

The Business Council and NYSERDA Webinar Series:

The Importance of Energy Management to Smart Capital Planning

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**The
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Council**



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What is Capital Asset Management?

Capital asset management manages the physical assets of a business including its buildings and vehicle fleet by examining:

- > The fixed life cycle of individual assets
- > Ability of each asset, and the system of assets, to deliver the level of service required by the business
- > True value of individual assets over time since most assets lose value as they age and deteriorate
- > True cost of each asset, including maintenance and operations as older assets typically result in higher maintenance expenses
- > Financial planning to ensure sufficient revenue is reserved to ensure businesses' assets are maintained properly and replaced before components falter or the asset fails altogether

Why Manage Assets?

- > Physical assets such as buildings, their systems, and vehicle fleets are a major investment
- > Reliable system of assets and infrastructure enables efficient, cost-effective operations and promotes business growth
- > Increases system reliability, asset lifespan, resilience, and sustainability through sound decision-making and focused operations and management
- > Increased knowledge of the assets allows better financial decisions, particularly during capital planning, and can influence the decision-making process and help prioritize investments during capital planning
- > Improves system security and safety

Elements of Asset Management

An Asset Management Plan should address:

1. Asset Inventory and Condition Assessment
2. Level of Service
3. Critical Assets
4. Life Cycle Costing
5. Long-term Funding Strategy

Assessing your Businesses' Assets

1. Locate/Identify the assets
2. Evaluate asset condition
3. Determine the remaining life and value of the assets
4. Determine the energy use of the assets

Incorporating Asset Management & Energy Strategies in Capital Planning

- > Builds consensus around the improvements that need to be made
- > Capitalizes on available grants and incentives and may provide greater access to financial assistance
- > Creates an opportunity to underwrite anticipated energy savings
- > Life cycle cost optimization
- > Creates a fuller picture so businesses can make better decisions about what and how they want to make investments in their facilities
- > Your buildings and systems need to serve your business for years to come
Move into the future on a solid, resilient foundation

Why Focus on Energy Management During Capital Planning?

- > Enables you to make better decisions about what upgrades to invest in
- > Creates an opportunity to underwrite anticipated energy savings
- > Allows you to capitalize on available grants and incentives
- > Optimizes lifecycle costs for operations and maintenance
- > Creates a solid, resilient foundation for your buildings and systems

What Energy-Saving Opportunities Should I be Thinking About?

- > High-Efficiency Lighting Design
- > Energy-Efficient Office Equipment
- > Building Envelope Upgrades
- > Refrigeration Upgrades & Controls
- > Heating, Ventilation, and Air Conditioning (HVAC) System Upgrades
- > Real Time Energy Management Systems

High-Efficiency Lighting Design

The easiest and lowest-cost way to save energy in your business

- > Lower operating costs and electricity bills with high-efficiency lighting (such as LEDs)
- > Reduces maintenance time and costs - high-efficiency lighting has a longer life span
- > Improve employee productivity and customer comfort with well-lit spaces
- > Use controls and sensors to enable reliable indoor and outdoor lighting
- > Enhance the showcasing of retail products with improved aesthetics

Lighting upgrades and controls may be good for your business if you are:

- > Looking for easy, cost-effective ways to increase your energy performance
- > Spending significant time replacing burned-out light bulbs
- > Undergoing a renovation or new construction project
- > Trying to obtain or improve a green building certification for your building

Energy-Efficient Office Equipment

IT equipment can use a significant amount of electricity, even when it's turned off

- > Lower electricity bills by avoiding phantom energy usage when electronics aren't in use
- > Protect high-cost assets, like computers, from power surges with advanced power strips
- > Reduce energy usage by selecting high-efficiency options for electronics you're already planning to purchase

Investing in energy-efficient office equipment may be good for your business if you are:

- > Already planning on incorporating office equipment in your capital investment plans
- > Utilizing a lot of technology and office equipment in your operations

Building Envelope Upgrades

Get the most out of capital planning investments with building envelope upgrades—like upgrading the insulation in your roof

- > Lower your energy and operating costs through reduced heating and cooling loads
- > Improve employee productivity and comfort with greater temperature control
- > Create a safe and healthy building with proper ventilation and better indoor air quality
- > Enhance your building's overall aesthetics and real estate value

Building envelope upgrades may be good for your business if you are:

- > Experiencing issues with heating or cooling your building efficiently
- > Upgrading or investing in new heating and cooling systems for your business
- > Undergoing a renovation or new construction project
- > Looking for ways to improve the value of your real estate

Refrigeration & Controls

Save up to 50% on refrigeration costs with equipment upgrades and optimizations

- > Lower operating costs by replacing outdated equipment
- > Add controls to components like anti-sweat heaters to reduce energy usage up to 90%
- > Reduce food waste by keeping refrigerated items fresher longer
- > Boost sales with better, more efficient refrigeration lighting
- > Improve product quality and shelf-life by better maintaining air temperature in refrigerated spaces

Improvements or upgrades to refrigeration may be good for your business if you are:

- > In the grocer, convenience store, or hospitality industry. Refrigeration is as much 50% of the overall energy usage at the average convenience store
- > Manufacture or store perishable food products
- > Are spending significant time maintaining and repairing existing equipment

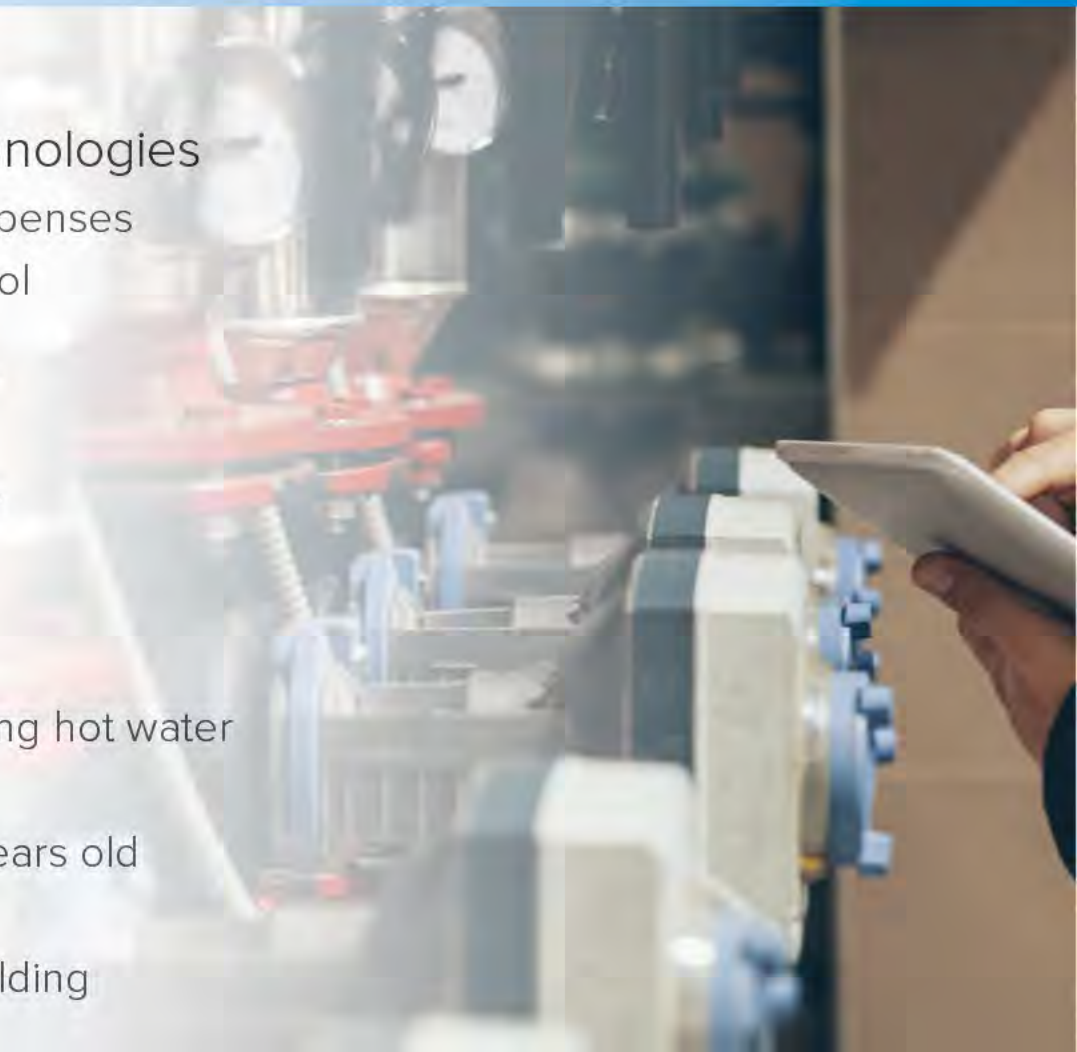
Heating, Ventilation, and Air Conditioning (HVAC) System Upgrades

Lower your heating and cooling costs with improvements to existing systems or upgrades to new, more efficient technologies

- > Lower your operating costs through reduced heating and cooling expenses
- > Improve employee productivity and comfort with better climate control and air quality
- > Decrease maintenance and repair time by extending the life span of your equipment
- > Reduce your carbon footprint and contribute to a cleaner community

Improvements or upgrades to HVAC systems may be good for your business if you are:

- > Experiencing issues with heating or cooling your building or accessing hot water
- > Making upgrades to your building envelope
- > Managing HVAC systems and water heaters that are more than 10 years old
- > Undergoing a renovation or new construction project
- > Trying to obtain or improve a green building certification for your building



Real Time Energy Management (RTEM) Systems

Discover the next generation of building technologies

- > Boost your bottom line with reduced energy costs, freeing up capital to use elsewhere
- > Gain real-time visibility into your current and historical energy performance
- > Make data-driven decisions to spur continuous energy performance improvement
- > Improve the reliability and uptime of your systems and equipment
- > Contribute to a cleaner environment by reducing your carbon footprint

RTEM may be good for your business if you are:

- > Looking to strategically and centrally manage energy across your organization
- > Equipped with existing energy monitoring systems
- > Managing multiple facilities or systems and pieces of equipment in your building
- > Managing a portfolio of buildings
- > Experiencing problems with equipment and system performance
- > Noticing unexpected increases in your building's energy costs and usage
- > Working to ensure compliance with building codes and regulations
- > Trying to obtain or improve a green building certification for your building



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