

Our Solutions. Your Terms



Facility Improvement & Energy Conservation Projects

Saving Jobs, Saving Money!

January 14, 2011

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Business Development Manager



Presentation Goals



To Introduce or Reintroduce a Program That Could:

- 1. Create additional funding for the ISD*
- 2. Add \$'s to your district's bottom line*
- 3. Save jobs*
- 4. Address your facility needs*



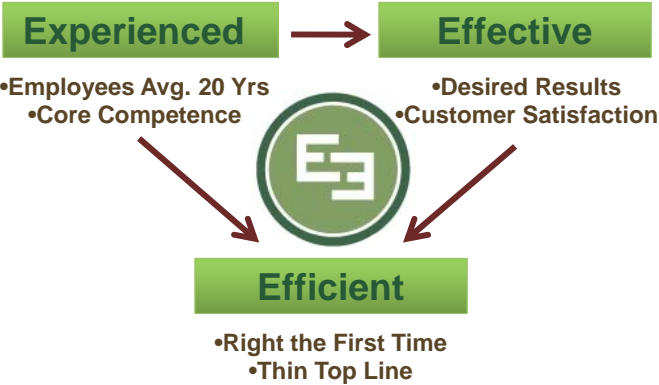
Topics of Discussion

- Who is DMI – Entegral Solutions Group
 - *DMI Entegral / TASB Relationship*
- Traditional Type Projects vs. Energy Projects
- Performance Contract vs. Design-Build Energy Project
- Customer Quoted Pains & Gains Of Performance Contracting
- Introduce a Procurement Option that Will Benefit Your District.



DMI-Entegral Solutions Group

Experienced, Effective, Efficient



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graph TD; Experienced[Experienced] --> Effective[Effective]; Effective --> Efficient[Efficient]; Experienced --> Efficient; Effective --> Efficient;
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Experienced

- Employees Avg. 20 Yrs
- Core Competence

Effective

- Desired Results
- Customer Satisfaction

Efficient

- Right the First Time
- Thin Top Line

TASB / DMI-Entegral Solutions Relationship



TASB OnSite Services Role & Responsibilities

- Implement a Behavioral Modification Program
- Implement a Long Range Energy Management Plan
- TASB Will Develop HVAC Inventory List for ISD's
 - Assist ISD's Operations Department
- Provide ISD's with strategies for achieving energy efficiency that result in net savings but which can be achieved at no cost to the district.



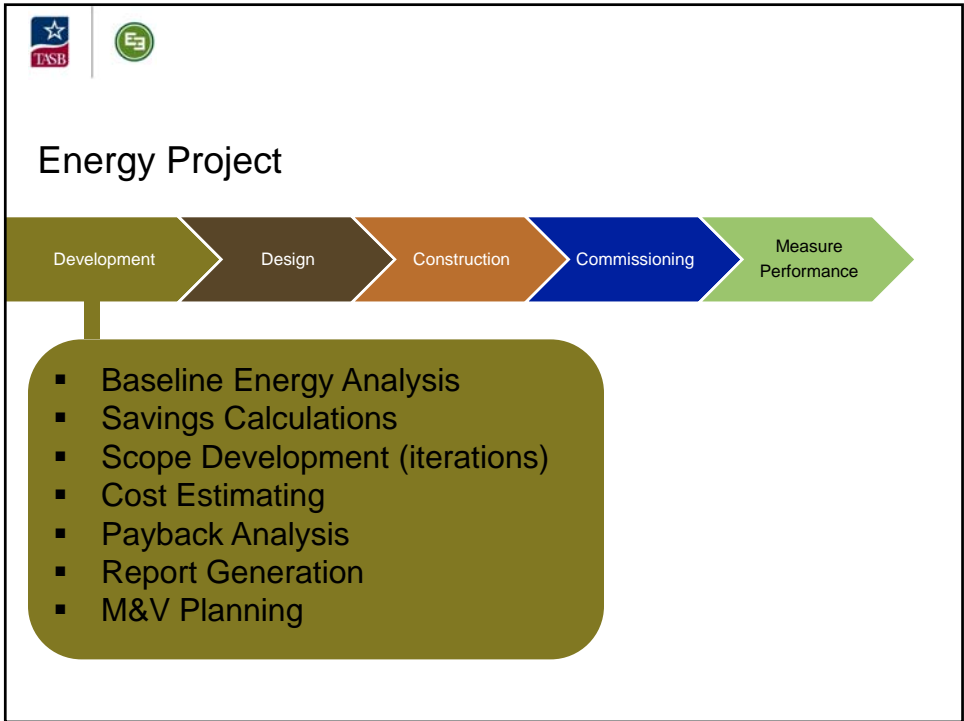
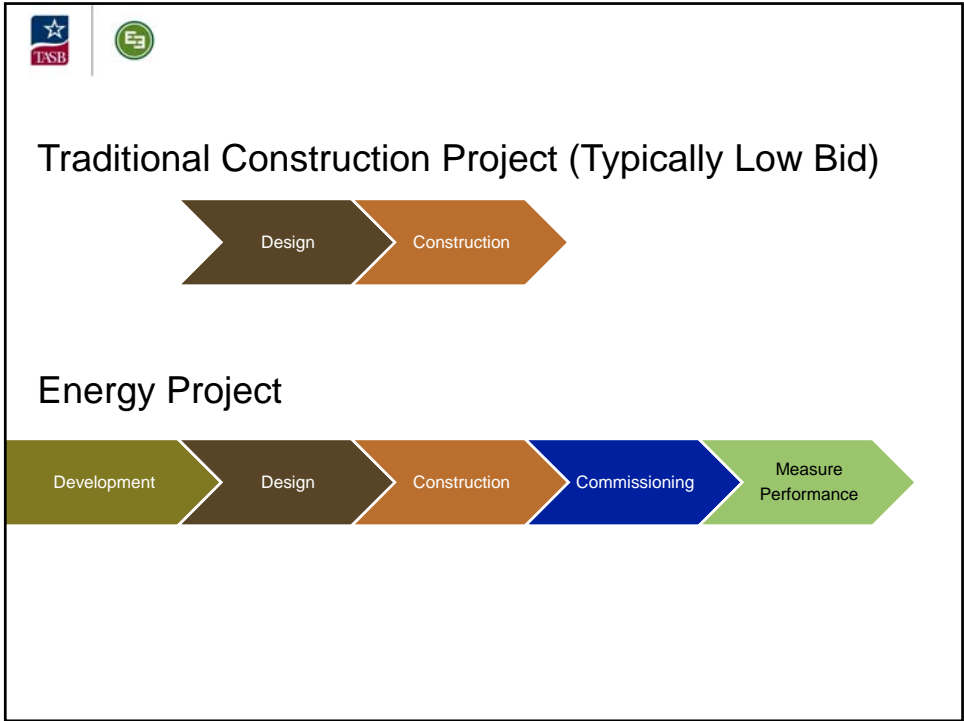
Different Types of Construction Projects

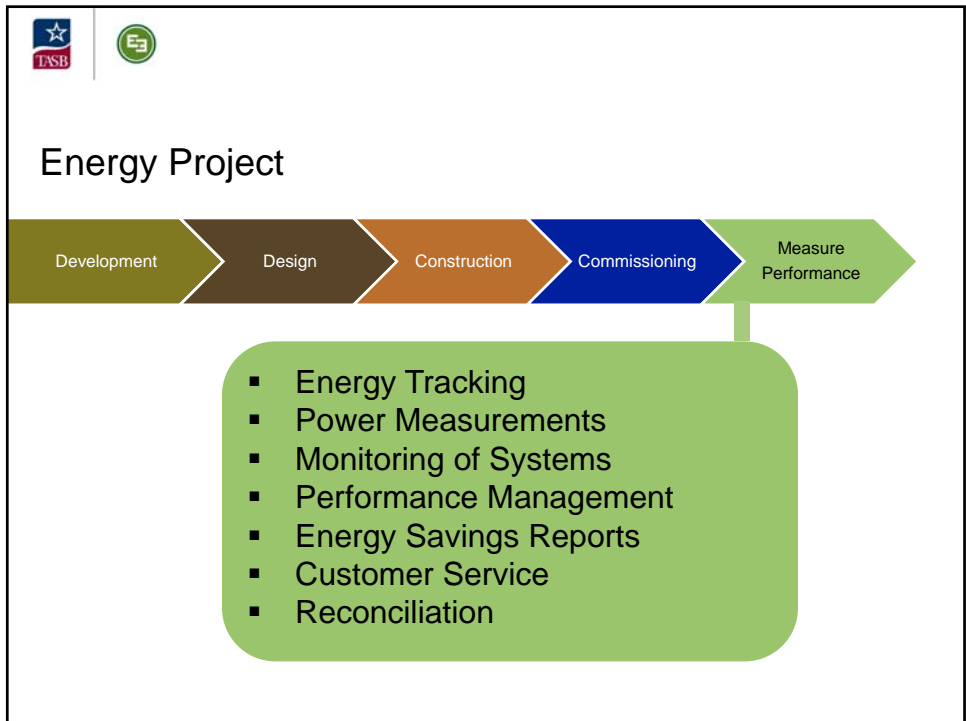
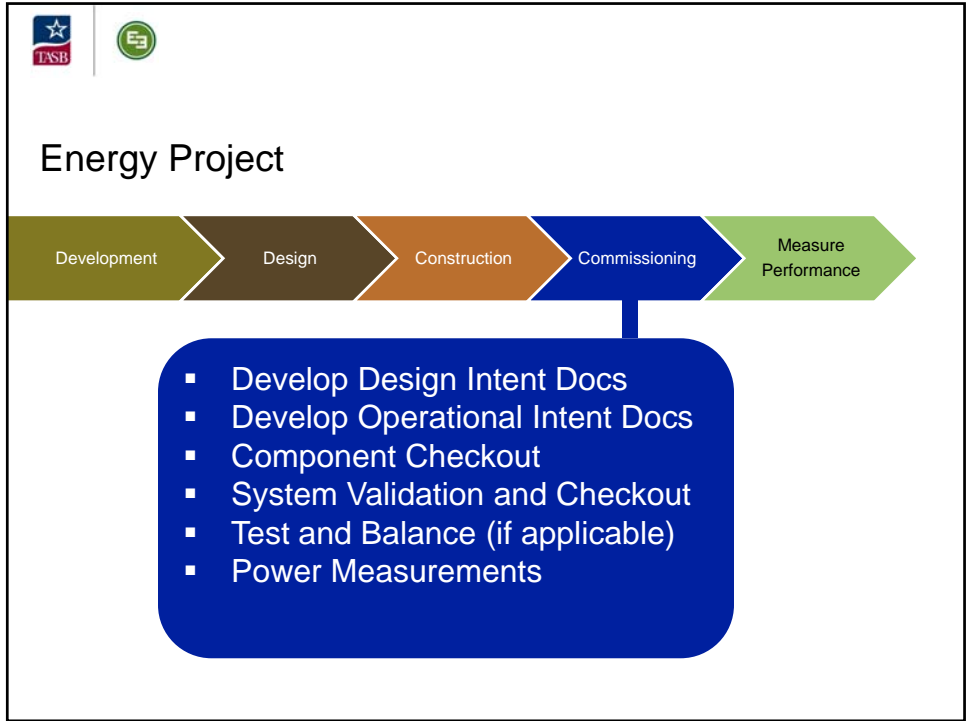
Traditional Low Bid Project vs. Energy Project



Traditional Construction Project (Typically Low Bid)

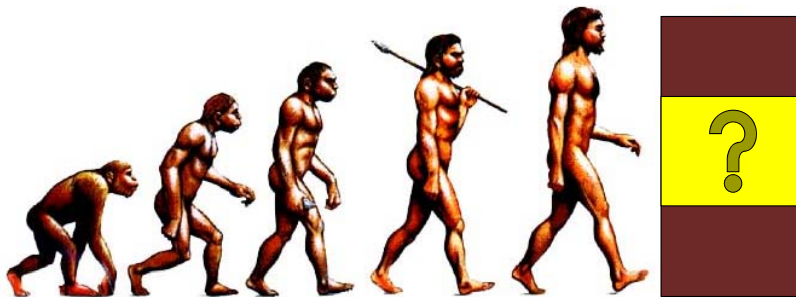


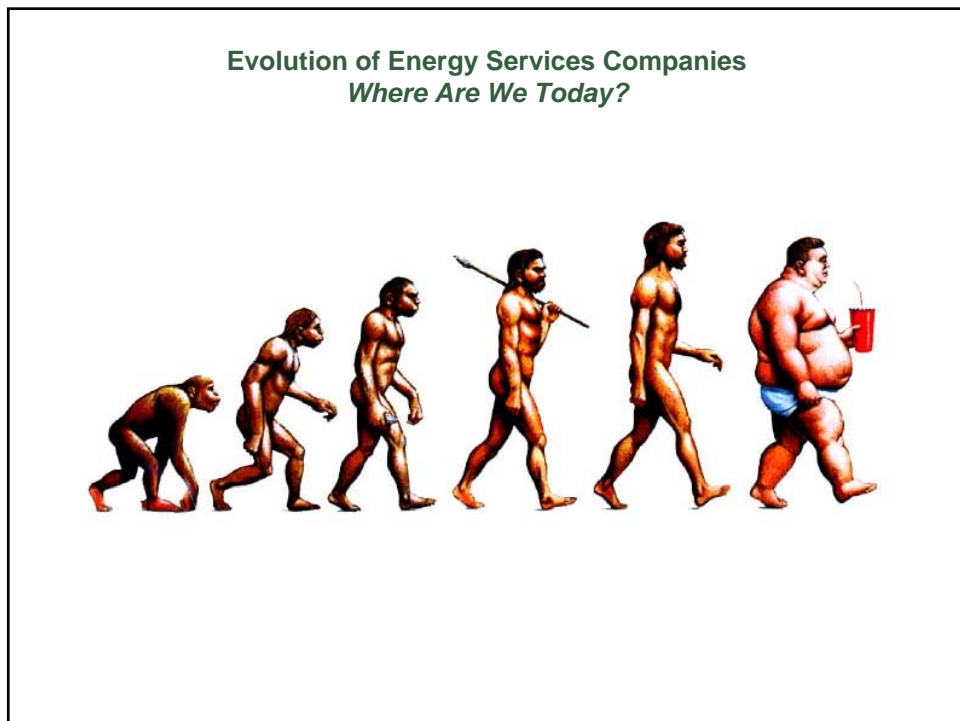
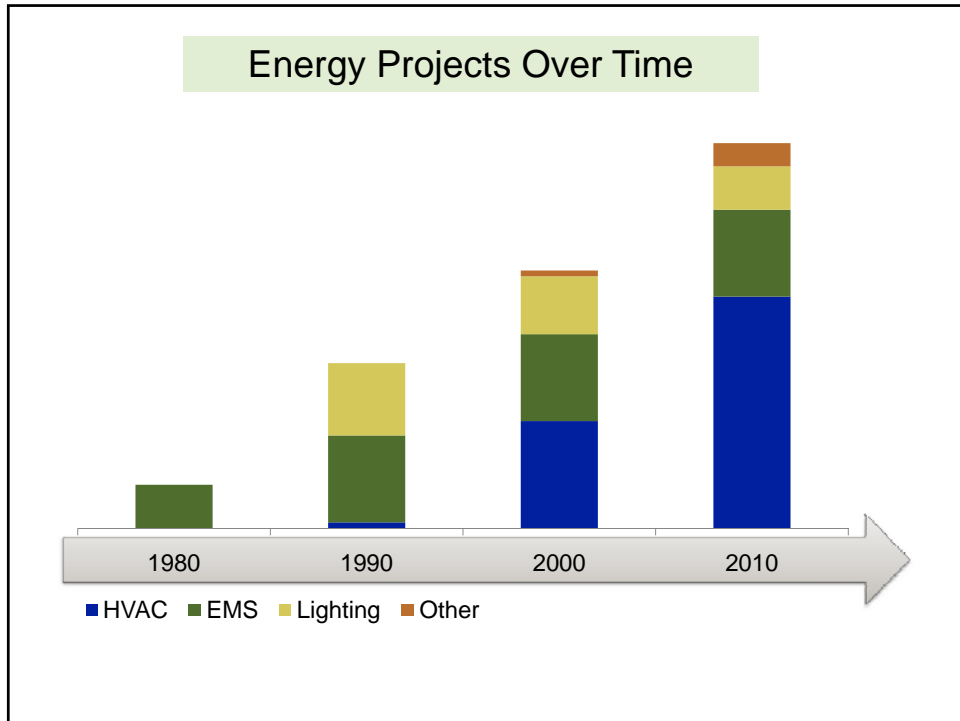






Evolution of Energy Services Companies
(Companies Specializing in Implementing Energy Projects)

Evolution of Energy Services Companies
(Companies Specializing in Implementing Perf. Contracts)












Performance Contracting Customer Quotes



*Experienced Customer Pains & Gains after
Implementing a Performance Contract*







Customer Quoted Pains	Customer Quoted Gains



 	
Customer Quoted Pains	Customer Quoted Gains
Total Cost of the Project vs. Value <i>"We never received a breakdown of cost and I feel that the project was very expensive. I feel like I did not get as much equipment as I should have".</i>	



 	
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Product Neutral vs. Product Manufacturer Approach <i>"We could have used the money we spent on new controls that we did not need to replace and instead, purchase additional HVAC equipment or replace old mechanical piping"</i>	



 	
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<p>Is there a construction method that would address the pains while continuing the gains?</p>	

 		
<h2 style="color: #006400;">➤ Procurement Options</h2>		
Category	Design / Build	Performance Contract
Legal Authorization	TEC 44.036	TEC 44.901
Types of Projects Authorized	Any construction, rehabilitation, alteration, or repair of a facility.	Energy related only
Procurement Criteria	Qualifications & Markups	Qualifications Only
Savings Guarantee	Optional	Mandatory
Open Book Pricing	Yes	Not Typical

Answers in an RFQ

Answers you *need*

➤ Procurement Options

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Open Book Pricing	Yes	Not Typical





So What Could The Bottom Line Look Like For Your District?



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Whatever You Want It To Be?



- ***Self-Funding Break-Even Project***
or
- ***Positive Cash Flow Project***

Example of a Break-Even Project

2010 Utility Bill - \$ 1,385,000

<u>Scope of Work – Facility Needs</u>	<u>Cost</u>	<u>Annual Savings</u>	<u>Payback</u>
District-wide Lighting Retrofit	\$180k	\$45k	3.33
District-wide EMS Implementation	\$400k	\$110K	3.64
District-wide Water Retrofit	\$125k	\$40K	3.12
High School Chiller Replacement	\$400k	\$20K	20
High School Pump Replacements	\$130k	\$10K	13
High School Piping Replacement	\$250k	\$2K	125
Middle School Rooftop Unit Replacements	\$200k	\$20K	10
Middle School Roof Replacement	\$500k	\$10K	50
Elementary Rooftop Unit Replacements	\$125k	\$12K	10
Elementary Roof Replacement	\$437k	\$8K	54.6
Totals	\$2.77M	\$277K	10yrs





Example of a Break-Even Project

2010 Utility Bill - \$ 1,385,000 2011 Utility Bill - \$1,108,000

<u>Scope of Work – Facility Needs</u>	<u>Cost</u>	<u>Annual Savings</u>	<u>Payback</u>
District-wide Lighting Retrofit	\$180k	\$45k	3.33
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Elementary Roof Replacement	\$437k	\$8K	54.6
Totals	\$2.77M	\$277K	10yrs


Simple Payback Project of 10 Years
Annual Energy Savings - \$277,000
Annual Debt Service - \$277,000
Annual Net Savings of \$0.00



Example of a Positive Cash Flow Project

2010 Utility Bill - \$ 1,385,000

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Elementary Rooftop Unit Replacements	\$125k	\$12K	10
Elementary Roof Replacement	\$437k	\$8K	54.6
Totals	\$1.555M	\$257K	6.05yrs

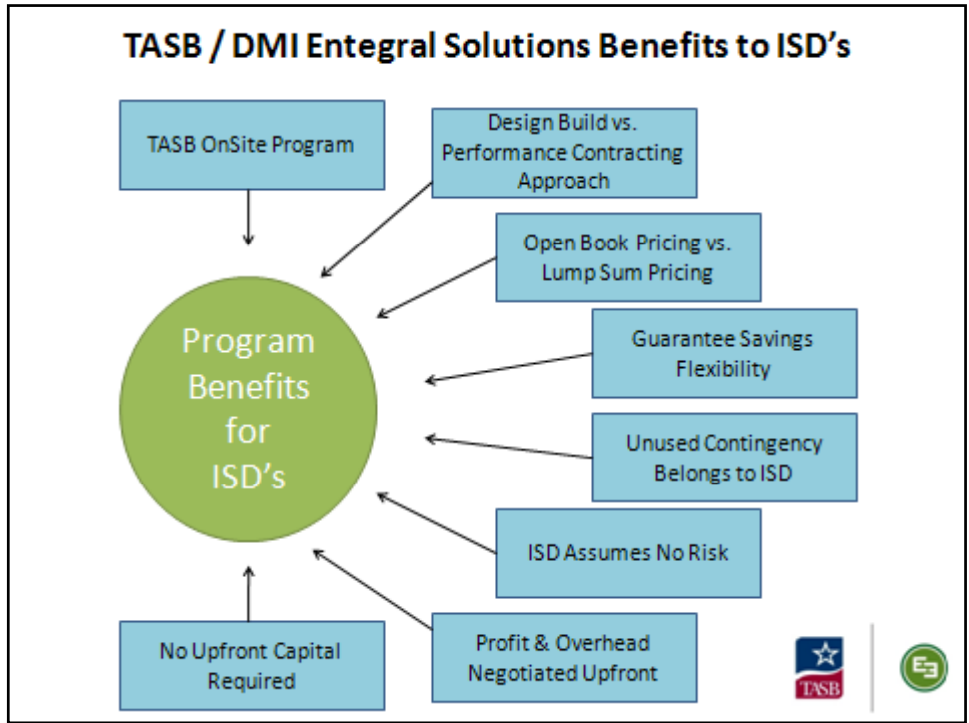


Example of a Positive Cash Flow Project

2010 Utility Bill - \$1,385,000 2011 Utility Bill After Project - \$1,128,000

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Elementary Roof Replacement	\$437k	\$8K	54.6
Totals	\$1.555M	\$257K	6.05yrs

Simple Payback Project of 6.05 Years
Annual Energy Savings - \$257,000
Annual Debt Service - \$175,000
Annual Net Savings of \$82,000 and Most of Your Facility Improvements Addressed



Q&A