

Northern Kentucky University's

ESCO Project



September 20, 2006



NKU's Project

- ❑ **Schedule**
 - **Construction Start: 2004**
 - **Construction Completion: 2006**

- ❑ **Scope for 34 Buildings - 1,310,609 Square Feet**
 - **Energy Efficient Lighting**
 - **Chiller Plant Optimization**
 - **VAV Box DDC Control**
 - **Boiler Plant Optimization**
 - **VAV Air Handler Conversion**
 - **Critical Environmental Awareness**
 - **Demand Control Ventilation**
 - **Economizer Damper Repair**
 - **Steam Trap Repair**
 - **DDC Controls Installation**
 - **Water Conservation**



NKU's Project

- ❑ Investment - \$4,530,252
- ❑ Source of Funds - Third Party Financing
- ❑ Projected Annual Savings - \$615,076
- ❑ Guaranteed Savings - \$615,076
- ❑ Projected Payback - 12 Years



Projected Savings

Consumption Savings			Dollar Savings		
Service Type			Service Type		
Water / Sewer	22,009,000	gal	Water	\$	98,160
Electric	6,447,005	kwh	Electric	\$	212,751
Gas	33,706	mcf	Gas	\$	219,089

Guaranteed Savings

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Selling The Project

Don'ts:

- ❑ **Oversell the project**
 - Some work simply may not have a good payback
 - Promise extremes - stay conservative in estimates

- ❑ **Avoid promoting operational (labor) savings to justify your project unless:**
 - You intend to eliminate staff, or
 - Can terminate a contracted effort

- ❑ **Present in terms of Energy Cost Savings**



Selling The Project

Do's:

- Discuss conservation in terms of consumption reduction
- Highlight improved operational efficiency
- Emphasize enhanced comfort of building occupants
- Investigate potential for rebates from the local utility company
- Ensure everyone understands there is no investment of University funds
- Present as cost avoidance – not *Cost Savings*
- Above all else be conservative

