What Does Success Look Like?

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Hutchinson, MN

- Population 14,537
- Minnesota’s Manufacturing City
- 2nd 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

- Lighting Improvements
- VFD Improvements
- O&M Savings
- Total Energy Savings

- Guaranteed Savings
- Measured Savings
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