



Board of Education Capital Recovery & Reinvestment Program

Presented by: Caleb Shinn & Scott Mason, Schneider Electric

Life Is On

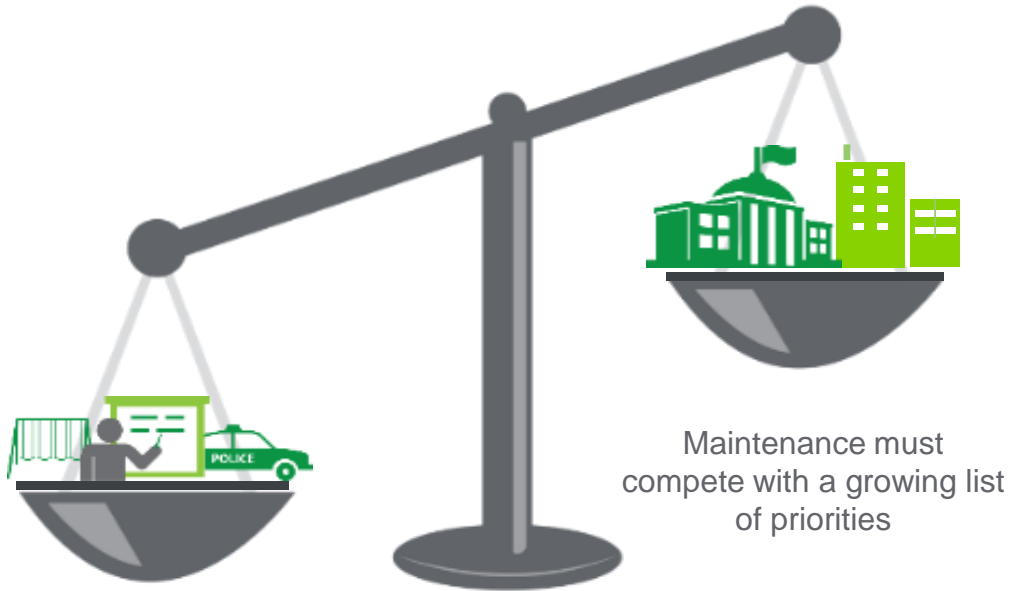


Agenda



- 1 Why are we here?
- 2 How the program works
- 3 Solution opportunities
- 4 Financial overview
- 5 Lakeland UHS story
- 6 Schneider Electric
- 7 Next steps

Why are we here?



- > Seeking creative ways to fund priorities in a fiscally responsible manner
- > Large capital expenses and safety needs

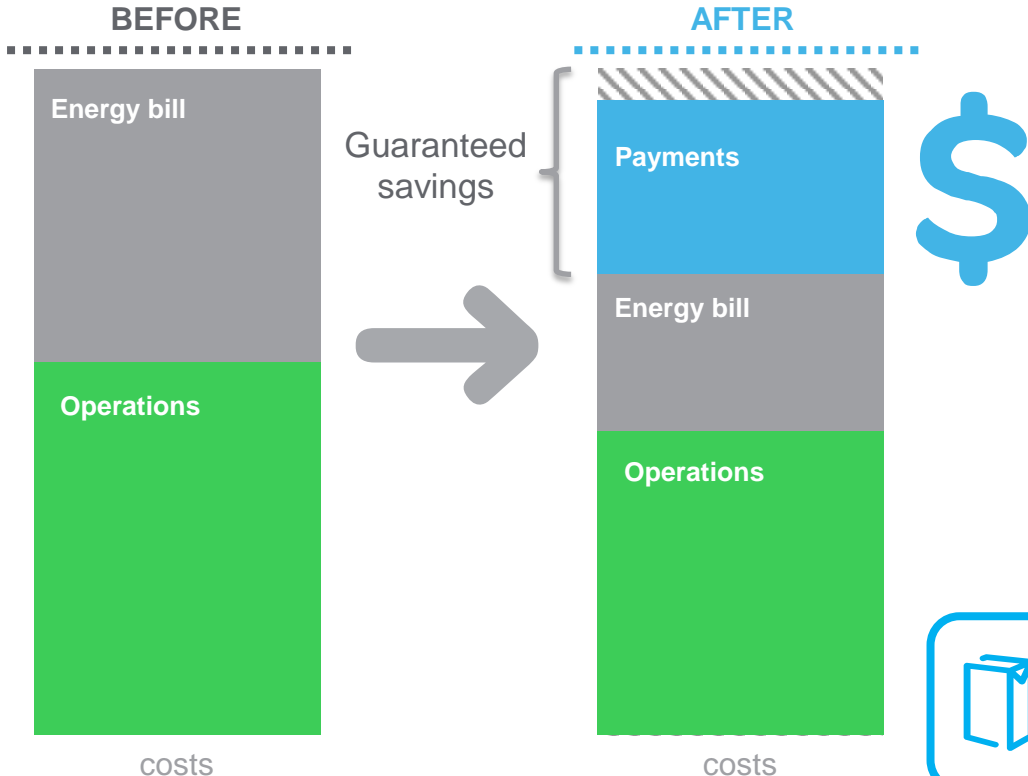
Priority projects of Lakewood Public Schools

Safety and Security

Infrastructure Improvements



Capital recovery & reinvestment program



- **Reinvest Money** you would already be sending to your utility providers, back into your facilities
- **One Partner:** Energy audit, design, implementation, fund sourcing & performance guarantee
- **Guaranteed Savings:** Savings can be tracked and guaranteed over a term of up to 20 years



MCL 380.1274a: Energy Related Services and Contracts for Professional Services

Funding equation



\$454,000

Baseline electricity,
natural gas & water



\$100K

Annual savings
guarantee

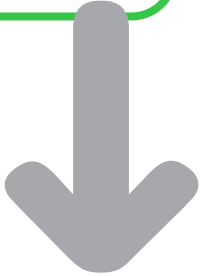


\$2.7 Million

Total savings that can be
leveraged over 20 years to
secure upfront funding

Comprehensive Solution

- Comprehensive interior & exterior LED lighting retrofits
- Football field LED lighting upgrades
- Upgrade, expand and recommission building controls
- Replace chillers
- Add dedicated A/C for MS office area
- Envelope sealing
- Security vestibules
- Long-term capital plan



Upfront Funding

Tax Exempt Lease Purchase
20 year term



Lakeland Union High School

› 700 students



Ambitions:

- To be the “Star of the North”
- Enhance the learning environment & attract new students
- Become more independent about creating their own energy

Life Is On

Schneider
Electric

Lakeland Union High School

Solutions:

- > Building automation system
- > HVAC upgrades
- > PC and plug load management
- > Expanded solar PV
- > LED lighting
- > Building envelope improvements
- > Public awareness plan



Results



40% reduction in
energy
consumption



\$3.6 million in
total savings



\$50,000 realized
in rebates



280,000 kWh/yr
solar energy



Schneider Electric in Michigan

Schneider Electric has products in over **90% of Michigan Schools** and provides energy for over **300 School Districts** in the state



700+

Projects implemented nationwide, amounting to over \$1.7 Billion in work, over 25 years of experience

100+

Projects implemented in the Midwest



Life Is On

Schneider
Electric

Project roadmap



Business Case: Identify scope opportunities & quantify the estimated savings impact. *COMPLETED*

Public Procurement (RFP): Select an ESCO to design, implement & guarantee performance of performance contract. *2 weeks*

IGA
Agreement

Investment Grade Audit (Design): Finalize scope, savings, cost and funding method(s). *~4-5 months depending on scope*

Construction
Contract & Finance
Agreement(s)

Construction: ESCO will manage entire implementation. *TBD*

Guarantee Partnership: Training, support services and measurement and verification of savings. *Beginning post-install*