Enabling You To Overcome Obstacles
Position your District for Success
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Is Your District Positioned to Fail or Succeed?

Name the obstacles that are impeding your district from succeeding

State and Federal Mandates – 2% Cap – Lack of Funding

Diminished Resources – Failed Referendums – Community Challenges – Facility Needs

We can help you breakdown the obstacles you are facing!

We can help you with innovative ideas and solutions to achieve results!

We can assist you with alternative methods to address key priorities!

We can assist you in developing a strategy for SUCCESS!
One District’s Story

West Deptford Demographics & Challenges

- 3000 Student District, DFG DE
- Severely Impacted by Financial Crisis of 2010,
- $2 billion decline in ratables over a 5-year period.
- After 2012-2013 budget no longer able to afford any capital dollars in the budget
- Buildings older (newest was built in 1971)
One District's Story

West Deptford Referendum Planning Process

With both questions it was to $86 per year. Referendum went to voters in 9/14. Question 1 passed; Question#2 (Synthetic turf) failed.

- Committee(Board Property Committee, BA, Director of Facilities and District Engineer) worked together to create a total project list
- List pared down by committee to reduce referendum dollar amount to an affordable range
- Energy-related projects cut from referendum:

New lighting, New high efficiency motors, Generators for IT and phone systems, Building projects. Roofing was also dropped, since 3 roofs nearing end of warranty still had a few years left.
Referendum work began, simultaneously held a series of meetings with Schneider Electric to discuss our district’s needs and priorities.

Used our LGEA and their own audit to determine potential savings that an ESIP could bring to the district.

Series of meetings with BOE, eventually agreed to go out for an RFP for an ESCO in the Spring of 2016

After being named as the ESCO, Schneider conducted an IGA to identify the final list of potential savings
ESIP Achievements

Goals Attained

Overall ESIP Benefit for West Deptford Public Schools:
- Total Capital Investment and Improvement: **$10.5M**
- ESIP Financing: **$4M** (Cost-neutral, Cash-flow Positive)
- Solar Project Installation: **$5M** (No District Capital)
- New Roofs: **$1.5M** (No District Capital)
- Reduced Current Electrical Costs via Solar PPA
- IT & Phone System Power Backup Solution (Ensures No lapse in communication and Enhances Educational Process)
- Priorities Achieved – **YES!**
ESIP Process

1. Local Government Energy Audit (LGEA)
2. Evaluate if ESIP is the right option
3. RFP: Select an ESCO Partner
4. Investment Grade Audit
5. ESIP Review & Approval (3rd Party, NJ Board of Public Utilities)
6. Construction
7. Measurement & Verification, Savings Guarantee, Support Services (optional)

A long-term partnership for energy efficiency
Who is Schneider Electric

$35 Billion dollar global energy services company

600+ ESIP projects – 350+ with K-12 Schools

Over $1.4 Billion of energy savings guaranteed annually


Our Current NJ Partners/Clients:

- West Deptford Schools, NJ
- Medford Twp. Schools, NJ
- Delran Twp. Schools, NJ
- Pennsauken Schools, NJ
- Salem CC, NJ