

Memphis schools partner on \$18.8 million, 10-year energy conservation contract

MEMPHIS, Tenn. — Honeywell Home and Building Control (H&BC) has entered into a third phase of an extensive building retrofit program with Memphis City Schools.

The school district recently signed a 10-year agreement with the controls manufacturer to increase the comfort and energy efficiency of its 164 K-12 school facilities, and improve the learning environment for the district's 111,000 students, the company said.

Memphis City Schools is funding the \$18.8 million agreement with \$19 million in 20-year bonds.

The scope of the new contract includes:

- Lighting retrofits at 120 schools;
- 25 chiller replacements at 20 schools;
- Two new cooling towers;
- Installation of 19 Excel 5000® building management systems;
- Services of two on-site Honeywell technical resource managers to oversee improvements; and
- Implementation of a preventive and capital hvac maintenance plan.

GUARANTEED SAVINGS

These improvements and upgrades are part of the 10-year plan that the manufacturer guarantees will produce energy savings of \$1,324,027, and operational savings of \$248,265 each year over the life of the contract.

With \$154 million of unfunded capital needs, Memphis City

Both phases were marked by tight time frames dictated by weather and school schedules. Old equipment had to be removed, and new chillers had to be running by the start of the cooling season.

Schools had been unable to upgrade deteriorating facilities and equipment.

Dennis Hirsch, associate superintendent of Memphis City Schools, calls the new contract a win-win solution for the schools. Energy and operational savings will pay for the improvements, and "The children come out ahead" with a better learning environment, he said.

PHASES I & II: TIGHT TIME FRAMES

Memphis City Schools' relationship with Honeywell began in December 1995 with Phase I, a \$4 million, 10-year contract that included repair and replacement of mechanical equipment, lighting upgrades, and energy management system upgrades in seven schools.

Phase II began in June 1996, with a \$4.5 million contract that included building and lighting upgrades for Hamilton High School.

Both phases were marked by tight time frames dictated by weather and school schedules, according to Diane Beauchamp,

Honeywell Southeast area market leader. Old equipment had to be removed, and new chillers had to be running by the start of the cooling season.

In both phases, the new chillers were successfully installed during the three-month time frames that met the school board deadlines.

The goal of the Honeywell Solutions for Learning program is to help provide financial solutions that ensure safe, comfortable learning environments for students, said Beauchamp.

"But we're going beyond the physical environment," she said. "We're partnering with schools to help them improve student achievement."

Honeywell employees in Memphis have "adopted" a Memphis elementary school. They tutor students, serve as mentors, and help with school special events.

Through the use of a performance contract, Honeywell provides a means to finance needed building improvements today from future energy savings. The company guarantees the savings

from reduced energy consumption will meet or exceed project payments.

Since the Solutions for the Learning Environment program was introduced in 1985, Honeywell has helped more than 1,000 schools across the nation revitalize their building infrastructures and provide safe, secure, and comfortable learning environments.



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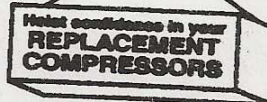
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