

GLENBROOK HIGH SCHOOLS
Regular Meeting – Monday April 12, 2010
District Business Office

TO: Dr. Mike Riggle
Hillary Siena

FROM: Kimberly Ptak

DATE: April 12, 2010

RE: DISCUSSION/ACTION: ENERGY EDUCATION CONTRACT

CRITICAL QUESTION

Should the board approve a “people-focused,” energy savings proposal from Energy Education?

BACKGROUND

Energy Education is a people-focused, energy management, consulting firm who, over the last 23 years, has worked with over 900 clients to reduce overall utility consumption. The firm focuses on modifying the behaviors of students and staff through measures such as turning off lights, scheduling the building more efficiently and, in general, increasing overall energy conservation awareness. According to their literature, they have “1200 evaluation areas which are used to identify thousands of energy savings recommendations.”

The recommendations made through this program are not capital in nature and, therefore should not result in any cost. The district is asked to make an investment in the program years 1-4. The investment consists of 1). A management fee to energy educators, 2). Hiring a full-time energy coach, 3). Purchasing energy tracking software and 4). Professional development for the energy coach. This investment is fully guaranteed. Meaning if the savings does not equal or exceed the investment, a check is written to the district. The firm has submitted a proposal for our review, please see attached. **Projected net savings over a ten year period is \$5,784,500.**

Over the last several years, the district has achieved energy savings in the areas of energy procurement and capital improvements, which have resulted in our buildings operating more efficiently. Such capital improvements have included modular boilers at GBS, solar panels at GBS, field house light improvements at GBS and GBN, retrofitting lights in the gymnasiums of GBS and GBN, replacing windows throughout GBS and GBN and adding building automation systems GBS and GBN. The remaining area to achieve energy savings is through a “people focused” program such as the one offered by Energy Education.

REFERENCE CHECKS

	Years in Program	Estimated Savings	Business Mgr/Sup Feedback	Educator Feedback
D211	Completing 5 th yr	14% net of investment in years 1-4, 22% year 5	Very satisfied with the tracking, savings and overall program.	B. Wegley received positive feedback from a principal of 211 – felt program changes were global and did not impact the classroom in any way.
D34	Completing 2 nd yr	15% net of investment	Skeptical at first, however the district is realizing the projected net savings. Overall satisfied with the program.	B. Wegley spoke to 2 principals of D34. Overall happy with the program and any impact on classrooms were minimal.
D86 Hinsdale	Completing 1 st year	17% savings net of investment	Very happy with program. Board was skeptical at first, took a few years. Feels they could not do it on their own, needed the process, person, training, consistency. Realizing projected savings.	Received complaints from the teaching staff during the first 5 months as they began to set the temp to 70. Everything else has been “after hours” and has not impacted the staff or classroom.
D200 Wheaton/ Warrenville	Completing 2 nd yr	15% savings net of investment	Satisfied with the program and that they are meeting their projection.	In the newer ½ of the building, no complaints. In the older ½ of the building temperature in general has always been difficult to control. Very active energy educator, always leaving reminders etc. High level of recent student involvement in helping the energy educator.
D101 Batavia	In first year	Too soon to tell	Satisfied with the program and potential savings. Also had called many districts and received positive feedback. Too soon to tell actual savings.	So far happy with program and no impact on classrooms, they modified building use for spring break and are asked to apply common sense strategies.



GLENBROOK HIGH SCHOOL DISTRICT 225
Glenview, Illinois
 Valid until March 2, 2010

Financial Savings Matrix

	Fast Track***	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	TOTAL
SAVINGS	\$ 59,000	\$ 475,000	\$ 522,000	\$ 575,000	\$ 632,000	\$ 695,000	\$ 765,000	\$ 841,000	\$ 925,000	\$ 1,018,000	\$ 1,120,000	\$ 7,622,000
TRANSFORMATIONAL ENERGY MANAGEMENT PROCESS™	0	219,600	219,600	219,600	219,600	0	0	0	0	0	0	878,400
ENERGY EDUCATION SPECIALIST ESTIMATED SALARY RANGE* \$75,000 to \$85,000	13,300	80,000	82,000	84,100	86,200	88,400	90,600	92,900	95,200	97,600	100,000	910,300
ESTIMATED CONFERENCE TRAVEL	1,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	31,000
ENERGY ACCOUNTING SOFTWARE**	0	12,000	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	22,800
TOTAL INVESTMENT	14,300	314,600	305,800	307,900	310,000	92,600	94,800	97,100	99,400	101,800	104,200	1,942,500
NET SAVINGS	\$ 44,700	\$ 160,400	\$ 216,200	\$ 267,100	\$ 322,000	\$ 602,400	\$ 670,200	\$ 743,900	\$ 825,600	\$ 916,200	\$ 1,015,800	\$ 5,784,500
RETURN ON ANNUAL INVESTMENT	313%	51%	71%	87%	104%	651%	707%	766%	831%	900%	975%	314%

TOTAL NET SAVINGS OVER 10 YEARS

\$5,784,500

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Energy Education Specialist's estimated salary for 1 position at \$80,000 annualized which includes \$5,000 for night, weekend and holiday work.
 Final salary figure will affect total net savings.
 **Approximate amounts based on current product pricing.
 *** Assumes 4-month Fast Track period with Energy Education Specialist hired and active by the end of the 2nd month.

Number of Energy Education Specialists: 1 Full-time