

Slide #1

Hello everyone I'm Eric Lafayette, project developer, with energy efficient investments, also known as EEI.

- I born & raised in Burlington & currently live in So. Burlington, VT – I have 2 girls in the public school system and was part of SOV Construction Aid Task Force.

EEI are an energy service company (ESCO) with an office in Williston Vt, currently working with multiple school districts around the state of Vermont and I'm here to talk to you about the procurement of energy efficiency projects in K-12 schools.

We operate throughout New England with a large presence in Vermont, New Hampshire & Maine and are familiar with school infrastructure, financing options, and long term energy efficiency of buildings.

- Some of our successful projects include work with Addison Northwest SU, Springfield, Burlington School District, Missisquoi Valley SU, and Barre Unified Union School,

Slide #2

Energy Savings Performance Contracting is a solution to address the aging infrastructure and deferred maintenance at our K-12 public schools.

The state of Vermont is facing significant challenges with their school infrastructure and has many decisions to make over the next decade on how to address their deferred maintenance.

Questions Could Be:

- Do we replace equipment in kind
- What are the long term operating costs of the new systems
- What is the fuel source of the future and how do we decarbonize in reasonable steps
- How do we know that the money we spend now can build into the long term plans of the district

Slide #3

Energy Savings Performance Contracting is a solution that school districts can leverage to help make good long-term decisions for their school infrastructure. ESCO's will provide up front investment grade audits on buildings at no cost to the school district and then works w/ districts to select Energy Conservation Measures (ECM's) that fit within the long-term vision of the school.

- Provide up front renovation options w/ pricing
- No cost analysis with open book pricing & competitive bidding once selection of measures of taken

Slide #4

Benefits for K-12 Schools

- No upfront costs for energy analysis & capital needs assessments
- Addresses long-term deferred maintenance at schools
- Provides schools a road map to infrastructure capital projects & long term planning
- **Most Importantly** – Improved, safe & healthy learning environments students

Slide #5 – Typical Projects

Typical improvements usually come in three keys area

- Building Envelope – Roofs, Windows, Walls, Doors & Insulation
- Mechanical Systems – boilers, ventilation equipment, building controls
- Electrical Systems -Lighting, Transformers, Switch Gear, Solar
- Plumbing – Fixtures, water heaters, water flow

Slide #6 - Combining Projects

- If we are upgrading school ventilation and taking out unit ventilators, it makes sense to replace ceiling tile & grid and other infrastructure that needs.
- If we need to perform asbestos abatement to remove unit ventilators or doors, it makes sense to abate the whole floor at the same time
- When we get to certain threshold of renovation – it triggers life safety code like sprinkler, fire alarms
- Combining projects saves the district money & procurement time and addresses more issues

Slide #7 - Our Services

- Turnkey options for schools from initial analysis, design engineering, financing support / information, Commissioning, & then long term reporting to verify the savings
 - Financial services means applying & writing grants and maximizing state rebates through efficiency VT
 - We recently helped Hannaford Career Center receive \$96,000 Inflation Reduction Act (IRA) direct pay from the IRS
- In New Hampshire we are working w/ multiple districts around the state on a new comprehensive building aid application, that really addresses school visioning & programming analysis that I think could be beneficial to the state.
 - Ultimately, we will need to keep a substantial number of our existing schools in the state and we need those schools to be safe, healthy, water tight, heated, & efficient. ESPC can do that for the state.

Slide #8 – What are we here for? (New Slide)

- 16 VSA 3448 (c)(3) is a statute that covers our K-12 public schools and the performance contracting provision.
 - It requires voter approval for energy savings that have a greater than 10-year payback.
 - We are asking that it gets changed to 20 years to match the realities of energy efficiency, provides more upgrades to schools, and matches similar laws in VT and surrounding states.
 - Reality is that cost neutral contracts where the energy savings pay for the work in 10 years is tough to accomplish and limits the upgrades to schools. 20 years is achievable and often addresses solar, LED lighting, boilers, building controls, etc.
 - Aligns w/ Maine & New Hampshire ESPC process & requirements
 - Aligns with the State of Vermont BGS requirements 29 VSA 152 (a) (27) that has a 20 year pay-back

Specific Language:

- Under Vermont (3) Voter approval of proposed performance contract. If the terms of the proposed performance contract permit the district to make payments to the contractor over a period of time exceeding ~~10~~ **20** years, then the district shall not enter into a final performance contract until it receives approval from the electorate to do so.
- I believe that this is a small step we can make to improve our schools with budget neutral

Slide #9 - Thank you

- I really appreciate this opportunity to present to you today and would be happy to answer any questions you may have.