



# ESPC Accelerator Update

*State of Minnesota*

*New Markets*

*Department of Corrections*

# Minnesota Department of Corrections



## ***Good Candidate for ESC***

- 20% state owned building sq. ft.
- 6 million sq. ft.
- 334 Buildings
- 64% of buildings could save energy (B3)
- \$7 million on utilities/year (B3)

# Needs and Barriers



## ***Expressed Before ESPC Accelerator***

- No up front capital for facility upgrades / Reliance on legislature
- Lack of experience with ESPC
- Lack of trust in ESPC
- Lack of utility meters/data

# ESPC Accelerator



## ***Community Based Social Marketing Activities***

- Map decision making process
- Link stakeholders to decisions
- Document known barriers
- ID gaps in barrier/benefit knowledge
- Gather barrier/benefit data
- Develop strategies

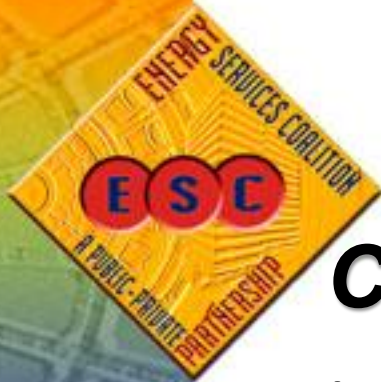
# Identify Gaps in Barrier/Benefit Data



## ***Discovered Needs and Barriers***

- Capital Resources are segregated from Financial Services
- Importance of educating different stakeholder groups
  - Physical Plant Directors
  - Finance Directors
  - Wardens
- Risk averse / Take action similar to other correctional facilities

# Develop Strategy



## ***Customized Peer Workshops***

- Conduct 3 separate stakeholder group workshops
  - Physical Plant Directors
  - Finance Directors
  - Wardens
- Develop agenda addressing needs/barriers
- Identify peer speakers that have “been there – done that”

# Physical Plant Director Workshop

July 29<sup>th</sup>, 2016 prior to regular Statewide Staff meeting



## Issues Identified:

- Measurement and Verification
- Baseline adjustments-
  - Changes in space function
  - Changes in population
  - Building additions
- Guarantee
- What happens to my budget?
- Why change?
- Training

## Agenda

Time	Presenter	Topic	More
9 -9:10	Alice Remillard, MN DOC	Welcome	
9:10-9:40	Todd Gundlach, State of Massachusetts Director of Engineering & Facilities Management	State Project Experience	Why ESPC? Project Overview, ECMS, Project Benefits, Lessons Learned
9:40-10:10	Sandy Spencer, Johnson Controls Inc.	IPMVP Measurement and Verification	IPMVP-Options, Setting Baselines, Cost/Benefit of M&V, Adjustments
10:10-10:40	Terry Lewis, MSU Mankato	Minnesota Project Experience	MN GESP Experience, ECMS, Anticipated Benefits, Lessons Learned
10:40-10:55	Trish Curtis, MN ESC	Question & Answer	
10:55-11		Close-Thank you	

# Next Steps



## ***Additional Peer Workshops***

- Obtain feedback from Physical Plant Directors workshop
- Work with Corrections Systems Office staff to customize agendas addressing needs/barriers
- Identify peer speakers
- Conduct additional stakeholder group workshops
  - Finance Directors
  - Wardens





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