

FOUR POWERFUL WAYS TO SAVE ENERGY COSTS IN YOUR FACILITIES

Energy Savings Through Expertise in Management,
Investments, Procurement and Education



Energy costs can amount to 20 to 25 percent of a facility's operating budget. Reducing the expenditure on energy is a goal of any organization. However, success is often prevented by two major challenges:

**INEFFICIENT
OPERATING PRACTICES**

**AGING ENERGY
INFRASTRUCTURE**

Solutions to these challenges include installing energy-saving equipment, operating more systems efficiently, leveraging deregulated markets to optimize procurement strategies and educating the community on energy-efficient practices. The challenge with realizing savings from these initiatives is that most organizations lack the internal expertise and experience.

A growing number of organizations are achieving significant energy savings thanks to a single common denominator. They partnered with an experienced energy service provider that tailored the solution to the organization's unique physical and cultural dynamics.



Four Energy- and Cost-Saving Success Stories

You may be facing aging infrastructure, a backlog of deferred maintenance projects, limited capital and operational funds and a lack of energy expertise in your facilities. Here is how a few organizations significantly lowered energy costs through a variety of effective solutions.

1

Energy Procurement Savings—The Power to Negotiate Better Energy Supply Costs

Obtaining transparency in energy rates is not always easy. Yet, it is the foundation for an effective energy procurement strategy. Through our access to true market transparency, Aramark has generated more than **\$50 million in client savings** through its negotiated energy procurement process. For example, **Baylor University** secured an award-winning, 10-year electric contract saving **\$2 million annually**.

Among the strengths that contribute to energy-industry expertise are:

- **Energy Negotiating Power.** A strong marketplace position allows us to proactively negotiate contracts and low-cost fuel supplies with brokers and still realize substantial utility savings. In fact, brokers often compete for business with Aramark, which ensures the lowest supply prices.
- **Energy Regulation/Deregulation Expertise.** Based on years of managing energy for organizations across the U.S., Aramark has developed a deep understanding of each state's complex regulated and deregulated requirements for electricity and natural gas procurement.
- **Amerex Energy Partner.** Beginning in 2006, Aramark forged a long-time partnership with Amerex to help businesses and institutions reduce energy use and cost-effectively procure energy resources in three simple steps: energy audits, education and training.
- **Energy Budgeting Solutions.** Aramark has created a variety of supply-side procurement solutions that deliver energy budgeting stability that mitigates the risks of rising energy costs.

2 Energy Management Savings—The Power to Reduce Energy Waste

Clients of Aramark realize energy savings from successful implementation of comprehensive programs and meticulous performance documentation. In many cases, organizations achieve savings of 20% or more. Much of the savings is due to a reduction in wasteful energy use practices, such as dumping condensate, steam leaks, tuning boilers at the wrong times, and running air conditioning, heating and lighting in unoccupied buildings.

The goal is to use existing energy equipment more efficiently in ways that lower energy waste and spend. A wide range of opportunities exist to reduce energy waste and boost savings, such as turning energy equipment down or off in buildings when they are not in use, cleaning condenser coils, changing filters, sequencing chillers on and off, checking AC economizers, scheduling regular equipment maintenance and periodic tune-ups, and monitoring and tracking energy efficiency.

The strengths Aramark can contribute to energy waste reduction include:

- **Energy-Saving Experience.** With over 40 years of experience optimizing energy systems, Aramark experts are proficient at identifying energy waste and how to mitigate it across facility operations.
- **Strategic Planning Experts.** Aramark understands that implementing and sustaining energy system cost savings requires a strategic plan that identifies opportunities across an organization's facilities to eliminate waste and maximize savings.
- **Remote Energy Monitoring.** Aramark employs technology and programming through Building Automation Systems to achieve greater energy efficiency and improve the overall quality of the facilities indoor environment.

3

A Comprehensive Solution Toward Achieving Energy Efficiency

To meet aggressive new energy regulations signed into law in June 2001, the **New York State Office of Mental Health** partnered with Aramark to reduce its energy consumption by a governor-mandated, 10-year goal of 35%. NYS-OMH facilities represented over 16 million square feet of space spread across the state. By 2009, the organization had achieved its goal, even as it continued to increase energy use intensity by adding 30,000 tons of cooling since the program began. **The energy savings resulted in cost avoidances exceeding \$50 million since 2006, and by 2017 over \$500 million in energy cost had been avoided.**

These results were achieved thanks to the organization's implementation of a comprehensive energy-efficiency program that included lighting and controls retrofits, a building automation system, boiler and chiller replacements, HVAC building management system upgrades, dual fuel installations, water efficiency retrofits, summer boiler installations and building envelope enhancements.



Energy Investments Realize ROI in Less Than Two Years

Every piece of equipment eventually reaches the law of diminishing returns where it costs more to run it than to replace it. At this stage, not only is an investment in new equipment worth the expenditure, but the resulting cost savings also pay for the replacement cost of the new equipment. For example, high-efficiency HVAC units can reduce energy consumption by an average of 10 percent or more over a standard-efficiency, commercially packaged unit. Also, [LED lighting uses 25 to 80 percent less energy and lasts three to 25 times longer](#) than other lighting systems.

With Aramark's support as an energy management partner, facility owners achieve energy savings through strategic equipment investments based on these strengths:

- **Capital Investment Innovator.** Aramark investigates all capital funding options for energy-saving equipment, including grants and rebates, restructured client debt, P3 strategies, and more. For example, Aramark assisted the New York State Office of Mental Health in obtaining \$1 million in rebates for energy efficiency projects.
- **Energy Performance Contracting.** Based on long-term relationships and competitive contracting, Aramark obtains competitive purchasing agreements with energy-saving equipment suppliers, while managing project installation to guarantee performance.
- **Energy Customization Specialist.** Aramark's vast energy expertise provides the insight and tools to create customized solutions that deliver the greatest outcomes for each client.



4

Sustaining Energy Efficiency Through Community Engagement and Education

In support of its mission to educate students in a safe environment, **East Baton Rouge Parish School District** partnered with Aramark to develop and implement an energy management program based on high-return energy projects, along with improving its aging infrastructure. The energy program reduced consumption by 32 percent, equating to over \$40.6 million. The district went on to win first place in EPA's National Competition "Battle of the Buildings".

Critical to the program's success was its educational and engagement component. The district conducted energy education for faculty, students and operations personnel. Among the features of the program were Energy Conservation Awareness activities for faculty and students, Earth Day displays and contests, and a traveling Energy-Efficient House display to promote energy-efficient practices to the greater community. The program also developed and implemented operating procedures and standards for efficient building operation, and incorporated these standards into ongoing training classes for custodians and maintenance personnel.

“Typically, 70 to 80 percent of the carbon footprint is directly related to their energy usage. For organizations looking to be more sustainable, you need both a good environmental stewardship platform and a robust energy program.”

John Mikullitz
Aramark Engineering and
Assets Solutions team



Energy Education Engages Staff and Students in Energy Conservation

Upholding energy goals takes a village—faculty, students and the whole facility management team must collaborate to realize facility- or campus-wide energy savings. The best way to create an energy-saving culture is to educate and inspire cooperation by launching energy awareness programs that encourage individual and group action.

Aramark achieves energy savings through proactive community education and engagement programs.

- **Energy Education Experience.** Engaging an organization's community in energy-saving practices, relevant communication, competitions, special events, and education tools is an effective way of completing traditional supply-side and demand-side strategies.

The Sustainability Challenge: Higher Ed Recruiting & Retention Tools

Burning fossil fuels is a primary source of greenhouse gas emissions. As a result, today's campuses are releasing high levels of carbon dioxide into the atmosphere and contributing to global warming and climate change. In an age of sustainability, a poor grade in energy management costs campuses significant dollars, lowers their public image and impacts enrollment potential.

That's why most universities are focused on delivering sustainability programs that reduce costs, help our environment and impress students and their families. According to the Environmental Education and Sustainability study, more than 39 percent of students are concerned about sustainability, 61 percent believe recycling is necessary, 31 percent believe energy conservation is the most important pursuit, and 32 percent say reusable products are the most valuable environmental initiative.

Gain a Comprehensive Energy-Efficiency Program that Addresses Your Needs and Achieves Savings

See how partnering with Aramark can help your organization reduce energy consumption and realize cost reductions.

- Gain access to best in class electricity and natural gas rates.
- Gain access to the latest operational and equipment-based approaches to reduce energy demand.
- Gain a facility-wide energy education program that engages the entire community to reduce energy waste and maximize energy savings.
- Gain a qualified and dedicated full- and part-time on-site energy team consisting of degreed engineers who can develop customized solutions to achieve your desired results.

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Aramark Energy-Savings Successes

Aramark has worked with more than a hundred organizations to help manage their energy programs and realize industry-leading savings.

Here is a partial list of Aramark's many energy-solutions success stories.



- 17% reduction in energy use and saved \$500,000 over five years at Medaille College
- 93% reduction in fossil fuel consumption, 35% reduction in electrical consumption, and \$55 million in energy savings at Florida State Hospital
- 46% energy reduction and more than \$500 million in savings at New York State Office of Mental Health
- 32% reduced energy consumption and \$40.6 million in cost savings at East Baton Rouge Parish School District
- 46% reduction in energy use at Claiborne Elementary School
- \$19 million in savings at Lewisville Independent School District
- \$900,000 in savings and an ROI of over 30% on investments at the Manchester, NH, city operations/government buildings
- \$500,000 annual energy savings generated with no capital investment using a comprehensive energy management program at the City University of New York