

Monroe Township Board of
Education

Energy Savings Improvement Program (ESIP)

Presented by:
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ABM Building Solutions, LLC

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12
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How does performance contracting work?



New Jersey Energy Savings Improvement Potential **ABM**

- Energy Legislation In New Jersey (P.L. 2009, c.4)
- Allows For Energy Related Facility Improvements Paid With The Energy Savings Achieved
- Maximum Term - 15 to 20 Years
- Contracting Vehicle That Provides Funding Through Existing Operating Budgets – Not Additional Taxpayer Funding



Monroe Township Schools

Preliminary walkthroughs and system evaluation were performed at the following schools:

- Applegarth Elementary School
- Barclay Brook Elementary School
- Woodland Elementary School
- Monroe Township Middle School
- Brookside Elementary School
- Mill Lake Elementary School
- Oak Tree Elementary School
- Monroe Township High School

School	Year Built	Square Footage
Applegarth ES	1936	50,249
Barclay Brook ES	1936	49,453
Woodland ES	1960	60,419
Monroe Twp MS	1972	187,332
Brookside ES	1991	60,662
Mill Lake ES	2001	79,312
Oak Tree ES	2008	82,270
Monroe Twp HS	2011	382,699

Monroe Township Schools



**BOILER
REPLACEMENT**



**CHILLER
REPLACEMENT**



**WINDOW A/C UNITS TO
VRF CONVERSION**



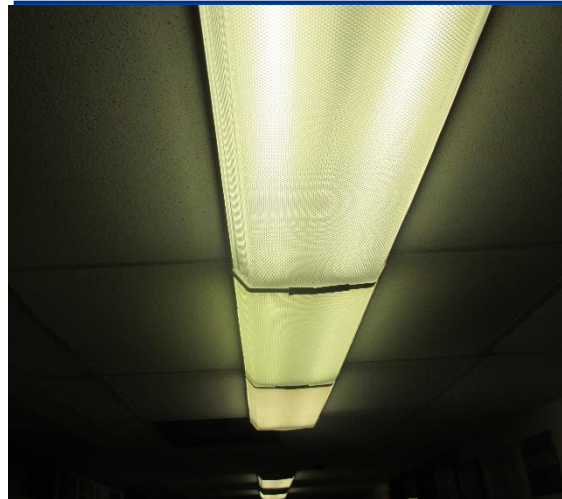
HVAC UPGRADES



**BUILDING AUTOMATION
UPGRADES**



**VARIABLE FREQUENCY
DRIVES**



**LED LIGHTING &
LIGHTING CONTROLS**



**BUILDING ENVELOPE
IMPROVEMENTS**

Monroe Township Schools



WATER CONSERVATION



**WINDOW
REPLACEMENT**



**ROOFING REPAIR /
REPLACEMENT**



**WALK-IN
REFRIGERATOR &
FREEZER CONTROLS**



**MELINK KITCHEN
EXHAUST HOOD
CONTROLS**



**ELECTRICAL
INFRASTRUCTURE
UPGRADES**



**HIGH EFFICIENCY
TRANSFORMERS**

OTHER OPPORTUNITIES:

- Solar PV System**
- Microgrids**
- EV Charging Stations**
- Fleet Conversion**
- Fleet Route Optimization**
- Plug Load Controls**

District Wide

Building Automation

LED Lighting

Lighting Controls

Building Envelope

Water Conservation

Kitchen Controls

Building Specific Measures

HVAC Upgrades

Variable Frequency Drives

Window Replacement

Walk- in Controls

Chiller Replacement

Boiler Replacement

Roof Replacement

To be Evaluated

High Efficiency
Transformers

EV Charging

Solar
Photovoltaic

Plug Load
Controls

Carbon Neutral

ABM at a Glance



Founded in 1909 | \$8 billion in revenue



250+ US and international locations



20,000+ clients | 100,000+ employees



EMOBILITY

ranked #1 in EV charge port installation in the U.S.



MICROGRID

Over **3 GW** of installed microgrids



HVAC & MECHANICAL

500,000+ heating and cooling systems maintained



MISSION CRITICAL

35+ million sq. ft. data center spaces maintained



FACILITIES ENGINEERING

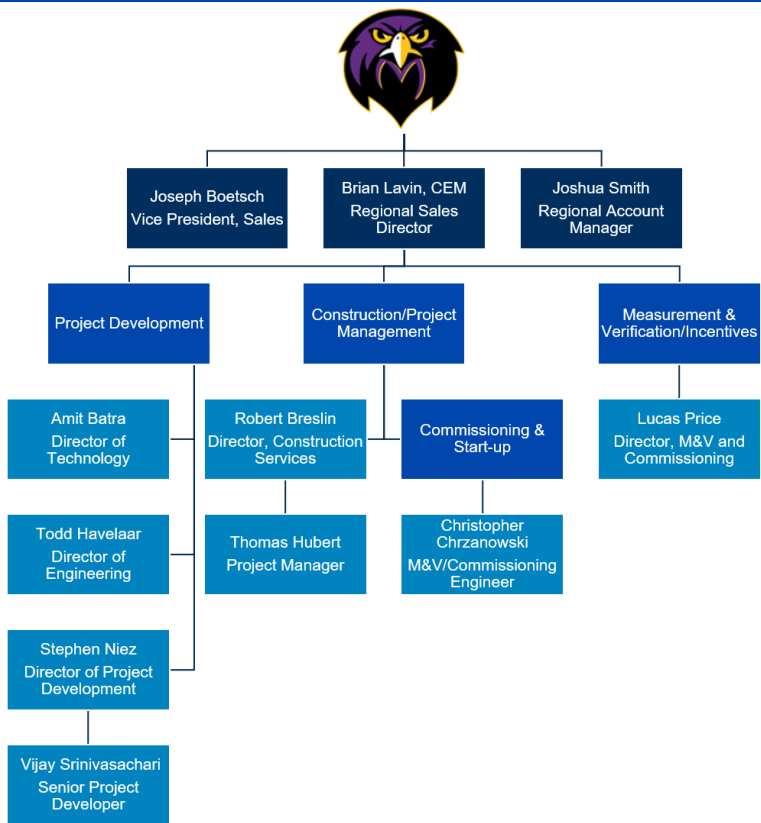
10,000+ certified engineers



ENERGY

30% average energy use reduction

Organization Chart



New Jersey Sales Team



Joseph Boetsch
Vice President of Sales

QUALIFICATIONS

2 years with ABM
32 years of energy and mechanical system related experience



Brian Lavin-
Regional Sales Director

EDUCATION & QUALIFICATIONS

Virginia Tech – Pamplin College of Business
1 year with ABM
17 years of energy related experience



Joshua Smith-
Regional Account Manager

EDUCATION & QUALIFICATIONS

Cornell University – Master of Business Administration
Stevens Institute of Technology- Bachelor of Mechanical Engineering
1 Year with ABM
18 Years of Energy Related Experience

Experience

Local Presence

- ABM currently employs over **2,000 team members in New Jersey**.
- The average energy reduction to our clients' properties is approximately **30%**.
- Our team has completed over **270** energy savings projects across the nation.

Municipal Finance

We have comprehensive knowledge of federal and state laws that govern the issuance of tax-exempt debt. In addition, we have thorough knowledge of the federal and state law requirements for structuring bond debt and municipal leases, as well as federal and local grants and loans. We have created long-term relationships with banks, bond counsels, and other financial institutions that can deliver the best financial outcome for your district. We look at all financial options when building our solution.

Experience

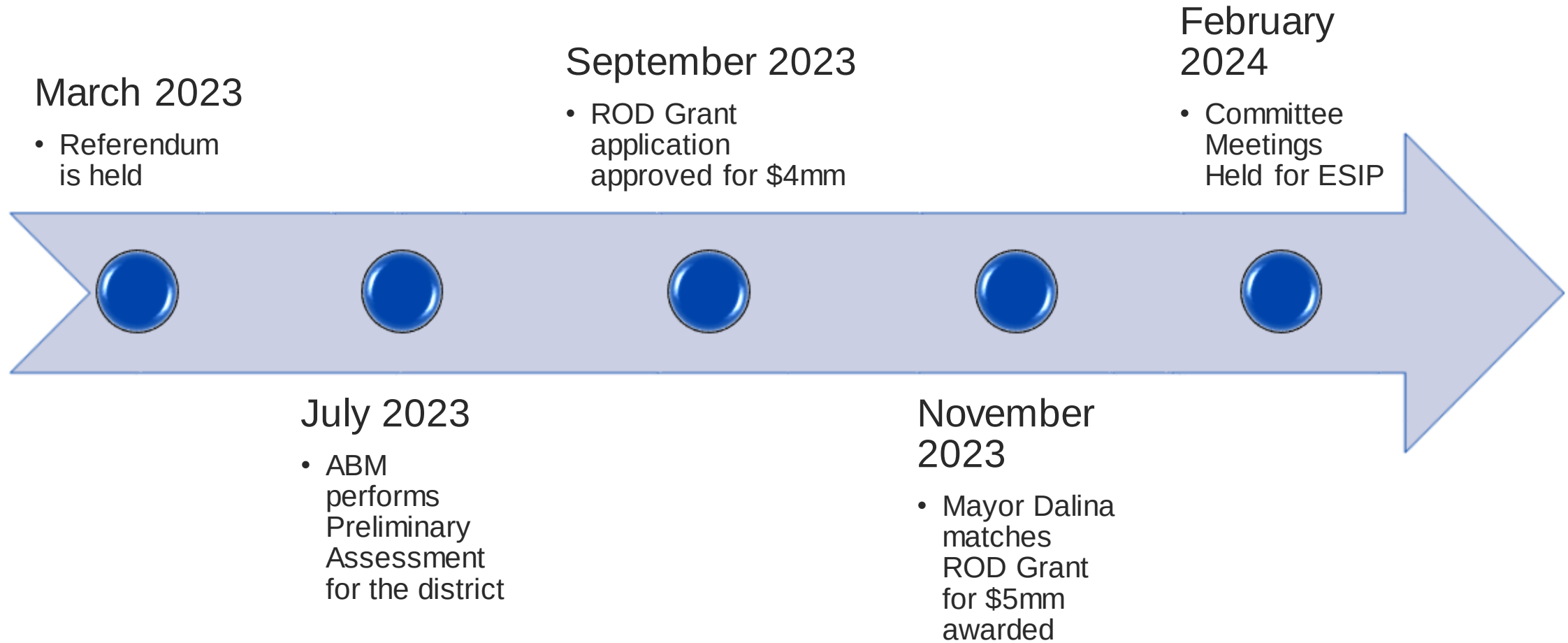
We have completed over **\$1 billion** in energy savings performance contracts with significant experience in providing successful energy services to local government. We have a tremendous track record in providing energy services for the last 40 years and are currently engages in similar projects across the nation.

Our Guarantee

We can provide a **100% guarantee** of energy savings as part of the energy savings performance contract, ensuring enough energy and operational savings will result over the term of the program to pay for all associated costs.

Our monitoring department works diligently to ensure that all customers understand measurement and verification activities. We accomplish this through periodic reporting, annual site visits, and council presentations. **If the energy savings fall short of the guaranteed amount, we make up the shortfall.**

District Accomplishments in the Last Year



How can this process help the district?

Coordination with ROD Grant

- The energy savings associated with the ROD grant can be utilized in the ESIP project

Reduce needs in future referendum

- The project can eliminate scope associated with future referendums, minimizing the taxpayer burden

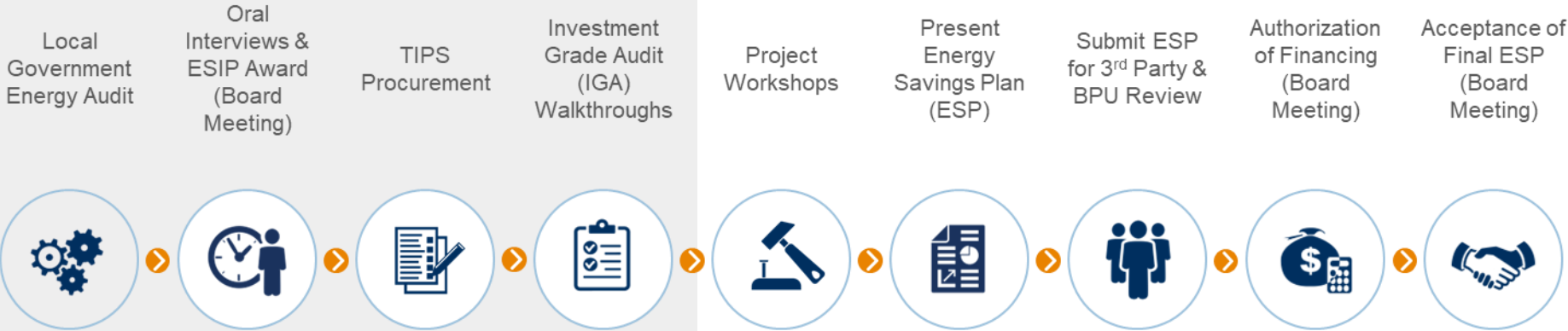
Revenue generating components

- ABM will evaluate revenue generating mechanisms during the evaluation, including solar and EV charging

Next Steps

The district is on solid footing to begin the approval process in Q1 of 2024.

Next Steps for Board Action	Durations
Present to Committee	February
Present to Board for Approval of Master Development Agreement	March
Procure MDA through TIPS	March





Thank You

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