



Partner Update

Energy Efficiency is Smart Business

Spring 1997

Paul Gromer Helps 'Rebuild Boston'

When someone was needed to speak out on behalf of the energy efficiency industry in Massachusetts, the industry turned to Paul Gromer.

Fresh from a stint as Massachusetts Energy Commissioner and with a degree from Harvard Law, Gromer was the perfect person for the job.

He quickly formed partnerships with utilities and environmental groups and helped persuade regulators to preserve Massachusetts utilities' award-winning energy efficiency programs. Along the way he built an effective industry association.

Gromer gained marketing experience in England, where he studied at Oxford and worked on advertising campaigns for Cadbury and British Airways, among others.

The Massachusetts Energy Efficiency Council was founded in 1992. Now the Northeast Energy Efficiency Council (NEEC), it has over 100 member companies throughout the region, and Gromer serves as NEEC's executive director.

NEEC is housed in a renovated brick warehouse in Boston's historic North End, just

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Connecticut Brings In 17 New Partners

With populations ranging from 1,300 to over 130,000 people, 17 towns and cities in Connecticut have joined Rebuild America through a grant solicitation by the Connecticut Office of Policy Management (OPM), where the State Energy Office is based.

They now all face the challenge of writing preliminary action plans by April 30, when the OPM will competitively evaluate the plans and award up to six \$150,000 grants.

"We believe all 17 partners can produce implementable action plans, whether or not they receive funding," said Christine McKay, Rebuild America's regional program manager for the Boston Regional Support Office (BRSO).

"Since the Department of Energy won't be evaluating the plans, we can offer assistance to the partners in their planning efforts," she said.

The Connecticut grant program is the result of an innovative

partnership between the state and the BRSO. "We had a number of programs we wanted to coordinate. After talking with Christine McKay, we decided Rebuild America was an ideal umbrella," said John Ruckes, the Rebuild America program manager for Connecticut.

"We expect that towns and cities will take a comprehensive approach toward improving their building stock," Ruckes said. "Our grant is just a small piece of the overall picture."

The grant program is being funded entirely by the state. The Connecticut legislature and the OPM approved \$900,000 from a pollution prevention fund.

Writing Their Plans

Representatives of the new partners attended a special Action Plan Workshop in North Haven, Connecticut to learn more about

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Paul Gromer, Rebuilding Boston

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around the corner from the home of Paul Revere. The office windows overlook the Old North Church, site of the “one if by land, two if by sea” lantern signal that started Revere’s famous ride.

Rebuilding Boston

NEEC organized the Rebuild America partnership in Boston and held a kickoff event in October 1995. Now it is the largest program run by NEEC, occupying project manager Joe Mellusi full-time.

“Our primary focus so far has been on the Boston Housing Authority (BHA),” Gromer said. Rebuild Boston is providing technical consulting to treat over 9,000 units of housing and generate an investment of over \$41 million in energy efficiency improvements.

Working with the BHA will help Rebuild Boston meet the goals in its action plan. The five-year goals include \$40 million invested in multi-family and commercial buildings and \$10 million in procurement alliances.

Gromer’s team is also working with City of Boston officials to develop a comprehensive energy management program for the city’s \$40 million annual energy budget.

Customer Involvement Matters

“Rebuild Boston’s greatest strength is its partnership,” Gromer said. “We have had the most success where we have involved the customer directly in the partnership, such as with the BHA and the City of Boston.”

“Our partnership also benefits enormously from the participation of the private energy efficiency companies that make up NEEC’s membership,” he added.

NEEC’s primary challenge is keeping up with the pace of electric industry restructuring. NEEC must “take advantage of these changes to the electric industry and make them an opportunity to do more energy efficiency rather than an excuse to do less,” Gromer said.

In addition to running NEEC, Gromer is the president of Peregrine Energy Group, an energy consulting firm named after the peregrine falcon.

Gromer is ready to tackle his business challenges, but says his two young sons are an even bigger challenge. “I am trying to balance the competing demands of two growing businesses and two growing kids. If I could do that, I could do anything.”

New Connecticut Partners

Continued from page 1

Rebuild America and the components of an action plan. The solicitation requires two building audits to be included in the grant application.

Greg Davoren, a core member of BRISO’s Rebuild America team, provided an overview of the program. He noted, “We are here to provide answers and ongoing help” to the new partners. McKay and Ruckes explained action plan development.

Financing was addressed by representatives of GE Capital and the VA Medical Center in Connecticut. Rich Zelinski, of BMS Management Services in Virginia, talked with the partners about selecting and prioritizing candidate buildings.

Plan Approaches

“Each town is taking a different approach to its plan,” said Ruckes. “Some are targeting public housing, while others are looking at commercial buildings and town institutions. At least one partner came to the workshop with utility representatives.”

All of the partners will continue in the Rebuild America program whether they receive funding or not. They will have one year to complete a detailed multi-year action plan, building off their preliminary plan for the solicitation.



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Partner Update is the quarterly newsletter from Rebuild America, a program of the Office of Energy Efficiency and Renewable Energy at the U.S. Department of Energy.



Partner
Update

Rebuild America projects improve the energy efficiency of buildings to save money, create jobs, promote growth and protect the environment through cooperative partnerships with America’s communities.

To submit an article to Partner Update, contact Lani MacRae, Editor, at the U.S. Department of Energy, Mail Stop EE-421, 1000 Independence Avenue, SW, Washington, D.C. 20585; or e-mail lanimacrae@hq.doe.gov.

Capital Options

by Rich Zelinski

Why aren't more energy efficiency projects done? Most often the answer is, "We don't have the money." But project financing is available from a variety of public and private sources.

Partners often look to finance projects through internal operating or capital funds, and debt financing.

With operating funds, partners use current resources. Partners use debt financing to issue bonds or other securities to borrow against future savings or revenues.

Three other methods of financing energy efficiency projects are:

- lease or lease-purchases, where a third party finances the project with little or no up-front outlay by the building owner;
- energy saving performance contracts (ESPCs), where a third party will install, maintain and finance upgrades, as well as guarantee an achievable level of performance and/or savings; and

- utility and government incentives, including rebates and grants, which are often used in conjunction with one of the options listed.

Often, combinations of these five methods are used to fully fund projects. The best choices depend on the type of organization (private or public), size and complexity of the project, internal funding constraints and in-house expertise.

With the flexibility these options offer, lack of capital should rarely be considered a significant constraint for a sound energy efficiency project.

Case studies and additional information on financing options will be included in the forthcoming Rebuild America *Financing Guide*, which will be available in May.

Rich Zelinski is a principal of BMS Management Services in Manassas, Virginia. He can be reached at (703) 551-0250, or e-mail richzel@aol.com.

Here are two examples of performance contracts applied in different buildings.

Office Towers

Two office towers in San Jose, California received improvements to lighting, HVAC systems and controls. The performance guarantee for the 350,000 square foot project warrants annual savings of at least \$195,000. Over the past three years, 30% reductions in energy use have been achieved.

Public Schools

The Chino, California Unified School District has buildings in 26 locations. The objectives for their upgrades included replacing obsolete mechanical equipment and reducing energy costs. So far, \$600,000 has been saved in energy costs, and savings are projected to reach \$6 million over the life of the contract.

View From DC

by Lani MacRae

For three days in December, the Rebuild America community gathered at the Fall Forum to exchange success stories and ideas.

Now, our partners are better equipped to write and carry out their action plans.

We have received a lot of feedback about the Fall Forum, and will incorporate your ideas and suggestions into the next Rebuild America

conference, scheduled for early 1998.

Currently, we are working with our program team members around the country to develop the resources you have asked for. The *Action Plan Guide* will be available in April, and the *Financing Guide* will come out in May.

These guides will supplement our library of resources, enabling you to make informed choices about how you

want to improve your communities.

As always, we invite your input into *Partner Update* and Rebuild America. Please send us your success stories, examples of best practices, or just a brief note letting the Rebuild America community know what your partnership is up to. Our address is on page two.

Partners Share Successes During Fall Forum in D.C.

Over 120 members of the Rebuild America community recently came together to share their experiences and build closer relationships with each other. The Fall Forum, held in Washington, D.C. in December, 1996, brought together partners from all over America and as far away as Guam.

“There was a wonderful sense of excitement at the Fall Forum,” said Mark Bailey, director of Rebuild America. “Our partners are working in their communities on a day-to-day basis, so we really appreciated them joining us in Washington.”

Christine Ervin, Assistant Secretary for Energy Efficiency and Renewable Energy at the Department of Energy, kicked off the Fall Forum with a discussion of the importance of energy efficiency opportunities in buildings.

She said that flexibility is the key to Rebuild America's success and complimented the program for providing one-stop shopping for services and developing community-based programs.

Christine Ervin opens the Fall Forum.



Kirk Bond discusses forming partnerships.

Sharing Experiences

Partners attended over a dozen seminars on a range of Rebuild America topics. The presenters, experts in their fields, provided hands-on information to help partners succeed. Seminar topics included:

- finding the best people for community partnerships, presented by Kirk Bond of DOE and Jamey Evans of the Denver Regional Support Office (RSO);
- financing large and small projects, with Leslie Solmes, principal of LAS Associates, and Dale Sartor of Lawrence Berkeley National Laboratory;
- connections between utility deregulation and Rebuild America, with Wallace McOuat, president of HMM Resources, and Alan Gibson of the Atlanta RSO; and
- choosing target buildings, with L.L. “Chip” Larson of Pacific Northwest National Laboratory and Christine McKay of the Boston RSO.

Partner Feedback

“It was very helpful to talk to other partners and see what they are doing. It was important to keep the momentum going,” said Dan Walsh, coordinator of the Rebuild Springfield Initiative in Massachusetts.

“I liked the session dealing with housing authorities because I’m doing it. Now I understand more about what’s going on and why,” said Lynn Chamberlin, Rebuild Nebraska coordinator.

“I see a strong commitment to helping us without putting bureaucracy in the way. Now we’re moving forward with our program,” said Kal Kobayashi, coordinator of the County of Maui partnership in Hawaii.



Lani MacRae (left) and Kirk Bond recognize Lynn Chamberlin of Rebuild Nebraska.

Recognition

Partners were recognized for their efforts by Mark Bailey and Lani MacRae, a program team member at DOE. They presented partners with framed certificates. Bailey noted, "Our partners make the choices on what they want to do in their communities, and we help them succeed."

Sponsor Support Made It Possible

The Fall Forum was made possible in part through the generous support of our sponsors.



APPA: The Association of Higher Education Facilities Officers is a non-profit association whose members manage over 3.5 billion square feet of space among the nation's 3,600 colleges and universities.



EVANTAGE, the energy services division of Virginia Power, manages power quality and reliability, electrical system maintenance, energy performance, generation, supplies, and information systems.



govEner is a service of Public Technology, Inc. and Entergy that works with local and state governments to reduce their energy and maintenance costs through energy efficient retrofits.



Viron Energy Services specializes in energy retrofits and building energy management for commercial, industrial and institutional facilities through energy performance contracting.

Partner Showcases

Partners had the opportunity to learn firsthand from their peers about what is and isn't working in Rebuild America communities. Showcases were presented by partners who have completed their action plans.

These local community partnerships were showcased:

- Rebuild Boston, by Paul Gromer, executive director of the Northeast Energy Efficiency Council;
- ReEnergize East Bay in Berkeley, California, presented by Cyane Dandridge, the executive director (see Fall 1996 *Partner Update*); and
- EnergyWorks in Kansas City, Missouri, presented by Peter Dreyfuss of the Metropolitan Energy Center.

State partnerships were showcased by Rebuild Colorado, with Linda Smith of the Office of Energy Conservation; Rebuild Tennessee, with Terry Ellis of the Department of Economic and Community Development; and Rebuild Wisconsin with Norman Bair of the Wisconsin Energy Bureau.



Mayor Elihu Harris noted the work of Cyane Dandridge.

Making a Difference

Elihu Mason Harris, the Mayor of Oakland, California, spoke at lunch on the first day. He described the role of local government in improving the quality of life in his city, and how Rebuild America is a part of that effort. He singled out ReEnergize East Bay for its work around the Oakland area.

Partner Briefs

Rebuild Wisconsin has partnered with the Wisconsin Energy Initiative 2 (WEI-2) to begin energy efficiency projects. Through a lease-purchase arrangement, the Cornell School District financed a \$59,000 energy management system extension. The computer control system, which regulates the boilers, air handlers, pumps and fans in the high school, was upgraded, and new capabilities added. Also installed were a new high-efficiency boiler, T-8 lighting and water-conserving showerheads. "By upgrading the control system, the school will better manage its resources and save money," said Scott Olsen, the WEI-2 manager for the state. Begun in 1994, 300 schools are a part of WEI-2.

*For more information, contact **Dorman Bair**, the Rebuild Wisconsin coordinator at (608) 266-5827, or e-mail bairn@mail.state.wi.us.*

Rebuild Nebraska has completed an energy audit for the Midwest Covenant Home in Stromsburg, Nebraska. The audit of the 95-bed nursing home, built in the 1960s, examined the main building, the newer wings and the administrator's residence on the property. Systems targeted for upgrades include: lighting, the aluminum-frame single-pane windows, the laundry dryer system and the hot water system. Rebuild Nebraska is also working with the

Nebraska Math & Science Initiative to focus on energy education in Nebraska's high schools. An Energy Week in western Nebraska will involve high school students in conducting energy audits. Their goal is ten new Rebuild America partners in the Nebraska Panhandle community.

*For more information, contact **Jan Chamberlin**, the Rebuild Nebraska coordinator at (402) 471-2867.*

The Rebuild Springfield Initiative (RSI) has been working with Western Massachusetts Electric Company (WMECo) to install energy efficiency measures at the City Hall complex. The 97,000 square foot complex includes the city's administrative offices, Symphony Hall and the Department of Public Works. An energy audit of the lighting system identified \$24,000 in potential annual savings. The RSI team is developing a plan to finance the \$70,000 project. Already, WMECo will provide a \$23,500 incentive, enabling the city to experience a quick payback of just under two years. "Basically, the savings will pay for the improvements," said Dan Walsh, the RSI coordinator.

*For more information, contact **Dan Walsh** at (413) 787-6050.*

EREN and EREC Provide Answers

The U.S. Department of Energy (DOE) has a web site devoted to energy efficiency. Called the Energy Efficiency and Renewable Energy Network (EREN), it is the premier gateway to hundreds of Internet sites focusing on sustainable energy technologies.

In addition to links, EREN includes numerous electronic documents produced by DOE for very diverse audiences, including:

- educators and consumers;
- building industry experts;
- utilities and manufacturers;
- government decision makers; and
- the media.

Visitors to EREN can browse an alphabetical list of hyperlinks, search the site to locate specific resources and fill out the "Ask an Energy Expert" form to submit requests to specialists at EREC (below).

Consider EREN your "launch pad" to the universe of clean energy information in cyberspace! Check out the website at <http://www.eren.doe.gov>.

What EREC Can Do For You

Meanwhile, the Energy Efficiency and Renewable Energy Clearinghouse (EREC) is a superb source of information on renewable forms of energy and ways to use energy more efficiently. Funded by DOE, EREC answers questions and supplies information to the public.

Some of the topics that experts at EREC can help with are: weatherization; energy-efficient lighting, insulation, windows, and appliances; and space heating and cooling systems.

EREC's toll-free number is 800-363-3732, the fax is 703-893-0400, and the TDD line is 800-273-2957. Requests for information can also be e-mailed to doe.erec@nciinc.com.

Calendar

Affordable Comfort 97 Conference: Going Beyond Building Technology to Quality and Performance. April 20-25. The Palmer House Hilton, Chicago. Contact Affordable Comfort, Inc. at (800) 344-4866, or e-mail AC97info@aol.com.

5th National Conference on Building Commissioning. April 28-30. Huntington Beach, CA. Contact Portland Energy Conservation, Inc. at (503) 248-4636, ext. 208, or e-mail peci@teleport.com.

New England Environmental Expo. April 29-May 1. Sponsored by Industrial Shows/Northeast. Contact Expotrac at (401) 766-4142, or website <http://www.enviroexpo.com>.

American Institute of Architects Convention & AIA Expo '97. May 16-18. Morial Convention Center, New Orleans, LA. Contact John Gaillard at (202) 626-7395 or fax (202) 626-7518. Attendees include architects, facility managers, engineers, and planners.

National Business Energy Forum. June 26-27. Hilton Riverside in New Orleans. Contact Association of Energy Engineers at (770) 279-4386 or e-mail info@aeecenter.org.

Regional Roundup

In the Philadelphia region, a new partner in Baltimore, Maryland will be focusing on multi-family housing in its action plan. The Southeast Development, Inc. plans to analyze and retrofit buildings in Baltimore's historic residential neighborhoods. "We are very excited about this opportunity," said Susan Guard, the regional representative. She noted the unique character of Baltimore's row houses, including their famous white marble steps. "The community is really going to be revitalized through this partnership," she said.

For more information, contact San Guard at (215) 656-6965.

Rebuild America is "an excellent vehicle for supporting community-based energy and environmental initiatives," according to Paul Johnson, the Seattle region's representative. When describing Rebuild America to community and business leaders, he explains the array of technical and business consulting services available from the national labs and DOE program offices. "Rebuild America is a way

to get DOE and local resources working together in a community," he said. He is concentrating on expanding Rebuild America partnerships in Washington and California.

For more information, contact Paul Johnson at (206) 553-2154.

DOE-sponsored research is paying off for partners in the Chicago region. Rebuild Wisconsin will be using super-insulation practices developed by the Illinois State Energy Office in multi-family housing projects. An insulated wallboard system, meanwhile, was designed by Oak Ridge National Lab to encapsulate lead paint surfaces. The Chicago Housing Authority (CHA) will use the system as well as a commercial building spreadsheet analyzer in its projects. The CHA will also join Anderson, Indiana in making use of Home Energy Rating Systems, which are useful for public and assisted housing projects.

For more information, contact Mark Burger at (312) 886-8583, or e-mail mark.burger@hq.doe.gov

Rebuild America Partners

123 partners and counting...

ALASKA
Rural Alaska Building Energy Efficiency Project

ARIZONA
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Rebuild Arizona
City of Tempe

ARKANSAS
City of Fayetteville
State of Arkansas
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Park Forest Comm. Devel. Corp.

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Montana Dept. of Environmental Quality
Montana Partners for Energy Efficiency

NEBRASKA
Lincoln Housing Authority
State of Nebraska
Nebraska Math & Science
Midwest Covenant House

NEW HAMPSHIRE
State of New Hampshire
SW Community Services/Energy & Housing
Collaborative

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Township of Gloucester
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City of Newark

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NORTH CAROLINA
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OHIO
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WASHINGTON
Northwest Energy Efficiency Council

WISCONSIN
State of Wisconsin, Madison

For information on Rebuild America, please call the Energy Efficiency and Renewable Energy Clearinghouse at 1-800-DOE-EREC.



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Address Correction Requested

