



ENERGIA[™]

Maximum Energy Savings GuaranteedSM

Transforming School District Energy Liabilities into Educational Assets



THE ENERGIA PROMISE

Convert Your Energy Costs Into Educational Assets

Energia recognizes the complicated process that school districts face when embarking on energy-savings projects. Having decades of experience, our team of experts strives to uncover and unlock trapped energy funds so districts can reinvest funding into creating world-class learning environments for teachers and students.

As trusted advisors and school district partners, Energia promises to:

- Collaborate with administrators to best explain complex energy-savings initiatives, energy retrofits, and energy performance programs.
- Obtain the maximum energy savings for all projects.
- Manage the financial ecosystem of energy projects, energy services contractors, compliance with applicable statutes, federal and state funding, and utility rebates.
- Ensure projects meet the community and district goals to reduce carbon footprint.
- Capture the best cost savings possible so that students can experience a healthy, safe, and comfortable environment that enables impactful learning.

**Energia Spells Success For Your
Energy-Savings Projects
www.EnergiaSaves.com**



Energia is a unique company that delivers key benefits throughout every project:

- Provide a single, focused and dedicated team of technical advisors.
- Identify your project's projected energy savings and potential scope, so you begin the initiative with the right expectations.
- Request and review competitive proposals and/or bids from contractors, so you can be confident your procurement process is performed with utmost integrity.
- Help your district obtain the best contract terms and outcome.
- Prepare detailed project plans and specifications.
- Oversee project construction from first day to final acceptance.
- Verify the actual energy savings to ensure you realize the full savings you're anticipating.



"I trust Energia. The advice they give me on projects makes me very comfortable about the work we will be doing. I'm very happy with the way my projects with Energia have turned out, and I think they provide a great model for other districts to follow."

Dr. Michael Nagler

Superintendent of Schools

2020 NY State Superintendent of the Year- Mineola Public Schools

Student Enrollment: 3,000



A Proven Process For Energy-Savings Success™

Energia uses a seven-step process that provides critical information and a detailed roadmap for achieving project success, making Energia the best choice to manage your energy-savings project.

This is the same proven and trusted process that has been used for more than 130 projects producing over \$1 billion in energy-saving improvements.

1. Discovery

- Review strategic goals
- Understand facilities challenges
- Identify funding options

2. Energy Financial Assessment™

- Gather and analyze utility data
- Develop financial model
- Provide energy savings project plan

3. Competitive Contractor Procurement

- Develop technical request for proposal or technical bid specifications
- Source detailed competitive bids and/or proposals from contractors
- Validate implementation viability
- Scrutinize every word and number
- Ensure maximum value for district

4. Final Scope And Savings Agreement™

- Recommend the most qualified contractor
- Negotiate contract terms most favorable to district
- Protect district from preventable risk

5. No-Risk Funding

- Vet final term sheets
- Verify accuracy
- Ensure energy savings match projected schedule

6. Construction Management

- Provide on-site contractor oversight
- Keep contractors on schedule and in code compliance
- Review contractor invoices against claimed completed work

7. Actual Savings Proven

- Measure actual energy savings and verify the project performance
- Track energy cost reductions for best return on investment
- Report results to stakeholders



Economic, Environmental & Education Benefits of an Energy Project Managed by Energia

Energia ensures that your energy efficiency project is environmentally responsible, fiscally sound, and educationally enriching for every stakeholder group in your educational community.

- Energy savings that are measured and quantified
- Data-driven reduced energy consumption and operating costs
- Reduced carbon footprint
- Refreshed and renewed healthy building and learning environments
- Reduced **teacher and student** absenteeism
- Increased occupant comfort
- Increased overall productivity
- Creation of good paying jobs **for your community**

Possible Types of Facilities Improvements

There are many facilities improvements that your district can obtain when partnering with Energia, such as:

- Solar Photovoltaic (PV): Roof, Ground, Carport, Canopy
- Windows
- Doors
- Roofing
- High Efficiency Boilers
- Energy Management Systems and Temperature Control Systems
- Heating, Ventilation and Air Conditioning (HVAC) Systems
- Lighting, lighting controls, daylighting
- Geothermal
- Combined Heat and Power (CHP) or Cogeneration
- Oil to Gas Conversion
- Pneumatic to Direct Digital Control (DDC) technology conversion



Education & Energy Efficiency for ALL Students

A clean, safe, and healthy physical learning environment shouldn't be dependent on a student's zip code.

“Structurally sound and well-maintained schools can help students feel supported and valued. Students are generally better able to learn and remain engaged in instruction, and teachers are better able to do their jobs, in well-maintained classrooms that are well-lit, clean, spacious, and heated and air-conditioned as needed. In contrast, when classrooms are too hot, too cold, overcrowded, dust-filled, or poorly ventilated, students and teachers suffer.”¹

- U.S. Department of Education, Office for Civil Rights

Energia believes that all children should attend a well-maintained school. The State of Our Schools recent report documents a \$85 billion per year shortfall on public infrastructure funding. When schools reinvest that savings into deteriorating buildings that have been historically neglected, students from all backgrounds will thrive.

Many urban school districts are experiencing a decline in enrollment. Energia recognizes when enrollment decreases, so does the district's funding, making it difficult to make needed school improvements. Increasing taxes for education capital projects in poorer communities can be detrimental to families. Providing an opportunity to create energy efficient buildings and capturing the saved funds to convert legacy systems into new world-class facilities to benefit students and your community is our goal.

1. United States Department of Education, Office for Civil Rights. 2014. “Dear Colleague Letter: Resource Comparability.” Washington, DC: US ED.



Minority and Woman Owned Business (M/WBE)

Energia is a certified Women's Business Enterprise under the leadership of CEO Kendra McQuilton. She began her career with Energia, her family business, in 2001, and has overseen the successful management of hundreds of energy savings projects. As a woman-owned and led business, Energia has also created a scholarship fund to encourage young women to follow their passions and interests into the exciting world of science, technology, engineering, and math.

School districts can be confident that Energia seeks every opportunity to ensure that M/WBE partners and vendors are included in the process. Energia fully supports and advocates for diversity and its impact on students who will be able to see a diverse workforce in action.

Additionally, M/WBE participation in your project can meet various state and federal diversity spend requirements and qualify for federal, state, and local tax incentives and rebates.

Providing opportunities at all levels of work is as important to Energia as it is to our partnering school districts and their communities.



Energia has received Women's Business Enterprise (WBE) certification from the Women's Business Enterprise National Council (WBENC), New York City, and the State of New Jersey. Energia is also certified for the United States Small Business Administration (SBA) Women-Owned Small Business (WOSB) federal contracting program by the WBENC and as a small and diverse business by the Pennsylvania Department of General Services.





ENERGIA DOES MORE FOR STUDENTS



Energia STEM Scholarship for Young Women™



[Learn More On Our Website](#)

Real-World STEM Learning

Energia's Real-World STEM Learning program has been designed as an opportunity for your students to hear from professionals how proactive energy reduction programs can improve the lives of your community members.

The program's curriculum offers real-world lessons in science, technology, engineering, and math (STEM) based on your district's own energy improvement project.

By providing students direct access to engineers, energy consultants, and contractors, students can give feedback and participate in an on-site work-study project in environmental conservation. Whether their core interest is energy efficiency, engineering, or reducing their own carbon footprint, your energy improvement project can provide students with a meaningful and rewarding educational experience.

"Our students from our 6th grade Engineering Club did such a great job and really exceeded our expectations on the Real-World Stem Learning project. The abilities of our students never cease to amaze us, and we are so proud of them. Thank you Energia for affording us with this wonderful opportunity."

Dr. Kathleen Sottile
Superintendent of Schools
Floral Park-Bellerose School District

"I was interested [in the Real-World STEM Learning program] because I wanted to get hands on experience since I want to go into the engineering field with my life."

Lindsay Checkov
Student
Oceanside High School

"My engineering teacher first brought this energy savings opportunity up to me, and I was interested in it because it connected two subjects that I'm passionate about helping the environment and engineering."

Ava Blau
Student
Oceanside High School

"The representatives from Energia were always more than prepared to entertain students. When we did the building walk, I think it took us almost two hours because the students were just so engaged in looking at all the crevices and nooks and crannies in each of the classrooms, the boiler room, the electricity panels, etc."

Dr. Matt Christensen
Director of Science, Technology, Engineering
Oceanside High School



SCHOOL DISTRICT SUCCESS STORIES

School District of Philadelphia Philadelphia, PA

The School District of Philadelphia retained Energia in the Summer of 2016 to provide energy engineering project management services for an energy performance contract (EPC). Energia initiated a “pilot project” with a small sampling of buildings for the district to gain a comfort level with the EPC process. Energia systematically evaluated the efficiency, extent of capital upgrades needed, age, and geographical location of over 200 total buildings and developed a strategic selection of three schools for the pilot project. Energia solicited 9 competitive, site-specific proposals from Energy Services Companies to perform the work. Energia’s oversight of the project guaranteed the energy savings would be realized.

Upon successful completion of the pilot in June 2020, the District decided to move forward with additional larger projects. These projects are being executed in five different phases over several years. Energia developed a weighted scoring matrix to assist the District with the selection of buildings for each phase. Buildings were ranked based on those with the most capital-intensive needs and largest opportunity for energy savings.

Phase 1 included comprehensive upgrades over 12 buildings. This phase featured HVAC upgrades, interior and exterior lighting fixture upgrades, elimination of antiquated pneumatic controls, and upgrades to direct digital control (DDC) technology, boiler upgrades, and the deployment of air conditioning.

In November of 2020, the District decided to initiate Phase 2 with four more buildings. The scope of work includes LED lighting and boiler upgrades, and the deployment of air conditioning at several buildings. Both phases (1 and 2) were completed by the end of 2022.

Project Statistics

Project Size: \$189 Million

Reduction in Energy Costs: 30%

M/WBE Participation: 62%

Status: Completed Phase 1 & Phase 2 in 2022

Savings Over the Term of the Projects: \$21.4M

Project Highlights

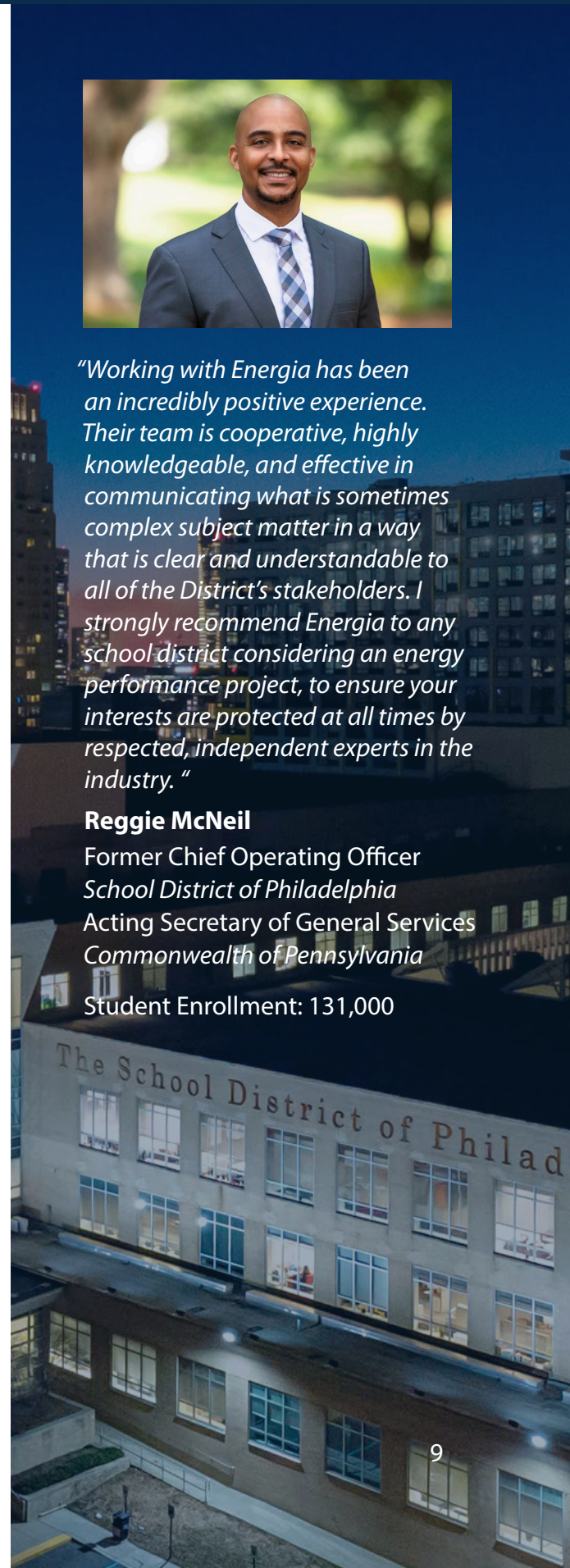
1. New LED Lighting Fixtures - 14 Buildings
2. Digital Temperature Controls – All Buildings
3. Steam to Modern Hot Water Heat Conversion
4. Ventilation System Overhaul – Pathogen Mitigation
5. Addition of Centralized AC System



“Working with Energia has been an incredibly positive experience. Their team is cooperative, highly knowledgeable, and effective in communicating what is sometimes complex subject matter in a way that is clear and understandable to all of the District’s stakeholders. I strongly recommend Energia to any school district considering an energy performance project, to ensure your interests are protected at all times by respected, independent experts in the industry.”

Reggie McNeil

Former Chief Operating Officer
School District of Philadelphia
Acting Secretary of General Services
Commonwealth of Pennsylvania
Student Enrollment: 131,000





MUNICIPAL SUCCESS STORIES

Pennsylvania State Correctional Institution Dallas, PA

The Pennsylvania Dept of General Services (PADGS) retained Energia to overhaul its guaranteed energy savings act (GESAs) process. Energia's work with PADGS began with a pilot project at the State Correctional Institution Dallas (SCI Dallas). At that time, the EPA had recently announced that facilities must remove coal as a fuel source or face significant fines. This presented a serious problem for SCI Dallas, which was relying on coal to heat its facility.

The GESAs project that Energia initiated, designed, and managed allowed SCI Dallas to use guaranteed energy savings to fund a complete boiler plant upgrade and switch from coal to natural gas. This brought SCI Dallas into compliance with the EPA's mandate, modernized its core infrastructure, and reduced operating costs dramatically. All of this was accomplished with zero taxpayer or budgetary impact using Energia's new GESAs project model.

Due to new EPA regulations, the coal firing operations at the central heating plant were terminated in April of 2014, forcing the facility to completely rely on its aged and expensive oil-fired backup boilers. The project facilitated the installation of two new Cleaver-Brooks Nebraska dual fuel fired boilers utilizing existing #2 fuel oil as back-up fuel. This included negotiating with UGI Gas, the local utility, to provide several miles of natural gas pipe to the facility. The installation of the natural gas line allowed this facility to install modern high-efficiency steam boilers and fire them on natural gas as a primary fuel at substantial cost savings when compared to #2 fuel oil.

Project Statistics

Project Size: \$19.6 Million

Actual Annual Energy Savings: \$9.8 Million

M/WBE Participation: 43.3%

Status: Completed, November 2016

Project Highlights

1. LED Lighting Upgrades
2. Central Boiler Plant Upgrade
3. Steam Trap Replacement
4. Water Conservation
5. Wastewater Treatment Plant Process Improvements



"Pennsylvania Department of Corrections Exceeded Year One Guaranteed Cost Savings by 350! Between the efficiency improvements and fuel rate reductions, the ACTUAL cost avoidance was \$9,808,499 which is \$7,628,882 beyond the guarantee during the construction phase and year one of operation. These savings resulted from electric measures, fuel switch savings, capital improvements, and wastewater treatment plant process improvements that were implemented in the GESAs project."

O. Von Banks

Business Development Consultant





SCHOOL DISTRICT SUCCESS STORIES

Pittsburgh Public Schools Pittsburgh, PA

Energia began working as energy engineers and project managers for the School District of Pittsburgh in the Fall of 2020 to help reduce maintenance and operating costs at the district. The work kicked off with a Guaranteed Energy Savings Agreement (GESAs) program to address deferred capital upgrades throughout their facilities. To determine the optimal pilot approach, Energia initiated a district-wide benchmarking study and a review of on-going and planned future capital work.

The Allegheny Traditional Academy HVAC renovation was selected because of its complexity, requirement for numerous trades, and needs including upgraded lighting, ceilings, and more efficient heating and cooling systems. The Energia Project Proposal Competition was conducted, and after reviewing qualified Energy Service Companies, The Efficiency Network (TEN) was selected.

Under Energia leadership, the district leveraged the GESAs model which transformed the project into a turnkey service with a single point-of-contact contractor for a fixed price.

The district no longer needed to manage the various contractors, engineers, and subconsultants and could rely on Energia and The Efficiency Network (TEN) to deliver the project on time and within the budget.

Despite the complications related to the pandemic in 2020, the stakeholders from Energia, TEN, and the district were able to determine the GESAs contract scope, costs, savings, and legal terms in time for approval by the Board of Education in March 2021.

Project Statistics

Project Size: \$15.7 Million

Projected Energy Savings (Annual): \$40,000

M/WBE Participation: 31.4%

Reduction in Energy Costs: 60%

Completion Date: Fall 2022

Project Highlights

1. LED Lighting Upgrades
2. Water Conservation Upgrades
3. Steam-Hot Water Conversion
4. Solar Thermal Hot Water
5. Interconnection to City Steam & Chilled Water Systems



Pittsburgh Public Schools is the largest of 43 school districts in Allegheny County and the second largest in Pennsylvania. There are 54 schools serving 20,350 students from early childhood - 12th grade.





SCHOOL DISTRICT SUCCESS STORIES

Newburgh Enlarged City School District Newburgh, NY

The Newburgh Enlarged City School District retained Energia in 2016 to be the owner's representative and engineer of record for an energy performance project. The goal was to investigate and reveal all opportunities for energy savings while seizing and identifying opportunities for renewable generation.

At the same time, there was interest in addressing infrastructure upgrades for equipment at the end of its useful life. This project included district-wide, full window replacements, boiler upgrades, chiller replacements, and modernization of temperature controls.

The district was not only dedicated to providing teachers and students comfortable work and learning environments, but they also focused on the Board of Education administration offices and public library buildings. Energia helped the district identify critical energy-saving upgrades such as full replacement windows and conversion of electric hot water boilers to natural gas fired condensing technology.

Project Statistics

Project Size: \$28.6 Million

Projected Energy Savings (Annual): \$1.29 Million

Reduction in Energy Costs: 60%

Status: Complete

Project Highlights

1. Comprehensive interior and exterior LED upgrades
2. Boiler upgrades
3. Conversion of pneumatic controls to direct digital control (DDC) technology
4. Solar PV across 9 buildings totaling over 1 MegaWatt (1MW)
5. 100% window replacements at the district administration building and public library



"Experts in the field who would have the district's best interest was something that we really needed. To be quite honest, we wouldn't have had this kind of success if we didn't partner with Energia."

"They are the experts. They are the owner's rep. They are the ones negotiating on our behalf and making sure that we're absolutely getting the best prices, the best work. They're keeping us informed. They're advocating on our behalf. And knowing that we have experts who get results, who are helping us to realize our savings is exactly what we needed and we couldn't have had this success without them."

Dr. Roberto Padilla

Former Superintendent of Schools
Newburgh Enlarged City School District

2021 New York State Superintendent of the Year

Student enrollment: 11,700





SCHOOL DISTRICT SUCCESS STORIES

Sachem Central School District Holbrook, NY

The Sachem Central School District is the second largest suburban school district in New York State. In 2007, the district administrators retained Energia to be the owner's representative and engineer of record for an energy performance project. The result was a project that brought over \$16 million worth of energy-related capital improvements to the district with zero taxpayer impact.

Sachem was the first district on Long Island to generate wind energy. Other renewables installed include approximately 2.2 MW of solar installed across ten buildings.

In year one, the project with Energia saved 4.5 million in annual KWH, 13,348 annually in MMBTU natural gas, and over 2,600 in MMBTU oil – the equivalent environmental impact of over 1,308 acres of planted trees, 495,268 gallons of gasoline and 10,115 barrels of oil. Emission reductions in one year included 9.6 million pounds of carbon dioxide and 16.0 metric tons of sulfur dioxide.

Fortunately for the district, the project they were considering also included a full retro commissioning of all schools as part of the overall process to eliminate waste and save energy.

Project Statistics

Project Size: \$16 Million

Projected Energy Savings (Annual): \$858,376

Reduction in Energy Costs: 19%

Status: Completed July 2013

Project Highlights

1. Boiler replacements
2. Domestic hot water system upgrades
3. Transformer replacements
4. Upgraded Energy Management System
5. Wind turbine



"It wasn't just a home run.

It was a grand slam.

The feedback we've gotten from the community is that people are excited."

Robert Scavo

Former School Board Vice President Sachem Central School District
Student Enrollment: 13,500





SCHOOL DISTRICT SUCCESS STORIES

City and Public Schools of Waterbury Waterbury, CT

The City of Waterbury, CT retained Energia in the Summer of 2016 to provide engineering and financial project management services for an energy performance contract (EPC). As such, this EPC project was one of the largest ever performed in the State of Connecticut. It consisted of badly needed upgrades across both the school district and city facilities; including, most notably, the replacement of 31 boilers that were past their useful life. Another significant measure addressed was a comprehensive upgrade of energy management systems to direct digital control (DDC).

The highlight was a 31- boiler installation and mobilization plan that was completed over the summer break. The mobilization plan included extensive asbestos abatement work, steam trap repairs, pumps and condensate tanks, and complete removal of the old boilers.

Completing this work prior to the end of 2017 had a benefit of additional energy rebates from the local utility. The \$3M+ rebate granted was partially awarded because of the significant amount of boiler upgrades performed.

Project Statistics

Project Size: \$26 Million

Projected Energy Savings (Annual): \$1.58 Million

Reduction in Energy Costs: 39%

Status: Complete

Project Highlights

1. Solar Photovoltaics
2. Backup Power Generation
3. Comprehensive Interior & Exterior LED Lighting
4. Boiler Upgrades
5. Chiller Replacement



"Energia has become a valuable partner to the City of Waterbury during our energy initiative. Their team is cooperative, highly knowledgeable, and effective in communicating what is sometimes complex subject matter in a way that is clear and understandable to all of the City's stakeholders."

Michael LeBlanc

Director of Finance

City of Waterbury, CT



CLIENT TESTIMONIALS

"I have been working with Energia for approximately 10 years, and I could not recommend them more highly. They have held our hand through \$35 million worth of energy projects, making sure that the completed projects lived up to all contractual obligations for the district."

Laura Newman

Assistant Superintendent for Business and Operations
Commack School District
Commack, NY

"Energia's team is extremely knowledgeable about the many intricacies of energy projects. Their depth of knowledge and expert guidance helped me make informed decisions on behalf of the District, and feel confident that the project was always in our best interest. I wholeheartedly recommend Energia to any organization interested in receiving the maximum benefit from an energy performance initiative."

Michael I. Devito, Esq.

Chief Operating Officer
Long Beach Public Schools Long Beach, NY

"The Energia team are meaningful partners in that they walk you through the entire project in a way where you stay informed, and they guide you to make the kinds of decisions that will promote the most savings and best benefits for the school district."

Dr. Constance Evelyn

Retired Superintendent of Schools
Valley Stream Union Free School District 13
Valley Stream, NY

"Although initially skeptical of the energy performance contract concept, through my work with Energia, I became convinced that, with the right representation, an energy performance contract can be an extremely effective tool for school districts looking to fund capital work without raising taxes or impacting their budgets. I do not believe our energy performance contract would have gone as smoothly as it did if Energia were not involved, representing the district's interests actively at all times."

John Belmonte

Retired Assistant Superintendent for Business
Sayville Union Free School District Sayville, NY

"With Energia's assessment we realized there were more ways to save and you can really bring long-term substantial savings....and not only are you doing better for the environment and saving money...you are setting an example for your student populations, neighborhoods, and the district."

Dr. Jack Mitchell

Assistant Superintendent of Business
Valley Stream Union Free School District 24

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Energia is also licensed to operate in **South Carolina and Virginia.**