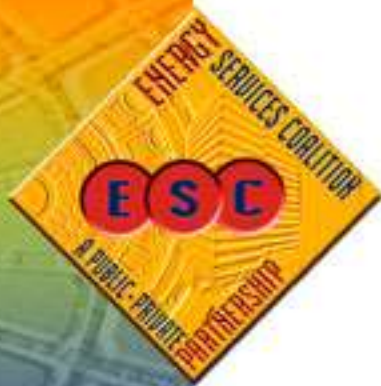


# What Does Success Look Like?

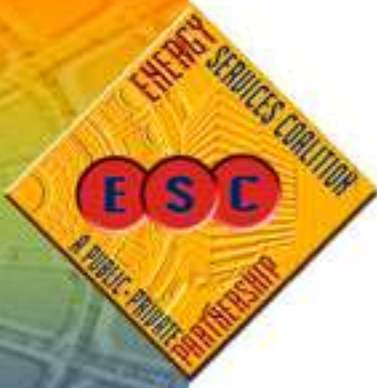
John Paulson  
Environmental Specialist  
City of Hutchinson, MN

30 July 2014



# Hutchinson, MN

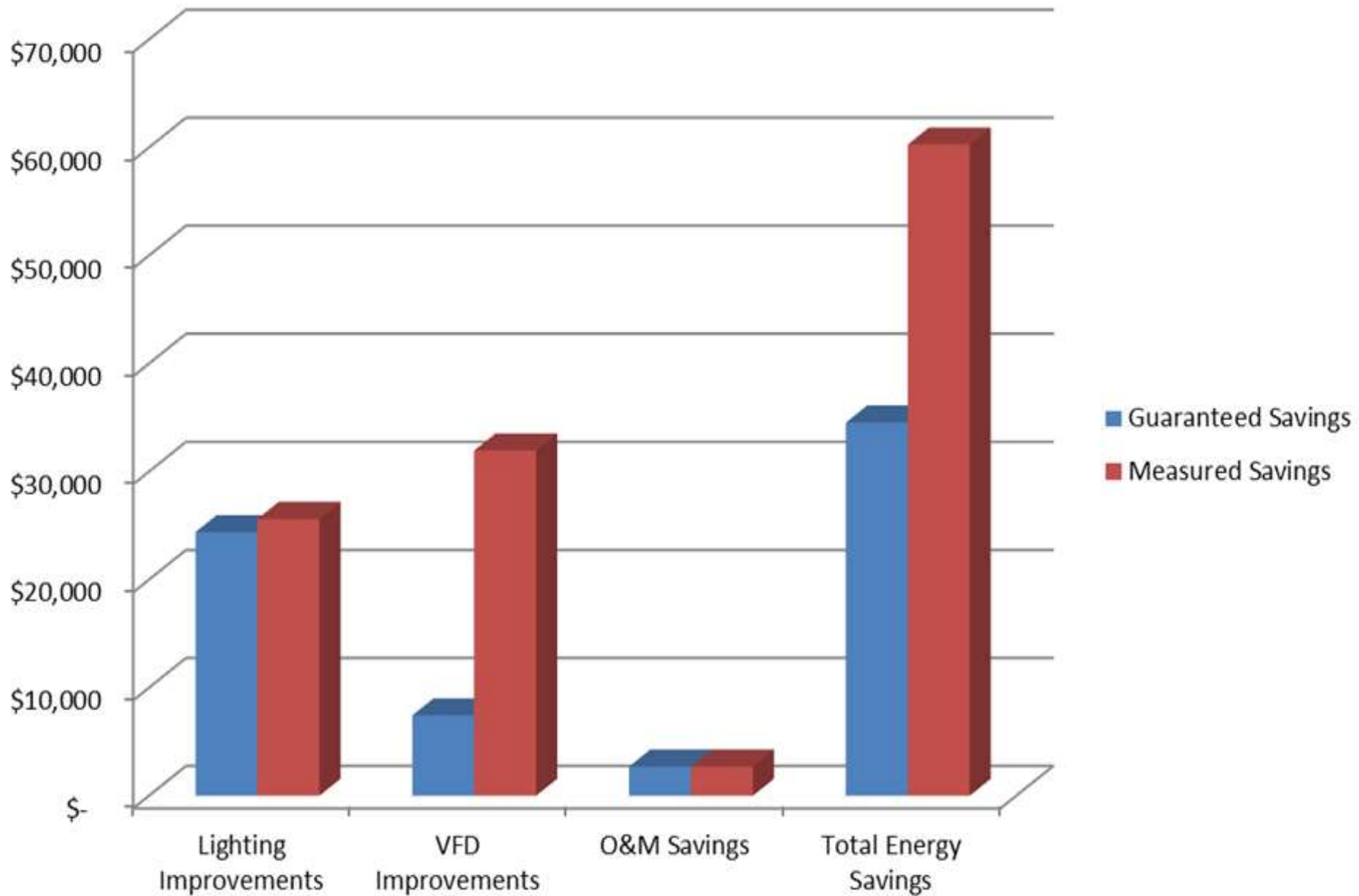
- Population 14,537
- Minnesota's Manufacturing City
- 2<sup>nd</sup> Oldest Parks System in the U.S.
- Located on the South Fork  
Crow River



# First ESPC Project

- Met with ESCO's 2008
- Assessment 2009
- ESA Dec 2010
- ARRA Stimulus funding 2010
- Project completed 2011
- 16 Buildings
- VFD/Full lighting
- Exceeded Savings Guarantee

# City of Hutchinson - Post Measurement Summary





# Why ESPC?

- Capital Improvement needs
- Need for turn key delivery
- Appealing financing options
- Need for comprehensive assessment

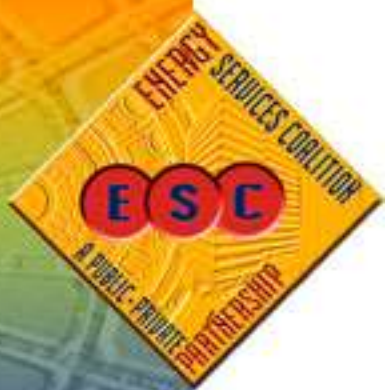
# Why Not?

- Unfamiliar with ESPC
- Political uncertainty
- Internal obstacles
- AOP, LOI, PEA, CEA, ESA, M&V



# What made it Successful?

- Patience in the process
- Support for efficiency (requires a good explanation)
- Grants always help
- Good communication
- Seetoitiveness
- Numbers don't lie
- We DO KNOW what we're doing



# Good Project, Now What?

- Build on it
- Replicate
- & Repeat
- Facility Planning
- Funding Opportunities
- Data, data, data
- Outreach
- and.....



# Landfill Solar PV

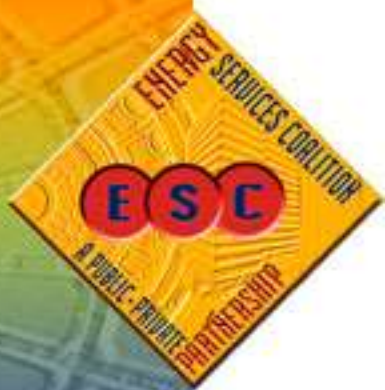
- Started with Political interest
  - Wind, solar, digestion, even algae
- Opportunity existed
  - Brownfield/Landfill
  - Next to largest City power user
  - Build on existing partnership
- Work in progress since 2011
- Lessons learned from 2009 study
- Fits with Hutchinson's past





# Is ESPC right for me?

- ESPC can work many places
- ESPC does work when understood
- Ask lots of questions
  - Know the process/steps
  - Communicate expectations
  - Keep staff involved
- It works for us!



# Done Improving?

- Hutchinson has a historical past that is engrained in the town
- Rates for customers
- Improve as we maintain
- PACE?
- B3, Data Management
- Facility Management