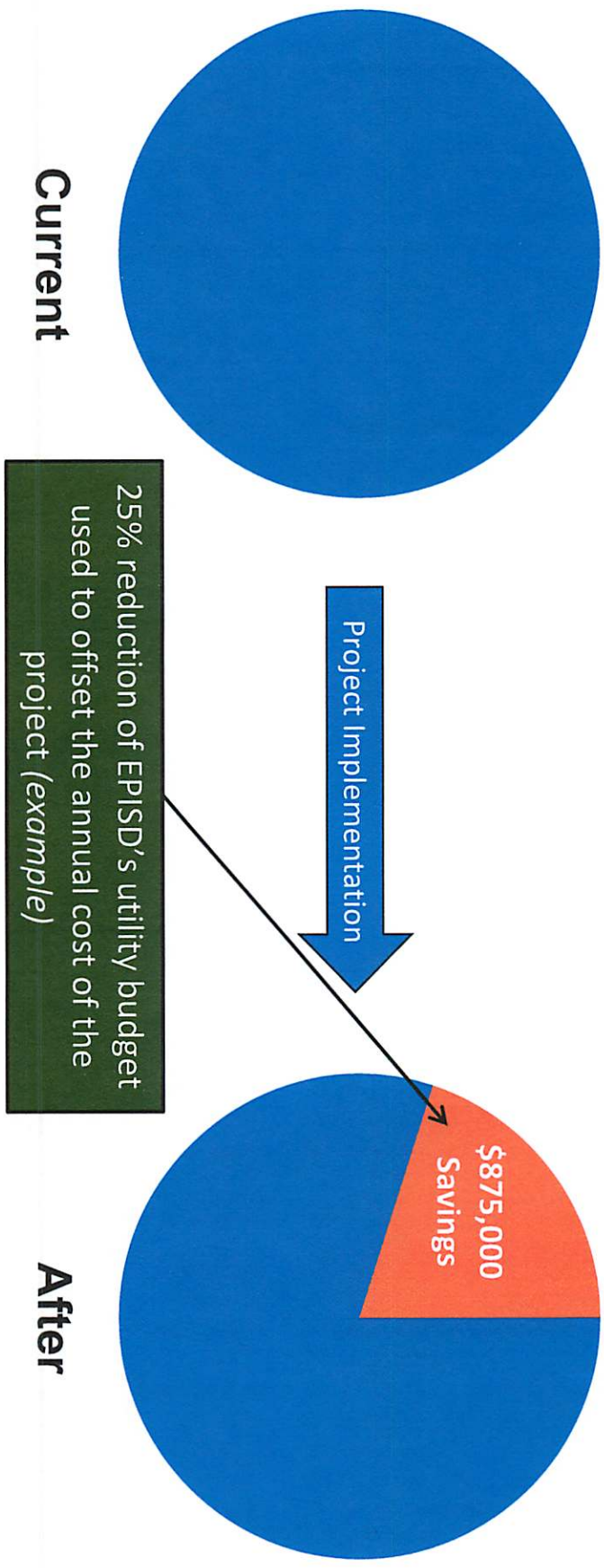


Program Financial Benefits (Example)

Financial Example using \$3.5M as Eagle Pass ISD's Utility Expenditures

Baseline Utility Bill - \$3,500,000

Future Utility Bill - \$2,625,000

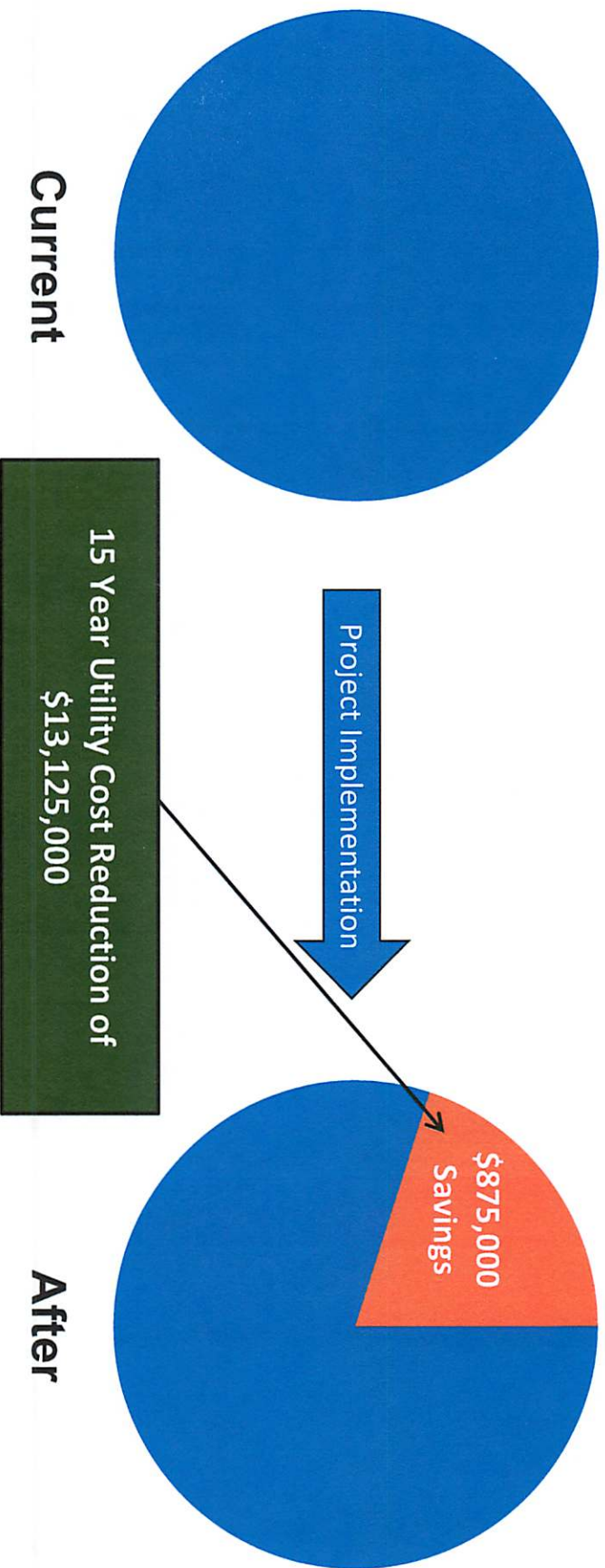


Program Financial Benefits (Example)

Financial Example using \$3.5M as Eagle Pass ISD's Utility Expenditures

Baseline Utility Bill - \$3,500,000

Future Utility Bill - \$2,625,000



Eagle Pass ISD Program Summary

Continue to Spend these Dollars on Utilities

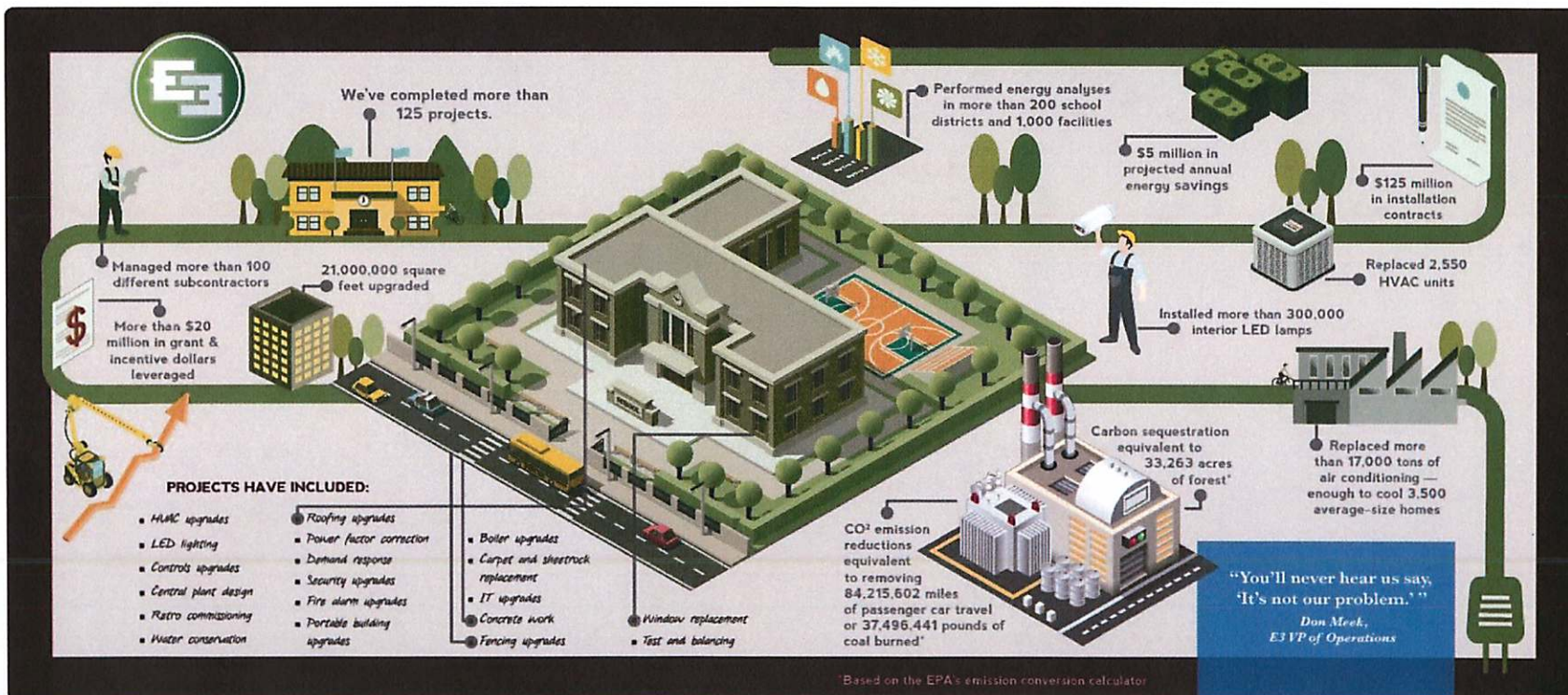
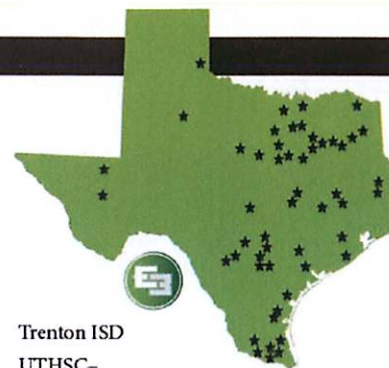
OR

*Invest These Dollars on or within
Eagle Pass ISD Facilities*



TEXAS REFERENCES

Allen ISD	Center ISD	Edcouch Elsa ISD	Hearne ISD	Lipan ISD	New Diana ISD	Rosebud-Lott ISD	
Aransas Pass ISD	Chico ISD	Edgewood ISD	Hemphill ISD	Lubbock ISD	Normangee ISD	Sabine ISD	
Axtell ISD	Cleveland ISD	Ferris ISD	Hondo ISD	Lyford CISD	Palo Pinto County	San Antonio ISD	
Balmorhea ISD	Community ISD	Gainesville ISD	Houston CC	Manor ISD	Pecos-Barstow-Toyah ISD	Sanger ISD	
Bay City ISD	Cooke County	Georgetown ISD	Hunt County	Marble Falls ISD	Pilot Point ISD	Santa Fe ISD	
Ben Bolt-Palito Blanco ISD	Corsicana ISD	Goliad ISD	Ingram ISD	Marion ISD	Poolville ISD	Silsbee ISD	
Big Sandy ISD	Cross Roads ISD	Gonzales County	Iola ISD	Memphis ISD	Poteet ISD	Snook ISD	
Bishop CISD	Cumby ISD	Goodrich ISD	Italy ISD	Mercedes ISD	Poth ISD	Splendora ISD	Trenton ISD
Blanco ISD	City of Dallas	Granbury ISD	Jonesboro ISD	Moulton ISD	Quinlan ISD	Sudan ISD	UTHSC-San Antonio
Brenham ISD	Desoto ISD	Granger ISD	Killeen ISD	Nebraska	Ralls ISD	Sundown ISD	Valley Mills ISD
Broadus ISD	Donna ISD	Greenville ISD	Knippa ISD	Furniture Mart	Ricardo ISD	Sweeny ISD	Valley View ISD
Bryan ISD	East Bernard ISD	Hallettsville ISD	Kountze ISD	Needville ISD	Robstown ISD	Texas Southmost College	Venus ISD
Celeste ISD	Eastland ISD	Hawkins ISD	Latexo ISD	New Boston ISD		Tom Bean ISD	Vidor ISD
							Waxahachie ISD
							Weslaco ISD
							West Hardin CISD
							Westphalia ISD
							Woodville ISD



Steps in the Process

- ⊖ Administrative Meetings & Workshops - *Completed*
- ⊖ RFQ Procurement - *Completed*
- ⊖ Eagle Pass ISD Selects Energy Services Company - *Completed*
- ⊖ ***Eagle Pass ISD Enters Into a Project Development Agreement***
 - Project Development is Completed (4 Months to Complete)*
 - ⊖ *Select and Finalize Scope*
 - ⊖ *Provide EPISD with an Annual Savings Guarantee*
 - ⊖ *Provide Project Pricing*
 - ⊖ *Secure the Funding*
- ⊖ Construction Implementation
 - ⊖ (Requires 2nd School Board Vote Before Moving Into Construction)



E3's Scope of Work in a Project Development Agreement

➤ *Eagle Pass ISD Enters Into a Project Development Agreement*

Project Development is Completed (3 to 4 Months to Complete)

➤ *Select and Finalize Scope*

Inventory all HVAC & EMS systems Districtwide

Count every lighting fixture Districtwide

Design & Engineering completed on all replacements or retrofits

Subcontractor walkthroughs for bidding purposes

➤ *Provide Project Pricing*

Provide EPISD with a Guaranteed Lump Sum Comprehensive Proposal

Provide EPISD with an Annual Guaranteed Savings Amount

➤ *Secure the Funding*

Provide EPISD with a financing structured how EPISD recommends



Project Development Agreement Options

⊖ *Districtwide PDA (includes every campus within EPISD)*

- *Addresses multiple facility needs & comfort issues quickly*
- *Maximize Energy Savings to address facility issues*
- *Every campus receives facility benefit (LED Lighting)*

⊖ *Multiple Phase Approach (Phase I & Phase II Approach)*

- *Only include half of the District now in Phase I*
- *Remainder of facilities in District in Phase II after Phase I construction.*
- *In our professional opinion, this option is not the best use of EPISD's money due to dollars still being spent on utilities that could have been used on needed EPISD facility needs.*



Project Development Agreement Sample Contracts

For Discussion Purposes

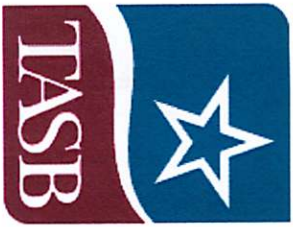
- ⊖ *Sample Copy of EPISD's / E3-TASB's PDA Contract Located In Packet*
 1. *Districtwide PDA Approach*
 2. *Phase I & Phase II Approach*

**Also included in your packet are other ISD PDA Contracts to review as well.*

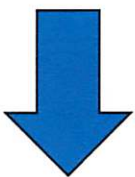
EPISD's Next Step - Possible Action to Move Forward

Discuss & Approve To Enter Into a Project Development Agreement with E3 Entegral Solutions, a Partner of TASB





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MORE PROJECT FOR YOUR MONEY

WE FOCUS OUR ENERGY

ON SAVING YOURS.

