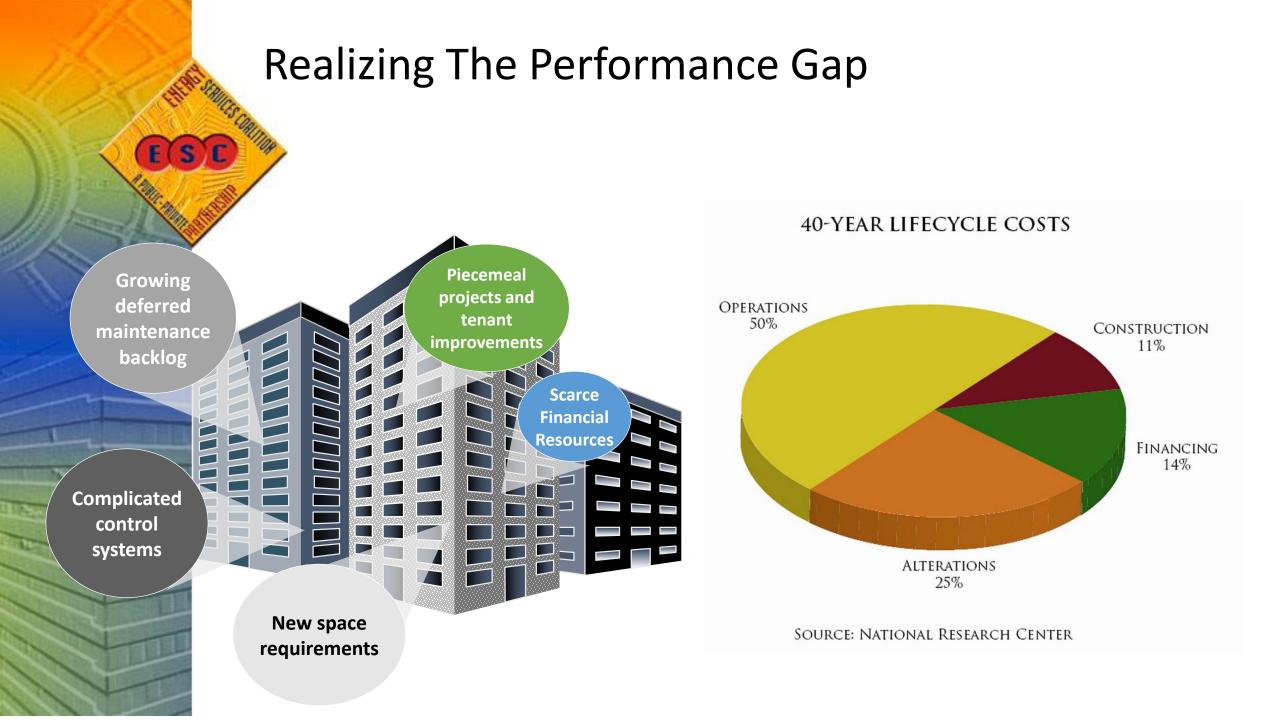




Enhancing Performance Contracting Through Behavior Engagement and On-Going Sustainable Operations

Leslie Larocque, *McKinstry Vice President* | August 22, 2019



The Path to High Performing Buildings



E(S)

"An Energy Performance Contract can tackle all three"

The Opportunity: Driving out the Waste



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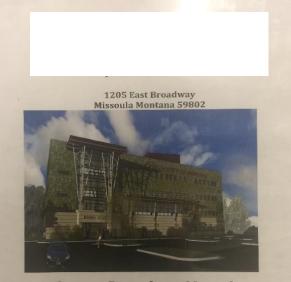


Capital **Upgrades**

Optimized **Operations**

Engaged Occupants

Transition to Operations: What Not to Do



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Closeout Procedures Manual O&M Manuals BINDER 3 OF 3



Transition to Sustainable Operations

Provide operators and technicians the right tools to properly manage high performing assets

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Build interactive capital planning tool from the asset inventory

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Develop robust plan for continuous maintenance of asset inventory and capital planning

Provide **standard** operating and maintenance procedures for staff

Support lean operating principles with more efficient work practices

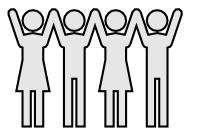
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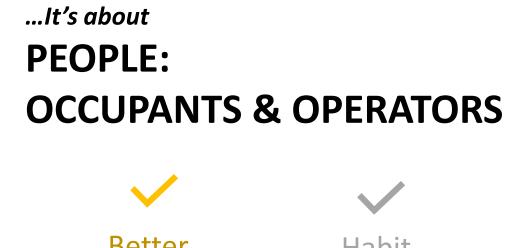
People Engagement



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powerED is a systematic behavior-based program that saves energy and reduces environmental impact through implementation of low- and no-cost strategies that produce measurable results





New behaviors Better decisions

Habit change

Engagement: Visual Campaign & Website



Campus Engagement: Facilities & Staff





University of Northern Colorado's Student LEAF aims to make campus more sustainable one step at a time

Tommy Wood October 31, 2017

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🕈 Share (4) 💆 Tweet 🗩 Comments (1) 🔤 🖨 🚹



Alison Schwabe | McKinshy Program Manage Jaymes McMullin gives an energy use tour of the Turner-Lawrenson Chilter Plant on UNC's campus. Shut the Sash



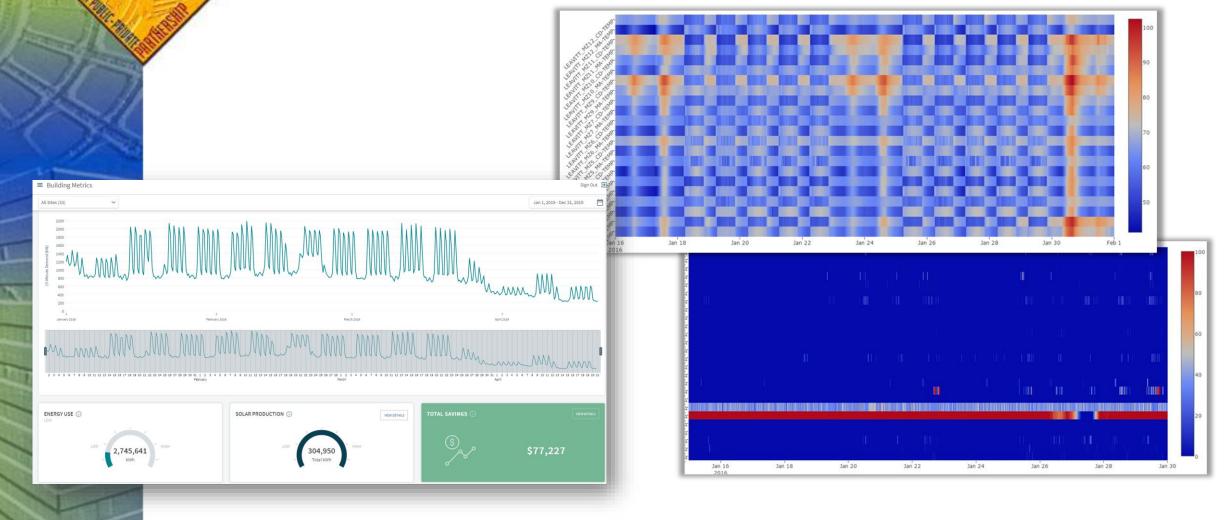
An open fume hood wastes \$1,100 in energy per year – roughly the amount needed for an entire home.

Protect yourself, keep the hood as low as comfortable, and SHUT THE SASH when not in use.



Savings Opportunities Identification & Monitoring

Use building systems data and analysis tools to aid in identification of optimization opportunities



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Savings Opportunities Prioritization & Tracking

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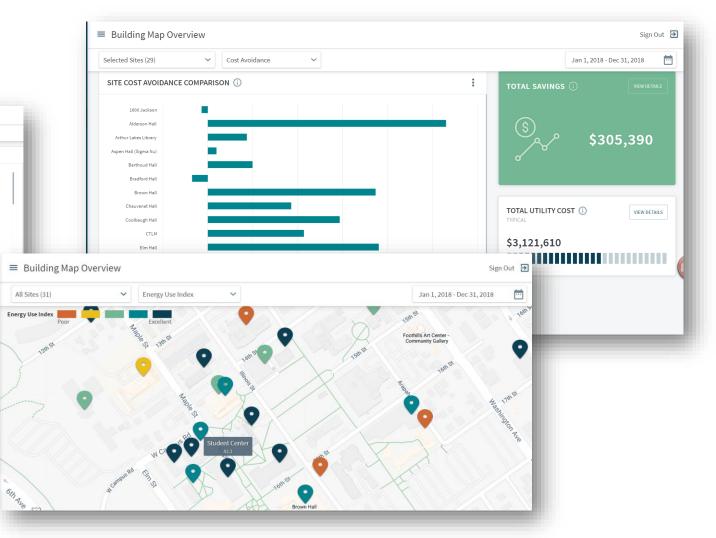
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Performance Data and Communication

On-line dashboard with utility data, usage, savings and benchmark analysis

1 20											
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	Damonte Ranch HS										
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	Incline HS										
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	Billinghurst MS										
	Cold Springs MS										
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Value of a Behavior Engagement Program



- **Protects** ESPC capital project investments
- Designed to continuously reduce costs and increase efficiency through on-going commissioning



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- Develops engaged and educated building operators; builds capacity
- Potential to **improve student recruitment and retention** rates
- Promotes active participation from students & staff
- Builds positive PR and community engagement
- Provides career-applicable experiences for students



Thank you!



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303-870-6821