



ENERGY EFFICIENCY OPPORTUNITIES IN EDUCATION

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ENERGY EFFICIENCY IN SCHOOLS

- The Business Case for Promoting EE in Schools
 - Nearly 240,000 Students Enrolled
 - Impacts 16% of County's Population and Households
 - Major Customer Segment
 - Reduced Annual Energy Costs by \$4 Million Since 2007
- Energy Efficiency and the Learning Environment
 - Improved Lighting + HVAC = Better Learning
 - Energy Efficiency is Better Management
 - Improved Learning Opportunities

SMUD'S FOCUSED DEDICATION TO SCHOOLS

- Partnership Approach
 - Assigned Account Manager
 - More than 7 years Experience
 - Expertise
 - Trusted Energy Advisor
 - Advocate
 - Executive Level Relationships
 - Targeted Programs
 - Smart Grid Partners
 - Dedicated Programs
 - Behavior Modification
 - Solar Sunflower



ENERGY EFFICIENCY PROGRAMS

- Custom Energy Efficiency Incentives
- Prescriptive Lighting
- Savings by Design
- Behavioral Modification



PROPOSITION 39

- Largest Commitment to Energy Efficiency Ever
- \$2.75 Billion Over Five Years
 - \$550 Million Per Year
 - \$15.3 Million in SMUD Territory Per Year
 - \$76 Million In SMUD Territory Over Five Years
- Energy Efficiency Spending will be Half Segment Revenue

PROP 39 – NOT BUSINESS AS USUAL

- Potential to Overwhelm Utility Energy Efficiency Incentive Budgets
 - Potentially Reduced Services to Other Market Segments
- Held Joint School District Executive Meeting
 - Traditional Utility Incentives Not the Only Approach
 - Value Added Services

PROPOSITION 39 – THE GOOD NEWS

- More Dollars Available for Education
- Reduced Greenhouse Gases
- Improved Employment Opportunities
 - Training Path for Trade School Bound Students
- California Recognized as Leader

SUCCESS STORIES

- **Sacramento City Unified**
 - Upgraded Lighting Systems in 50 Campuses – Over \$250,000 Paid in Incentives
 - Added EMS in 26 School Sites – Over \$1.3 Million in Smart Grid Grants
- **Elk Grove Unified**
 - Saved Over \$1 Million Due to Behavioral Modification Program
 - Added EMS to 11 School Sites – \$1 Million Paid In Smart Grid Grant



SCHOOL DISTRICT COMBINED SAVINGS SINCE 2007

- 39 million kWh Saved
- 7.8 mW Saved
- \$4.3 Million in Grants and Incentives



SMUD APPROACH

- Partnering with the Education Community
- Meet with School District Executives
- Development Innovative Programs
- Offer Training Programs that Engage At Risk Youth

QUESTIONS?

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