

# Day Automation

INNOVATION • SERVICE • INTEGRITY



Pocantico Hills Central School District

Energy Performance Contract

Board Presentation October 16, 2019

Physical Security • Temperature Control • Energy Services

Headquarters  
Victor

Central NY  
East Syracuse

Southern Tier  
Horseheads

North Country  
Ogdensburg

Capital Region  
Albany

Hudson Valley  
New Paltz

# Day Automation

## Our Project Team

**Josh Ettinger – Sales Engineer**

Project development, client advocate

**Steve Heaslip - Senior Energy Services Manager**

Project team leader, STEM team leader

**Rich Rutishauser – Lead Energy Engineer**

Guaranteed energy savings, design development

**Jeff Day - VP Day Automation**

Long term performance assurance, customer satisfaction

**Derek McManus - VP Business Development**

Project development support, SED liaison

**Bryan Alderman – Project Manager**

Construction management, quality assurance

Our “Customer for Life”  
philosophy drives every part of  
our business to assure high  
value service and commitment  
to success.



# Experience

## Local success

**Day Automation reputation in the Education market is unmatched.**

- ❖ Over 260 New York State K-12 Clients - Controls, Security, & Energy
- ❖ We have systems installed in over 1000 buildings across NY State
- ❖ 40 years experience with energy saving projects
- ❖ Recently selected for Energy Performance Contracting projects at Avoca CSD, Alfred-Almond CSD, and Addison CSD
- ❖ Our Energy Services Team has decades of experience developing EPCs



# Energy Performance Contract



An alternative means of funding building improvements  
with no net cost impact to the District

- Program is self-funding through energy retrofits
  - Upgraded equipment and building environment
  - Expands amount of work done in the District
  - Coordinates with Capital Project planning
  - No change orders
- Paid for from existing budgeted operating funds
  - No bond vote is required
  - Option to vote for extra 10% Aid
  - Qualifies for energy incentives
  - Qualifies for State Building Aid

**Performance and savings are Guaranteed**

# Energy Conservation Measures (ECM)

## Lighting

- Upgrade all to LED
- Lighting controls - daylight harvesting, vacancy, dimming

## Building Envelope

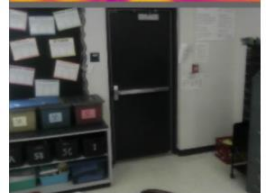
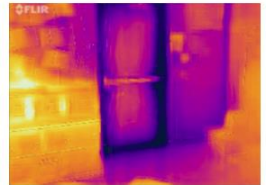
- Doors and door seals
- Air sealing
- Insulation

## Building Management System (BMS)

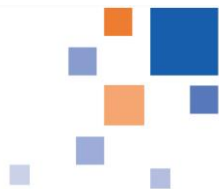
- Upgrade BMS
- Add demand control ventilation
- Expand BMS to include additional equipment

## Mechanical/Electrical System Upgrades

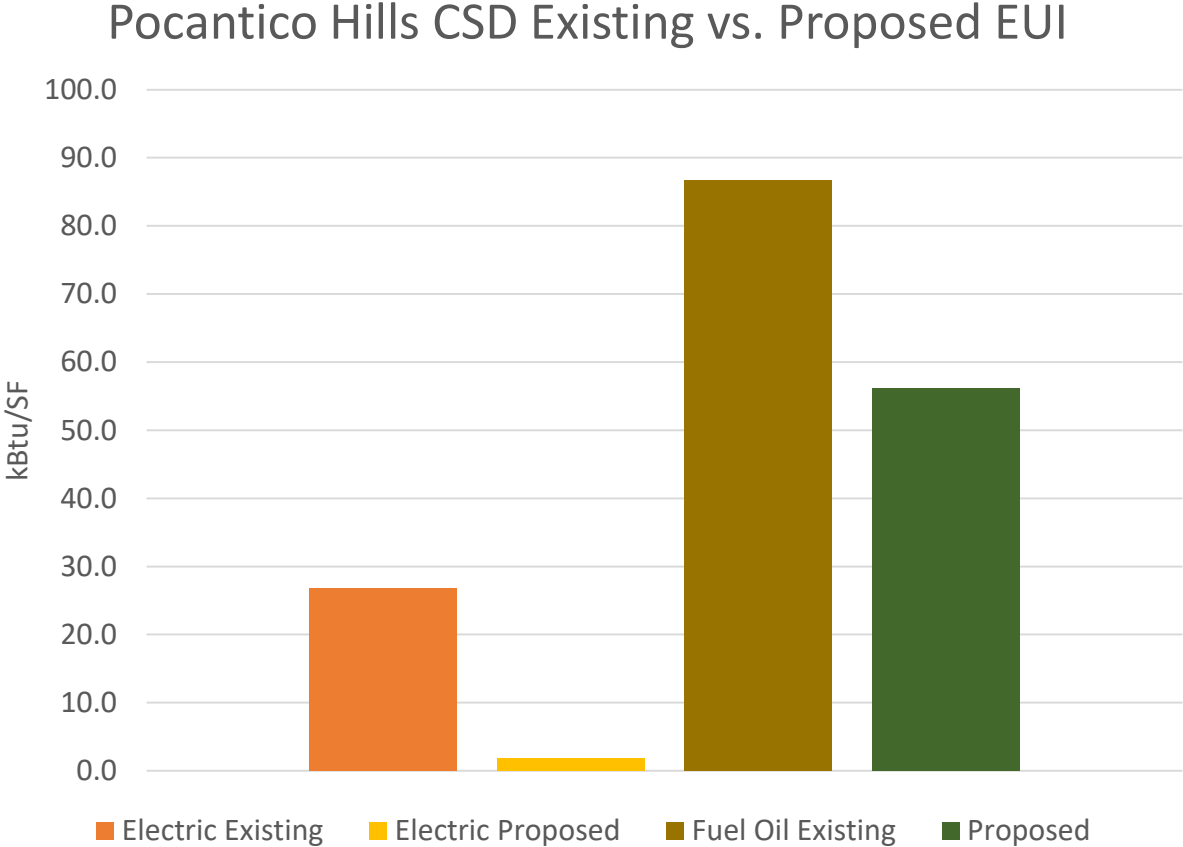
- Pump improvements
- Shoulder boiler installation
- Solar Photovoltaic (PV) Installation (400 kW)



# Utility and Energy Use Information



Current Energy Costs	
Electric	\$120,000
<u>Fuel</u>	<u>\$140,000</u>
Total	\$260,000
Estimated Savings	\$161,000
	61%





# Financial Information



<b>Project potential</b>	<b>\$2,406,456</b>
Annual Costs (M&V and Service)	\$9,892
Guaranteed Savings (annually)	\$147,849
Building Aid (10%) (annually)	\$16,690
Utility Incentives	\$94,666
18-year Net Project Benefit	\$1,667,707





## Process Timeline



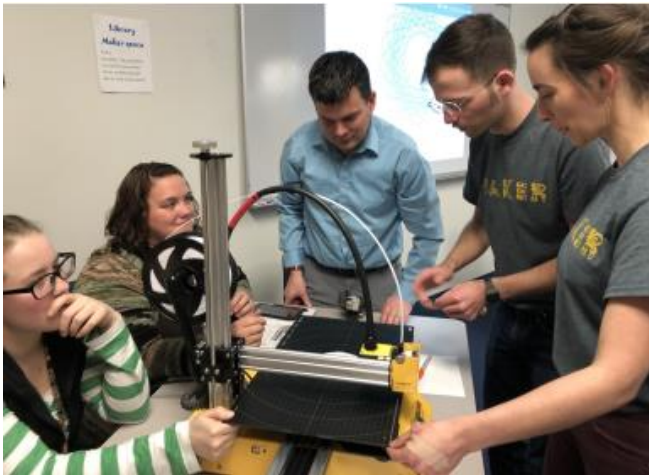
# Next Steps



- December 2019 – Select Energy Services Partner – RFP
- February 2020 – Complete energy audit
- March 2020 – Make final scope of work selections
- April 2020 – Begin design of project
- June 2020 – Submit project to SED
- September 2020 – SED approval
- October 2020 – Begin installation of Energy Conservation Measures

# STEM Education Support

Education support is a key component of the process and project and is part of our long-term partnership



Curriculum Workshops



Teacher Professional Development



Engineer in the Classroom

# Day

## Automation

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# Thank you for this opportunity!

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