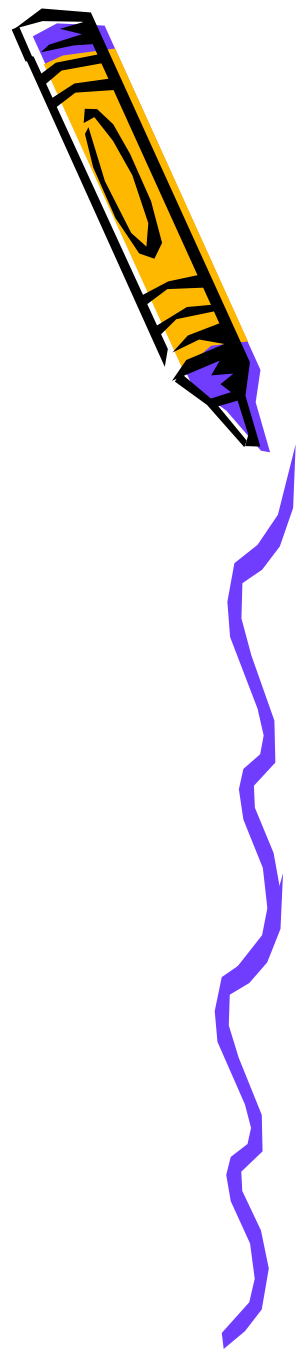




EAST PROVIDENCE SCHOOL DEPARTMENT  
EAST PROVIDENCE, RHODE ISLAND



# Comprehensive Energy Audit Johnson Controls, Inc.



EAST PROVIDENCE SCHOOL DISTRICT'S CENTRAL EDUCATIONAL THEME  
"CULTURE OF ACHIEVEMENT"



EAST PROVIDENCE SCHOOL DEPARTMENT  
EAST PROVIDENCE, RHODE ISLAND

# Comprehensive Energy Audit

## Johnson Controls, Inc.



## Energy Management Performance Contracting

A procurement process that allows schools and towns the opportunity to take previously budgeted utility and operational costs and reallocate them into ***SELF-FUNDING energy conservation measures***, through a ***GUARANTEED SAVINGS*** contract



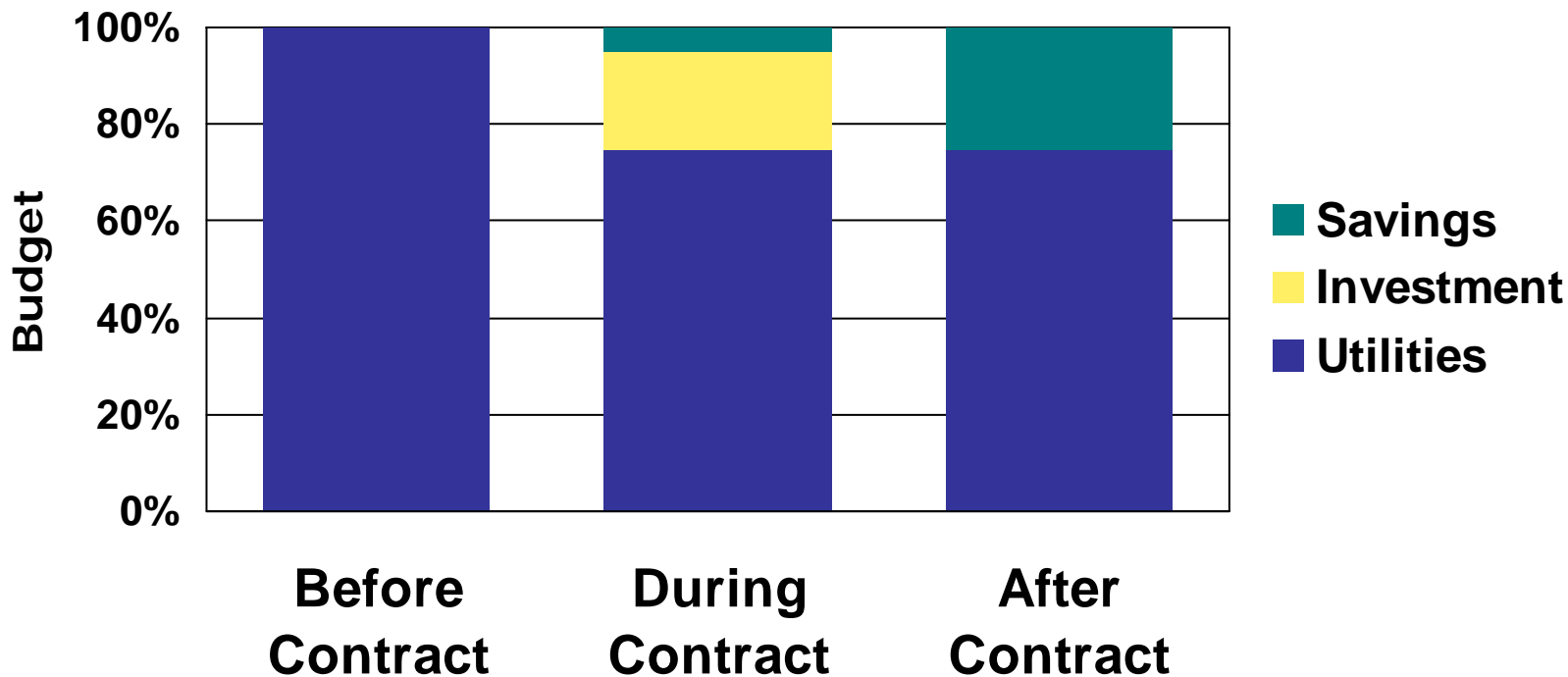
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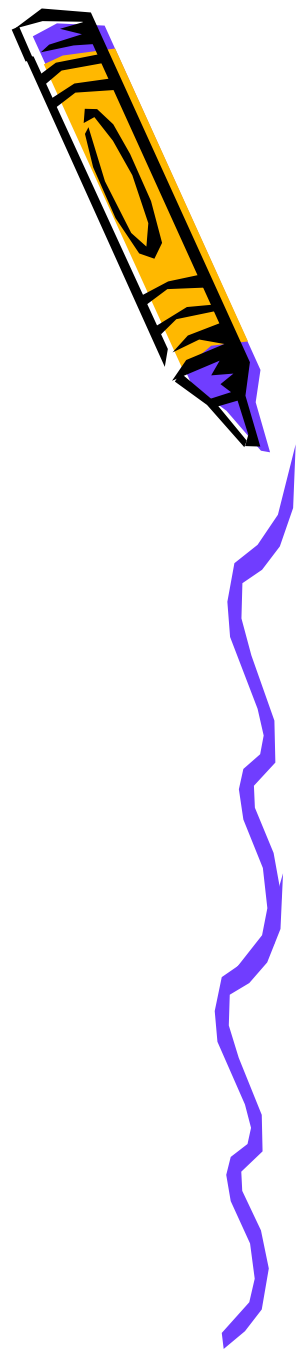


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# Comprehensive Energy Audit

## Johnson Controls, Inc.

- A contract for the acquisition of comprehensive energy efficiency improvements and services with minimal up-front costs
- Uses the energy and cost savings from the project to pay for the work
- Guarantees can be structured to cover all project costs, including financing, over a specified contract term
- Performance contracts can be used to leverage more comprehensive modernization projects --  
- including renewable energy



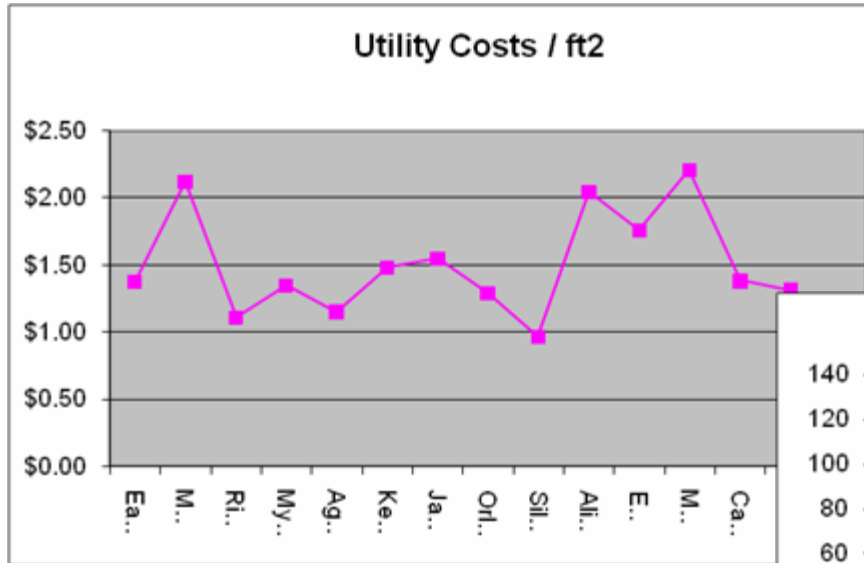
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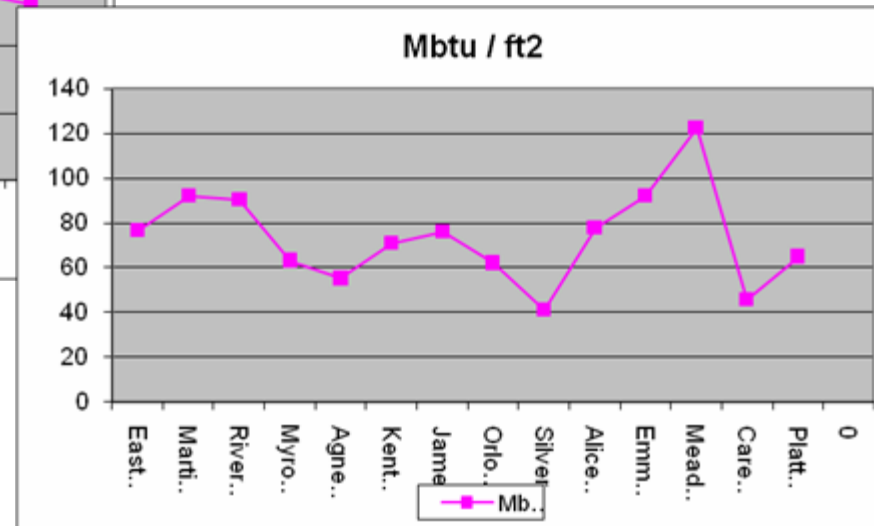
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# Comprehensive Energy Audit

## Johnson Controls, Inc.



# Benchmarking



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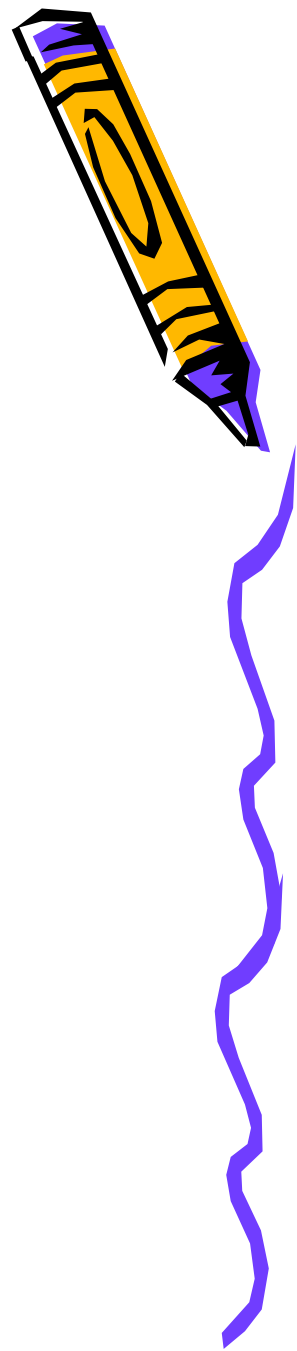


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# Comprehensive Energy Audit

## Johnson Controls, Inc.

- Identify project scope and cost - investment grade audit
- Utility Rebates
- Any available ARRA stimulus funding
- Low interest bonds
  - QZABs
  - Qualified School Construction Bonds
- Renewable technology funding



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## Johnson Controls, Inc.

- Cost of projects reimbursable by State at 49% - 53%, to include finance costs
- Will result in projects completed worth \$12M with School Dept costs at \$6M
- School Dept costs/annual payments will be made from energy savings
- Shortfall in energy savings paid by successful ESCO bidder
- Additional savings realized from N'Grid Rebates - up to \$250K



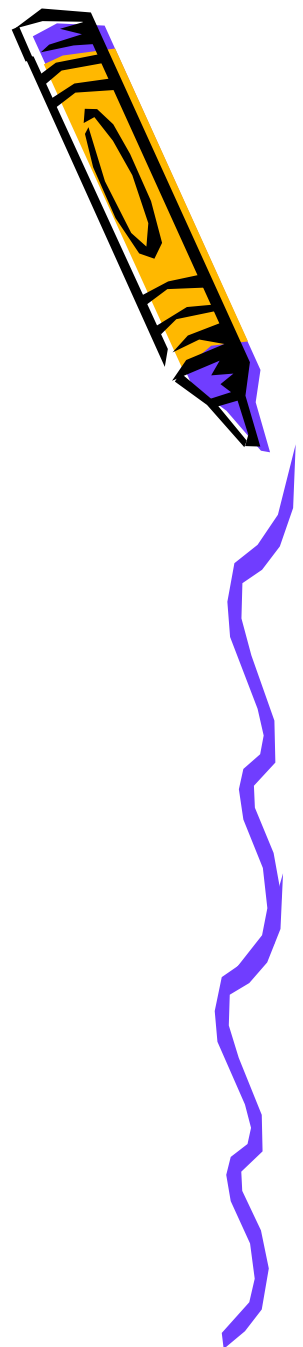
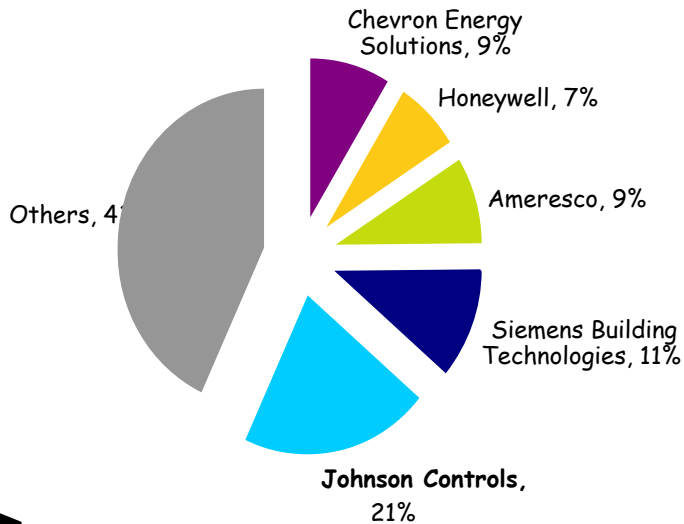
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# Comprehensive Energy Audit Johnson Controls, Inc.

Over 5000 Executed Energy Performance  
Contracts..... \$3.6 Billion + in Active Guarantees



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