

Q1 2013 LEADERSHIP STEERING COMMITTEE MEETING

MAY 10, 2013

www.mass.gov/dcam/aep



**ACCELERATED
ENERGY
PROGRAM**



COMMONWEALTH COMMITMENT
TO A CLEAN ENERGY FUTURE

Secretary Shor
Commissioner Cornelison



Governor Patrick
Lt. Governor Murray



Secretary Sullivan
Commissioner Sylvia



Welcome & Recognitions

AEP Quarterly Report Review

Jenna Ide

AEP – Utility MOU

Jenna Ide

DOER Update

Eric Friedman

AEP Labor & Workforce Development

Kevin Doyle

Questions & Answers

Leadership Committee Feedback

Welcome

This last quarter DCAMM and DOER recognized **Paul Antoniewicz** from the Court Capital and Facilities Management Office of the Trial Courts.

Paul has provided outstanding efforts in energy efficiency leadership, and we are grateful for his contributions.

Thank you Paul for your dedicated efforts!



Plymouth Trial Courthouse, Plymouth, MA

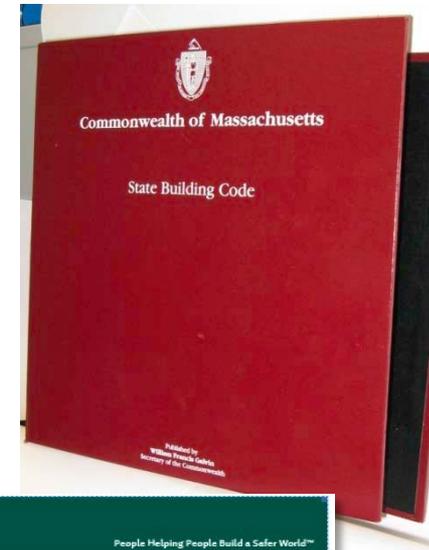
*(First building in MA to receive EnergyStar label,
with a rating of 90)*

AEP Recognition (Q1 2013) – Tom Riley

This quarter DCAMM and DOER recognize **Tom Riley** from the Department of Public Safety as the Code Development Manager.

Tom has provided outstanding efforts on the AEP Facility Upgrades Working Group.

Thank you Tom for your dedicated efforts!



Patrick-Murray Administration Announces Accelerated Energy Program

Innovative Program Sets Ambitious New Energy Goals to Reduce Energy Consumption at 700 State Sites; Will Save Massachusetts \$43 Million Annually; Create Up to 4,000 Jobs

On January 15th the AEP Launch was held at Springfield Technical Community College in conjunction with the quarterly Implementation Committee Meeting.

E&EA Secretary Richard Sullivan said, *"We need to take action in order to make things happen and to leave the commonwealth in a better place for the next generations. This is an aggressive plan. We are looking to spend \$400 million in the course of these two years, but we will save 20-25 percent of our energy use."*

boston.com

<http://www.boston.com/news/local/massachusetts/2013/01/15/new-mass-program-aims-reduce-energy-costs/VQ2niLdiajiGLCy6X5u1sL/story.html>

**mas
live.com**

http://www.masslive.com/news/index.ssf/2013/01/new-energy_program_to_save_the.html



ANF Secretary Shor



E&EA Secretary Sullivan

AEP Progress Review

Program Goals & Objectives



Major Q1 2013 Accomplishments

Initiated retrofits at 35 sites.

Created new Utility Vendor contracting and started construction at first site.

Held 3 AEP Vendor Outreach Meeting with 192 participants.

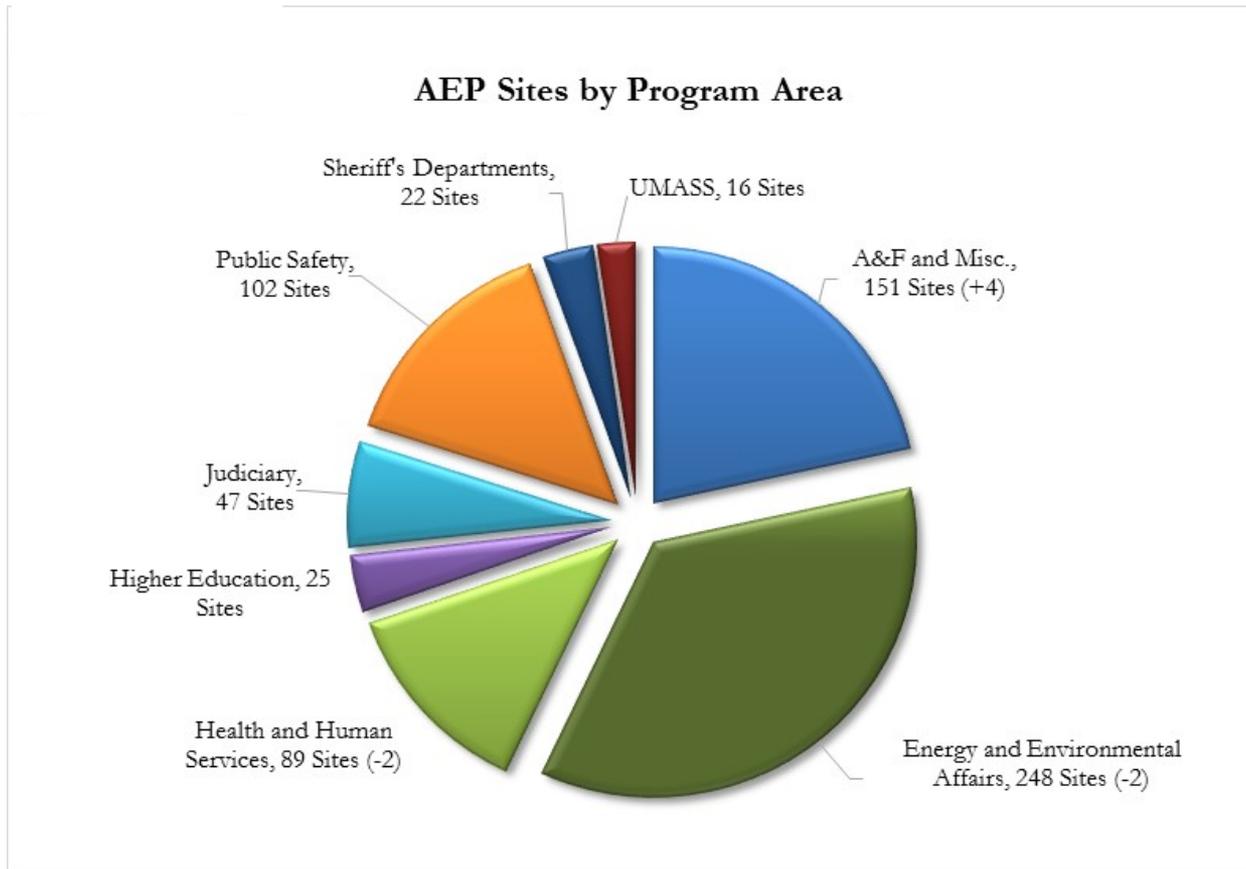
Convened 36 labor and workforce development leaders as AEP advisors.



AEP Vendor Outreach Meeting at Springfield Technical Community College.

Program Planning & Definition

The graphic below provides an overview of the 700 sites by Program Area. Changes to Program Area totals since the last report are shown in parentheses.



AEP Scope
700 Sites

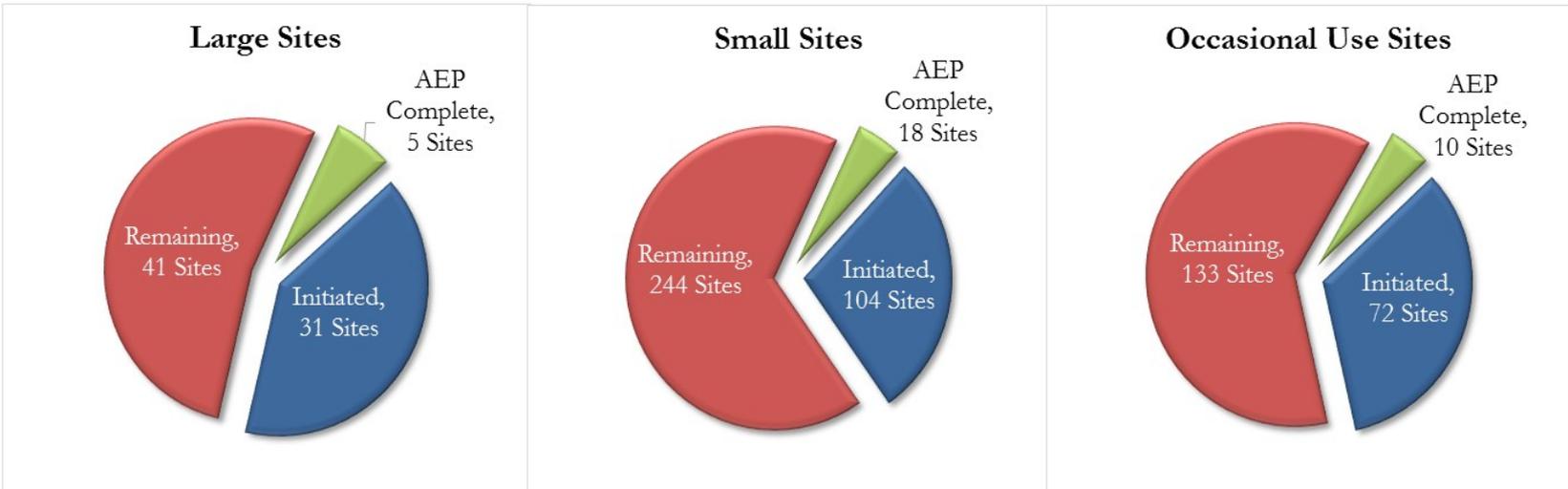
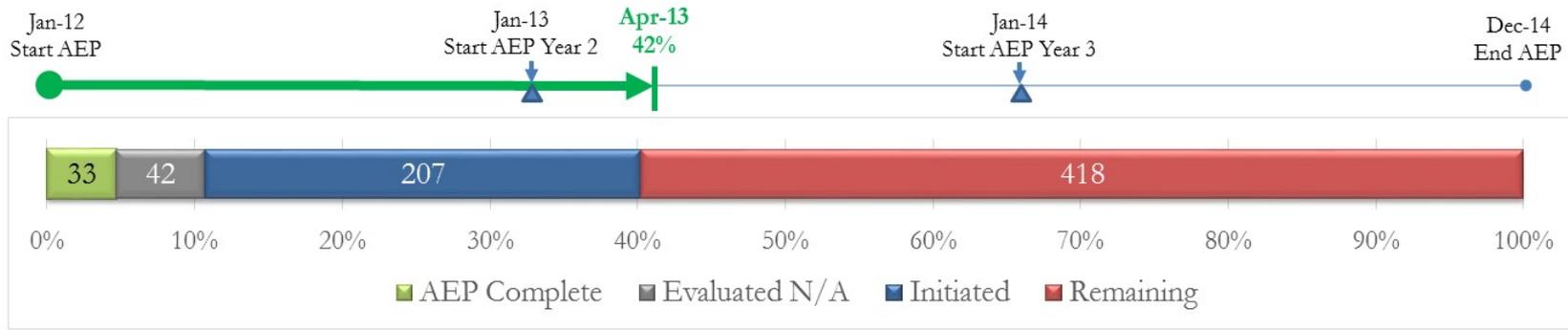
Program Status (as of Q1 2013)

We plan to retrofit **700** AEP Sites
In a total of **700** Working days
We have **240** Sites In Progress
With **33** Sites **AEP Complete***
And **207** Sites **Initiated.**

* Large sites must have projects that enter construction phase. Small and Occasional Use sites must have projects that have completed construction. Any site that will be evaluated for additional opportunities through a New Review must at least have an energy and water study completed.

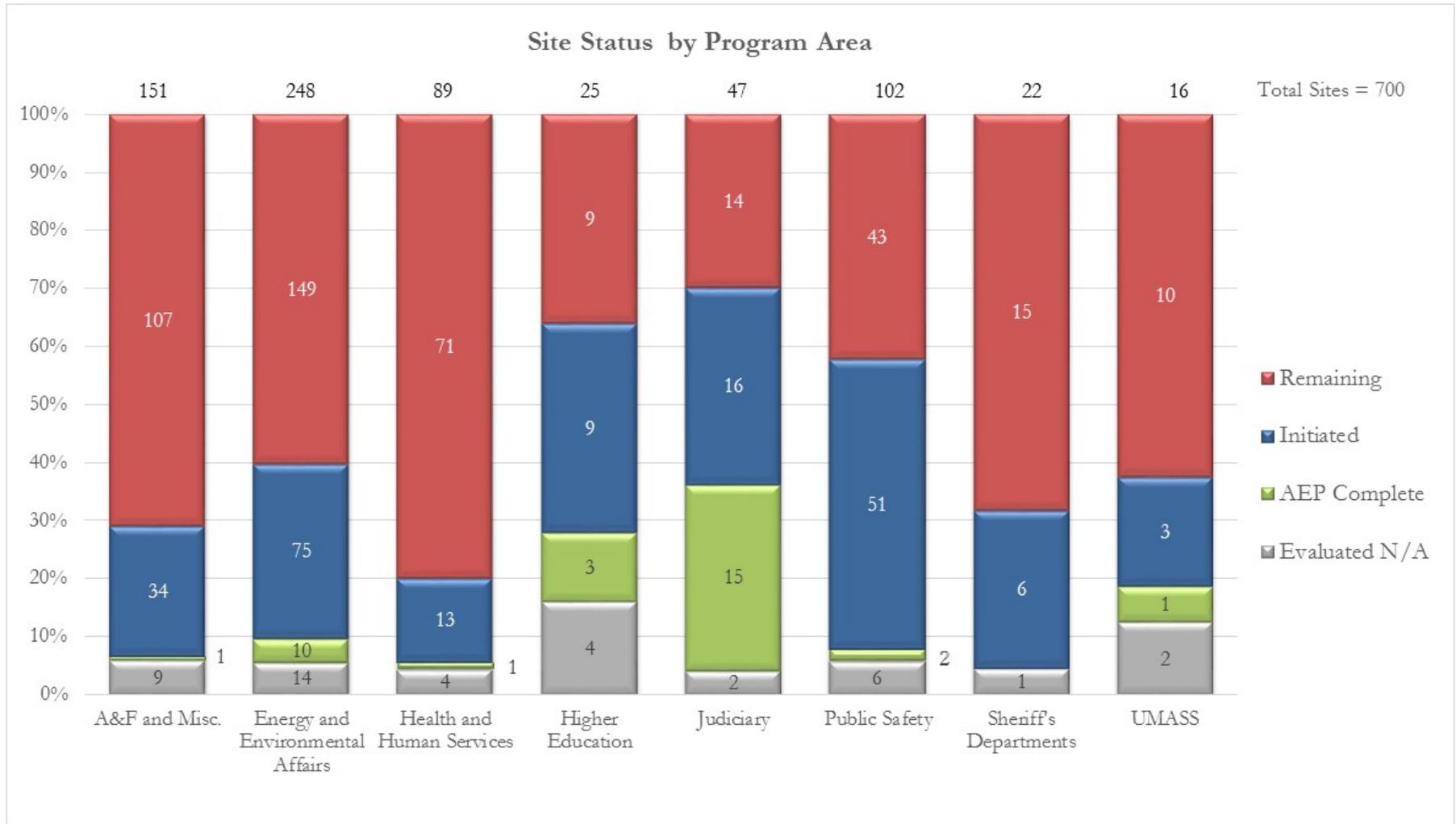
Schedule Status

A total of 282 sites (representing 40% of the sites) have been completed, initiated or evaluated and determined to be not applicable for additional retrofitting.



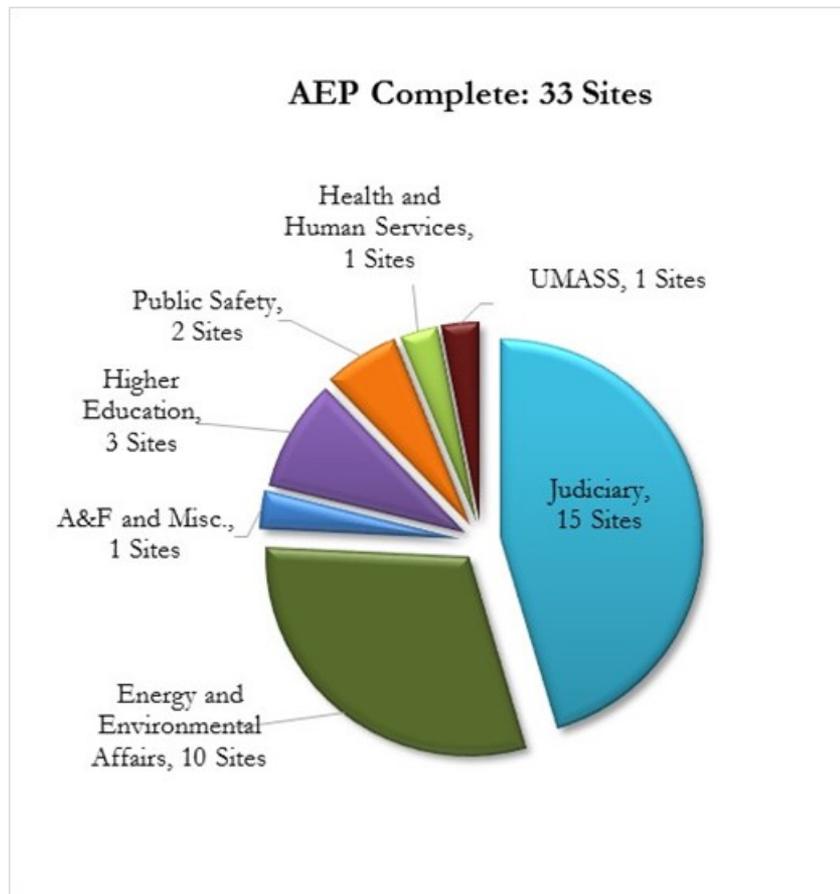
Status by Program Area

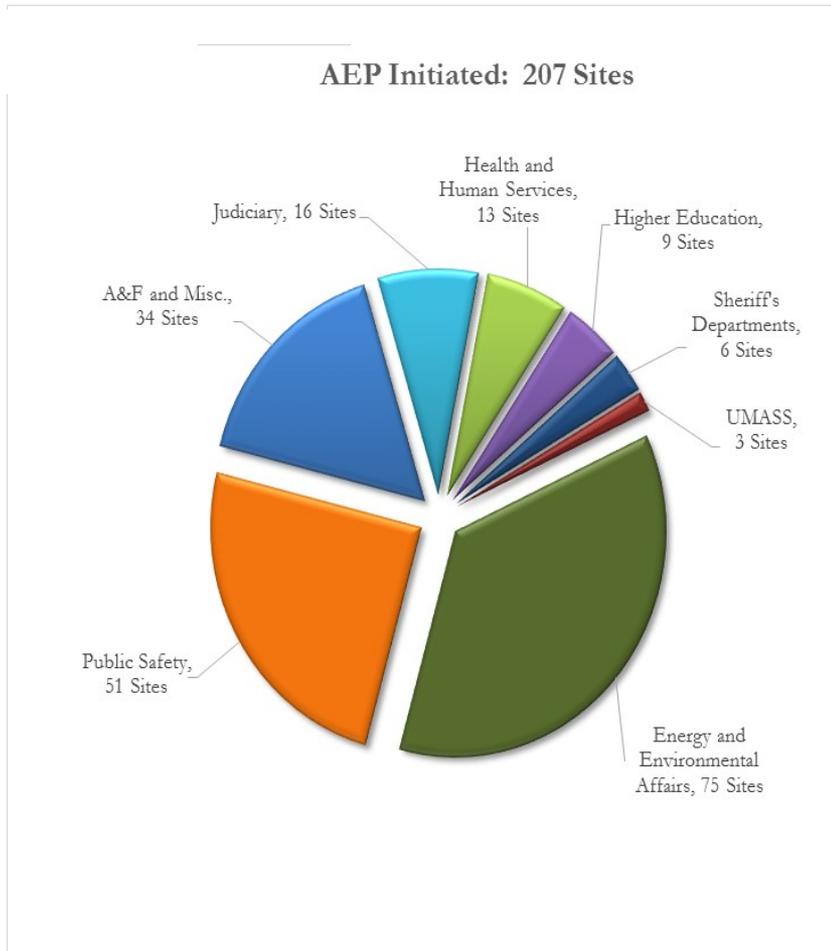
A summary of the AEP status by program area is shown below.



Highlighted progress includes the following:

- **UMass Amherst:** Thielsch Engineering substantially completed construction of a \$1.5 million project to install lighting sensors occupancy controls and HVAC system modifications in select buildings across the campus.
- **Springfield Technical Community College (STCC):** An ESA for approximately \$11 million was signed to decentralize the central boiler plant system and redesign the central plant chiller system for the campus of 705,000 square feet.





Highlighted progress includes the following:

Large Sites

- **McCormack & Lindemann:** Proposals received for \$24 million energy savings project.
- **Holyoke Community College:** Kicked off energy feasibility study with design consultant, Kling Stubbins.

Small and Occasional Use Sites (Utility Vendor)

- **DCR Sites (76 sites):** All final audit reports have been received.
- **Courts:** Pre-approval notice sent to RISE to proceed at 3 court facilities.
- **Military Armories:** Nxegen and PRISM have started audits on 23 armories.
- **MassDOT District 4 Sites:** Northern Energy Services started audits at 17 sites.

Q4 2012 Highlights

- *Created a new and innovative utility vendor contracting solution to address hundreds of small and occasional use sites in the AEP*
- *Assigned 38 sites to utility vendors*
- *Signed first utility vendor contract with RISE*

Q1 2013 Highlights

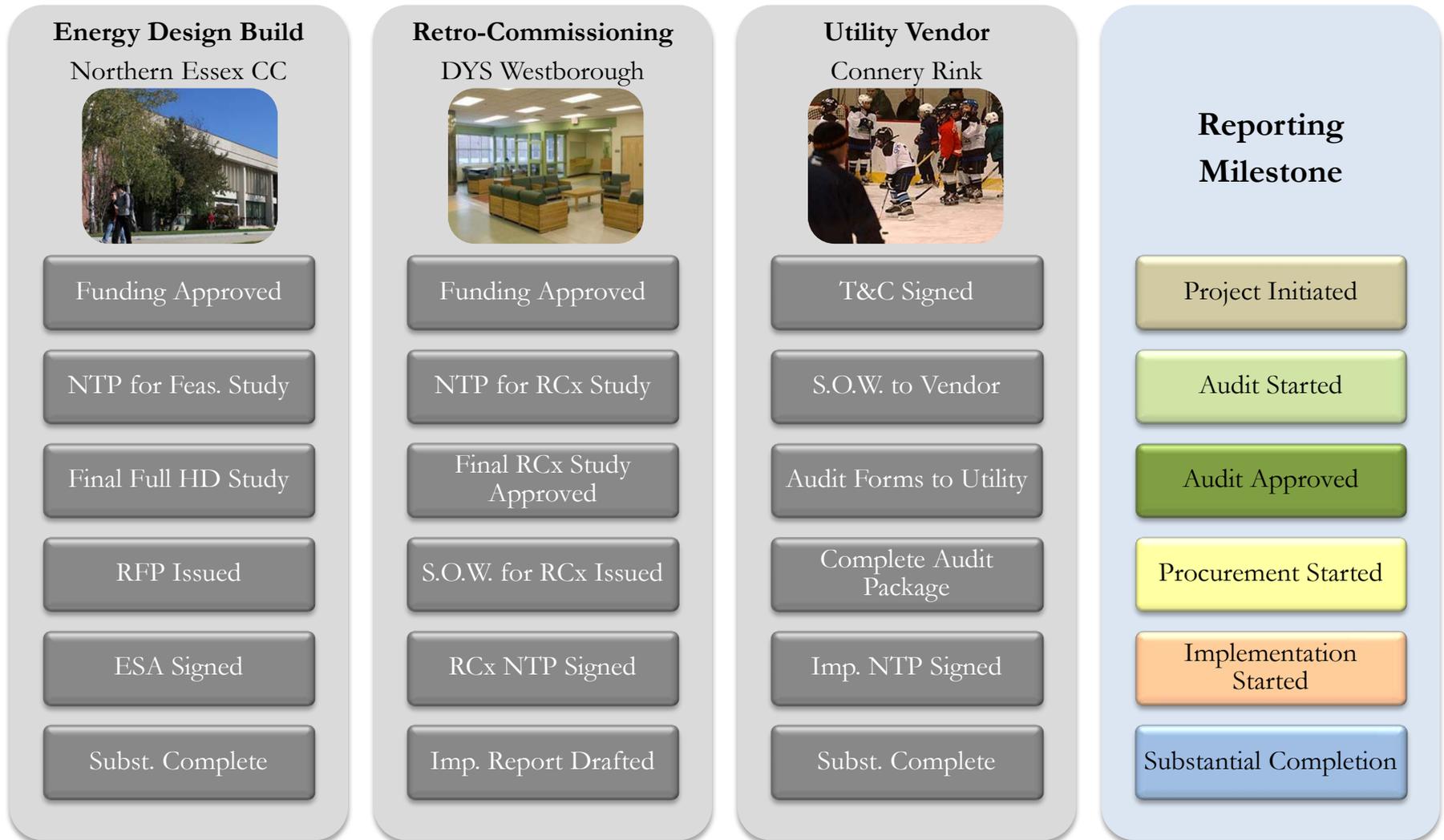
- Signed utility contracts with the following firms:
 - Nxegen
 - PRISM Consulting
 - Northern Energy Services
- Coordinated with Mass DOT to retrofit 128 Mass DOT sites in the AEP
- Assigned 27 sites in Mass DOT District 4 to utility vendors
- Began retrofit of first site (Gardner District Court)



Gardner District Court

Reporting Milestones

Common reporting milestones were created to enable scheduling and reporting across all types of projects:



Program Controls

An AEP Master Schedule has been created for implementing retrofits at all sites, including:

- Standard reportable milestones across all procurement types
- Project schedules for both initiated and planned projects
- Organization by project manager and program manager
- Resource staffing analysis to evaluate personnel needs through the program

1				Reporting Milestones:																Total Months								
	Performance	Energy D-B	Retro Cx	Utility vendor	New Review	Site Selection	Project Initiated	Audit Started	Audit Approved	Procurement Started	Impl. Started	Subst. Complete	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014		Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	PM Action Pending		
2																												
3																												
4																												
5																												
6																												
7																												
8																												
9																												
10	Agency	Site Code	Site Name	Site Selection	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
104	INITIATED			4	1	0	3	1	2	0	2	1	1	2	0	0	1	0	0	0	0	0	0	0	0	0	0	
105	TRIAL COURT	TRC52	WORCESTER COURTHOUSES		10-Jan		18-Mar		22-May																			last actual = Audit Approved 10/17/12
106	SALEM STATE COLLEGE	SSA00	SALEM STATE UNIVERSITY					10-Apr																			last actual = Procure. started 7/14/11 need to get actuals, including date of submittal decision.	
107	SHERIFF'S DEPARTMENT MIDDLESEX	SDM01	SHERIFF'S DEPT- MIDDLESEX-BILLERICA				27-Mar		24-May			14-Aug																
108	CAPITAL ASSET MANAGEMENT & MAINTENANCE	DCP27	MASS INFORMATION TECHNOLOGY CENTER	4/1/2013			30-Mar					22-Aug		14-Feb	19-Jun													
109	REMAINING			7	0	0	0	0	0	0	4	2	5	5	6	6	0	1	2	1								
110	WORCESTER STATE COLLEGE	WOR01	WORCESTER STATE UNIVERSITY	6/1/2013								7-Aug	30-Dec		24-Jun		27-Oct											
111	SHERIFF'S DEPARTMENT BRISTOL	BSD00	SHERIFF'S DEPT-BRISTOL-N. DARTMOUTH	7/1/2013								6-Sep			29-Jan		24-Jul	26-Nov										Bundle 1 Suggested
112	SHERIFF'S DEPARTMENT BRISTOL	BSD01	SHERIFF'S DEPT-BRISTOL-NEW BEDFORD	7/1/2013								6-Sep			29-Jan		24-Jul	26-Nov										Bundle 1 Suggested
113	SHERIFF'S DEPARTMENT NORFOLK	SDN00	SHERIFF'S DEPT-NORFOLK-DEDHAM	10/1/2013								10-Nov	7-Dec				8-Jun	15-Jul										13-Sep
114	DEPARTMENT OF YOUTH SERVICES	DYS12	DYS - LANCASTER	1/1/2014													9-Mar	1-Aug	8-Sep									

Program Exposures

In Q1 2013, the AEP team was able to mitigate many risks identified in the previous quarterly report, including those listed in the table below:

Risk Identifier	Risk	Q1 2013 Mitigation
IP-R2	Site implementation grouping changes throughout program.	AEP Groupings were solidified (Large, Small, Occasional Use)
PM-R1	Negotiation of utility vendor contracts fails to result in agreement	Multiple contracts have been signed.
PM-R2	Utility rebate programs do not meet funding requirements	An MOU between DCAMM and utilities has been drafted that specifies rebate expectations.
PM-R4	Audit review process takes longer than anticipated.	A standardized audit template was developed for use by all auditors and timing requirements are defined in each contract.
IN-R1	Inadequate resources for developing and implementing training	A new Labor & Workforce Development Working Group was established to leverage existing training programs throughout the Commonwealth, and efforts have been coordinated into the Integrated Facility Management (IFM) initiative.
CO-R1	Communication plan is not in place	A communication plan has been developed by the Commonwealth and a public program launch was held in January 2013.

Program Exposures

In Q1 2013, the AEP team was able to mitigate many risks identified in the previous quarterly report as well as identify and mitigate new risks to the program (highlighted in green).

Risk Identifier	Risk	Impact Description	Risk Score (1=Low 6=High)	Timeline	Risk Response	Risk Owner (Working Group)
Implementation Planning						
IP-R3	Additional sites requested to be included in AEP by Agencies may not receive funding.	Schedule and funding impacts to program.	2	Near term	Continue to coordinate with Facility Managers and Agencies to finalize AEP scope. Prioritize AEP sites for implementation.	Procurement & Performance Mgmt
Procurement Management						
PrM-R1	All requested funding not in place for future projects (bond bills, utility rebates, etc.)	Not enough funds to complete program; program delay.	5	Q3 2013	Prioritize projects with funding in place; Governor introduced bond bills.	Procurement & Performance Mgmt
PrM-R2	MWBE goals are not achieved, tracked and reported.	Program goals are not achieved.	3	Near term	Coordinate with Compliance to ensure goals are mandated in contracts and effectively tracked; host vendor outreach meetings.	Procurement & Performance Mgmt
Project Management						
PM-R3	Vendor and staff shortfall to audit, review and implement work at all sites.	Delay of program	4	Mid-term	Conduct Vendor Outreach; Develop alternative implementation methods; Streamline existing processes.	Simple Fix; PMO

AEP Working Groups

	Q1 2013	Q2 2013
Communications	AEP Public launch	Select and promote showcase sites; Distribute Op-Eds to local media
Simple Fix	Initiated work at 27 MassDOT sites with 2 new vendors	Sign 6 more vendors and initiate work at another 71 sites
Audits & RCx	Developed standardized scopes of work and initiated 3 Retro-Commissioning projects	Refine scope of work for comprehensive sites
Inreach & Tech Support	Held Implementation Committee Meeting; Created and issued monthly newsletters.	Develop outreach kit for energy projects at facilities
Building Codes	Integrated building codes checklist into Audit template	Get feedback from vendors who complete work regarding building codes checklist
Data & Performance	Developed revised Implementation Plan; Developed an Access database	Develop financial reporting; Integrate metrics with MassResults
Procurement	Finalized utility vendor contracts for small sites	Finalize MOU with utilities; Streamline utility vendor process
Leasing	Prioritized work in support of other working groups	Develop prioritized list of leased spaces; Develop outreach to landlords
Labor & Workforce	Held Workforce Advisory Meeting; Held 3 Vendor Outreach Meetings	Finalize Workforce Development Strategy; Hold Vendor Outreach Meeting in Southeast

AEP – Utility MOU

AEP-Utility Memorandum of Understanding (MOU)

Creates first agreement between
Commonwealth and all major investor-owned
utilities.

Maximizes savings through a standard process
for incentives and coordination of efforts
across all Commonwealth facilities.

Enables the retrofit of 483 small and
occasional use sites.



Signed MOU between DCAMM and each utility company for AEP.

DCAMM agrees to the following:

- Assign single point of contact to coordinate execution
- Contract for work with Vendor
- Apply to utility company for measures
- Conduct Pre and Post inspection

Utility Company agrees to the following:

- Assign single point of contact to coordinate execution
- Provide up to \$0.25/kWh annual savings for non-comprehensive projects and \$0.30/kWh annual savings for comprehensive projects
- Provide \$1.25/annual therm saved

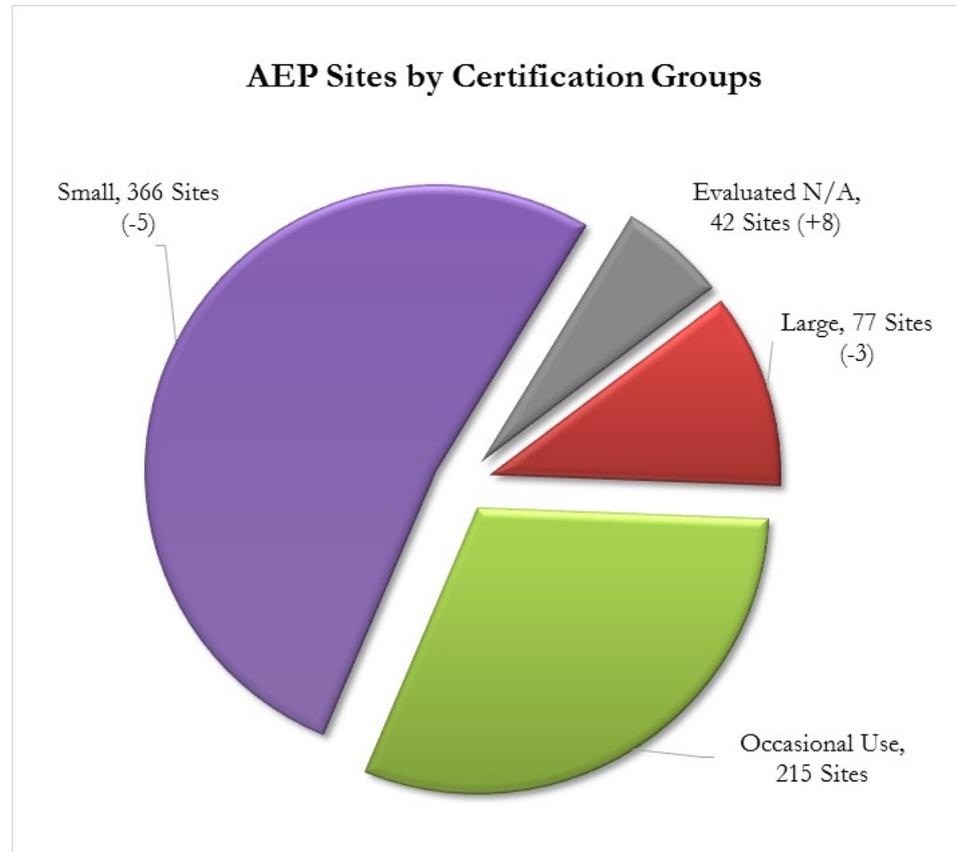
DOER Update

AEP Sites by Certification Group

Across the entire AEP portfolio, DCAMM and DOER will target a 25% reduction in energy consumption, greenhouse gas emissions, and energy costs.

Consistent with statewide goals, DCAMM and DOER will prioritize energy efficiency.

AEP Scope
700 Sites



AEP Certification

	Large Sites (i.e. hospitals, colleges, prisons)	Small Sites (i.e. police barracks, career centers)	Occasional Use Sites (i.e. ice rinks, state parks)
AEP Certified	<ol style="list-style-type: none"> 1. Achieve a 25% reduction in at least 2 of the following categories: site energy use, greenhouse gas emissions, energy costs. 2. Energy consumption must be reduced by at least 10% 	<ol style="list-style-type: none"> 1. Achieve a 20% reduction in at least 2 of the following categories: site energy use, greenhouse gas emissions, energy costs. 2. Energy consumption must be reduced by at least 10% 	Meet the reduction threshold for small sites or implement at least three energy/water conservation measures.
	Large and Small Sites		Occasional Use Sites
AEP Certified Plus	<ol style="list-style-type: none"> 1. Achieve a 50% reduction in at least 2 of the following categories: site energy use, greenhouse gas emissions, energy costs; 2. Energy consumption must be reduced by at least 20% 3. Establish energy and facility maintenance training program for staff; and 4. Develop plan for preventative maintenance to keep systems operating at optimum efficiency. 		Not eligible

Of the 33 sites that have achieved “AEP Complete”, 17 sites have achieved AEP Certified & 1 site has achieved AEP Certified Plus.



First Site to Achieve **AEP Certified Plus**

North Central Correctional Institute - Gardner

AEP Certification is achieved with at least a 10% reduction in energy use and 25% reduction in 2 of 3 categories (energy costs, energy use and GHG emissions).

AEP Certification Plus is achieved with at least a 20% reduction in energy use and 50% reduction in 2 of 3 categories (energy costs, energy use and GHG emissions).

NCCI – Gardner achieved the following:

A reduction of 50% in energy use, 32% in energy costs, and 57% in GHG emissions through a comprehensive retrofit. An Energy Services Agreement (ESA) was signed and construction kicked-off.

A reduction of 108% in energy use, 74% in energy costs, and 145% in GHG emissions with the installation of 2 wind turbines. |



Three Year Utility Efficiency Plans Approved by DPU

- Over three years, \$2 billion investment with almost \$9 billion in savings
- Electricity savings of 3.7 million MWh, equivalent to powering 500,000 homes
- Natural gas savings of 72 million therms, equivalent to heating 70,000 homes

Municipalities designated as a Green Community reaches 110

Largest On-Shore Wind Project in MA Completed 2013

- 28.5 MW in Florida, MA

Significant Increase in Installed Renewable Energy Across the Commonwealth

- New 1600 MW solar PV goal by 2020

Renewable Energy Snapshot



The Patrick-Murray Administration set ambitious renewable energy goals to ensure a cleaner energy future for the Commonwealth. Initial solar objectives were met in 2013. [Click this image for more details.](#)

Creating a Cleaner Energy Future for the Commonwealth



LED & Efficiency Light Bulb Program Successful

- Over 150,000 LEDs and efficient T8s ordered by agencies and municipalities
- Annual electricity reductions of almost 7 million kWh and \$1 million



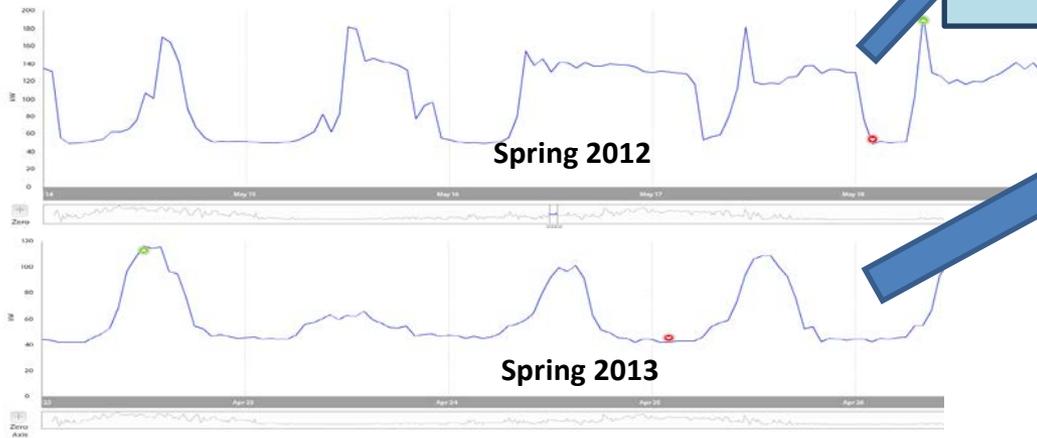
Upcoming LBE 2013 Clean Energy Grants

- \$2 million for on-site thermal applications (solar thermal, heat pumps, biomass) Posted May 2013
- \$1.5 million to support large-scale 3rd party owned solar PV arrays on Parking Lots - Awaiting clarifications & formal guidance



EEMS Updates

- On-Going Training During 2013
- >\$2 million in Energy Savings identified

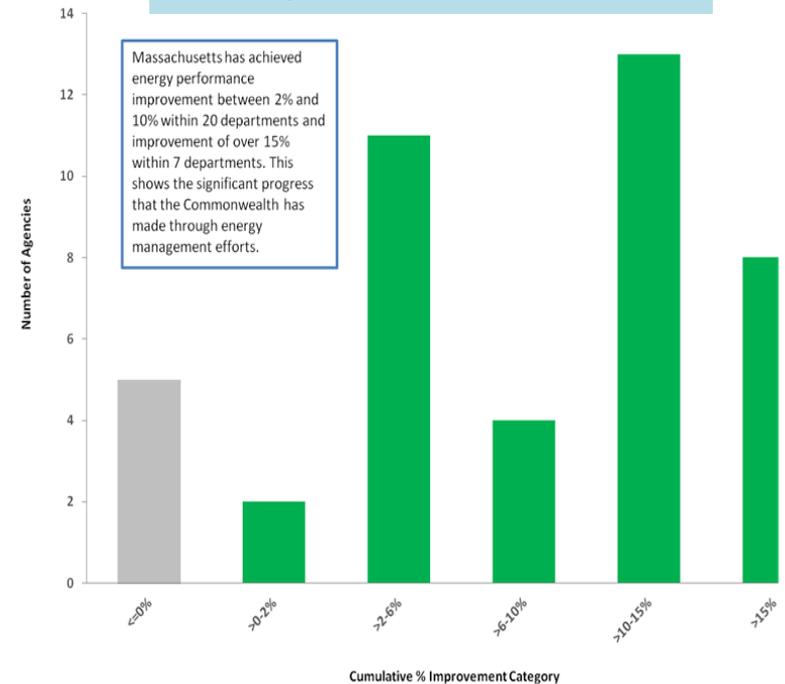


Chelsea Soldiers' Home

Change in peaks demand during morning startup

Annual savings est. \$19,000

EUI improvement FY09-12



LBE Progress Reporting

- Agency and statewide progress in meeting goals of LBE
- Report being written – released in FY2013

Labor & Workforce Development

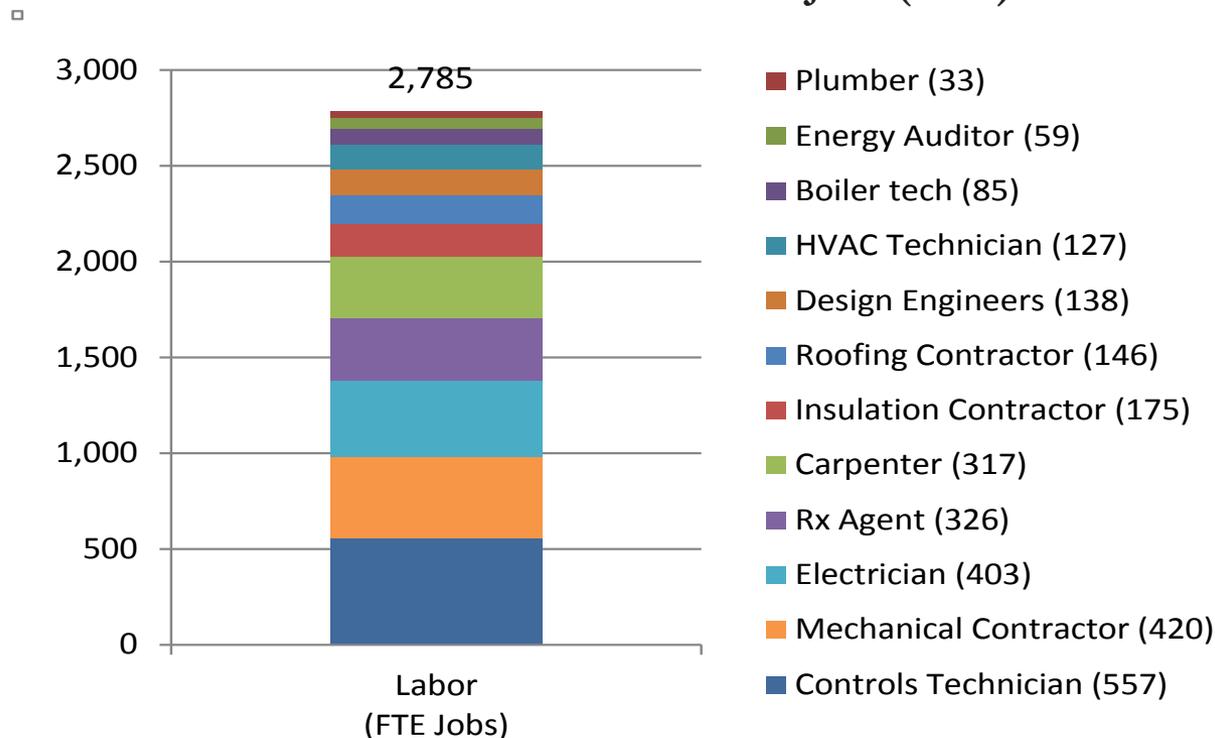
- (1) Base decisions on good information.
- (2) Provide solutions to real employer needs.
- (3) Look for overlap between short-term and long-term workforce needs.
- (4) Maximize use of existing programs and workforce training providers.
- (5) Use DCAMM's convening and matchmaking tools creatively and often.
- (6) Reward and celebrate success stories.
- (7) Improve use of online and social media tools.
- (8) Improve capacity for quick action.
- (9) Emphasize M/WBE and diversity hiring issues.
- (10) In general, "steer, don't row".



Preliminary AEP Workforce Needs Assessment

A preliminary assessment of labor trade jobs (Full-Time Equivalent) has been performed based on spending of \$464 million and an assumption of 6 FTE per \$1 million of investment*.

AEP Estimated Labor Trade Jobs (FTE)



*Based on research by New England Clean Energy Foundation

Workforce Advisory Meeting and Follow-Up

On January 31, 2013, a Workforce Advisory Meeting was held with 36 leaders across the Commonwealth. Information from this meeting was combined with follow-up research to produce a document that helps “map the territory” for future action.

Breakout sessions:

1. Increasing M/WBE participation
2. Improving outreach to existing minority and female workers
3. Training and education at community colleges and other venues
4. Methodology development for gathering employer needs information



Role of Vendor Outreach Meetings

DCAMM held Vendor Outreach Meetings to attract a diverse pool of vendors, provide them with an opportunity to meet DCAMM people, and learn how to do business with DCAMM.

192 people participated, including 87 people from small businesses, 31 from WBE firms and 26 from MBE firms.

- Springfield Technical Community College in Springfield, MA – February 26
- Bunker Hill Community College in Charlestown, MA – March 1
- Dept. of Fire Services in Stow, MA – March 5
- Coming: Fall River, MA May 21



Some of our next steps

- (1) Convene workforce meeting of selected contractors.
- (2) Identify overlap between AEP occupational needs and available M/WBE firms to determine capacity gaps.
- (3) Launch conversations with existing training programs aimed at increasing participation of women and minorities in selected energy efficiency-related occupational areas.
- (4) Increase coordination between AEP and IFM efforts.
- (5) Complete and approve workforce strategy/action plan.

Questions and Answers

Leadership Committee Feedback

1. Please rate your overall satisfaction with the content and structure of the AEP Leadership Committee meetings. (excellent, good, satisfactory, unsatisfactory)
2. How satisfied are you with the frequency of the AEP Leadership Committee meetings? (very satisfied, satisfied, neutral, unsatisfied)
3. The AEP Leadership Committee meeting length is sufficient for the amount of content covered. (too long, slightly long, just right, slightly short, too short)
4. The AEP Leadership Committee meetings help to increase my knowledge of the AEP beyond what I hear on my daily job. (strongly agree, agree, neutral, disagree, strongly disagree)
5. I have an appropriate opportunity to provide input on the direction of AEP. (strongly agree, agree, neutral, disagree, strongly disagree)
6. The structure of the AEP Implementation Committees enables you to provide substantive guidance and direction on the AEP. (strongly agree, agree, neutral, disagree, strongly disagree)
And, if not, how could we change it?
7. What would you like to receive from DCAMM when one of your sites has been AEP Certified or Completed (e.g., report, certificate, plaque, etc.)

Thank you!

We greatly appreciate your time, guidance & feedback.

Next Meeting is **August 9, 2013**