



# Green Strategies for Day to Day Operations

## Performance Contracting Goes Green

- Moderator: Tom Fuller, Wyoming Business Council – State Energy Office
- Panelist: Angie Fyfe, Governor's Energy Office
- Panelist: Doug Hargrave, LONG Energy Solutions
- Panelist: Brett Jackson, Department of Military & Veteran's Affairs



Governor's  
**Energy Office**



# Greening Government

Angie Fyfe  
Greening Government Program Manager  
Governor's Energy Office



# Greening State Government

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## **Energy – reduce by 20%**

Through performance contracting, policy

## **Water – reduce by 10%**

Through performance contracting, policy

## **Petroleum – reduce by 25%**

Reduce vehicle miles traveled

Improve fleet efficiency

Use biofuels

Improve drive and vehicle performance

## **Paper – reduce by 20%**

Part of larger strategy to reduce consumption

## **Materials, Resources, Purchasing**

“Zero” waste, environmentally preferable purchasing policy

## **Employee Travel, Commutes**

Reduce single-occupancy vehicle travel



# Sustainable Organizations Commit to Continuous Improvement

## Accountability

Energy Manager ~ senior management support

## Lead by Example

If not you, then who?

## Develop cross-functional teams

Identify champions, partners

## Multi-faceted solutions

Employee/customer, environment, economical

## Assessment

Baseline, benchmark, analyze, technical assistance



# Performance Goals and Action Plans

Simple

Specific and understandable

Meaningful

What is the context?

Measurable

Quantifiable

Intermittent Progress

Short and long-term

Plan / Do / Check / Act



# Communication

## *Economics*

Energy efficiency is an investment, not a cost – it has a yield

Job creation

## *Independence*

Self-reliance

Off-the-grid

Energy security

## *Security*

Indoor air quality

Public health

## *Quality*

Durability

Buy local

Conservation (quality v. quantity)



# Elements of a Good Policy

Stated purpose

Applicability

Strategic Alignment

Transparency

Efficiency and effectiveness

Responsiveness

Anticipatory

## ***Green Housekeeping Policy***

Decision matrix for facilities staff

Green Seal STOP or...

California regulations STOP or...

EPA guidelines

Cleaning procedures

Training

Annual review



# Greening Building Operations

Doug Hargrave  
LONG Energy Solutions



# Presentation Overview

- Goals
- Where to start
- What it costs – example
- Roles and responsibilities
- Where to get help



# Goals

- Be clear on goals before you start!
  - Part of performance contract?
    - If yes, need to be self-funding?
  - Comply with state initiative?
  - LEED EB?
    - If yes, is there intention to recertify?
  - Other certifications?
  - Other drivers of “greening” your building?



# Where to start your greening?

- Start with what you are already doing
- You'll be surprised at how far you get by documenting existing operations
  - Categories: Grounds, energy (Energy Star, Recommissioning), training, cleaning, O&M
  - Energy measures can pay for “greening” as part of EPC
- Compare documentation of existing operations vs. goals
  - Reality check: Goal achievable?



## What greening costs – an example.

- Changes need not be expensive!
- Example:
  - Building implemented greening found it was already energy efficient.
  - Change in operations
    - Only added cost was recycled trash bags (\$1,000 / year). All other changes generated savings or were cost-neutral.



# Roles and responsibilities

- Be realistic!
  - Know your boundaries
  - Focus on what you do can do and do it well.
- Suggested role for building owners
  - Identify internal champion and internal PM
  - Most important roles for bldg owner!
- Outsourcing options
  - Admin – can do internal or outsource
  - Technical – can do internal or lots of external resources



## Where to get help

- Program Assistance
  - GEO
  - Energy Star for energy issues
  - Contractors to set goals and shape effort
- Utilize outside assistance
  - LEED facilitators
  - Cleaners
  - O&M



# Gaining and Maintaining the Momentum of Performance Contracting

Presented by  
Brett Jackson, DMVA  
on 01 May 2008



# Agenda

- Get “buy in” and Shepherd Enhancements
- Communication During and After Construction
- Continuity
- What about after the PC Enhancements are made?
- Lessons Learned



# Get “buy in” and Shepherd Enhancements

- Stakeholders
  - Identify them
  - Determine their requirements
  - Determine their expectations
  - Communicate with them
  - Manage their influence
- KISS



# Communication During and After Construction

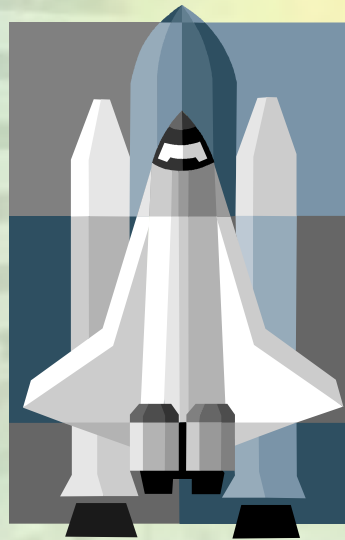
- People will normally put up with anything as long as they know there is an end in sight and as long as there is solid and reliable communication.
- Building Manager plays key role between tenants and project staff
- Beware - Out of sight, Out of mind!

# Continuity

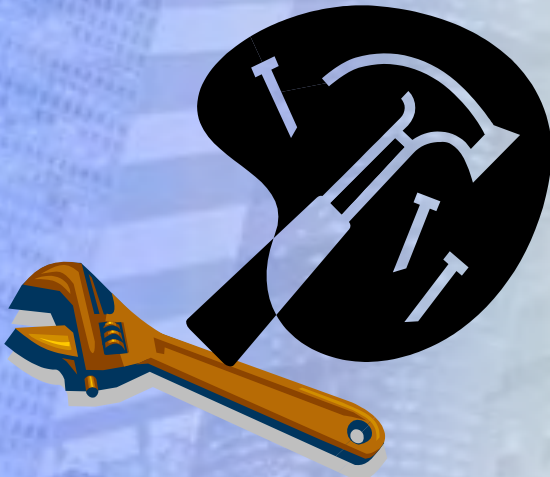


Project Manager

Success



General Contractor



Operations and  
Maintenance staff



Energy Manager



# After the PC Enhancements are made

- Training and O & M data made available
- Re-Commissioning
- Continuous Commissioning
- Implement Best energy management practices
- LEED-EB



# Lessons Learned

- **ESPC**
  - M and V commitment
  - Maintenance commitment
  - Availability of key staff members
  - Bundle where possible – this creates the carrot for some stakeholders
  - Building Automation System Considerations



# Questions

Thank you...

Brett Jackson

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# Questions & Answers