



Case Study: Energy Performance Contracting

MINNESOTA
SUSTAINABLE
COMMUNITIES
NETWORK

NextStep



Agenda

- Background and County Objectives
- Selection of ESCO
- Solution Development
- Project Implementation
- Overview of Results and Benefits
- Question and Answer Time



Background and County Objectives

- County Objectives
 - Need for backup site for Business Continuity
 - Correct many comfort issues and design deficiencies
 - Reduce operational expense
 - Funding solution to allow “doing it right”
 - First experience with Performance Contracting
- Highway Department Building
 - 58,525 square feet of mixed use space
 - 20 year old facility

Selection of ESCO

- ESCO Profile and Background
 - Proven track record with local governments
 - Comprehensive analysis of total building needs
 - Vendor neutral recommendations
 - Turn-key single source of responsibility
 - Process allows Scott County to maintain control
- Input From Trusted Sources
 - Metropolitan County Energy Policy Coalition
 - Anoka and Dakota Counties' References
- Gaining Consensus Within County
 - Built solid case for Performance Contracting with the ESCO and involved Administration early in the process

Solution Development

- **Thorough Comprehensive Analysis**
 - Energy reduction, capital equipment evaluated, deferred maintenance and comfort issues, security, etc.
- **County Involvement and Control**
 - Communication and reporting process
 - Use of County personnel and preferred vendors
- **Multiple Alternate Solutions**
 - Options to repair, upgrade and multiple replacement options
 - Life cycle analysis and cost/benefit evaluations
 - Site visits to see similar installations
 - Scope workshops with funding solutions provided

Project Implementation

- County Involvement and Control
 - Mutual agreement on all major decisions
 - Regular meetings and status updates
 - Addressed all objectives of the County
- Project Oversight
 - Project management was responsibility of ESG
 - Turn-key single source of accountability
- Quality Control
 - Guaranteed costs, savings and performance
 - Commissioning of final installation was key element
 - On-going training and technical resources

Overview of Results and Benefits

- Project Summary
 - Finished on time, on budget with energy savings exceeded
 - Reduced operational costs by \$46,000 annually
 - Saving 18% more than estimated
 - County staff satisfied with process and end result
- Benefits to Scott County
 - Performance Contracting allowed the project to be approved
 - More productive workplace environment
 - Ongoing technical resources funded via the program
 - Funding solution allowed “doing it right”





Donald Fehr
952-496-8750
dfehr@co.scott.mn.us