

A group of diverse children, including a young boy in the foreground, are smiling and waving their hands. The background is a soft-focus green, suggesting an outdoor setting. The children are of various ethnicities and are dressed in casual clothing.

Modernizing Schools to Maximize Achievement

Superior Facilities, Superior Students

Presented by Schneider Electric and School Board Partners
December 2019



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Sales Leader

15 Years with Schneider Electric



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Board President &
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Mr. Gary Coleman

Bullock County Schools
Board Vice President &
Assistant Principal, Crenshaw
County Schools



Mrs. Scarlett Farley

Etowah County Schools
Place 2 Representative
Glencoe School District

① Why Are We Here

② The Value of Getting It All Done

③ Key Initiatives

④ Case Studies

⑤ Aligning with Administration

⑥ Discussion

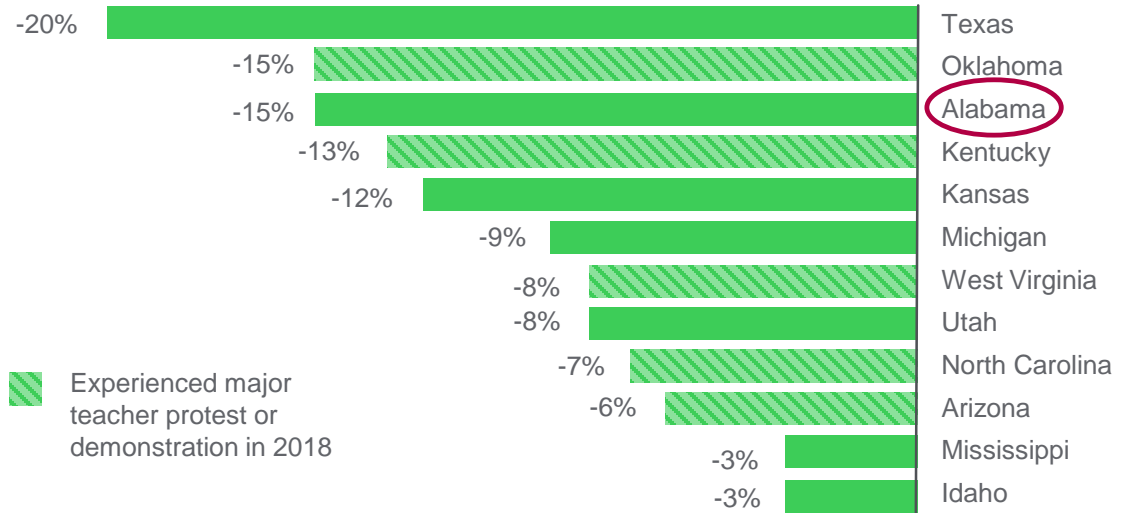
Agenda

Why are we here?

Even with national and local economies reaching record highs, Alabama K-12 educators are asked to do more with less everyday.

Despite 2018 Funding Boosts, Some States Remain Far Below Pre-Recession Funding Levels

Percent change in state formula funding* per student, inflation adjusted, fiscal years 2008-2019



*General or formula funding is the primary form of state K-12 funding. States also typically provide revenue for other, more specific purposes, such as bus transportation and contribution to school employee pension plan.

Source: CBPP budget and enrollment analysis

Priorities: Always in competition



COMMUNITY ENGAGEMENT ATHLETICS LEGAL FINANCES
FACILITIES ONE TO ONE INITIATIVE CHILD NUTRITION
BENEFITS TECHNOLOGY DATA EMPLOYEE RETAINAGE
FINE ARTS
TEST SCORES GOOD TEACHERS STUDENT SAFETY
FEDERAL PROGRAMS FIELD TRIPS STUDENT ACHIEVEMENT
TRANSPORTATION DISTRICT BRAND SALARIES




**Deferred maintenance
backlog**





**Lack of technological and
security advancement**


**Alabama K12 facilities
can do better.**

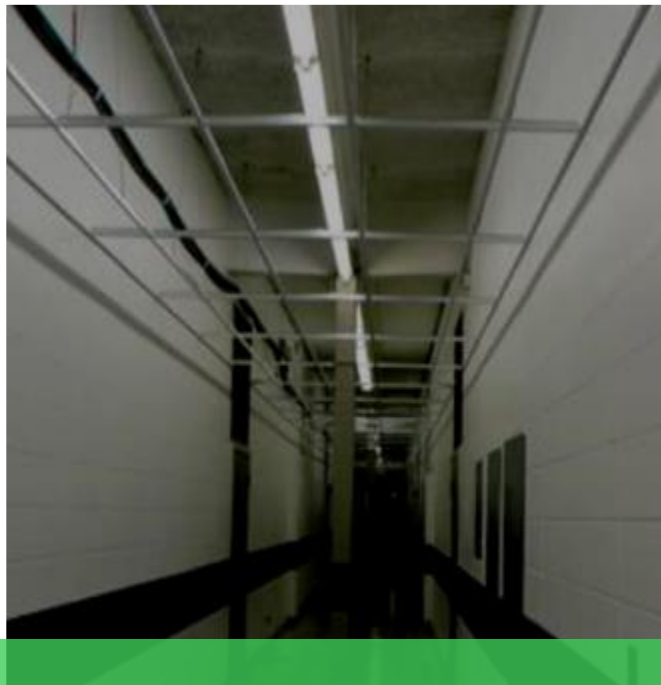
We know your challenges:


Schneider Electric knows Alabama facilities like no other


Worked with **40+** of districts across the state


15 years of experience in state


Years of proration



AL K-12 facility challenges

Life Is On

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Electric



AL K-12 facility challenges

Life Is On

Schneider
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5 priorities

that Schneider Electric
addresses for AL K-12

① Safe, secure, productive learning environment

② Student enrichment; community engagement

③ Technology that supports 21st century learning

④ Facility needs; deferred maintenance

⑤ Operational efficiency

How do we advance?



- > Districts want to modernize buildings with updated technologies
- > Growing burden of critical deferred maintenance
- > Seeking creative ways to fund priorities amidst budget barriers
- > Districts need proven, reliable partnerships to expand opportunities and advance initiatives forward

Common Limitations on Districts



01

Time

Do not have the time or people to dedicate to implementing efficiency. Stretched thin on operational & maintenance resources



02

Money

Do not have enough funding to implement needed projects. Backlog of critical projects are huge, leaving little funding for improvements



03

Expertise

Looking for guidance to design and deliver quality solutions based around proven technologies

Role of Schneider Electric



Design & Engineering

- In-house expertise and strategic partnerships
- Collaborative approach designed around the client's vision and goals

Financial Services

- In-house expertise to assist in arranging and bundling multiple sources to maximize project impact

Construction Management

- Strong oversight with a vested interest in long-term performance
- Partner with local vendors and contractors

Public Affairs / Outreach

- Sustainability branding—website, logo, publications, outreach
- Sustainability planning
- Staff training and education

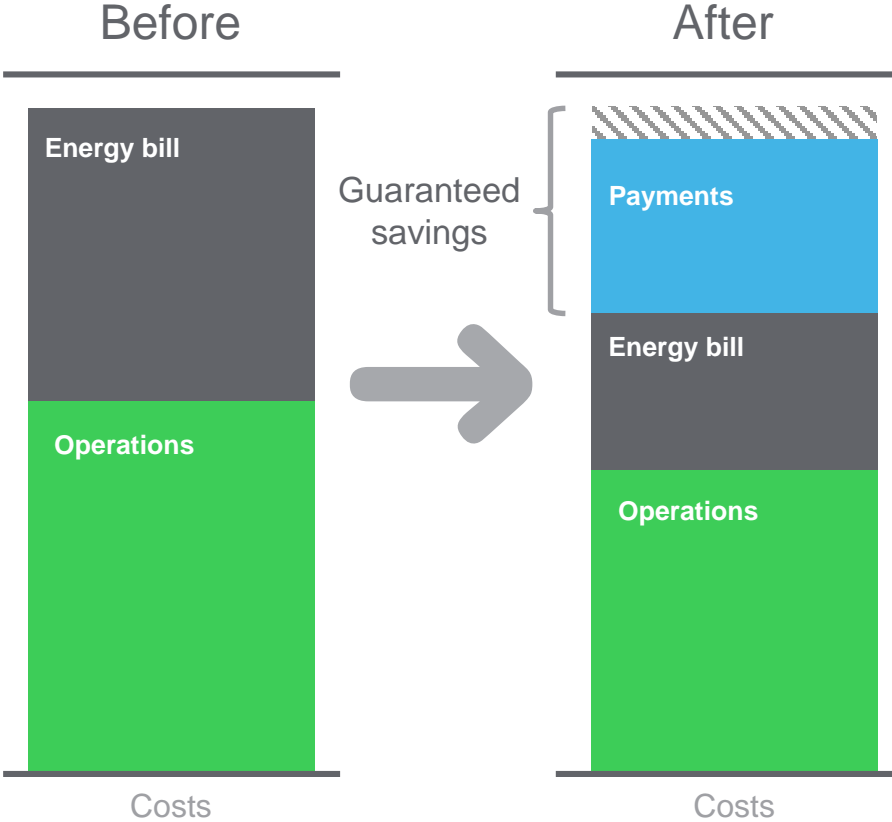
Support Services

- Dedicated PASS consultants
- 24/7 support
- Remote monitoring and monthly operating reports

Performance Guarantee

- Annual savings are guaranteed for up to 20 years
- Ongoing measurement and verification (IPMVP methods)
- Savings reports and annual reconciliation

How It Works



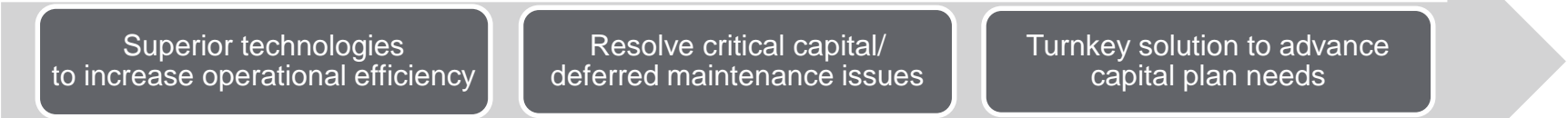
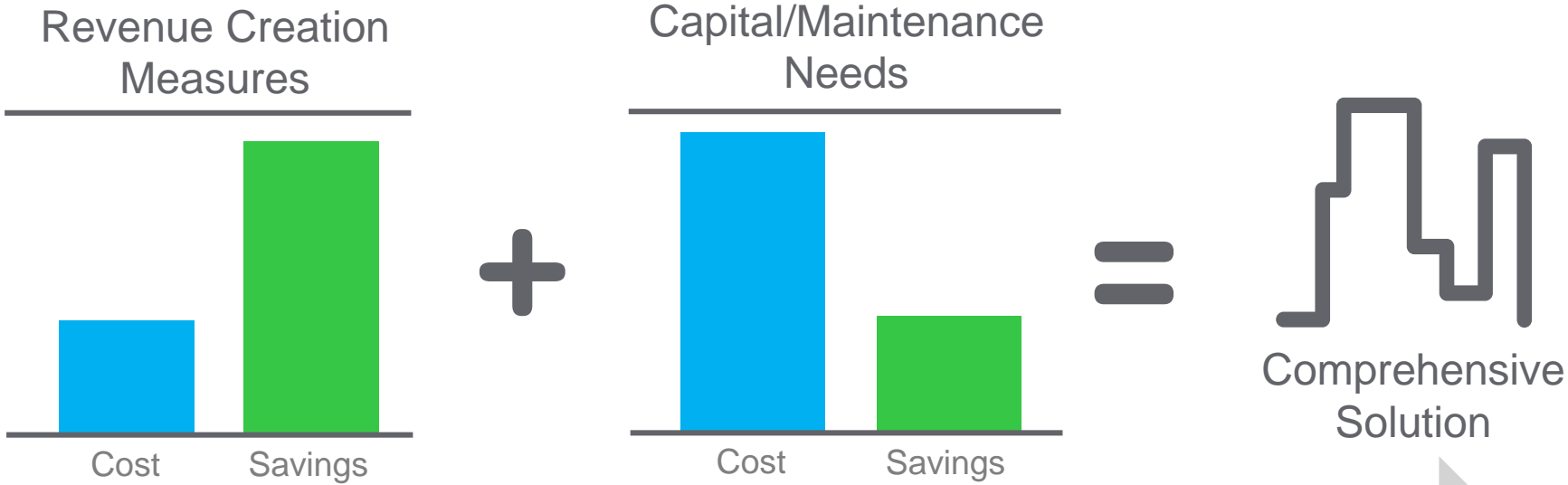
Reinvest 15-40% of energy & operational expenditures into facility & efficiency projects

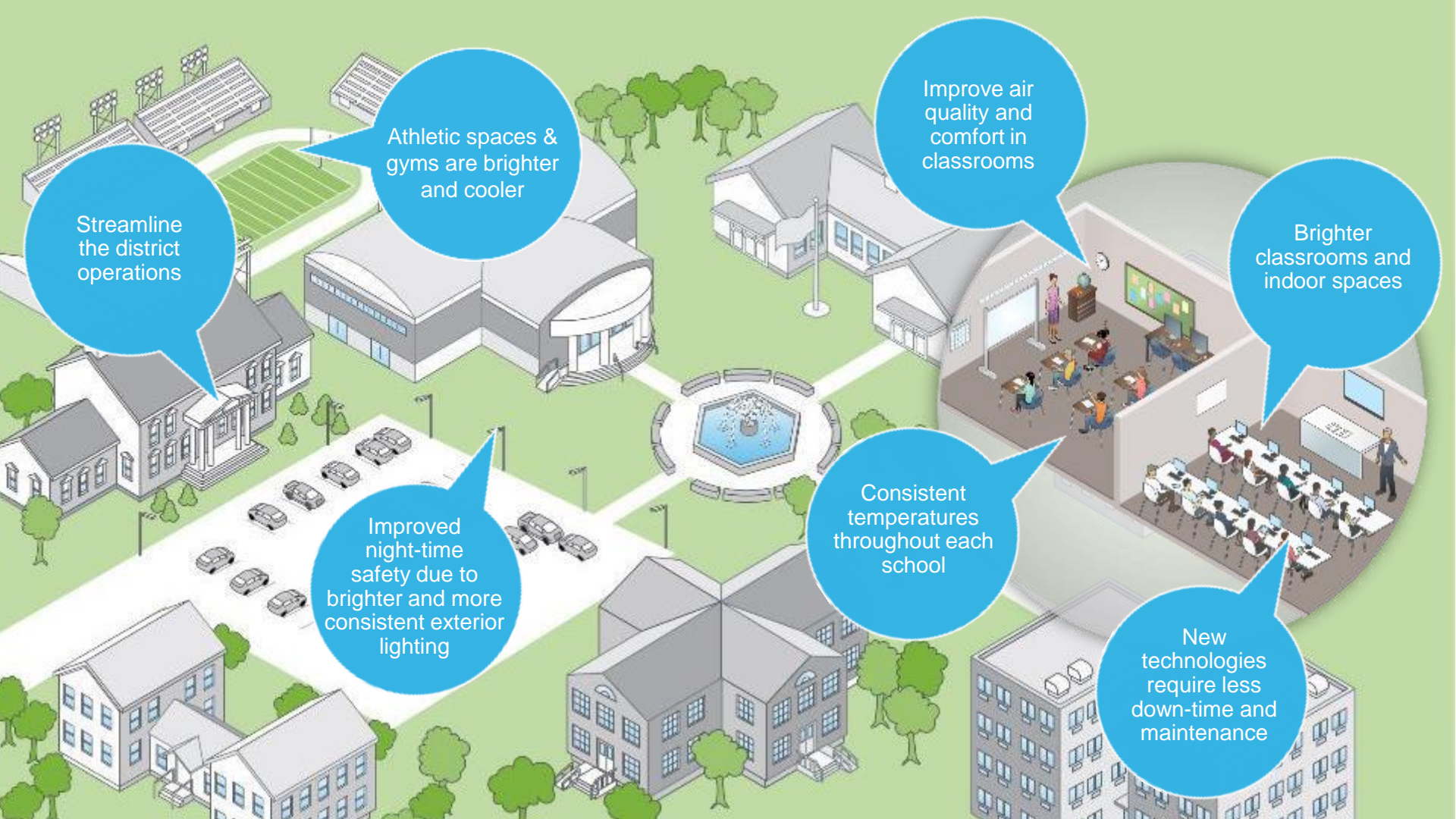
One Partner: Energy audit, design, implementation, fund sourcing & performance guarantee

Track Success: Savings are guaranteed over a term of up to 20 years.

 *AL Code: 41-16-140 through 144*
Guaranteed Energy Cost Savings Act

Project Development Philosophy





Streamline the district operations

Athletic spaces & gyms are brighter and cooler

Improve air quality and comfort in classrooms

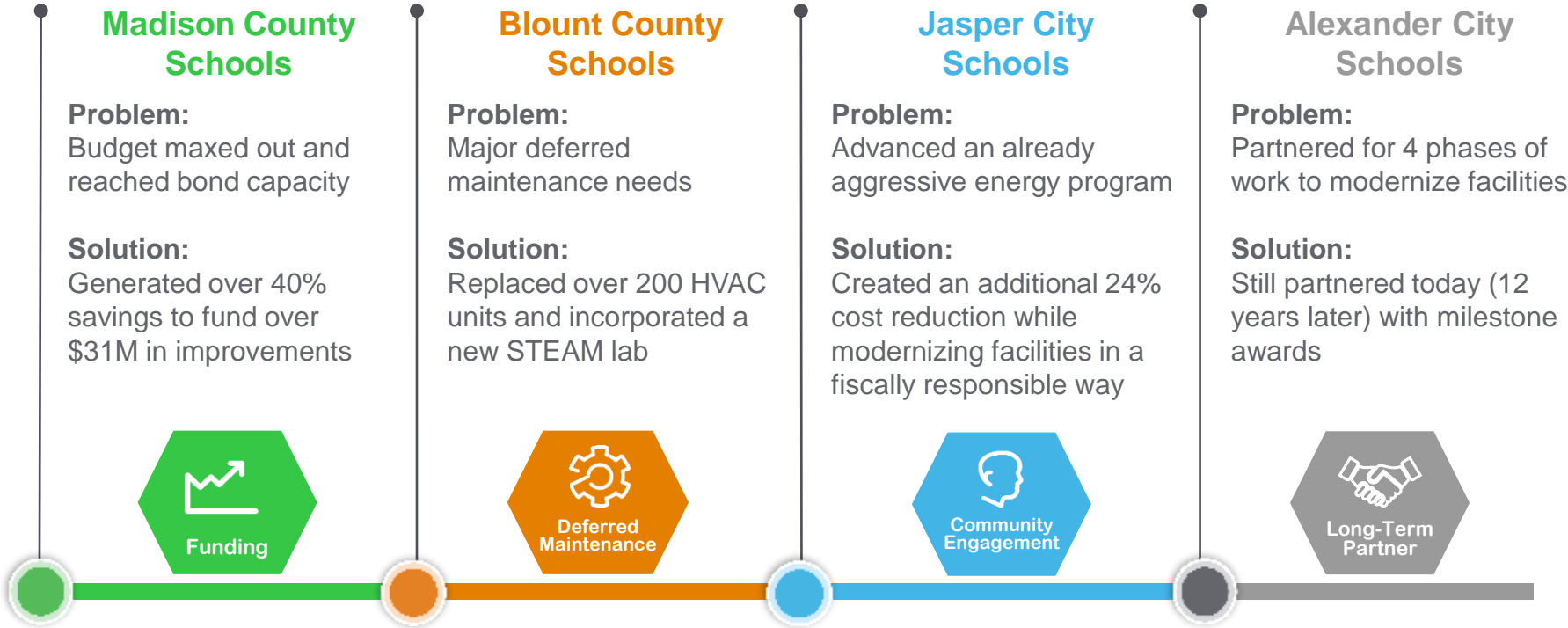
Brighter classrooms and indoor spaces

Improved night-time safety due to brighter and more consistent exterior lighting

Consistent temperatures throughout each school

New technologies require less down-time and maintenance

Enabling Client's Key Initiatives





Etowah County Schools



Ambitions

- Implement transformation renovations across every school in the district while reducing burden on taxpayers
- Renovate antiquated buildings with new IT enterprise management system, LED lights, HVAC, building automation, VoIP and water system upgrades
- Improve comfort, look and functionality of the learning environment

Results

20 | Buildings with improved learning environment

100 | Million gallons of water reduced

\$15 | Million+ in total savings

34% | Reduction in energy consumption



Blount County Schools



Ambitions

- Modernize facilities without placing a burden on local taxpayers
- Renovate antiquated buildings with LED lights, HVAC, building automation, VoIP and water reduction renovations
- Enhance learning environment by reducing new STEM curriculum and a state-of-the-art STEAM lab

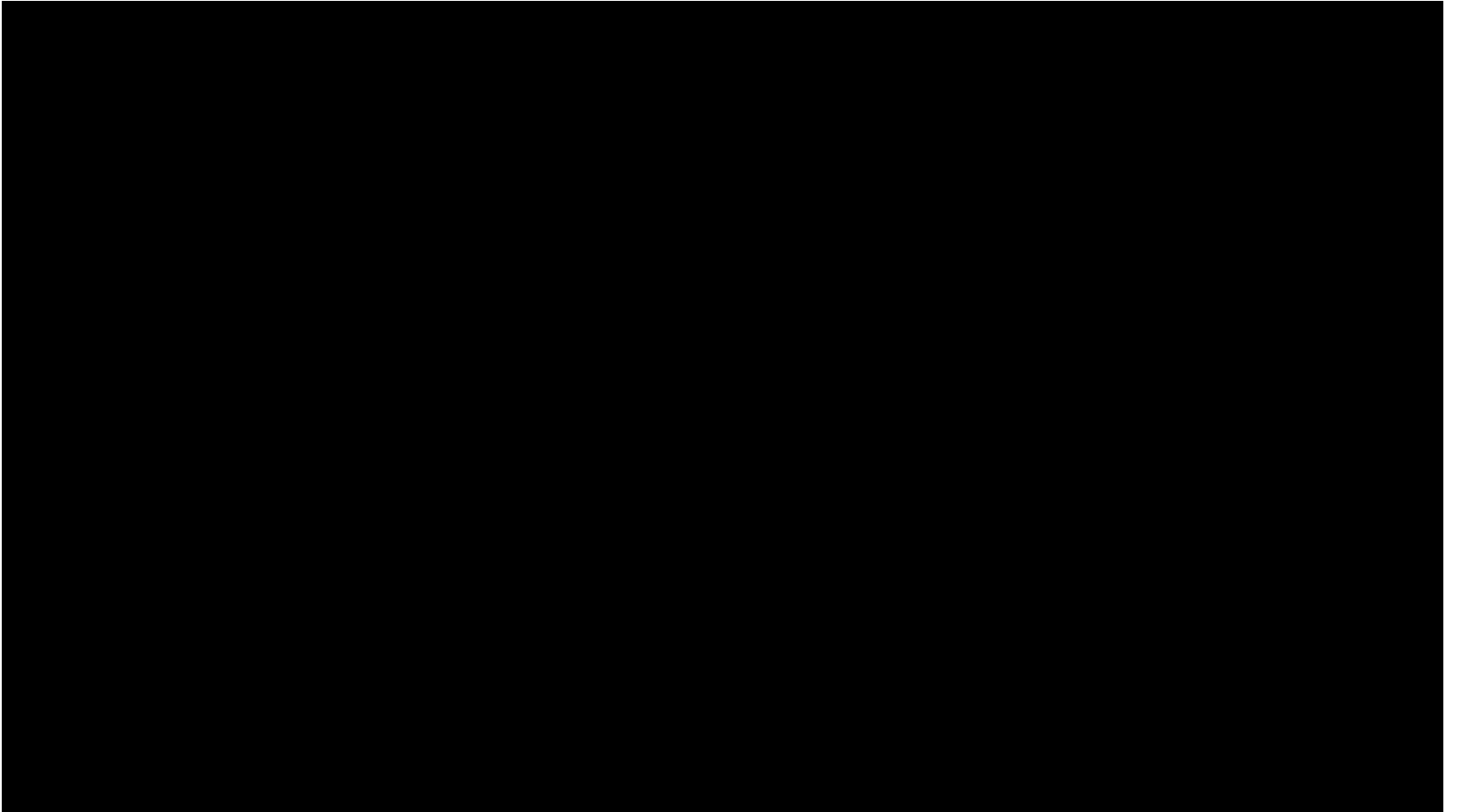
Results

20 | Buildings with improved learning environment

200+ | HVAC units replaced

14 | Million+ total savings

31% | Reduction in energy consumption





Bullock County Schools



Ambitions

- Fund improvements to address deferred maintenance in all facilities; in order to start saving for a new school
- Renovate antiquated buildings with new roofs, LED lights, HVAC, building automation, VoIP and intercom
- Updated and consistent learning environments to implement new educational initiatives for students.

Results

4 | Buildings with improved learning environment

8 | Roof replacements at seven schools

\$2.7 | Million+ in total savings

27% | Reduction in energy consumption



DeKalb County Schools



Ambitions

- Fund and implement district-wide security package to improve campus safety in wake of high profile incidents
- Focus on access control concerns: implemented key card, network controlled gates to control traffic, video monitoring, security vestibules and audio updates
- Address aging infrastructure concerns to create a 21st-century learning environment.

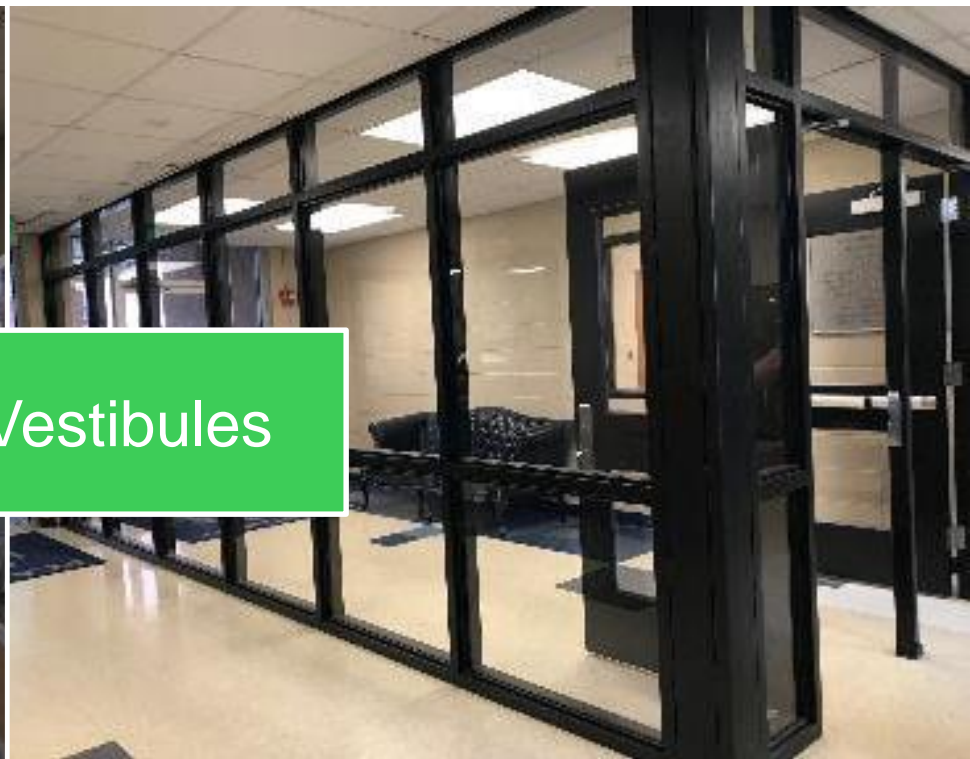
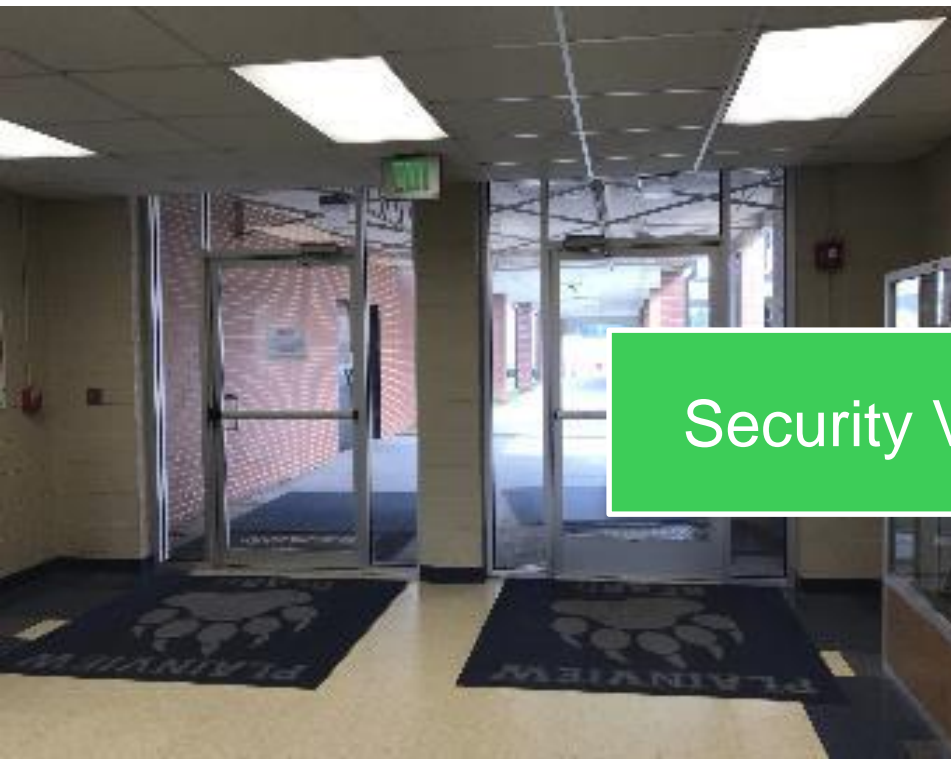
Results

17 | Campuses with improved learning environments

75 | Buildings with improved access control

\$15 | Million+ in total savings

27% | Reduction in energy consumption



Security Vestibules



Window Renovations





Drop Ceilings and Lighting





Roofing – Shingles and Flat





Human Centric Lighting

Special Needs Classrooms



Streamlining Maintenance and Operations through Technology

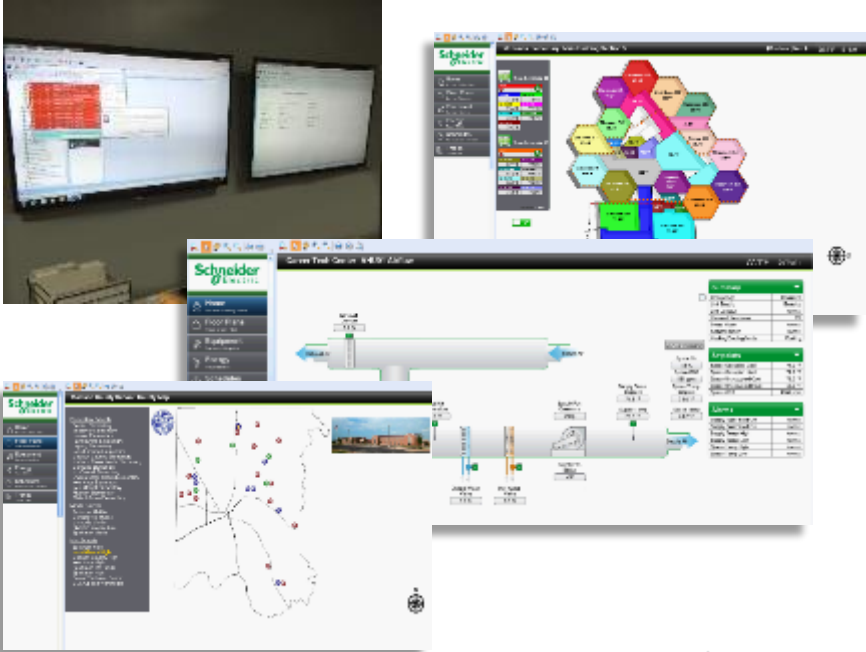
Before

Typical thermostat with no centralized control



After

Madison County Schools Energy & Operational HUB



Telling Your Unique Story



BLOUNT COUNTY SCHOOLS

Build. Create. Succeed.

Creating a world-class learning environment for all students

New energy and operational cost savings will fund big improvements at Blount County Schools.

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UNIVERSITY OF NORTH ALABAMA
COMMITTING TO SUSTAINABILITY. EDUCATING THE FUTURE.

Building an innovative + sustainable learning environment

The University of North Alabama and Schneider Electric are passionate together to make a campus wide impact through an energy efficiency and infrastructure improvement program.

[LEARN MORE](#)



UNIVERSITY OF NORTH ALABAMA
Committing to sustainability. Educating the future.

Building an innovative and sustainable learning environment while putting energy use 20% by 2020.

[Learn More](#)

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YouTube Search

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Blount County

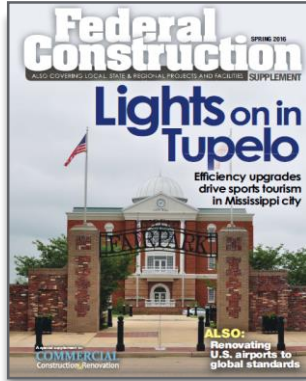
Historic Charm. Modern Future.

Blount County is partnering with Schneider Electric to make a community wide impact through an energy efficiency and infrastructure improvement project.

Blount County Administration Office Website

Schneider Electric

Engaging Your Community



Engaging Your Students

Conserve My Planet

Student and school activity program centered around sustainability



Shadowing Program

Students shadow engineers and construction team to gain exposure into the career and energy



Scholarship Program

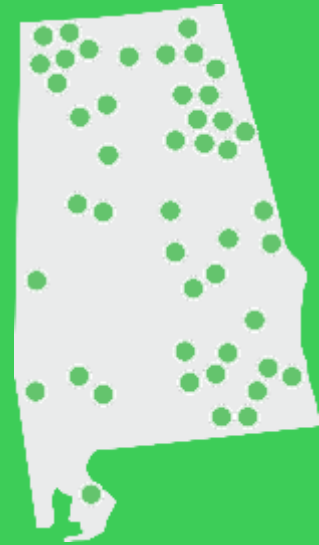
Competitive program for dual enrollment scholarships to support higher education



Number one
in the nation.



Preferred
choice
in Alabama.



Proven Local Performance

\$300M+

Funded facility
improvements
statewide

\$40M+

Secured grants,
rebates, and other
financial incentives
statewide

\$325M+

Total Energy &
Operational Savings
statewide

100+

Alabama employees
dedicated support
K-12 and public
sector partners

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