

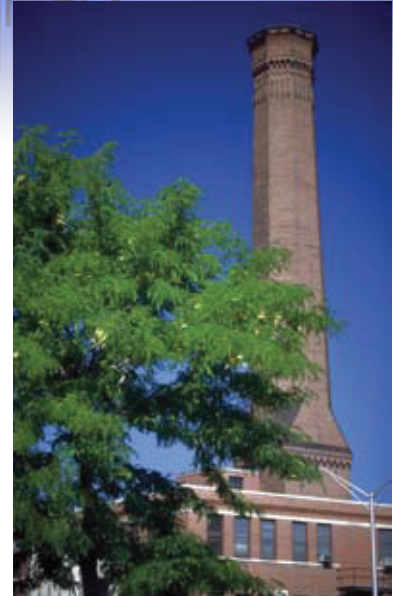
Strategic Energy Planning

A comprehensive, innovative strategy to minimize costs while maximizing value.

The dramatic volatility in unit costs of gas, oil, and electricity has created significant concern within higher education. How can you minimize exposure for your institution? Although there is no definitive answer, Sightlines believes that applying a comprehensive and integrated strategy is the best way to minimize costs while maximizing value.

Sightlines' Strategic Energy Planning examines all aspects of utility services at the college or university from utility procurement to end use. We integrate the financial dynamics with day-to-day management of critical systems and the useful lifecycles of key infrastructure. Our Strategic Energy Planning balances a reduction in recurring operating costs with conservation of capital resources.

Sightlines' understanding of higher education finances and our experience at hundreds of campuses across the United States, gives us the ability to accomplish these goals within the context of institutional program and organizational capacity.



How it works

Sightlines defines specific operating goals and parameters by benchmarking against its robust database — the largest verified database of facilities metrics in the country. Our analysis examines all aspects of utility purchase and consumption. In order to help institutions in selecting the right projects, we identify performance and opportunities within the related yet distinct processes for procurement, generation and conversion, distribution to campus, and end-use building systems.



For more information, please contact us at info@Sightlines.com or call 203.682.4950

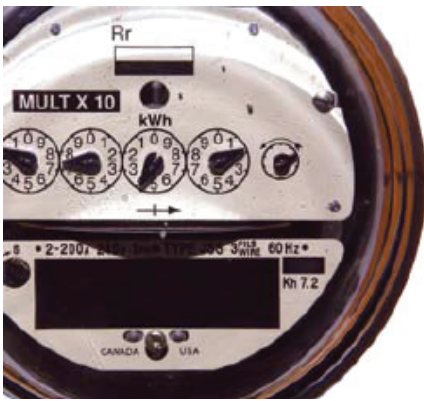
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Results

Sightlines' Strategic Energy Planning produce an integrated strategy highlighted by short and long-term investment and operational plan. In specific terms, deliverables include:

- 1) Base data profile providing a multiyear inventory of cost and consumption
- 2) Equipment inventory detailing replacement costs and expected useful lives
- 3) Procurement options
- 4) Analysis of the impact of campus growth or additional loads
- 5) Investment plan featuring payback and ROI calculations
- 6) Management system recommendations to track daily performance
- 7) Sightlines' Utility Budget Builder to demonstrate the impact of future cost and consumption scenarios



Why Sightlines?

As an organization, Sightlines prides itself on its ability to act as a catalyst to define creative solutions that result in noticeable improvement for institutions. Sightlines' Strategic Energy Planning is sensitive to financial capacity and recognizes the dynamic nature of college and university programs. That's why Sightlines' services are designed to focus on both operating issues and financial dynamics.

Case Study:

Background — When Sightlines began at a large West Coast University, Southern California had just suffered through utility rate explosion, supply concerns, and curtailments. With an umbrella of uncertainty surrounding utilities, energy procurement and consumption were to be primary focuses of this analysis.

Strategic Energy Planning Analysis Strategic Energy Planning Analysis —against a group of peers, fossil fuel use was quite high — surprising in a region with a relatively low heating load. On closer review, the heating and cooling systems in many buildings were often fighting each other — creating false loads. This observation had implications on the design of a cogeneration system that was currently in progress in order to create greater electric reliability.

Results — By coordinating the utility information created during the ROPASM analysis, Sightlines was able to work with the institution and engineer to better integrate the electrical cogeneration design with existing infrastructure. By installing a waste heat recovery system, the University was able to take heat from the cogeneration system to energize the campus' domestic hot water loop. As a result, the central power plant could be shut down for approximately five months each year. Annual savings was greater than \$500,000.

To find out how Sightlines' Strategic Energy Planning can release savings on your campus, contact us at 203.682.4950 or email us at info@sightlines.com.