

CESA 10 FACILITIES & ENERGY SERVICES



Who is CESA 10?

- Cooperative Educational Service Agency #10
- Educational Support Agency (ESA) in Wisconsin

What is an ESA?

According to the Association for Educational Support Agencies (ESA):

- Exist in 45 states
- 533 ESAs nationwide
- Reaches 80% of public schools and 83% of private schools
- Annual ESA budgets total \$15 billion

CESA 10



Mission Statement

CESA 10, in collaboration with member districts, is committed to providing visionary leadership and cost-effective services to maximize learning opportunities and school effectiveness

Vision Statement

Where service and leadership unite

CESA 10

- Serve 29 school districts in Northwestern Wisconsin (35,500 total students)
- According to the Census Bureau, 100% of the districts are considered rural
- 46% of students receive free and reduced lunch (14,950 students in 2017/18 school year)
- Provide statewide facility services in Wisconsin (including neighboring states)

About CESA FM

CESA 10 has been involved with providing:

- Facility-related services to customers since the mid-1990's
- Environmental Health and Safety services since 1996
- Energy efficiency services to schools and government entities since 1996

Mission Statement - With an entrepreneurial mindset and a nonprofit fee structure, CESA 10 Facilities Management Department provides *Safe, Healthy, Efficient, Comfortable, and Energy Conscious* environments to education and government entities through shared knowledge, linkage to resources, and sustainable actions

Vision Statement - Efficient buildings, safe people, healthy environments, sustainable change

Why provide FM services?

No one serves rural businesses or schools better than CESA 10!



Service Offerings

Focus on Energy

- Implementing since 2001
- Served nearly 1,200 customers in 2017
- Helps customers invest their money in the best technologies available

Energy Management

- Maximizes efficiency with knowledgeable staff
- Pay no upfront costs due to our shared savings structure
- Monitors schools remotely
- Save over 20% on energy bill

Project Management

- Includes comprehensive facilities planning
- Provides significant cost savings with clear bids and identification of best practices
- Delivers referendum planning

Environmental Health & Safety

- Serves 25% of schools in Wisconsin
- Provides facility safety audits
- Offers SDS Online software
- Manages environmental projects

Focus on Energy – Agriculture Case Study

Background

2,100 cow dairy farm

Retrofitted to tunnel ventilation to keep cows cooler

Delivered a significant increase in milk production

Approach

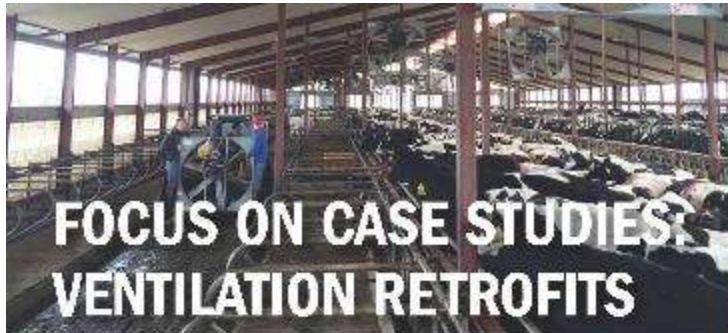
Local Energy Advisor worked with contractor and customer to find solution and offer incentives to lower project cost

Result

Energy savings of over 233,000 kWh and 55 kW per year in ventilation savings

Focus on Energy Incentive of \$22,364

2 year payback



FOCUS ON CASE STUDIES: VENTILATION RETROFITS

THE PROBLEM

Dallmann East River Dairy is a dairy farm in eastern Wisconsin that milks 2,100 cows. They had multiple naturally ventilated barns with side wall curtains and an open ridge. They also used circulation fans hanging over the stalls to move air within the barn. During the summer months, the dairy was experiencing a drop in milk production of 5-8 lbs./cow/day due to heat and stress.

THE APPROACH

Dallmann East River Dairy built their first tunnel ventilated barn in 2012. It was so successful in keeping the cows comfortable, they decided to retrofit their existing natural ventilated barns to tunnel ventilation. The Dallmanns worked with Focus on Energy Trade Ally to identify an energy efficient exhaust fan for this retrofit, and were able to receive Focus on Energy incentives to help pay for the initial costs.

THE SOLUTION

In early 2016, the Dallmanns retrofitted their first barn to tunnel ventilation. They accomplished this by:

- Sealing the open ridge and side walls (except on one end of the barn) with polycarbonate
- Removing all unnecessary circulation fans
- Installed large, energy efficient exhaust fans to pull air from one end of the barn to the other

Focus on Energy provided **\$22,364** in incentives to aid in the installation of these energy efficient exhaust fans.

THE BENEFITS

Milk production remains steady now through the summer months. The Dallmanns are able to achieve 7-8 MPH winds through the barn. This knocks down bugs, which prevents the cows from huddling. The cows are cool and relaxed, allowing them to lay down much more often, which increases milk production. By selecting an energy efficient fan, Dallmann East River Dairy is achieving higher milk production and greater cow comfort at lower energy costs in just under two years.

Project Breakdown:

- **Equipment Installed:** 197 ventilation fans ranging from 50-60" in two barns
- **Benefits:** Increased cow comfort and milk production
- **Annual Energy Savings:** 233,726 kWh and 56.79 kW
- **Focus on Energy Incentive:** \$22,364
- **Payback:** 2 Years*

*Payback estimate based on annual energy savings and increased milk production during summer months.

“Milk production and reproduction have increased since the retrofits. Focus on Energy Incentives are helpful to buy down the upfront cost of these retrofits.”

- Dan Dallmann,
East River Dairy,
Brillion, WI

Learn more at focusonenergy.com/agribusiness or call 888.947.7828 to speak with an AgSG Representative

SAVING ENERGY AND MONEY FOR WISCONSIN

Focus on Energy Wisconsin (FOWS) provides program for energy efficiency and renewable energy to eligible residential and businesses save energy and money while protecting the environment. Complete energy efficiency assessments and financial analysis help to implement energy efficiency projects and to identify projects that otherwise would not be completed. 62017 Wisconsin Focus on Energy



CESA FM – Stockbridge School District

Customer

212 Village residents

55 High school students

Services

Qualified provider for Performance Contracting

Owner's Representative for subsequent Performance Contracts

Applied for School Safety Initiative Grant

Success

Main point of contact for facility projects

Saved District over \$32,000 in energy costs and \$49,000 in Operations and Maintenance costs

CESA FM – Greenwood School District

Customer

1,017 Village residents
Community's local dairy produces 1/3 of the nation's butter

98 High school students

Services

Energy Management customer since 2006

Remotely monitored Building Automation System (2006-2009)

Providing baseline services since 2009

Success

Fixed numerous recurring heating and cooling problems in their buildings

Saved the District over \$320,000 since contract inception