

# Energy Management Services

powered by  **TRANE**

## Alberta Municipalities Strength In Members

**We're always looking for ways to serve you better.** We know that our members are interested in reducing energy consumption, renewing assets, and saving money on annual operational costs. But we've also heard concerns from members. *Will my savings match or surpass my investment? What will my upfront costs be? Can I trust the claims that are made about new technology?*

This is why we've created **Energy Management Services** powered by Trane.

Our new offering:

- guarantees your predicted savings,
- allows you to choose the energy efficiency options that work for you,
- provides funding options tailored for municipalities, and
- is based on a partnership with a leader in performance management.

### Turn wasted energy into funds you can spend today.

*Consider the energy and manpower wasted in every inefficient furnace, every leaky window, every outdated control, every high-volume toilet and faucet.*

**Think about how you'd rather spend that money.**

#### **Arnprior Regional Health** Arnprior, ON

An aging steam boiler plant was replaced with a new high-efficiency condensing hot water boiler plant, resulting in substantial savings for the hospital. This includes significantly lower repair costs and reduced staff hours.

#### **Vancity Centre** Vancouver, BC

A 5,500 lb Trane® Series RTM Helical Rotary heat reclaim chiller, designed to boost the low-grade heat generated from the centre, was hoisted to the rooftop mechanical room. The heat reclaim chiller heats Vancity's entire head office building.

#### **City of Dawson Creek**

Upgrading the aging ammonia system at the City's Memorial Arena and Curling Club with a Freon system is expected to add twenty-five years to the life of the facilities and increase performance.



#### **Arnprior Regional Health**

**\$37,500**

operational/maintenance  
COSTS SAVINGS

+ **\$38,213**

annual energy savings

#### **Vancity Centre**

Reduced natural gas consumption

by **95%**  
or 5,000 GJ

#### **City of Dawson Creek**

Eliminated safety risk associated  
with an ammonia system

+ COST SAVINGS OF

**\$18,000/year**

### Connect

310.MUNI ■ [abmunis.ca](http://abmunis.ca)  
[energymanagement@abmunis.ca](mailto:energymanagement@abmunis.ca)





# Make your energy work for you.

From project size to funding options, we'll work with you every step along the way to ensure this service works for you.

## Our program offers flexibility.

You can choose to:

- implement a single energy conservation measure,
- review and upgrade a specific facility, or
- audit your entire municipality.

## Our funding options are broad.

You have the options of:

- 5 to 20-year terms,
- choice of lender, or
- the ability to fund your project independently.

## All-inclusive Energy Management Services, exclusive to our members.



### STEP ONE Preliminary Study

**What you'll get:** You'll receive an assessment of findings, a list of potential measures, as well as cost forecasts, available rebates, and potential energy savings. This provides you with enough information to determine if a project makes sense before proceeding with more rigorous evaluations.

**What you'll do:** You'll be required to support a site walk through of facilities and authorize the review of energy and repair bills, as well as inform us of any known issues, or capital plans.



### STEP TWO Investment Grade Audit (IGA)

**What you'll get:** An Investment Grade Audit (ASHRAE Level 3) will be prepared, followed by a detailed presentation of findings prior to proceeding with a project.

This is possible because the information in the IGA provides an extensive analysis of site conditions, a review of initial design state and current operating parameters, as well as a facility energy model.

**What you'll do:** Following a final project proposal, you will prioritize and choose the energy conservation measures you wish to move forward with which will define the scope of your future steps.



### STEP THREE Final Contract

**What you'll get:** Based on your chosen energy conservation measures, a final product proposal will be created. The energy model from the IGA will allow the team to consider various scenarios to determine the options that are best suited for your facilities.

You will receive a guarantee that if forecasted savings are not realized we will pay the difference.

**What you'll do:** You'll approve the final project proposal. This will include a fully bundled price proposal based upon a defined scope.



### STEP FOUR Project Funding

**What you'll get:** We work with strong lenders who understand performance contracting. We will present you with funding options that include low interest rates, advantageous terms, the potential to help secure grants, rebates, and other forms of alternative funding for major energy projects.

**What you'll do:** You will choose the funding option that works for you.



### STEP FIVE Project Implementation & Training

**What you'll get:** Your selected energy conservation measures will be implemented. Throughout implementation, it's important to us that you experience minimal disturbances to your day-to-day operations. Use of local contractors, development of a commissioning plan, and training staff to operate new equipment, are all incorporated into this stage.

**What you'll do:** You'll approve the new equipment, systems, and subcontractors.



### STEP SIX Maintenance, Monitoring & Verification

**What you'll get:** You'll receive periodic measurements of the equipment performance and quarterly reports, comparing the actual savings to the guaranteed amount. If actual savings fall short of the guarantee for that year, you will receive the difference or be provided with equivalent service or products. Any excess savings are yours to keep.

Regular maintenance must be provided on new equipment as long as the performance guarantee is in place. Your staff, Trane, or a third-party firm can provide this service.

**What you'll do:** You'll review the monitoring and verification reports as well as choosing maintenance options that best suit you.

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