

# Advanced Energy Management

## *Selling the Concept of Energy Performance Investment*

Presented to the Maryland School Energy  
Managers Working Group  
by

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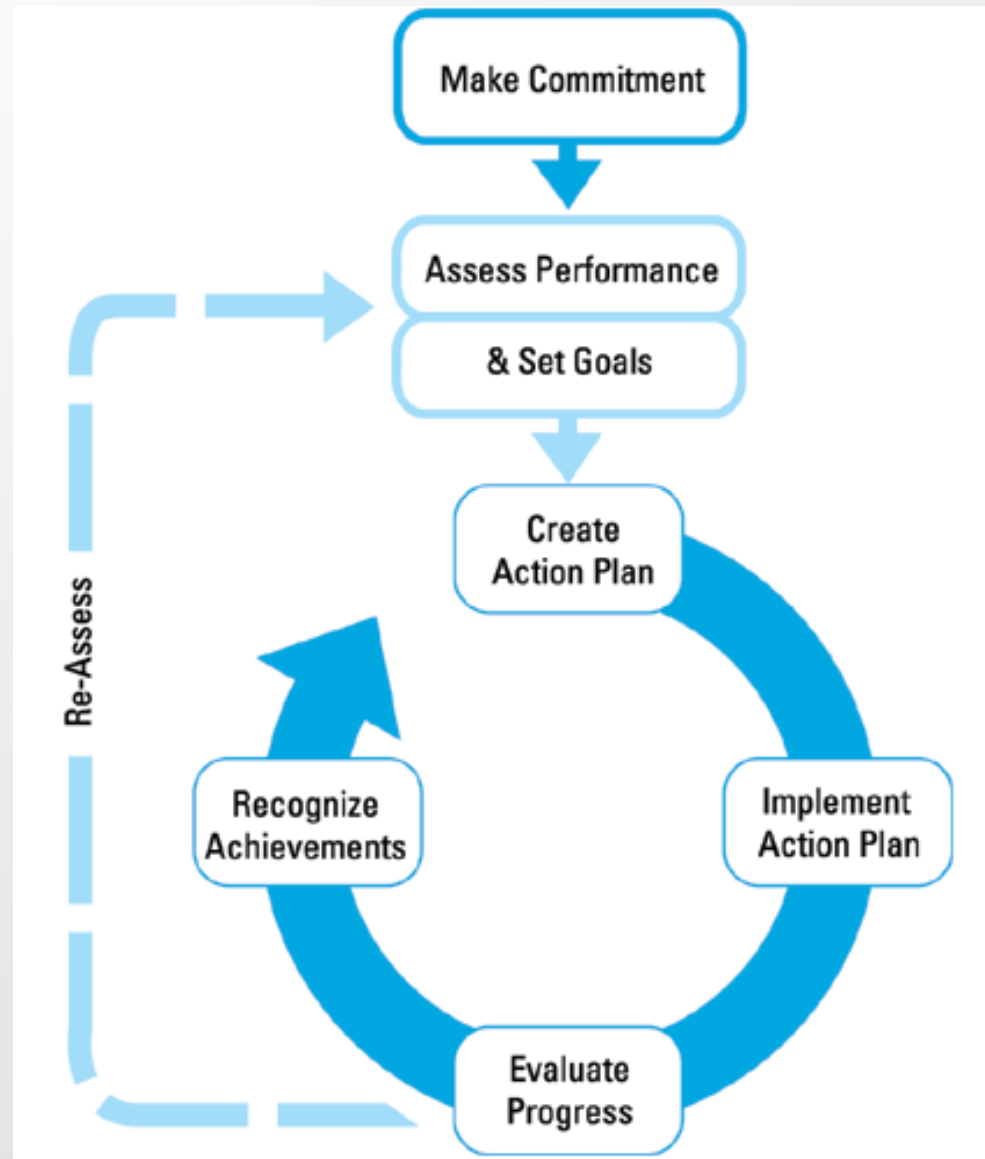
## The Problem

- ❖ School energy managers typically know what can be done to improve the energy performance of their schools but do not have the funding to make these changes.

## A Proactive Approach

- ❖ Develop an energy management plan
- ❖ Approach upgrades on a portfolio basis (not school by school)
- ❖ Forecast upgrade costs and potential savings
- ❖ Deliver EMP and financial plans to the school board – asking for an upgrade fund and demonstrating the value to the school
- ❖ Use energy savings to fund future investments

# Energy Management Planning



## Forecasting Upgrade Costs

- ❖ ENERGY STAR's Cash Flow Opportunity Calculator
- ❖ Rebuild America's Net Present Value Calculator
- ❖ Reports from energy service companies

## The Right Time to Try

- ❖ Energy costs are increasing and unstable
- ❖ Energy issues are in the public spotlight
- ❖ The President has renewed his call for U.S. citizens to take steps toward energy efficiency and conservation
- ❖ There is a strong focus on the condition of school facilities

## Leverage Existing Resources

- ❖ Energy Performance Benchmarking
- ❖ Energy Management Planning
- ❖ Presentation

## So, will this work in Maryland?

- ❖ Let's talk about roadblocks but let's also talk about detours we can take to get around them