Incentives and Financing help to get your project paid for

Greg Swiss · Building Energy Specialist
Smart Energy Design Assistance Center (SEDAC), University of Illinois at Urbana Champaign
Providing effective strategies for public and private buildings in Illinois
Incentives and Financing

1. Sources of funding
   - Incentives
   - Grants

2. Financing
   - Traditional Bank Loans
   - Bonds
   - Performance Contracting
   - Tax Incentives

3. How to Get it Done
   - Challenges
   - Solutions
   - Road Map
Incentives and other EEPs services

- Purpose for programs to reduce energy use in Illinois.
- Source of funding from a rider charge on utility bills in Illinois.
- A wide variety of programs are offered.
- Must be in one of the following investor owned utilities.
www.comed.com
Customer Service / Power Outage
English
1-877-4COMED1 (1-877-426-3331)
Español
1-800-95-LUCES (1-800-955-8237)
Hearing/Speech Impaired
1-800-672-5789 (TTY)

Your Usage Profile
13-Month Usage (Total kWh)

![Graph showing usage profile]

Electric Usage
Month kWh
Oct-10 8440

Page 1 of 2

Account Number
Name
Service Location
Phone Number

Bill Summary
Previous Balance $1,296.06
Total Payments - Thank You $1,296.06
Amount Due on December 5, 2011 $955.66

Issue Date October 19, 2011

Meter Information

<table>
<thead>
<tr>
<th>Read Date</th>
<th>Meter Number</th>
<th>Load Type</th>
<th>Reading Type</th>
<th>Previous</th>
<th>Meter Reading Present</th>
<th>Difference</th>
<th>Multiplier X</th>
<th>Usage</th>
</tr>
</thead>
<tbody>
<tr>
<td>10/19</td>
<td>General Service</td>
<td>Total kWh</td>
<td>Actual</td>
<td>9445</td>
<td>9596</td>
<td>141</td>
<td>60</td>
<td>8460</td>
</tr>
<tr>
<td>10/19</td>
<td>General Service</td>
<td>kW</td>
<td>Actual</td>
<td>27.92</td>
<td>28.40</td>
<td>0.48</td>
<td>60</td>
<td>28.80</td>
</tr>
</tbody>
</table>

Service from 9/20/2011 to 10/19/2011 - 29 Days
Commercial Demand - 0 to 100 kW

Electricity Supply Services $699.47
Electricity Supply Charge 8,460 kWh X 0.07014 593.38
Transmission Services Charge 8,460 kWh X 0.00754 63.79
Purchased Electricity Adjustment 42.30

Delivery Services - ComEd $183.49
Customer Charge 4.89

Taxes and Other $72.70
Smart Meter Program 0.23
Environmental Cost Recovery Adj 8,460 kWh X -0.00003 -0.25
Energy Efficiency Programs 8,460 kWh X 0.00162 13.71
Franchise Cost $178.15 X 2.46600% 4.39
State Tax 27.21
Municipal Tax 27.41

Total Current Charges $955.66

(continued on next page)
Energy Efficiency Portfolio Standard

Private Sector Electrical
- ComEd
- Ameren

Public Sector
- Electric Efficiency
- Gas Efficiency

Private Sector Gas
- Nicor
- Integrys
- Ameren

Low-income Residential Sector
- Affordable housing
- PHAs
- Implementation agencies

Private Sector Businesses
- Residential
- Non-profits

Public Sector
- Governments
- K-12 schools
- Community colleges
- Public universities
Which Incentives am I Eligible For?

Public Buildings

▪ Public K-12 School
▪ Library
▪ Police/Fire Stations
▪ Water Treatment
▪ City Halls
▪ Park Districts
▪ Community Colleges

Private Buildings
(Everyone Else)
Luckily programs are similar

They all have…

▪ Standard and Custom Incentives
▪ New Construction
▪ Retro-commissioning
▪ Trade Allies

They are also different. Some have…

▪ Direct install programs
▪ On-line stores
▪ Staffing help
▪ More on these later
Incentive Process

1. Project That Meets or Exceeds Program Specs.

Pre-approval is not required for all projects. Check with SEDAC or the utility to see what is required for your project.
Standard/Custom Incentive Programs

**Standard**
- Efficient Lighting
- Boilers, Chillers, Furnaces, Air Conditioners
- HVAC Equipment Tune-Up
- Variable Speed Drives
- Programmable Thermostats

**Custom**
- Any other project that will save energy

*If there is a standard incentive and you think your situation is saves more energy than normal inquire about a custom incentive*

$/Item installed

$/kWh saved and $/therm saved

The objective is to help pay down the cost of using high performance equipment. NOT to pay for it entirely!
## Electrical Incentives (PY 12/13)

<table>
<thead>
<tr>
<th>Incentives</th>
<th>DCEO</th>
<th>Ameren</th>
<th>ComEd</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Standard Incentives</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retrofit 4’ T12 w/ high performance or low wattage T8 &amp; electronic ballast</td>
<td>$13.00/lamp</td>
<td>$0.25/W ↓</td>
<td>$5.00/lamp</td>
</tr>
<tr>
<td>Delamp</td>
<td>$12.00/lamp</td>
<td>$0.10/W ↓</td>
<td>$6.00/lamp</td>
</tr>
<tr>
<td>LED exit signs</td>
<td>$25.00/sign</td>
<td>$20/sign</td>
<td>$20/sign</td>
</tr>
<tr>
<td>Retrofit metal halide w/ high bay fluorescent</td>
<td>$0.75/W ↓</td>
<td>$0.40/W ↓</td>
<td>$45-90/fixture</td>
</tr>
<tr>
<td>Occupancy controls</td>
<td>$0.16/ watt controlled</td>
<td>$30/control</td>
<td>$0.11/ watt controlled</td>
</tr>
<tr>
<td>Bi-level stairwell/hall/garage fixture w/ sensors</td>
<td>$70/fixture</td>
<td>$30/control</td>
<td>$25/control</td>
</tr>
<tr>
<td>High efficiency air conditioning</td>
<td>$33 - $100/ton</td>
<td>custom</td>
<td>custom</td>
</tr>
<tr>
<td>Variable-speed drives for motors &amp; fans</td>
<td>$92/hp</td>
<td>$90/hp</td>
<td>$25-100/hp</td>
</tr>
<tr>
<td>Premium-efficiency motors</td>
<td>$4 - $4.50/hp</td>
<td>custom</td>
<td>custom</td>
</tr>
<tr>
<td><strong>Kitchen Incentives</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vending energy management</td>
<td>$45 - $150/unit</td>
<td>$30 - $100</td>
<td>$30 - $100</td>
</tr>
<tr>
<td>High efficiency ice makers</td>
<td>$225 - $600/unit</td>
<td>$100-350/</td>
<td>$100-200/unit</td>
</tr>
<tr>
<td>Guest Room Energy Management</td>
<td>Custom</td>
<td>$50-80/rm</td>
<td>$25-65/rm</td>
</tr>
</tbody>
</table>
# Natural Gas Incentives (PY11/12)

<table>
<thead>
<tr>
<th>Natural Gas</th>
<th>DCEO</th>
<th>Ameren</th>
<th>Nicor</th>
<th>Peoples/NS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standard Incentives</td>
<td>Public Sector</td>
<td>Private Sector</td>
<td>Private Sector</td>
<td>Private Sector</td>
</tr>
<tr>
<td>Natural gas boiler tune-up</td>
<td>$35,000 or 75% of total project cost</td>
<td>$150-$1,200 + $0.40-0.50/MBh</td>
<td>$0.40-0.50/MBh</td>
<td>$0.40/MBh</td>
</tr>
<tr>
<td>High efficiency furnaces</td>
<td>$5-$7 per kBtuh</td>
<td>$200-$800/unit</td>
<td>$200-$250/unit</td>
<td>$225-$400/unit</td>
</tr>
<tr>
<td>High efficiency boilers</td>
<td>$2-$3.50 per kBtuh</td>
<td>$400-$6,000/unit</td>
<td>$400-$7,500/unit</td>
<td>$2-6.67/MBh</td>
</tr>
<tr>
<td>Steam Trap Replacement</td>
<td>$100-300/trap</td>
<td>$100/trap</td>
<td>$50/trap</td>
<td>$60-150/trap</td>
</tr>
<tr>
<td>Water heaters</td>
<td>$300 - $600 per unit</td>
<td>$150 - $1,200/unit</td>
<td>$150 - $200/unit</td>
<td>$100 - $200/unit</td>
</tr>
<tr>
<td>Kitchen low flow pre-rinse spray valve</td>
<td>$32/unit</td>
<td>Free</td>
<td>$25/valve</td>
<td>$28/valve</td>
</tr>
<tr>
<td>Low flow faucet aerators</td>
<td>$8.00/unit</td>
<td>Free</td>
<td>varies</td>
<td>varies</td>
</tr>
</tbody>
</table>
**Custom and Special Incentives (PY 12/13)** Incentives are based on annual energy savings

<table>
<thead>
<tr>
<th></th>
<th>DCEO</th>
<th>Ameren</th>
<th>ComEd</th>
<th>Nicor/NS/Peoples</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Public Sector</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Electric</strong></td>
<td></td>
<td>$0.06/kWh (lighting)</td>
<td>$0.06/kWh</td>
<td></td>
</tr>
<tr>
<td>$0.12/kWh</td>
<td></td>
<td></td>
<td>$0.08/kWh (all others)</td>
<td></td>
</tr>
<tr>
<td><strong>Natural Gas</strong></td>
<td>$1.50/therm</td>
<td>$1.20/therm</td>
<td></td>
<td>$0.75-$1.00/therm (Nicor)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$1.00/therm (Peoples/NS)</td>
</tr>
</tbody>
</table>

**Sweet Deal Bonus!**
DCEO
14% bonus
Complete by Feb 14, 2013

**Bonus Rebates!**
Peoples/North Shore Gas
Double by Nov 30, 2012
50% by Dec 31, 2012

**Flip the Switch on T12s!**
Ameren Illinois
5% bonus on T12 retrofit
Limited time
**Lighting Incentive Example**

400 UNIT CONDOMINIUM WITH 3 FLOOR PARKING GARAGE

<table>
<thead>
<tr>
<th>Condominium</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Building Type</td>
<td>High rise condo w/ garage</td>
</tr>
<tr>
<td>Energy Measures</td>
<td>Retrofit lighting</td>
</tr>
<tr>
<td>Annual Energy Savings</td>
<td>$6,172</td>
</tr>
<tr>
<td>Parts &amp; Installation</td>
<td>$19,592</td>
</tr>
<tr>
<td>ComEd Incentive</td>
<td>$6,326</td>
</tr>
<tr>
<td>Final Cost</td>
<td>$13,266</td>
</tr>
<tr>
<td>Payback</td>
<td>2.1 years</td>
</tr>
</tbody>
</table>

Case study by SEDAC
Public Sector Lighting Retrofit

City of Peoria - Jefferson St. Parking Deck

<table>
<thead>
<tr>
<th>Client</th>
<th>City of Peoria</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building type</td>
<td>Research Laboratory</td>
</tr>
<tr>
<td>Energy measures implemented</td>
<td>Lighting retrofit</td>
</tr>
<tr>
<td>Projected annual energy savings</td>
<td>$36,000</td>
</tr>
<tr>
<td>Total DCEO incentive</td>
<td>$46,657</td>
</tr>
<tr>
<td>Payback period without incentives</td>
<td>3 years</td>
</tr>
<tr>
<td>Payback period with incentives</td>
<td>1.7 years</td>
</tr>
</tbody>
</table>

Case study by DCEO
## HVAC Incentive

Pekin Hospital

<table>
<thead>
<tr>
<th>Building Type</th>
<th>Hospital</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Measures</td>
<td>Steam Trap Maintenance, New Boilers, VSDs, Lighting,</td>
</tr>
<tr>
<td>Annual Energy Savings</td>
<td>$84,500</td>
</tr>
<tr>
<td>Total Ameren Incentives</td>
<td>$38,000</td>
</tr>
<tr>
<td>Total Project Cost</td>
<td>$145,000</td>
</tr>
<tr>
<td>Payback</td>
<td>1.24 years</td>
</tr>
</tbody>
</table>

Case study by Ameren Illinois
New Construction Design Assistance

- Can be a financial and service incentive
- Tailor services based on needs of project and owner
- Energy Expert meets with design team or reviews design
- Provides feedback on energy efficiency measures
- Identifies available incentives and goals to meet

All projects are eligible – Public and Private!
New Construction Programs

- Encourages applicants to design new or rehabbed building to achieve the greatest level of energy efficiency beyond Illinois Energy Code

- Incentives
  - Public Sector (DCEO)
    - $0.08/kWh and $1.00/therm incentives
    - Or, prescriptive incentives
    - Savings must be documented
  - Private Sector (Ameren)
    - Prescriptive lighting
    - Offers $0.08/kWh and $1.20/therm
    - 1-7 year payback
  - Private Sector (ComEd/Nicor/NS/Peoples)
    - Larger buildings receive full design assistance and modeling
    - Incentives based on how far beyond code the proposed building is
    - Up to additional 10% of owner’s incentive available to the design team for designing beyond code
    - Smaller buildings (<20,000 sf) fall into prescriptive program
New Construction Incentive

Science, Technology, Engineering, & Math (STEM) magnet school

Simple Payback
6.2 years!

Baseline Annual kWh
Proposed Annual kWh

<table>
<thead>
<tr>
<th></th>
<th>w/o Renewables</th>
<th>w/ Renewables</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Incremental Cost</td>
<td>$546,120</td>
<td>+$25,000</td>
</tr>
<tr>
<td>Incentives</td>
<td>$340,508</td>
<td>$7,500</td>
</tr>
<tr>
<td>Final Incremental Cost</td>
<td>$205,612</td>
<td>$223,112</td>
</tr>
<tr>
<td>Annual Utility Savings</td>
<td>$33,037</td>
<td>$33,397</td>
</tr>
<tr>
<td>Internal Rate of Return (5%)</td>
<td>10.3%</td>
<td>8.6%</td>
</tr>
<tr>
<td>Net Present Value (10 yr, 5%)</td>
<td>$53,952</td>
<td>$39,280</td>
</tr>
</tbody>
</table>

Case study by SEDAC
New Construction Private Sector

<table>
<thead>
<tr>
<th>PROJECT SNAPSHOT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer</td>
</tr>
<tr>
<td>Measures implemented</td>
</tr>
<tr>
<td>Building type</td>
</tr>
<tr>
<td>Architect</td>
</tr>
<tr>
<td>Consultant</td>
</tr>
<tr>
<td>Estimated annual energy savings</td>
</tr>
<tr>
<td>Estimated annual cost savings</td>
</tr>
<tr>
<td>Smart Ideas incentives received</td>
</tr>
</tbody>
</table>

Case study by ComEd
Retro-Commissioning Programs

Public Sector programs - DCEO

- Helps identify and implement low cost tune-ups and adjustments to existing building operating systems
- Focus on HVAC and building control systems
- Target high energy users 150,000 sf or more, newer buildings, with operating BAS system.
- Administered by Smart Energy Design assistance Center (SEDAC)
- Year 3 provided funding for about 16 projects
- Owner must invest $10,000 in improvements to operating system
- Recommended strategies have 18 month or less payback
Retro-Commissioning Programs

Private Sector Programs

- **ComEd (with Nicor, Peoples, and North Shore)**
  - Peak demand >500kW
  - One employee must go through Building Operator Training
  - Commit to spending $15,000-$30,000
  - All Buildings and Compressed Air

- **Ameren Illinois**
  - Compressed Air
  - Hospitals
  - Commercial Buildings
## RCx Example

### PROJECT SNAPSHOT

<table>
<thead>
<tr>
<th>Customer</th>
<th>Alexian Brothers Medical Center Elk Grove Village, Illinois</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retro-commissioning study cost, paid by ComEd</td>
<td>$91,665</td>
</tr>
<tr>
<td>Implementation cost, paid by customer</td>
<td>$11,310</td>
</tr>
<tr>
<td>Estimated annual energy savings</td>
<td>576,484 kWh</td>
</tr>
<tr>
<td>Estimated annual cost savings</td>
<td>$40,353</td>
</tr>
<tr>
<td>Estimated payback period with <em>Smart Ideas</em> incentive</td>
<td>less than 4 months</td>
</tr>
</tbody>
</table>

Case study by ComEd
# Compressed Air Audit Example

## Project Snapshot

<table>
<thead>
<tr>
<th>Customer</th>
<th>Tribune Direct Northlake, Illinois</th>
</tr>
</thead>
<tbody>
<tr>
<td>Measures implemented</td>
<td>Compressed air</td>
</tr>
<tr>
<td>Total project cost</td>
<td>$116,942</td>
</tr>
<tr>
<td>Estimated annual energy savings</td>
<td>732,144 kWh</td>
</tr>
<tr>
<td>Estimated annual cost savings</td>
<td>$53,447</td>
</tr>
<tr>
<td>$34,597</td>
<td></td>
</tr>
<tr>
<td>Estimated payback period without Smart Ideas incentive</td>
<td>2.2 years</td>
</tr>
<tr>
<td>Estimated payback period with Smart Ideas incentive</td>
<td>1.5 years</td>
</tr>
</tbody>
</table>

Case study by ComEd
Specific Incentive Programs
DCEO Special Programs

- Energy Efficiency Aggregation Program
- ISBE School Energy Efficiency Grants
- Natural Gas Boiler Tune-up Program
- Steam Trap Retrofit
- SEDAC Energy Assessments and Assistance
- Energy Performance Contracting
- Lights for Learning
- School Direct Lighting Install
- Low Income Incentive Programs
- Waste Reduction
ComEd Special Programs

- Lighting Instant Savings – Direct Install
- Commercial Real Estate
- Small Business Energy Savings
- Monitoring Based Commissioning
- Load Response
- Free Energy Assessment
- Energy Insights Online
- Direct Purchase Lighting
Ameren Illinois Special Programs

- Feasibility Study
- Online Store (instant incentivized products)
- Agricultural Programs
- Multi-family
  - Direct install
  - Major Measures: Insulation, air sealing, HVAC
- Manufacturing
- Energy Manager
North Shore/Peoples

- Small Business Direct Install
- Energy Audits
- Industrial Rebate Program

Nicor Special Programs

- Elementary Energy Education Program
- Small Business Direct Install
- Industrial Assessment
- Economic Redevelopment Program
- Building performance w/ ENERGY STAR
## ComEd Energy Insights Online

### Rockford School District 205

<table>
<thead>
<tr>
<th>Building Type</th>
<th>K12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Measures</td>
<td>Installed EIO to monitor and trend energy use</td>
</tr>
<tr>
<td>Annual Energy Savings</td>
<td>50% of baseline</td>
</tr>
<tr>
<td>Total ComEd Incentives</td>
<td>Free program install</td>
</tr>
</tbody>
</table>

Case study by ComEd
# ComEd Guest Room Energy Management

## PROJECT SNAPSHOT

<table>
<thead>
<tr>
<th>Customer</th>
<th>Conrad Hotel, Chicago, Illinois</th>
</tr>
</thead>
<tbody>
<tr>
<td>Measures implemented</td>
<td>HVAC</td>
</tr>
<tr>
<td>Total project cost</td>
<td>$136,942</td>
</tr>
<tr>
<td>Estimated annual energy savings</td>
<td>465,138 kWh</td>
</tr>
<tr>
<td>Estimated annual cost savings</td>
<td>$37,211</td>
</tr>
<tr>
<td>$Smart Ideas$ incentives received</td>
<td>$32,560</td>
</tr>
<tr>
<td>Estimated payback period without $Smart Ideas$ incentive</td>
<td>2.8 years</td>
</tr>
<tr>
<td>Estimated payback period with $Smart Ideas$ incentive</td>
<td>1.5 years</td>
</tr>
</tbody>
</table>

Case study by ComEd
Ameren Illinois Multi-Family Incentives

<table>
<thead>
<tr>
<th>Westgate Apartments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building Type</td>
</tr>
<tr>
<td>Energy Measures</td>
</tr>
<tr>
<td>Annual Energy Savings</td>
</tr>
<tr>
<td>Cost to Implement</td>
</tr>
<tr>
<td>Total Ameren Incentives</td>
</tr>
<tr>
<td>Payback</td>
</tr>
</tbody>
</table>

Case study by SEDAC
Grants

- Illinois Clean Energy Community Foundation (ICECF)
  - Schools
  - Non-profits
  - Non-EEPs
  - Community Centers
- Innovative Lighting Systems
- Renewables
  - Wind
  - Solar
  - Biomass
  - Advancing Renewable Energy
- Emerging Technologies

Images by Illinois Clean Energy Community Foundation
Grants and other Funding

- USDA
  - Small Business Loans and Grants
  - REAP Grants

- Energy Efficiency Affordable Housing Construction Program

  - Whole Building
  - Lighting only
  - 50% beyond ASHRAE 90.1 2001
  - Up to $1.80/sf tax deduction
  - Can transfer tax deduction from public sector to private

- County Schools Facility Occupation Tax Law
  - 1% sales tax for school facilities
  - Must be passed by country
Renewable Grants

- DCEO wind and solar grants
  - Open for a VERY limited time
  - $10,000 maximum
  - PV
    - Residential and commercial
      - $1.50/watt or 25% of project costs
    - Not-for-profit and public
      - $2.60/watt or 40% of project costs
- Wind
  - Residential and commercial
    - $1.70/watt or 30% of project costs
  - Not-for-profit and public
    - $2.60/watt or 40% of project costs
Financial Incentives

Green Building Incentive
- City of Chicago - Green Permit and Green Homes Programs

Industry Recruitment/Support
- Renewable Energy Business Development Grant Program

Local Grant Program
- City of Chicago - Small Business Improvement Fund

Non-Profit Grant Program
- Illinois Clean Energy Community Foundation Grants

PACE Financing
- Local Option - Contractual Assessments for Renewable Energy and/or Energy Efficiency

Performance-Based Incentive
- Illinois Solar Energy Association - Renewable Energy Credit Aggregation Program
- Solar Renewable Energy Credits

Property Tax Incentive
- Commercial Wind Energy Property Valuation
- Special Assessment for Solar Energy Systems

Sales Tax Incentive
- Sales Tax Exemption for Wind Energy Business Designated High Impact Business

State Bond Program
- Renewable Energy and Energy Efficiency Project Financing

State Grant Program
- Biogas and Biomass to Energy Grant Program
- Efficient Living Energy Grant
- Energy Efficient Affordable Housing Construction Program
- Public Sector Energy Efficiency Aggregation Program
- Public Sector New Construction and Retrofit Program
- Retro-Commissioning (RCx) Program
- School Energy Efficiency Grant Program

State Loan Program
- Energy Impact Illinois Loans
- Green Energy Loans

State Rebate Program
- Energy Impact Illinois Rebates
- Public Sector Electric Efficiency Programs
- Solar and Wind Energy Rebate Program
Okay, so there is a lot of money. But, maybe not enough money.
Use someone else’s money.

Financing
Financial Arrangements

5 Ways to Finance

1. Equity
2. Bonds
   - State Bond Programs
   - School Construction Bonds
3. Borrow – traditional loan
4. Lease
5. Performance Contracting
Financing with performance contracting

Performance Contracting/ESCo

- 80% of market is municipals, universities, schools, hospitals, and federal
- If public, they usually finance and ESCo guarantees
- Guaranteed savings
- DCEO technical assistance
- Benefits vs risks
Reasons we don’t implement

I found a way to save a million dollars by spending only $10,000.

The $10,000 would come out of my budget but the savings would go into someone else's budget. It’s not feasible.

Our stockholders might disagree.

That's why they aren't invited to meetings.

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Challenges

Administration
- Wants to focus on core goals
  - Blinders keep out other ideas
- Have other plans
  - They may have other plans for the building
    - Short vs long term plans
- There just isn’t enough money to do it
  - It is all allocated elsewhere
- Lack of understanding

Staff
- Not wanting to do something new
  - It has always worked the way I do it.
- Does not understand how equipment works
  - “I heard that new fangled stuff never works!”
- Does not have time or budget to change
  - Already short staffed
Paths to Implementation

- Work across department lines bring people on board
  - Lower maintenance costs
  - Occupant comfort (drafts, temperature swings) - productivity
  - Marketing
  - Right thing to do

- Seek out other adopters
  - In your organization
  - Through Trade Allies and Utilities
The steps

1. Have an energy champion. Someone who stays on top of the energy efficiency project(s)

2. Get an assessment or other service as best fits your project!
   - You need a direction (could come from utility incentives)
   - And then a plan

3. Work with others in your organization to get everyone on one page.

4. Enjoy the reduced maintenance, lower utility bills, and many incentives!
Thank You

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