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Sustainable Municipal Solutions

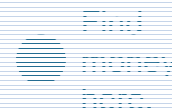
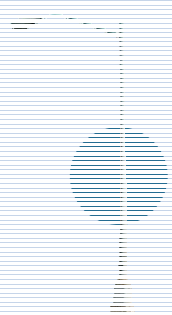
Presented By:

Jared Schoch, Government Accounts Manager

July 27, 2007

Agenda

- Johnson Controls Background
- List of Local Customers
- Case Studies
- Energy Performance Contracting
- Potential Value for Northglenn
- Invitation
- Discussion





Johnson Controls, Inc.

Local

- \$30M+ self-funded energy efficiency projects with more than 25 Colorado clients
- Serving Colorado for 70+ years
- More than 150 Colorado-based employees



Money Isn't All You're Saving
2001 Partner of the Year



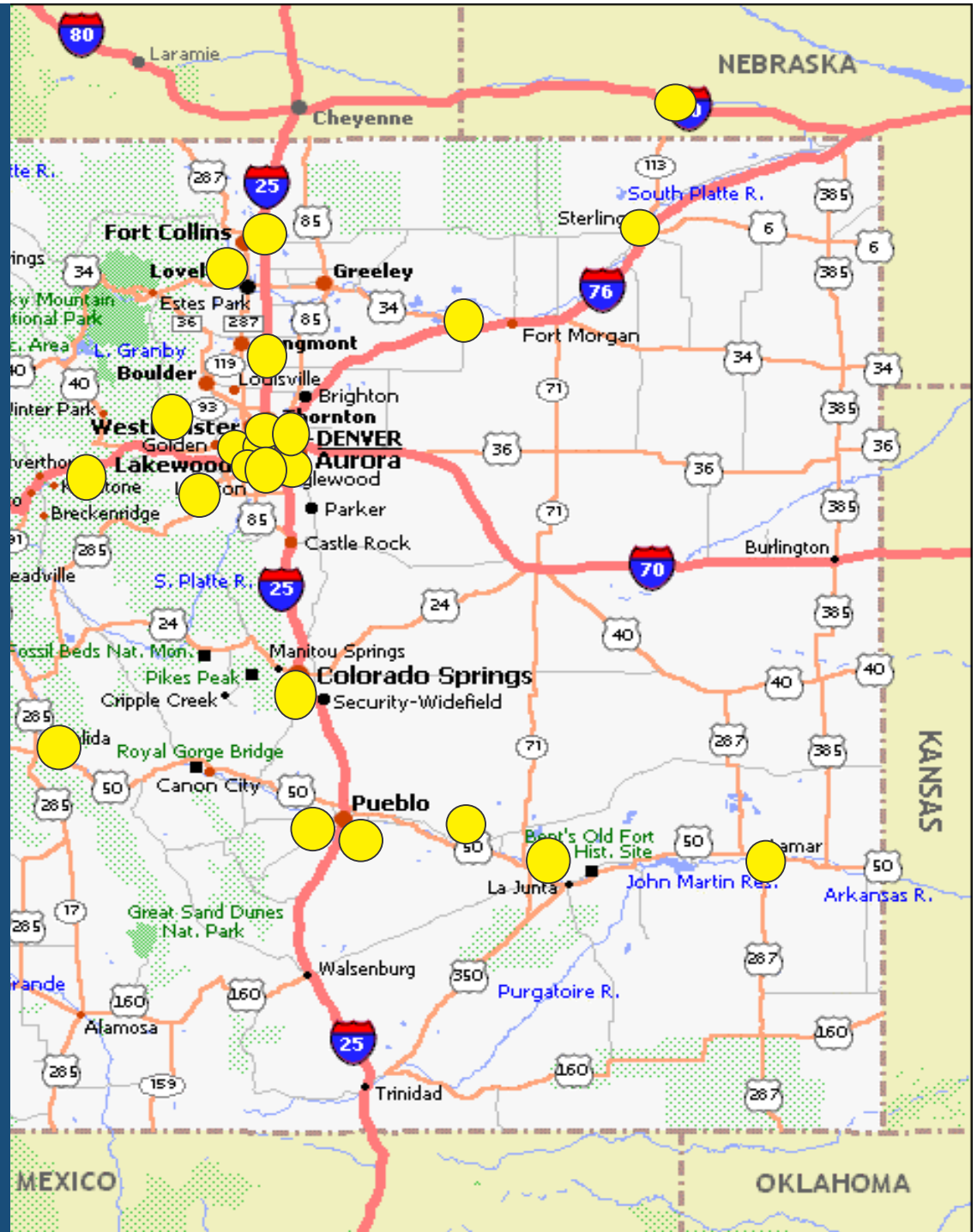
Corporate

- Leader in energy services industry
- 120 years old
- 140,000 worldwide employees
- \$29 billion '05 revenues
- \$1+ billion in '05 federal, state and local government projects
- \$400+ million '05 energy efficiency programs



JCI Sustainable Colorado Customers

- City of Fort Collins
- City of Aurora
- City of Littleton
- Cheyenne County
- Denver Federal Center
- GSA Downtown Denver
- USDA Fort Collins
- University of Denver Auraria
- Colorado State University Pueblo
- Denver Public Schools
- Jefferson County Schools
- Clear Creek Schools
- Brush School District
- Academy 20 Schools
- Pueblo 60 Schools
- Aguilar Schools
- Rocky Ford Schools
- Lamar Schools
- Salida Schools



Case Study – Denver Federal Center

Denver Federal Center (Phases 1-3)

Project Cost: \$4,379,207

Annual Savings: \$552,065

Rebates / Grants: \$130,000

Customer Goals:

- Optimize operational efficiencies
- Modernize infrastructure

Improvement Measures:

- Replace (2) 300-ton chillers with (2) 500-ton chillers
- Install variable speed chilled water pumping
- Optimize Boiler Plant
- Optimize Chilled Water Plant
- Controls upgrades, recommissioning & optimization
- Lighting retrofit and controls
- Irrigation efficiencies and controls
- Solar domestic hot water
- Domestic hot water scheduling
- Automated building sub-meter network
- Restroom fixture replacement
- Water meter upgrades



GSA



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Case Study – City of Tyler (82,000 citizens)

Customer Goals:

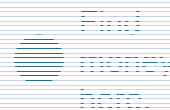
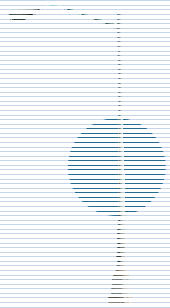
- Increase quality of service to citizens
- Lower operational costs
- Modernize infrastructure
- Utilize technology to generate efficiencies

Self-Funded Project:

- Project Cost: \$18,000,000
- Annual Benefit: \$2,937,000
- Guaranteed Benefit: \$27,602,470
- Rebates / Grants: \$180,000

Improvement Measures:

- 27 Buildings Retrofits including lighting, automation and HVAC upgrades
- 31,000 water meters replaced
- Automated meter reading system implemented
- Wastewater plant optimization
- 3,700 traffic lights upgraded



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Energy Performance Contracting Model

Colorado Revised Statute 29.12.5 allows customers to:

1. Select a firm to study, design and implement improvements and associated operational savings across the infrastructure
2. Utilize operational savings streams to pay for capital improvements up front
3. Use a mutually agreed upon guaranteed performance management program to ensure savings are real and are available to pay for financing over time

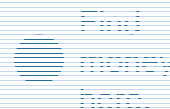
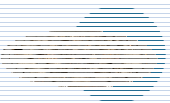
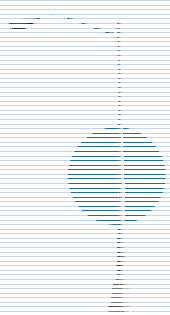
Infrastructure

- Facilities
- Utilities
- Public Works
- Parks & Recreation
- Streets & Traffic
- Real Estate



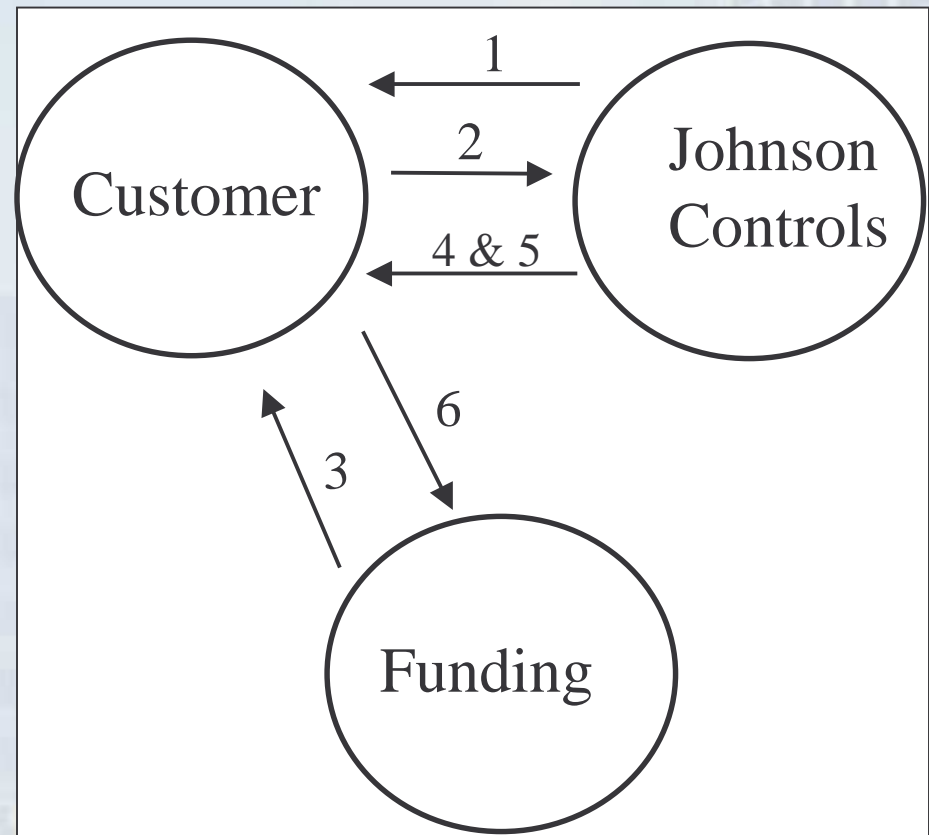
Real Savings

- Energy
- Water conservation
- Revenue
- Alternative energy
- Operations & Maintenance

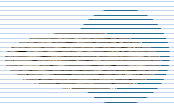
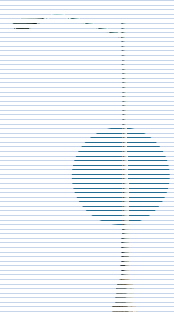
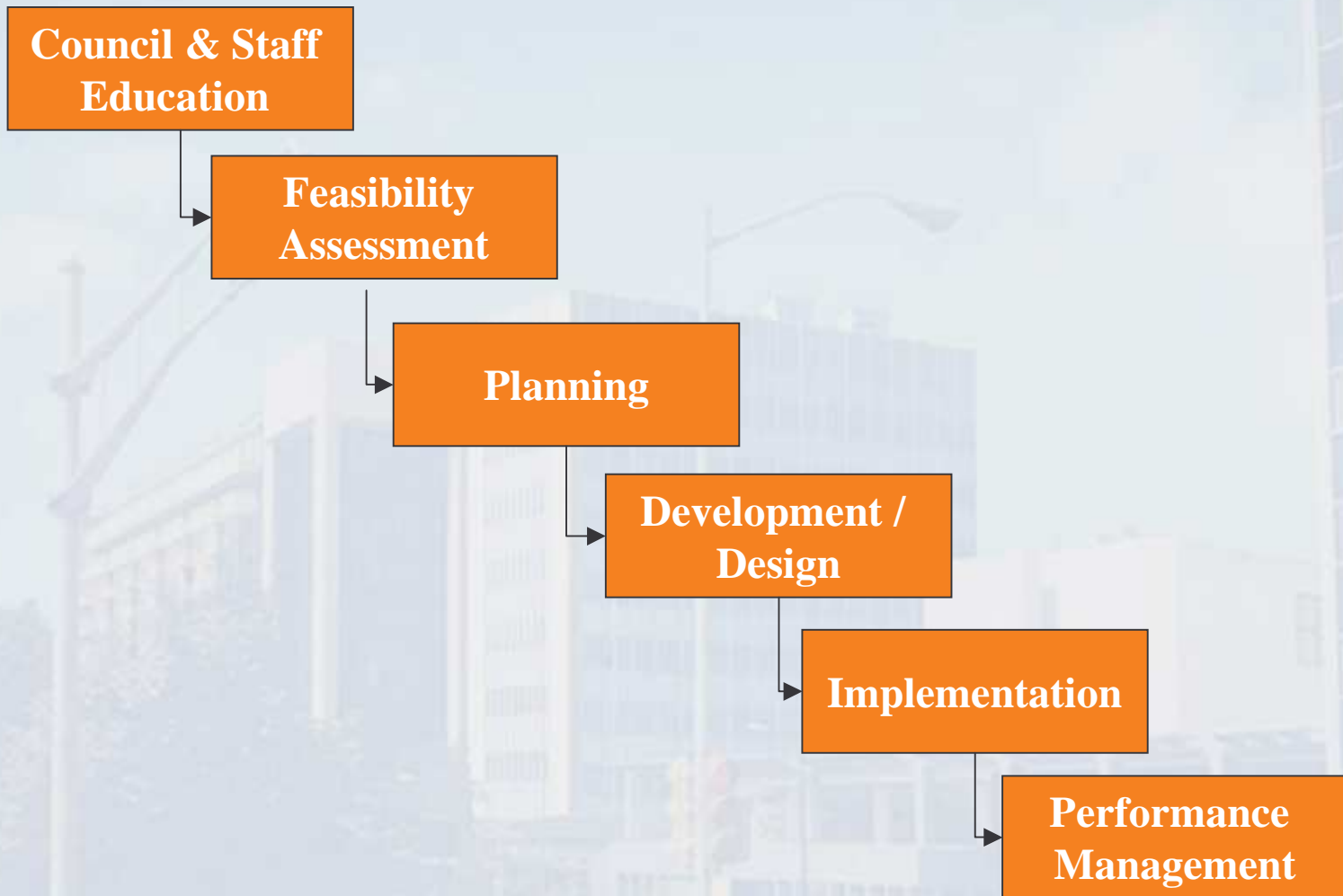


Performance Contracting Money Flow

1. Assessment and development of available projects and efficiencies
2. Contracts with JCI
3. Gets funding to pay JCI
4. JCI designs and implements project
5. JCI guarantees savings stream
 - ü If savings fall through, JCI covers the difference
6. City uses savings to repay funding



Program Process

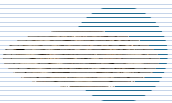
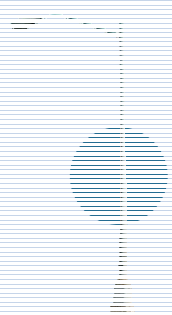


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Potential Benefits to Northglenn



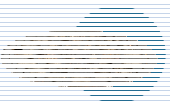
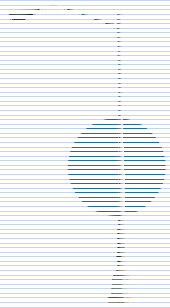
- Map out long-term infrastructure improvement and efficiency opportunities
- Use program to self-fund additional capital improvements
- Upgrade and modernize infrastructure systems and technologies
- Reduce utility costs 15 – 30%
- Reduce maintenance repair costs
- Increase operational efficiencies
- Provide staff tools to make lifecycle costing decisions
- Use program to position City as Green



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Next Steps

- Determine Council interest level and decision criteria
- Is the timing right for the City?
- Gain alignment with other key stakeholders
- Review / approve memorandum of understanding
- Implement feasibility assessment
- Make decision on whether or not to move forward



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You're Invited!!!



The Greenbuild International Conference & Expo brings the latest LEED sustainable technologies and strategies together under one roof.

Three days of educational programming, workshops, a vast exhibition floor and ample networking events provide unrivaled opportunities. You'll learn about the latest innovations, exchange ideas and develop new business relationships.

Johnson Controls, a global leader in sustainable building strategies, is hosting several invitation-only events that bring an added value to this extraordinary conference.

Sustainability Navigator Session

Tuesday, November 14

Denver Grand Hyatt

- Private sector 9-11 a.m. Includes continental breakfast
- Public sector 2-4 p.m. Includes afternoon refreshments

Participants will use an innovative "game board" assessment tool, the Sustainability Solutions Navigator, developed to help both private and public sector organizations identify and prioritize opportunities for improving sustainability. During this interactive session, participants will evaluate

the **Leedspeed Demonstrations**

from November 14-16

by appointment

at Johnson Controls Booth 1025

head

conference Johnson Controls team of LEED Accredited Professionals will walk you

Green Tie Affair

November 15

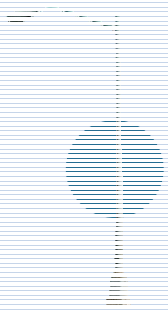
7-9 p.m. Denver Hyatt Regency Convention Center

Centennial A-C Ballroom

It's a chance to celebrate a green marriage made in heaven – Johnson Controls and YORK International! The recent YORK acquisition turned Johnson Controls into a \$32 billion company. At the 2006 Green Tie Affair, you'll have a chance to celebrate in style as we *Tie the Knot* with York. This festive event – now in its fourth year – has become the hot ticket at the annual Greenbuild Conference. You'll have a chance to relax and enjoy top-shelf beverages and more seafood than you've seen in years. It's also a great opportunity to:

- Mingle with green building industry stars
- Learn what's working in sustainable circles
- Talk to green building owners and operators about their experiences
- Discover how Johnson Controls – now the largest global provider of integrated products, systems and services in the buildings market – can provide innovative solutions.
- See how our 500 sales and services offices in more than 125 countries can meet your global – and local – needs.

Discussion



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