

# FUNDING Facility Infrastructure Projects with Trane



***TRANE***®

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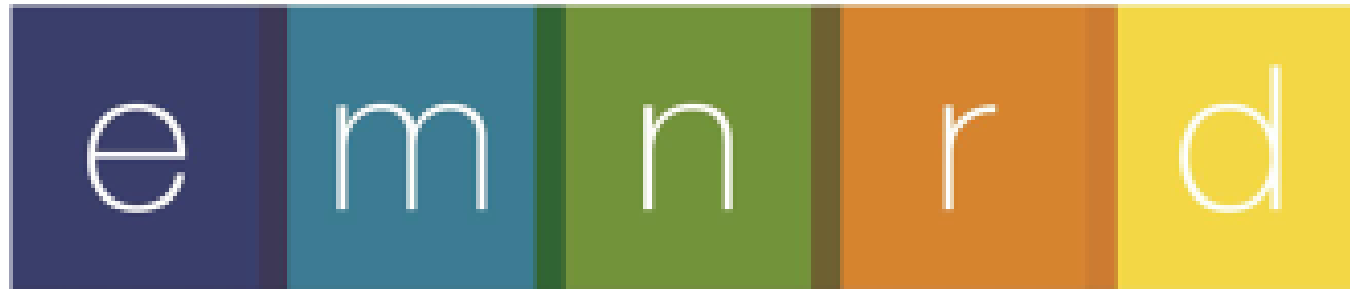
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**[http://www.emmrd.state.nm.us/ECMD/CleanEnergyPerformanceFinancing  
/documents/FundingEEprojectsLocal.pdf](http://www.emmrd.state.nm.us/ECMD/CleanEnergyPerformanceFinancing/documents/FundingEEprojectsLocal.pdf)**

# FUNDING ENERGY EFFICIENCY PROJECTS

N E W M E X I C O



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<http://www.emnrd.state.nm.us/ECMD/CleanEnergyPerformanceFinancing/documents/FundingEEprojectsLocal.pdf>



# AGENDA

- ▶ What is a Guaranteed Energy Savings Performance Contract (GESPC)
- ▶ NM law and history in the State
- ▶ What is the process - From procurement to construction completion
- ▶ What are the benefits?
- ▶ How are they structured?
- ▶ How can Trane help in this process?

# WHAT IS A GUARANTEED ENERGY SAVINGS PERFORMANCE CONTRACT (GESPC)?

A construction project on a facility that uses future energy/utility savings to pay for up-front costs of the project... Eliminating the need to dip into capital budgets. These qualified construction measures include, but are not limited to:

Indoor Air Quality  
Lighting upgrades  
Chiller replacement

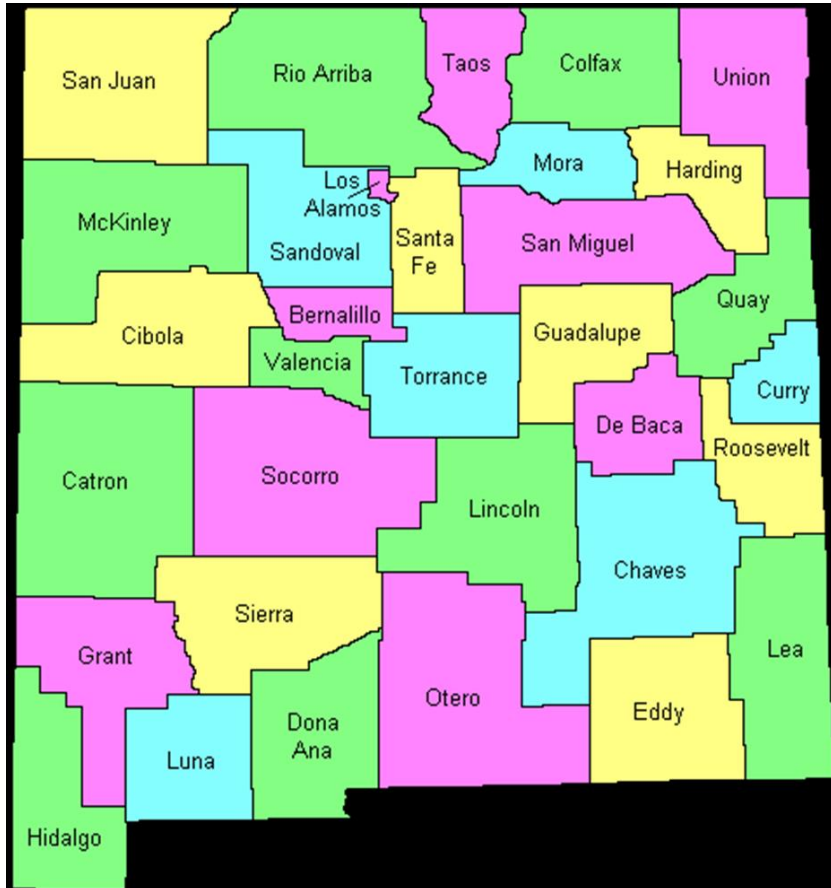
Solar installation  
Heating, air conditioning, boilers  
Building controls



# NM CLEAN ENERGY FINANCING LAW

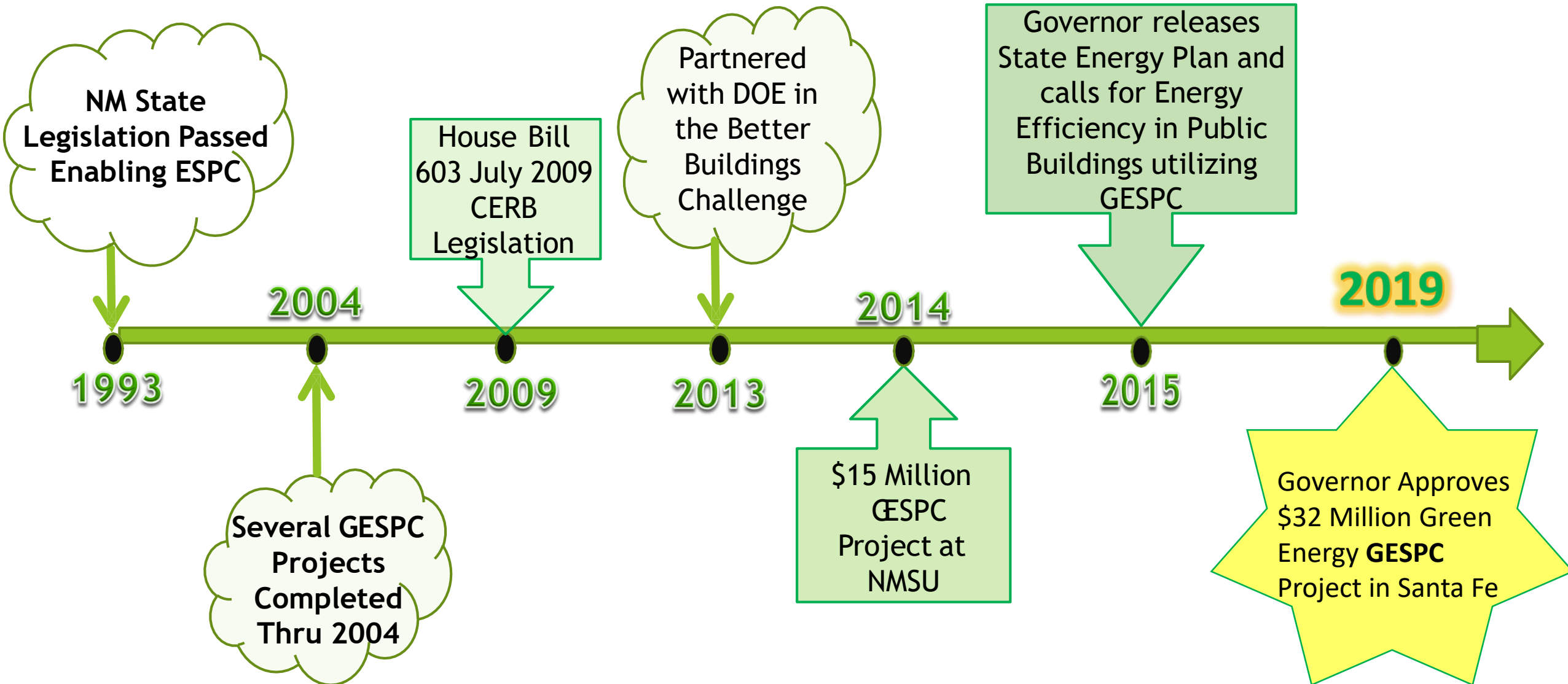
## *Public Facility Energy Efficiency and Water Conservation Act 6-23-1. Short title.*

[http://www.emnrd.state.nm.us/ECMD/CleanEnergyPerformanceFinancing/documents/6-23NMSA1978\\_001.pdf](http://www.emnrd.state.nm.us/ECMD/CleanEnergyPerformanceFinancing/documents/6-23NMSA1978_001.pdf)



Over **\$150 Million** of  
infrastructure improvement  
in NM since 1995

# GESPC HISTORY IN NEW MEXICO

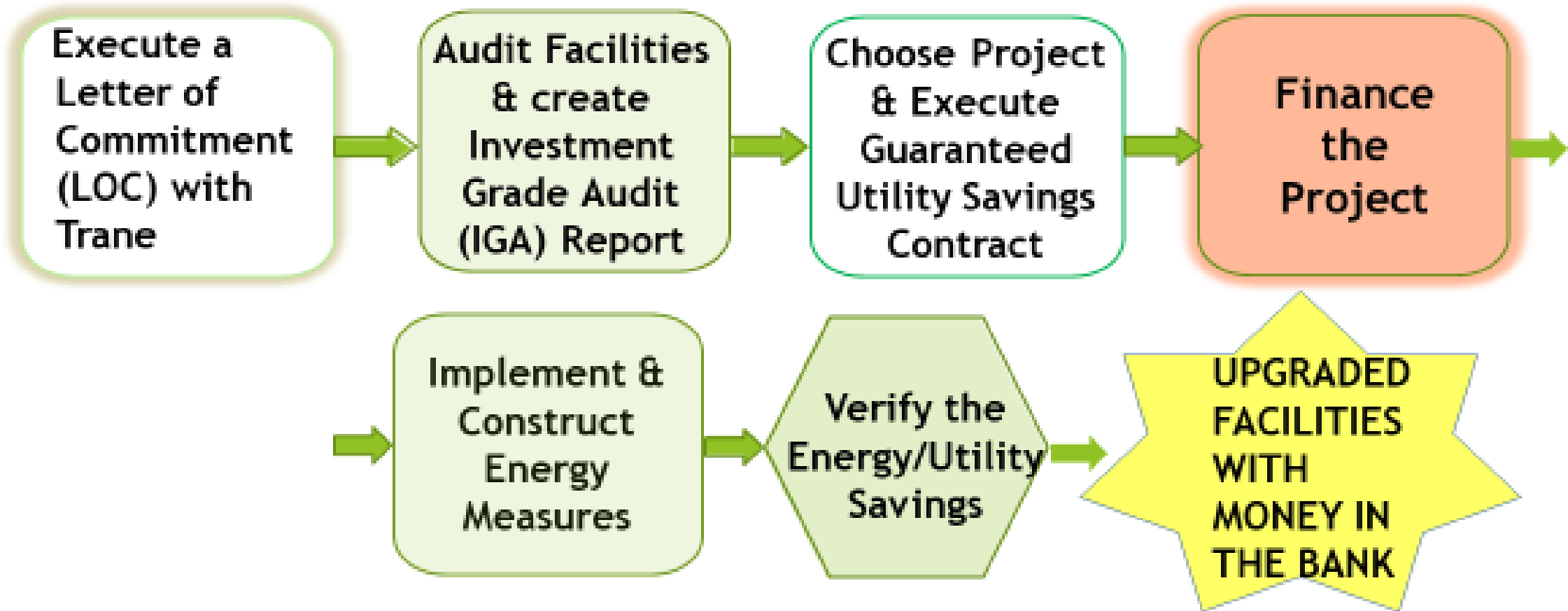


# Procurement Process

- Statewide Price agreement for GESPC  
# 90-000-18-00017AG (NM)
- GSA - #00-000000-20-00099 (AZ and NM)

**\*\*No need for a Request For Proposal (RFP)\*\***

# HOW THE PROCESS WORKS





# THE CUSTOMER DRIVES THIS **TRANE®**

**SCOPE OF WORK**

- \* Guaranteed Work  
No Change Orders

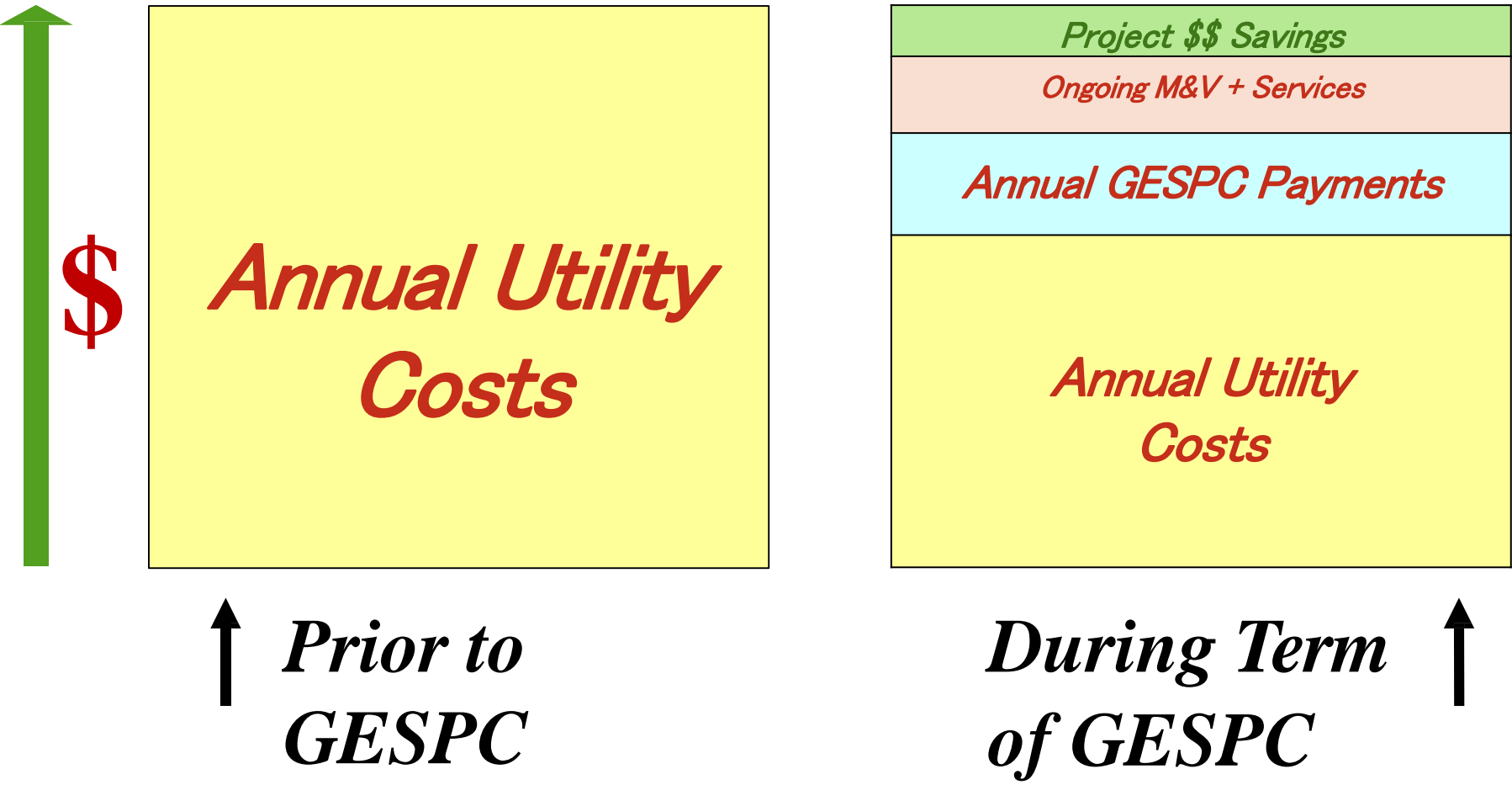
**SAVINGS**

- \* Guaranteed  
Energy/Cost Savings

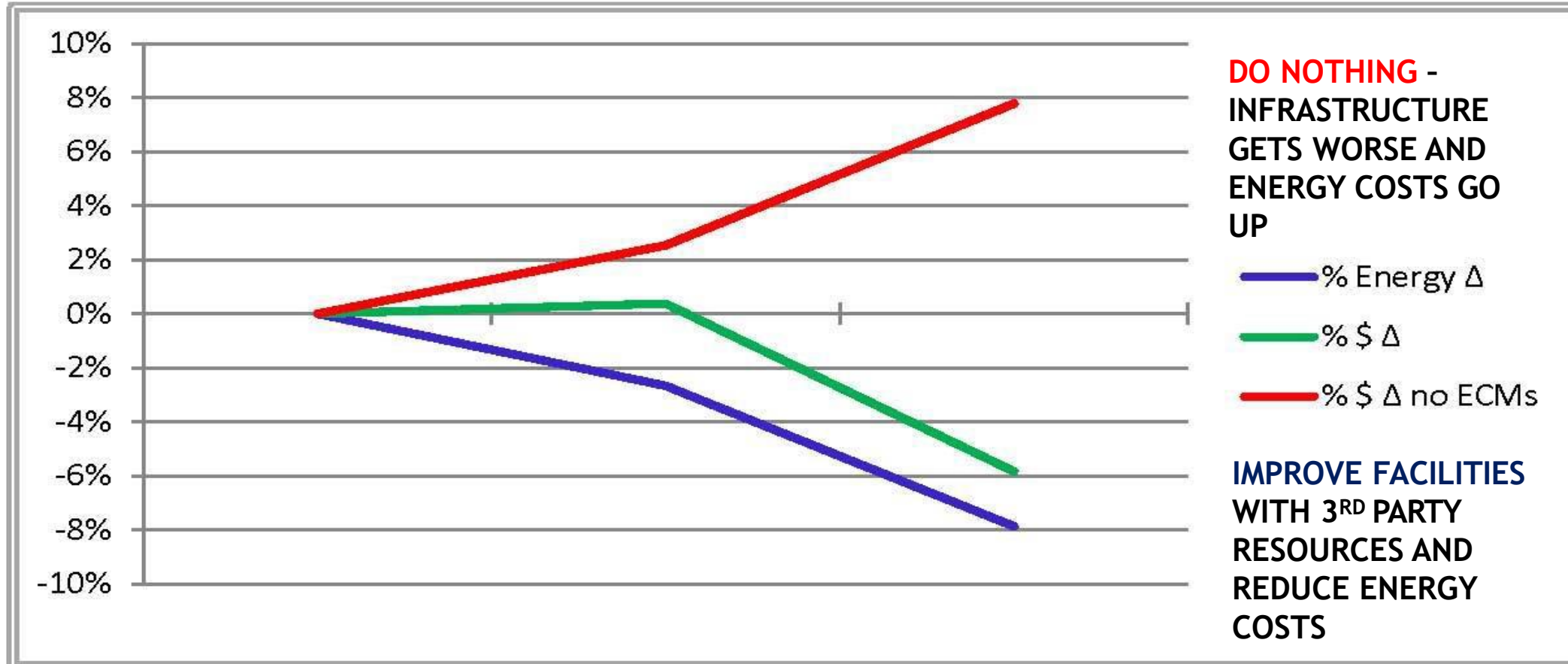
**TERM**

- \* Guaranteed Payback  
Time Period

# GUARANTEED ENERGY SAVINGS PERFORMANCE CONTRACTING CASH FLOW EXAMPLE



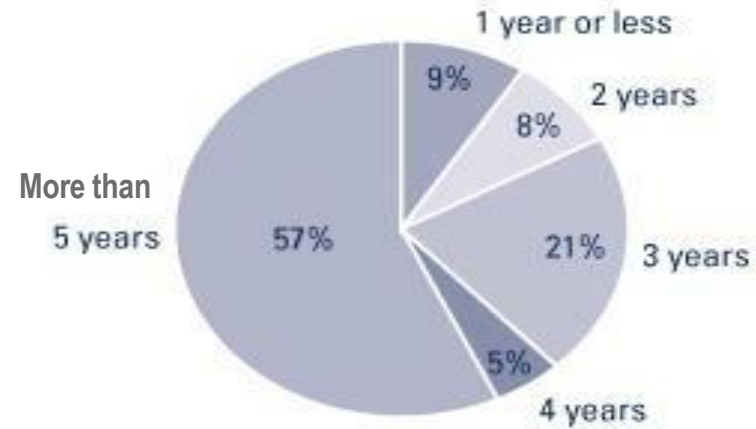
# CONTINUE TO PAY HIGH UTILITY BILLS OVER TIME OR IMPROVE FACILITIES???



# ECMD AND THE THIRD PARTY REVIEWER ROLES



## Appropriate Payback Period for Energy Efficiency Upgrades



# NM State Buildings **GREEN** Energy Project

<https://www.generalservices.state.nm.us/green-energy-project.aspx>

## Project Progress: What We've Completed So Far



### **Solar:**

Of the 19 sites determined to need solar PVs, 16 are complete with the remaining 3 large solar car ports



### **Building Envelope:**

Of the 26 site determined to need Building Envelope, 23 are complete with the remaining 3 sites being completed by year end.



### **HVAC & Controls:**

Of the 26 site determined to benefit from higher energy efficient equipment and building automation systems (BAS), 22 are complete with the remaining 4 sites to be completed throughout 2021.



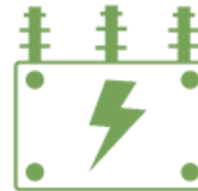
### **Domestic Water:**

Of the 26 site identified whereby the installation of water savings devices, 25 of those sites are complete with one (1) remaining site to be completed before year end.



### **Lighting:**

Of the 30 site determined to benefit from higher efficient lighting systems, 25 are complete with the remaining 5 sites being completed by year end.



### **Transformers:**

Of the 22 sites determined to benefit from high efficient transformers, all 22 sites are complete.



### **Window Film:**

Of the 26 site determined to need Window Film, all 26 sites are complete.

# PERFORMANCE CONTRACTING SOLUTIONS

1. Provides a **Self Funded** solution for an Energy Project.
  - **Future Energy Savings will PAY for the ENTIRE Project.**

**OR**

2. Provides added funding to **Supplement** the Energy Project. Future Energy Savings will:
  - **Supplement the Project budget, allowing for a better ROI.**
  - **Allow the Project scope to be expanded to create a holistic project based off needs.**
  - **Leverage Energy Savings to catch up on deferred maintenance.**

**Both Options provide a  
Guaranteed Solution.**





**??QUESTIONS??**

# Trane Technologies

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