



**DOVER SCHOOL  
DISTRICT**

## DOVER SCHOOL BOARD – AGENDA

Meeting Type:	<b>Regular Session #10</b>
Meeting Location:	<b>Media Ctr. (Rm. 306) McConnell Center</b>
Meeting Date:	<b>Monday, October 6, 2014</b>
Meeting Time:	<b>7:00 pm</b>

- A. CALL TO ORDER**
- B. ROLL CALL**
- C. PLEDGE OF ALLEGIANCE**
- D. CITIZENS' FORUM**
- E. AGENDA APPROVAL**
- F. APPROVAL OF MINUTES**
  - 1. Regular Session #9, September 8, 2014
  - 2. Special Session #9, September 22, 2014
  - 3. Public Meeting to Enter Non-public Discipline Hearing #6, September 30, 2014
- G. CONSENT AGENDA**
  - 1. Correspondence:**
    - a. Cat Fanciers Association Cat Show January 24-25, 2015
    - b. Ecosystem Computing Challenge
  - 2. Resignations/Retirements:**
  - 3. Leaves of Absence: None**
  - 4. Nominations:**
    - a. Sheet 1: Nomination and Election of Staff (Armstrong-Young)
    - b. Sheet 2: Nomination and Election of Co-Curricular Staff (Argiropolis-Stewart)
  - 5. Extended Travel (Student Trips):**
    - a. Future Farmers of America Convention, Louisville, KY (October 28) Final Approval
- H. STUDENT REPRESENTATIVE REPORT**
- I. POLICY – CHANGES – PROPOSALS: none**
- J. POLICY ADOPTION: none**
- K. RESOLUTIONS: None**
- L. OLD BUSINESS:**
  - 1. Energy Conservation Discussion and Presentations
  - 2. STEAM Committee
  - 3. Amend Budget Preparation and Adoption Schedule
- M. NEW BUSINESS:**
  - 1. Approval of 2015-2016 School Calendar
  - 2. Nottingham Contract Negotiations Update



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3. Approval of DEOP Job Classification Change
4. Approve Student Tuition Rates for 2014-2015
5. Month of September Condition of Accounts and Quarterly Special Funds Report for 1<sup>st</sup> Quarter of Fiscal Year

**N. SUBMISSION AND PAYMENT OF BILLS**

**O. SUPERINTENDENT'S REPORT**

**P. COMMITTEE REPORTS**

**Q. SCHOOL BOARD MATTERS OF INTEREST**

**R. ADJOURNMENT**

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*Citizens are invited to public meetings and shall be given an opportunity to speak. Time shall be set aside for citizen statements at all public meetings, unless a vote to the contrary is taken by the School Board. Statements shall be limited to three minutes unless otherwise extended by the Chairperson, with the approval of the School Board. All citizens are permitted to place items on the agenda through written application to the Superintendent at least one week prior to the meeting date. Citizen items will require a formal motion and a second by seated members to bring the item to the floor for debate.*

## LaFleur, Robin

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**From:** Faure, Cathy  
**Sent:** Friday, September 19, 2014 8:35 AM  
**To:** LaFleur, Robin  
**Subject:** NH Feline Fanciers

Robin,

The NH Feline Fanciers has requested again, to use our middle school for their annual cat show January 24-25 with a set up on Jan 23. They have used our facilities over 10 years and we've had no problems with this group to include payment. I recommend this group be allowed to use our facilities for their annual show, please make sure in your letter they cannot set up prior to 7 P.M. on Friday January 23, 2015.

If you have any questions please feel free to let me know.

Cathy

Cathy Faure  
Dover School Department  
Facilities Coordinator  
[c.faure@dover.k12.nh.us](mailto:c.faure@dover.k12.nh.us)  
603-516-6890

NEW HAMPSHIRE FELINE FANCIERS, INC  
ONLINE AT NHFF.ORG

September 17, 2014

Dr. Elaine M. Arbour, Ed.D.  
Dover Superintendent of Schools  
Dover School District SAU 11  
61 Locust St Ste 409  
Dover, NH 03820-3753  
e.arbour@dover.k12.nh.us

Dear Dr. Elaine M. Arbour,

SUBJECT: JANUARY 24-25, 2015 CFA CAT SHOW AT THE DOVER MIDDLE SCHOOL GYM

Please consider our request to return this next January 24-25, 2015 to host another Cat Fancier's Association (CFA) cat show.

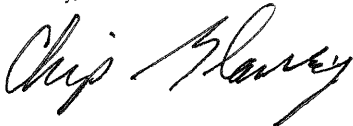
Starting in January 2001 New Hampshire Feline Fanciers (NHFF), a not-for-profit 501(c)4 organization, has successfully hosted fourteen (14) annual all-breed CFA cat shows at the Dover Middle School Gymnasium. From these cat shows NHFF has donated proceeds to and assisted in fundraising with local animal welfare organizations such as the Cochecho Valley Humane Society, the Lakes Region Humane Society, and the New Hampshire Animal Control (formerly Spay/Neuter) Program. NHFF show proceeds have also been donated to the Winn Feline Foundation which supports health-related studies into medical problems affecting cats, and the CFA Animal Relief Fund which contributes to the costs of relief efforts provided by humane organizations following national disasters.

We would need only the gymnasium both days over the weekend. Saturday times would be from 8 AM to 6 PM and Sunday times would be 8 AM to 6 PM.

Our show setup typically requires five (5) hours before doors open to the public Saturday and only requires access to the gymnasium and the loading dock — access 6 PM or earlier Friday works best for us. If that time is unavailable we can schedule the start of the show to be compatible with our five-hour setup and your custodian scheduling.

Please contact me with your answer to our request.

Sincerely,



Chip Blaney  
Treasurer  
New Hampshire Feline Fanciers Inc.  
cc: Cathy Faure, Facilities Coordinator



August 28, 2014

Dear Mrs. Paradis:

My name is Mihaela Sabin, and I am an Associate Professor of Computer Science at the University of New Hampshire. Along with my colleague, Wendy DuBow, from the University of Colorado at Boulder, we are studying how **to engage high school students and increase their interest and confidence in rigorous and practical computing skills.**

We would like to include students from your school in the *Ecosystem Computing Challenge* (ECC) study and assess student attitudes toward and feelings of confidence in computing subjects, before and after taking computing courses that incorporate computational thinking and teaching practices that are inquiry and equity based. During the academic year, we anticipate approximately 70-80 students learning the ECC curriculum and four teachers participating. Computing and engineering teacher Jennifer Cove will be from your school.

The students will be asked to complete two brief surveys: a pre-survey before the ECC-enriched class instruction begins and a post-survey after class instruction ends. The surveys ask about students' attitudes towards computing, such as their confidence, intent to persist in computing, perceived supports and barriers for their interest in computing, and other constructs known in the research to be important to persistence in the field. The two surveys will take about 10 minutes each to complete, whether taken online or by filling in a hard copy version. We'll ask for the name of each student on the surveys only to match the survey taken before the classes with the survey taken after the classes. Once we match the two surveys, the students' names will be removed, and an anonymous ID will be used to connect the data. All reporting on the data collected in these surveys will be reported in aggregate form only, with no information that would identify the students or teachers. Neither the student nor the school will be receiving any compensation to participate in this project. Teachers, however, will be receiving compensation for their professional development time.

Although students will not benefit directly from participation in this study, data collected might shed light on how to increase students' interest in computing fields of study and careers. The potential risks for participating students in this study are minimal to none.

Student participation in this study is strictly voluntary. If students do not want to participate, they will not experience any penalty or negative consequences. Also, each student may refuse to answer any or all of the survey questions. If the student changes his/her mind, s/he may stop taking the survey, or take one survey and not the second survey. Refusal to participate or withdrawal from the study, will not impact the students' ability to participate in the coursework.

The participating teachers will be interviewed by telephone or in person by Dr. DuBow after the course ends, and she or another person from the research team may observe the classroom once or twice per session, taking notes on teacher preparation and engagement, and student engagement and learning. These observation notes will follow a format approved by the Institutional Review Board at UNH, and is available for your review upon request.

My colleague and I will seek to maintain the confidentiality of all data and records associated with participation in this study. Since the surveys may be taken online, note that any communication via the

Internet poses a minimal risk of a breach of confidentiality. To date, we have never had any issues with breaches of online survey data. All survey data from this study will be secured on a password-protected computer, and any hardcopy data will be stored in a locked file cabinet in Dr. DuBow's office.

Results from this study may be submitted to scholarly journals and/or other publications read by stakeholders interested in encouraging more students to participate in computing degree programs and careers. Findings may also be reported at professional meetings and to potential funders that support advocacy for increasing the number and diversity of students in computing and engineering.

Before students take any surveys, they will have the research explained to them and will be given the option to not take the survey.

For the school year curriculum, we request a waiver of parental consent. We make this request for several reasons:

- 1) ECC instruction will be part of the regular academic coursework, and evaluating students' attitudes toward computing prior to that coursework and their responses afterward will be woven into the normal course of instruction.
- 2) The survey does not contain controversial questions or request private data that renders children vulnerable. In addition, the students' data will be analyzed as anonymous data and not shared with the teachers as individual responses. Therefore, the students are not at risk from this evaluation.
- 3) Securing parental consent from all the students' parents may prove onerous and may end up excluding those students whose parents are not available to read letters at home or who can't read them, or those students who can't remember to bring in parental permission slips, thus biasing the sample to students from certain types of families.

If you agree to a waiver of parental consent, please email Mihaela Sabin at: [mihaela.sabin@unh.edu](mailto:mihaela.sabin@unh.edu), or return the second page in the enclosed stamped, pre-addressed envelope by Tuesday, September 2, 2014.

If you have any questions pertaining to this research or would like more information before, during, or after the study, please call or email: [mihaela.sabin@unh.edu](mailto:mihaela.sabin@unh.edu), 603-641-4144. If you have questions about the students' rights as a research subject at any time, you can contact Dr. Julie Simpson in UNH Research Integrity Services, 603-862-2003 or [julie.simpson@unh.edu](mailto:julie.simpson@unh.edu).

Sincerely,



Mihaela Sabin, Ph.D.  
Associate Professor of Computer Science  
Computing Technology Program  
UNH Manchester  
University of New Hampshire  
Manchester, NH 03101



Wendy M. DuBow, Ph.D.  
Senior Research Scientist  
National Center for Women & IT  
University of Colorado  
Boulder, CO 80309-0322

I, \_\_\_\_\_ (print name), \_\_\_\_\_ (title),  
agree to allow students in \_\_\_\_\_ (name of school/program) to participate in  
the *Ecosystem Computing Challenge* study for the academic school year 2014-2015.

I also agree to waive the need for the researchers to obtain parental permission in order to enable all  
students to participate in the study of this challenge being conducted by Dr. Mihaela Sabin and Dr.  
Wendy DuBow.

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(signature)

(date)

Please email Mihaela Sabin at: [mihaela.sabin@unh.edu](mailto:mihaela.sabin@unh.edu) with your answers

OR

Return the second page in the enclosed stamped, pre-addressed envelope by **Tuesday, September 2, 2014**, to:

Mihaela Sabin  
UNH Manchester  
400 Commercial Street  
Manchester, NH 03101



Ecosystem Computing Challenge



September 2, 2014

Dear Parent:

My name is Mihaela Sabin, and I am an Associate Professor of Computer Science at the University of New Hampshire. Along with my colleague, Wendy DuBow, from the University of Colorado at Boulder, we are studying **how to engage high school students and increase their participation in computing education to pursue computing-related fields of study and careers**. We would like to include your child in this study. The purpose of the study is to assess student attitudes toward computing subjects, before and after their [*name of the computing course*] class experience. There are 4 schools participating in the Ecosystem Computing Challenge pilot program in 2014-2015.

If you allow your child to participate in this study, your child will be asked to complete two brief surveys: a pre-survey before the class instruction begins and a post-survey after class instruction ends. The surveys ask about students' attitudes towards computing, such as their interest, confidence, intent to persist, perceived supports and barriers, and outcome expectations if they pursued computing. The two surveys will take about 10 minutes each to complete. We'll ask for the name of your child on the surveys only to match the pre-survey with the post-survey. Once we match the two surveys, your child's name will be removed. All reporting on the data collected in these surveys will be reported in group form only, with no information that would identify you or your child.

Neither you nor your child will be receiving any compensation to participate in this project. Although your child will not benefit directly from participation in this research, the data collected will shed light on how to increase students' interest in computing fields of study and careers. The potential risks of your child participating in this study are minimal to none.

Your child's participation in this study is strictly voluntary. If you do not want your child to participate, neither you nor your child will experience any penalty or negative consequences. Also, your child may refuse to answer any or all of the questions on the survey. If you allow your child to participate in this project and your child wants to, and then either you change your mind or your child changes his/her mind, you may withdraw your child, or your child may stop taking the survey. Refusal to participate in the survey, whether it's you or your child, will not impact your child's ability to participate in the course and will not affect grades.

My colleague and I will seek to maintain the confidentiality of all data and records associated with your child's participation in this research. All survey data from this study will be secured on a password-protected computer, and any hardcopy data will be stored in a locked file cabinet in Dr. DuBow's office.

Results from this study may be submitted to scholarly journals and/or other publications read by people interested in encouraging more students to participate in computing degree programs and careers. Findings may also be reported at professional meetings and to potential funders that support increasing the number and diversity of students in computing.

If you have any questions pertaining to this research or would like more information before, during, or after the study, you can contact me at [mihaela.sabin@unh.edu](mailto:mihaela.sabin@unh.edu), 603-641-4144. If you have questions about your child's rights as a research subject you can contact Dr. Julie Simpson in UNH Research Integrity Services, 603-862-2003 or [julie.simpson@unh.edu](mailto:julie.simpson@unh.edu) to discuss them.

I have enclosed two copies of this letter. Please sign one indicating your choice and return in the enclosed envelope. The other copy is for your records. Thank you for your time. We look forward to having your child in our classroom.

Sincerely,



Mihaela Sabin, Ph.D.  
Associate Professor of Computer Science  
Computing Technology Program  
UNH Manchester  
University of New Hampshire  
Manchester, NH 03101



Wendy M. DuBow, Ph.D.  
Senior Research Scientist  
National Center for Women & IT  
University of Colorado  
Boulder, CO 80309-0322

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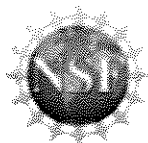
### Informed Parental Consent Letter

Yes, I, \_\_\_\_\_ allow my child \_\_\_\_\_ to participate in this research project.

No, I, \_\_\_\_\_ do not allow my child \_\_\_\_\_ to participate in this research project.

\_\_\_\_\_  
Signature of Parent

\_\_\_\_\_  
Date





# Ecosystem Computing Challenge



## STUDENT SURVEY

This survey will help researchers at the University of New Hampshire learn more about student attitudes toward computing. It will take about 10 minutes to do. **This is not a test!** Your answers on this survey will not affect your grade. Your teachers will not see these surveys. There are no right or wrong answers, so please give your honest responses.

We ask for your name to match this survey with the survey you will take later in the year. After we do the matching, your name will be removed. Your answers will be reported as a group only, with no information identifying you.

Please print your full name: \_\_\_\_\_

### MARK YOUR ANSWERS WITH AN X

	Even if you haven't tried it, how interested are you in ...	Not at all interested!	Only slightly interested	A little interested	Interested	Very interested!
1	...using new software programs					
2	... designing new software (Examples: drawing tools, role-playing games, math tutor app, speech recognition app)					
3	... solving computing problems (Examples: slow app, buggy program, limited data storage)					
4	... creating a mobile app					

	Even if you haven't tried it, how interested are you in...	Not at all interested!	Only slightly interested	A little interested	Interested	Very interested!
5	... finding computing solutions to world problems					
6	... writing code to program computing devices					
7	... thinking of new computing inventions (Examples: improved phones, new games, faster search engine, human-robot interface, fashion design app)					
8	... actually creating new computing inventions					

	<b>Right now, how confident are you in your ability to...</b>	<b>Not at all confident!</b>	<b>Only slightly confident</b>	<b>A little confident</b>	<b>Confident</b>	<b>Very confident!</b>
9	...use new software programs					
10	... design new software (Examples: drawing tools, role-playing games, math tutor app, speech recognition app)					
11	... solve computing problems (Examples: slow app, buggy program, limited data storage)					
12	... create a mobile app					

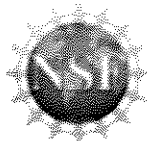
	<b>Right now, how much do you want to learn more about...</b>	<b>Not at all!</b>	<b>Only slightly</b>	<b>A little</b>	<b>Pretty much</b>	<b>A lot!</b>
13	... how to design mobile apps					
14	... how to program computing devices					
15	... how to create new computing inventions					
16	... the science and engineering of computing					

	<b>How much would you want to ...</b>	<b>Not at all!</b>	<b>Only slightly</b>	<b>A little</b>	<b>Pretty much</b>	<b>A lot!</b>
17	... get a college degree					
18	... get a computing-related college degree					
19	... get a computing-related job as an adult					

	<b>Please state your level of agreement or disagreement with the following statements.</b>	<b>Strongly disagree</b>	<b>Disagree</b>	<b>Somewhat disagree</b>	<b>Somewhat agree</b>	<b>Agree</b>	<b>Strongly agree</b>
20	Important people in my life think it's good for me to learn about computing.						
21	I believe people like me can do well learning computing.						
22	My family likes me to learn about computing.						
23	My friends think it's cool that I learn about computing.						
24	I believe people like me can do well in computing jobs						
25	I believe people like me can create new computing inventions.						

	<b>If I were to get a college degree in computing or technology, I would probably...</b>	<b>Strongly disagree</b>	<b>Disagree</b>	<b>Somewhat disagree</b>	<b>Somewhat agree</b>	<b>Agree</b>	<b>Strongly agree</b>
26	... make good money.						
27	... get respect from other people.						
28	... do work that I would enjoy.						
29	... get a job that my family would be proud of.						
30	... do work that can "make a difference" in people's lives.						
31	... find a job easily.						


<b>32 Your grade:</b>	<b>33 Your age:</b>	<b>35 You identify your gender as:</b>	<b>35 What languages do you speak at home?</b>	<b>34 You identify your race as:</b>
___ 9 <sup>th</sup>	___ 13	___ Male ___ Female ___ Transgender _____ (fill in the blank)	<u>Mark all that apply</u> ___ English ___ Spanish ___ Other  <b>If Other language(s):</b> _____ (fill in the blank)	<u>Mark all that apply</u> ___ Asian ___ Black/African-American ___ Hispanic/Latino/a ___ Native American/Alaska Native ___ White/Caucasian
___ 10 <sup>th</sup>	___ 14			
___ 11 <sup>th</sup>	___ 15			
___ 12 <sup>th</sup>	___ 16			
	___ 17			
	___ 18			
	___ 19			



**University of  
New Hampshire**  
at Manchester

## New Hampshire's Ecosystem Computing Challenge

*The Ecosystem Computing Challenge: Partnership Model to Build Access to Relevant Computing Education for Underrepresented High School Students* (ECC) is a five-year project funded by the National Science Foundation to improve teaching and learning in computing-related programs at the Career and Technical Education (CTE) centers across the state. The ECC will provide professional development and curriculum resources for CTE teachers. CTE students will learn to apply computing content and practices to real-world situations in both in- and out-of-school settings. The ECC will create a model that can be replicated and adapted nationwide through the Cooperative Extension network.

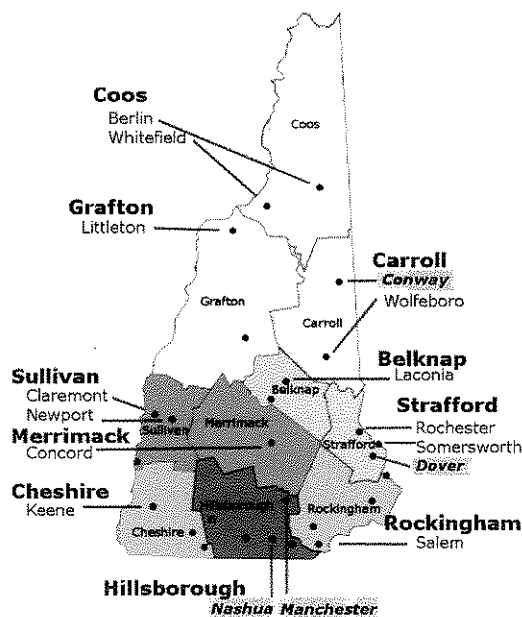


**Partners**

- Computing Technology Program, UNH at Manchester
- NH Career and Technical Education Centers
- UNH Cooperative Extension
- UNH Leitzel Center for Mathematics, Science and Engineering Education
- UNH Education Department, College of Liberal Arts
- NH Department of Education
- NH EPSCoR

### Objectives

- Prepare teachers to teach a well designed, rigorous, and engaging computing curriculum that addresses the needs of increasingly diverse high school students—in particular, those who continue to be underrepresented in computing degree programs and careers.
- Challenge students to help monitor, map, and provide understanding of New Hampshire's ecosystems. Students will learn computational thinking and engage in concept-rich computing practices by developing their own mobile applications.



### How it Works

- Participating schools will recruit and provide release time for teachers to benefit from professional development activities that will be delivered by an experienced team of computing technology faculty, education faculty, professional development practitioners, extension educators, and industry mentors.
- Eight-day summer institutes for CTE teachers will be offered for four years. Teachers will receive a \$1000 stipend, mileage reimbursement, and lunch. Four professional development workshops per year would be embedded in their school day. Twenty-two teachers will be recruited as follows: 4 in 2014 and 6 each year in 2015, 2016, and 2017. These teachers will be expected to implement the ECC curriculum in their CTE classes with support from the ECC team and Cooperative Extension volunteers.
- Teachers will be recruited as instructors for a five-day summer school for students (16 maximum) in Manchester (2014), Conway (2015), Dover and Conway (2016), and Nashua and Manchester (2017). A mini-van and driver will be provided for student transportation as needed.
- Teachers will be provided with 16 Android mobile phone packages for use in the CTE center classrooms.
- UNH Cooperative Extension will engage industry and community volunteers in out-of-school programs to serve as mentors and impart real-world experience to students.
- Students in each summer school and CTE center class will be required to develop a poster to present their team project at county-level events and a statewide ECC summit.

**OFFICE OF THE SUPERINTENDENT  
DOVER PUBLIC SCHOOLS  
DOVER, NEW HAMPSHIRE**

TO: DOVER SCHOOL BOARD

DATE: October 6, 2014

MEMORANDUM: Nomination and Election of Paraprofessional and Staff Positions

In accordance with Chapter 189, Section 39 of the New Hampshire School laws of 1963, I hereby nominate the following persons for the following funded positions for the 2014-2015 school year.

<b>NAME</b>	<b>POSITION</b>	<b>SCHOOL</b>	<b>REPLACING</b>	<b>HOURS</b>	<b>SALARY</b>
Armstrong, Elissa	Sped Aide	Dover High School	Barrington Position	6.5 hrs/day	\$11.94/hr
Baker, Allegra	Sped Aide	Woodman Park School	Janet Marshall	6.5 hrs/day	\$11.94/hr
Benet, Catherine	Sped Aide	Dover Middle School	New Position	6.5 hrs/day	\$11.94/hr
Boucher-Pepper, Kristine	ABE Teacher	Dover Adult Learning	Barbara Murray	12 hrs/week	\$21.76/hr
Denver, Sara	Sped Aide	Preschool	Jessica Dawson	5 hrs/day	\$15.69/hr
Dubay, Simone	HiSet Teacher	Dover High School	Carol Doering	5-7 hrs/week	\$30.00/hr
Mandsager, Alison	Sped Aide	Woodman Park School	Lea Aquilina	6.5 hrs/day	\$11.94/hr
Nduaguibe, Tamari	Literacy Interventionist	Horne Street School	Kim Dube	4 hrs/day	\$21.68/hr
Piper, Susan	Sped Aide	Woodman Park School	Roxanne Prisby	6.5 hrs/day	\$12.95/hr
Quintanar, Marissa	Sped Aide	Dover Middle School	Gary Storms	6.5 hrs/day	\$11.94/hr
Shaw, Nicole	Sped Aide	Woodman Park School	Michelle Hanson	6.5 hrs/day	\$11.94/hr
Young, Donna	Sped Aide	Woodman Park School	Additional Position	6.5 hrs/day	\$15.69/hr

**OFFICE OF THE SUPERINTENDENT  
DOVER PUBLIC SCHOOLS  
DOVER, NEW HAMPSHIRE**

TO: **DOVER SCHOOL BOARD**

DATE: October 6, 2014

MEMORANDUM Nomination and Election of Staff

In accordance with Chapter 189, Section 39 of the New Hampshire School laws of 1963, I hereby nominate the following persons for the designated positions for the 2014-2015 school year.


<b>STAFF</b>	<b>ACTIVITY/POSITION</b>	<b>SALARY</b>
Argiropolis, John	Math Club-Cat. I	561.00
Bird, Deanna	Elementary Yearbook	561.00
Bonello, Jessica	50% National Honor Society-Cat. II	458.00
Cabral, Jessica	50% Colorguard-Cat III	913.50
Chase, Andrew	Newspaper-Cat. I	561.00
Connelly, Jennifer	Latin Club-Cat. I	561.00
Fontaine, Kathryn	Student Council-Cat III	1827.00
Gilbert, Jackie	Equestrian Club-Cat.II	916.00
Hebert, Jessica	Asst. Yearbook-Cat. I	561.00
Hough, Carrie	FFA-Cat. I	561.00
Kontos, Francine	World Arts Club-Cat. I	561.00
McCann, Christopher	Key Club- Cat. I	561.00
Mersereau, Marjorie	Drama Club-Cat. III	1827.00
Pagnotta, Justin	DMS 5/6 Student Council-Cat. II	916.00
Parsont, Jennifer	Sophomore Class-Cat. I	561.00
Pirkola, Joe	Escoffier Club-Cat. I	561.00
Retrosi, Madison	Youth to Youth-Cat. I	561.00
Ring, Judith	Skills USA-Cat II	916.00
Schlapak, Eric	Freshman Class-Cat. I	561.00
Schleicher, Laura	French Club-Cat. I	561.00
Spencer, Katherine	Junior Class-Cat. II	916.00
Stancel, Katie	Senior Class-Cat. II	916.00
Stegman, Susan	50% National Honor Society-Cat. II	458.00
Stewart, Christine	Yearbook-Cat III	1827.00

National FFA Convention- October 28<sup>th</sup> - November 1<sup>st</sup>. - Final Approval Request

1. Names of all participants.
  - a. Haley Whitaker
  - b. Emily Tobey
  - c. Jocelyn Tavares
  - d. Meghan Page
  - e. Breanna Page
  - f. Meaghan Dow
  - g. Wayne Legendre Jr.
  - h. Bryanna Pelley
  - i. Krystal Reno
  - j. Kaylin Markson
  - k. Maria Rose
  - l. Kristin Pendleton
  - m. Ammy Rice (Chaperone)
  - n. Jackie Gilbert (Chaperone)
  - o. Carrie Hough (Chaperone)

(Addresses are with the insurance information with Robin LaFleur)

2. All chaperones are fingerprinted and have had background checks completed.
3. 1 adult for 4 students.
4. Students have agreed to code of ethics and signed appropriate forms for the school and for the FFA organizations code of ethics as well. Permission forms have been copied and have been given to Mr. Driscoll as well as Ms. Louise Paradis.



A Presentation for  
Dover School District: SAU  
#11  
School Board

# Cenergistic

We are the **energy conservation** firm powered by **technology**, supported by **data** and driven by unparalleled **expertise**.

We empower you to save money by becoming a **self-sufficient, energy-efficient** organization.

We are **not** an equipment vendor. There is **no** up-front capital investment.

# A Few Facts and Figures

Established in **1986** as Energy Education Inc.

Empowered our clients to save over **\$3.4 billion** in energy costs.

**65%** of K-12 ENERGY STAR Top Performers are our clients.

Program implemented in **20,000+** buildings.

**#1 provider** for ENERGY STAR Certifications, with more than 6,000 certifications earned.

# More Than 1,300 Clients Nationwide

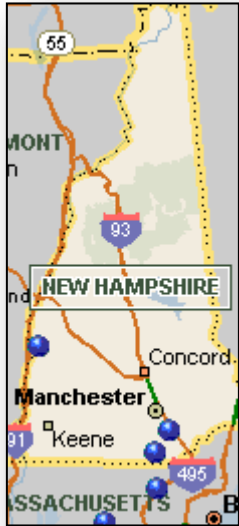
- School districts
- Colleges and universities
- Healthcare institutions
- Ministries



# Top New Hampshire Clients

Total Region Savings:

**\$100,158,901**



CLIENT	PERFORMANCE MONTHS	AMOUNT SAVED	PERCENT SAVED
Londonderry School District	165 months	\$4,852,406	31%
Nashua School District	158 months	\$10,293,777	22%
Claremont School District-NH	14 months	\$181,612	22%

Top clients determined by a number of factors. Percentages reflect each program's overall average performance. Savings dollars represent program-to-date results.

# Top New England Clients

## Total Region Savings:

**\$104,600,407**

CLIENT	STATE	PERFORMANCE MONTHS	AMOUNT SAVED	PERCENT SAVED
South Kingstown School Department	RI	158 months	\$6,436,908	42%
Regional School District 14	CT	45 months	\$1,436,374	40%
Littleton Public Schools	MA	70 months	\$1,225,423	35%
Lincoln Public Schools	RI	80 months	\$2,053,184	32%
Londonderry School District	NH	165 months	\$4,852,406	31%
Middleborough Public Schools	MA	64 months	\$1,752,934	31%
Weston Public Schools	CT	49 months	\$2,216,694	30%
Wolcott Public Schools	CT	23 months	\$721,954	27%
Milford Public Schools	CT	35 months	\$1,658,513	26%

Top clients determined by a number of factors. Percentages reflect each program's overall average performance. Savings dollars represent program-to-date results.

Client Success Story:

# Londonderry School District, NH

## Sustaining Savings for Years to Come

When Londonderry School District needed to save energy costs, the district turned to Cenergistic. More than a decade and millions in savings later, district leaders are satisfied they made the right decision. Strong support from the Superintendent and Board of Education combined with an outstanding Energy Specialist and cooperation throughout the district has been instrumental to the district's success. Londonderry School District has built a solid energy conservation program that will continue to deliver savings for decades to come. The district has earned five ENERGY STAR Building Certifications — further validation of the program's success.

Number of students

**5,200**

Program start

**2000**

Square footage

**687,428**

Total reported savings

**\$4,852,406**

Average reported savings

**31%**

Client Success Story:

# Loudoun County Public Schools, VA

## Sustaining a Culture of Conservation

2012, 2013 & 2014 ENERGY STAR Partner of the Year - Sustained Excellence



*"We've taken dollars that we used to spend on utility bills and channeled them to the classroom. But this program has become so much more than that. It's about teaching kids the habits they can form in life that will make the world a better place for them."*

Dr. Edgar B. Hatrick III  
Retired Superintendent,  
Loudoun County Public Schools, VA  
Past President,  
American Association of School Administrators

Number of students

**69,000**

Program start

**1993**

Square footage

**9,932,040**

Total reported savings

**\$60,736,000**

Average reported savings

**28%**

Client Success Story:

# Decatur County Community Schools, IN

## The Nation's Only 70% ENERGY STAR® Leader

Decatur Community Schools was the first ENERGY STAR Leader to achieve a 50% reduction in energy consumption. And it is the only entity in the nation to have achieved a 70% reduction. All of the district's schools earned the ENERGY STAR for 2010, 2011 and 2012.

Program start

**2008**

Total reported savings

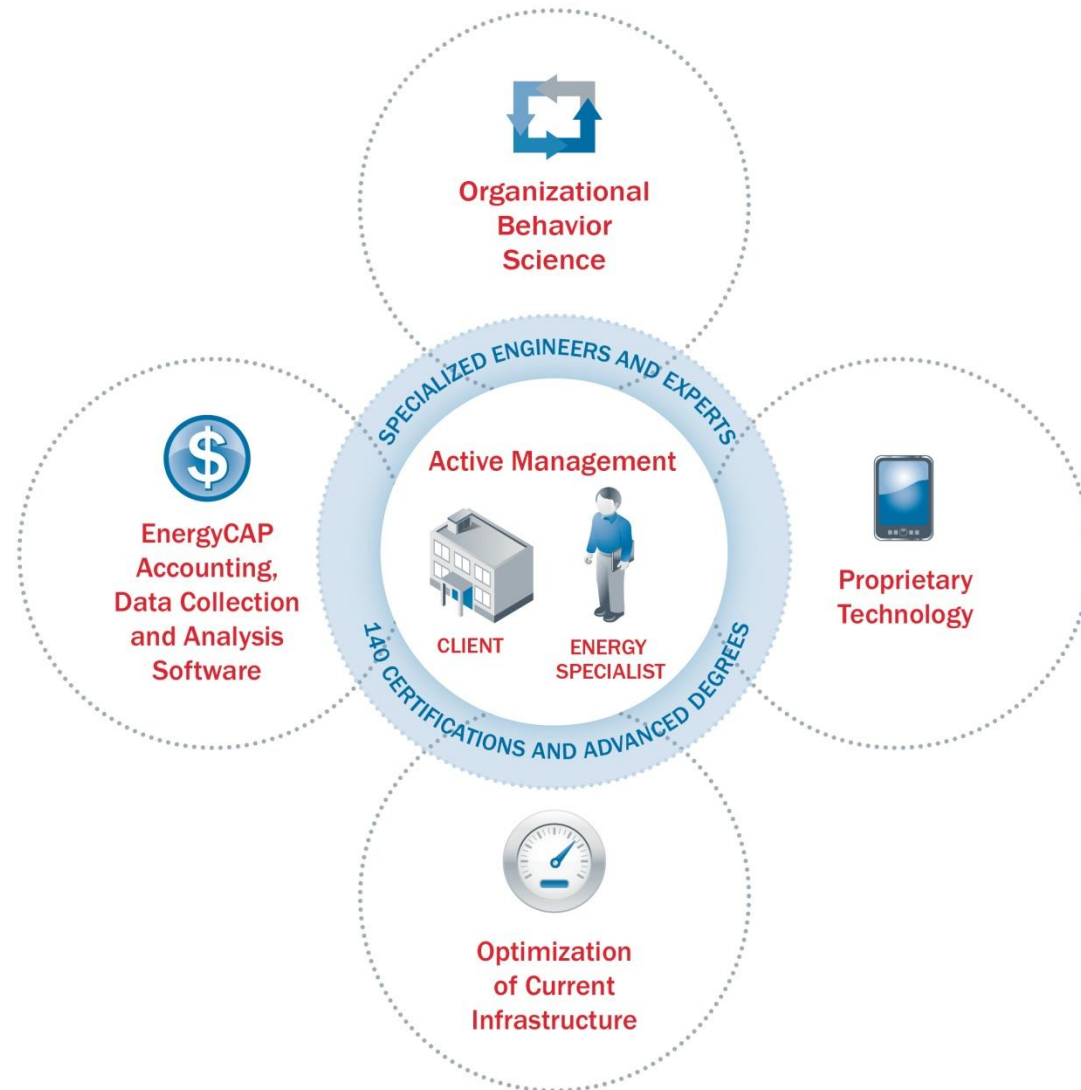
**\$2,437,592**

Average reported savings

**61%**

# An Integrated Energy Management Program

With Cenergistic's technology, data, methodology and expertise, our clients have achieved energy savings of 20-30% — and often much more.



## Our Guarantee



Your results verified by independent, industry-compliant EnergyCAP measurement and verification software.



No costs payable in QuickStart period – you start saving right away.



If your savings don't exceed your investment, we will refund the difference.

# The Potential

## You can make this possible.

Your Energy Management Program includes:

- No program implementation costs for first four months.
- Our guarantee — program investment costs 100% funded by savings.
- No capital investment.
- Budget neutral — entire program is funded from your existing utility budget.
- Projected QuickStart and first-year net savings: \$98,750.

# Your Energy Consulting Team

We will assign a team of highly-experienced energy professionals with the specific expertise your organization needs to launch and sustain an energy management program.



# Your Program at a Glance

## A Five-Year Contract with Ongoing Savings and Support

### Financial Summary

Projected QuickStart and first-year net savings:	<b>\$98,750</b>
Total 10-year projected gross savings:	<b>\$2,985,000</b>
10-year return on annual investment:	<b>308%</b>
Net 10-year savings:	<b>\$2,253,899</b>

### Fee Structure & Guarantee

QuickStart: No fee payable for first four months.

Fixed monthly fee payment from existing utility budget.

Your savings are guaranteed to exceed all investment in the program.

No client has ever lost money implementing our program.

This offer is contingent upon Dover School District: SAU #11 and Rochester School District jointly signing contracts within 30 days of one another, with the same start date.

This bundling offer enables Cenergistic to efficiently share and allocate resources between both organizations to ensure maximum energy savings at the lowest possible pricing.

### Other Benefits

Enhanced comfort for your staff, faculty and students.

Culture of conservation that transforms behavior – in your facilities and at home for years to come.

Optimized infrastructure – with no added burden on your M&O staff.

Demonstrate your good stewardship of environmental resources and position your organization as an energy conservation leader in your community.

Thank You!

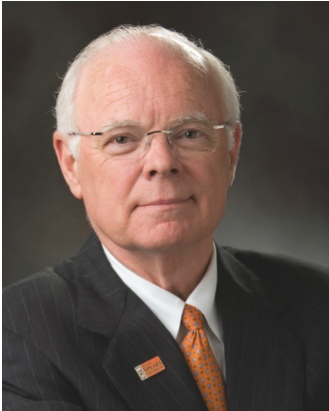
We look forward to working together.



Energy Savings Program  
Prepared for  
Dover School District: SAU  
#11

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## A Message From the Founder



**Cenergistic projects a net savings of more than \$2,200,000 will be achieved as a result of implementing our energy management program in the Dover School District: SAU #11.**

This significant savings will come directly from your organization's utility bills and will provide you with dollars that can be reserved for programs, personnel, equipment, technology or whatever your needs dictate.

**There is absolutely no financial risk because we contractually guarantee your organization will save more money than it spends to implement the energy management program.**

Organizations nationwide have benefited from Cenergistic's unique approach to cutting the costs of energy — the second-highest budget item of most organizations. We invite you to review the enclosed information for an introduction to our program, projected savings for your system, case histories of savings achieved by other clients, a client reference list and additional background information.

We welcome your questions and encourage you to call our clients and inquire about our energy management program and the results achieved in their organizations.

A handwritten signature in black ink that reads "William S. Spears". The signature is fluid and cursive.

Dr. William S. Spears  
Chairman and Founder

## Imagine...

- Improving technology resources and facilities for students.
- Expanding educational opportunities and student programs.
- Helping retain staff positions and funding staff development and training.

## You can make this possible.

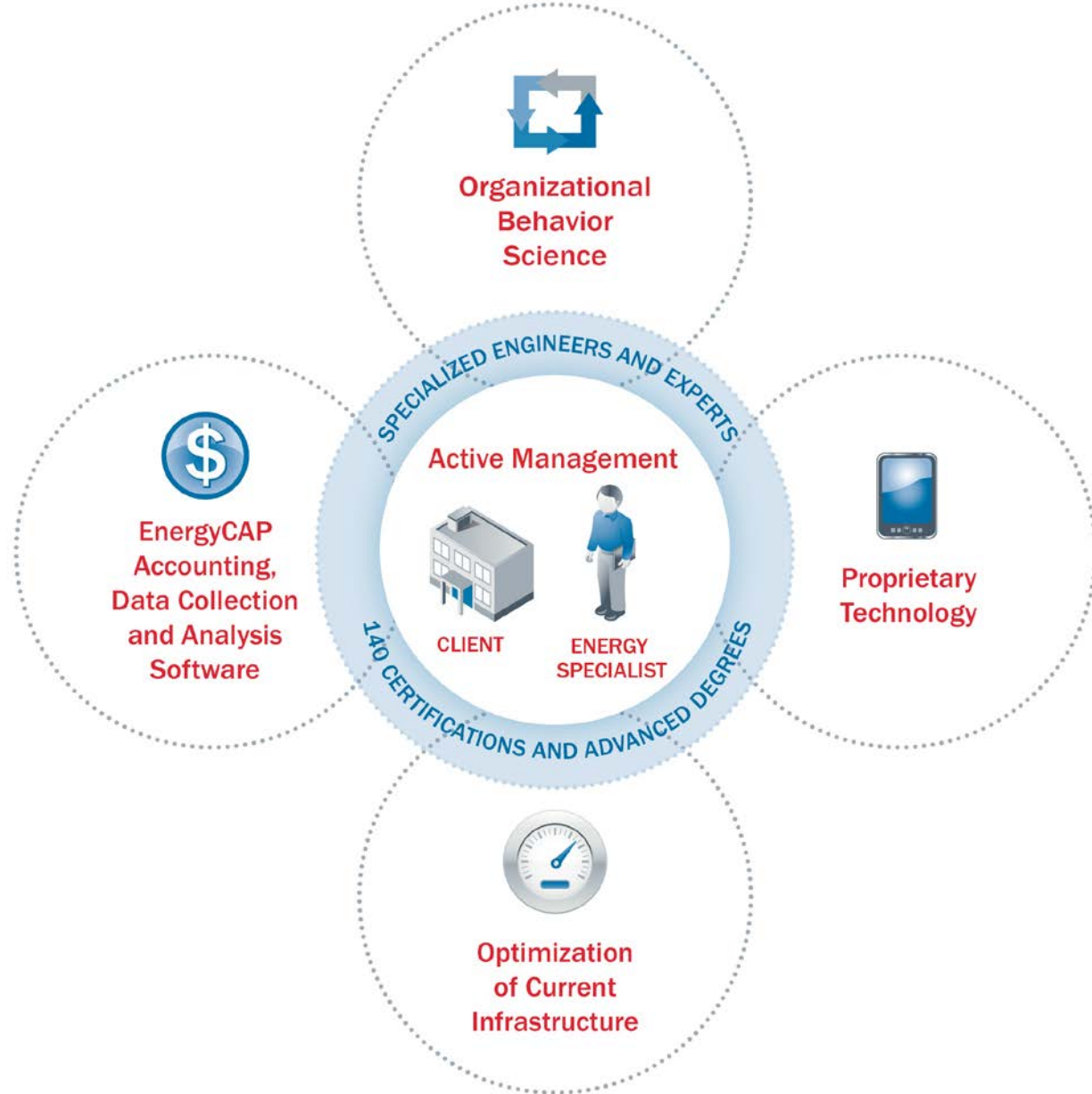
Your Energy Management Program includes:

- No program implementation costs for first four months.
- Our guarantee — program investment costs 100% funded by savings.
- No capital investment.
- Budget neutral — entire program is funded from your existing utility budget.
- Projected QuickStart and first-year net savings: **\$98,750.**

## How Your Program Works

### Our Proprietary Approach to Energy Conservation

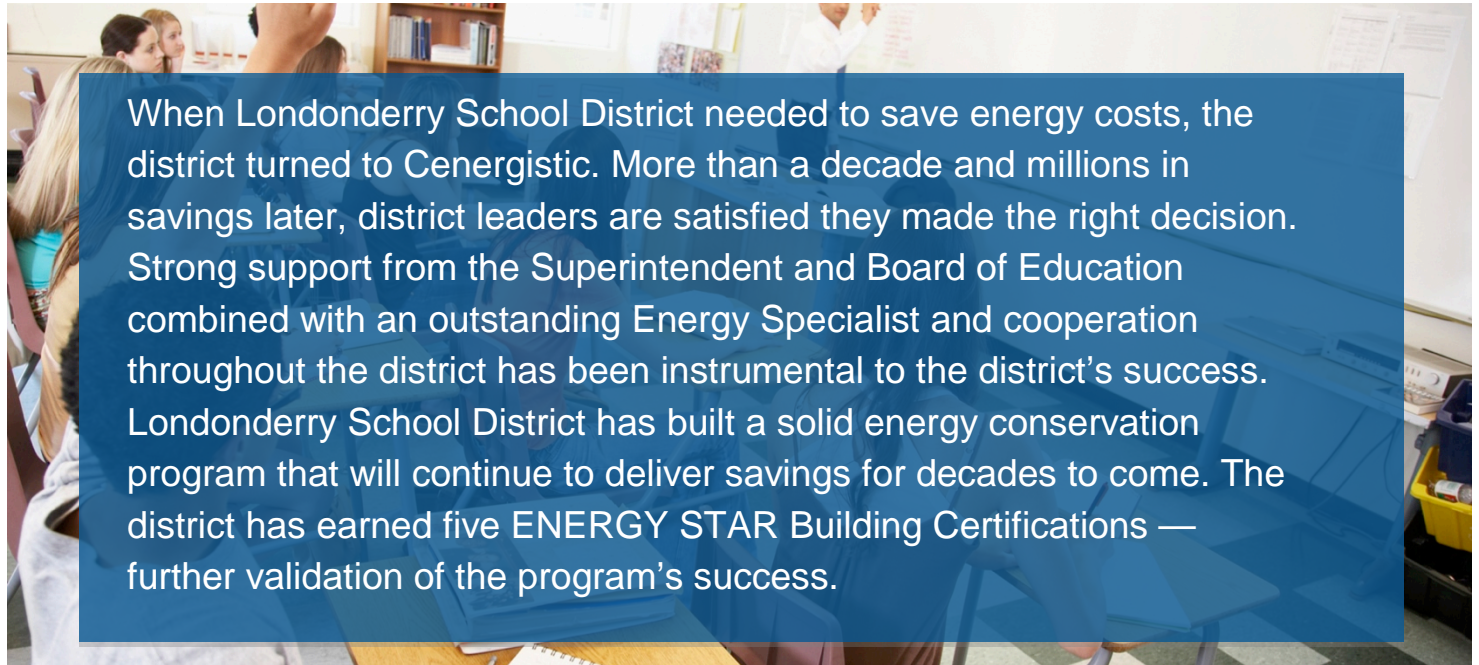
With Cenergistic's technology, data, methodology and expertise, our clients have achieved energy savings of 20 – 30% — and often significantly more.



## Sustaining Savings for Years to Come

### Londonderry School District, NH

Number of students	<b>5,200</b>
Program start	<b>2000</b>
Total reported savings	<b>\$4,852,406</b>
Average reported savings	<b>31%</b>



## Sustaining a Culture of Conservation

### Loudoun County Public Schools, VA

Number of students	<b>69,000</b>	2012, 2013 & 2014 ENERGY STAR Partner of the Year - Sustained Excellence Award Winner
Program start	<b>1993</b>	
Square footage	<b>9,135,180</b>	
Total reported savings	<b>\$60,736,000</b>	
Average reported savings	<b>28%</b>	



*“We’ve taken dollars that we used to spend on utility bills and channeled them to the classroom. But this program has become so much more than that. It’s about teaching kids the habits they can form in life that will make the world a better place for them.”*

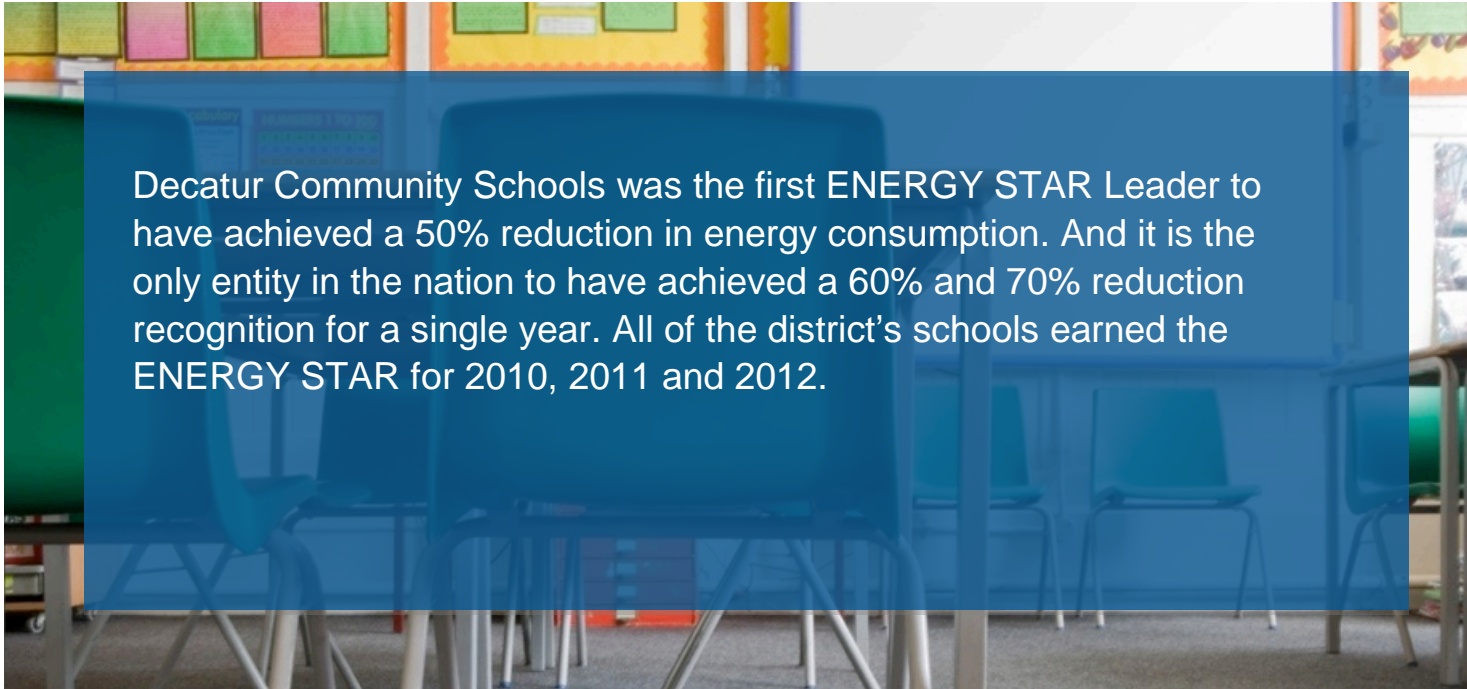
Dr. Edgar B. Hatrick III  
Retired Superintendent, Loudoun County Public Schools, VA  
Past President, American Association of School Administrators

08/11/14

## The Nation's Only 70% ENERGY STAR Leader

### Decatur County Community Schools, IN

Number of students	<b>2,200</b>
Program start	<b>2008</b>
Total reported savings	<b>\$2,437,592</b>
Average reported savings	<b>61%</b>

A photograph of a classroom with several blue chairs and a green chalkboard in the background. A semi-transparent blue rectangular overlay is placed over the center of the image, containing white text.

Decatur Community Schools was the first ENERGY STAR Leader to have achieved a 50% reduction in energy consumption. And it is the only entity in the nation to have achieved a 60% and 70% reduction recognition for a single year. All of the district's schools earned the ENERGY STAR for 2010, 2011 and 2012.

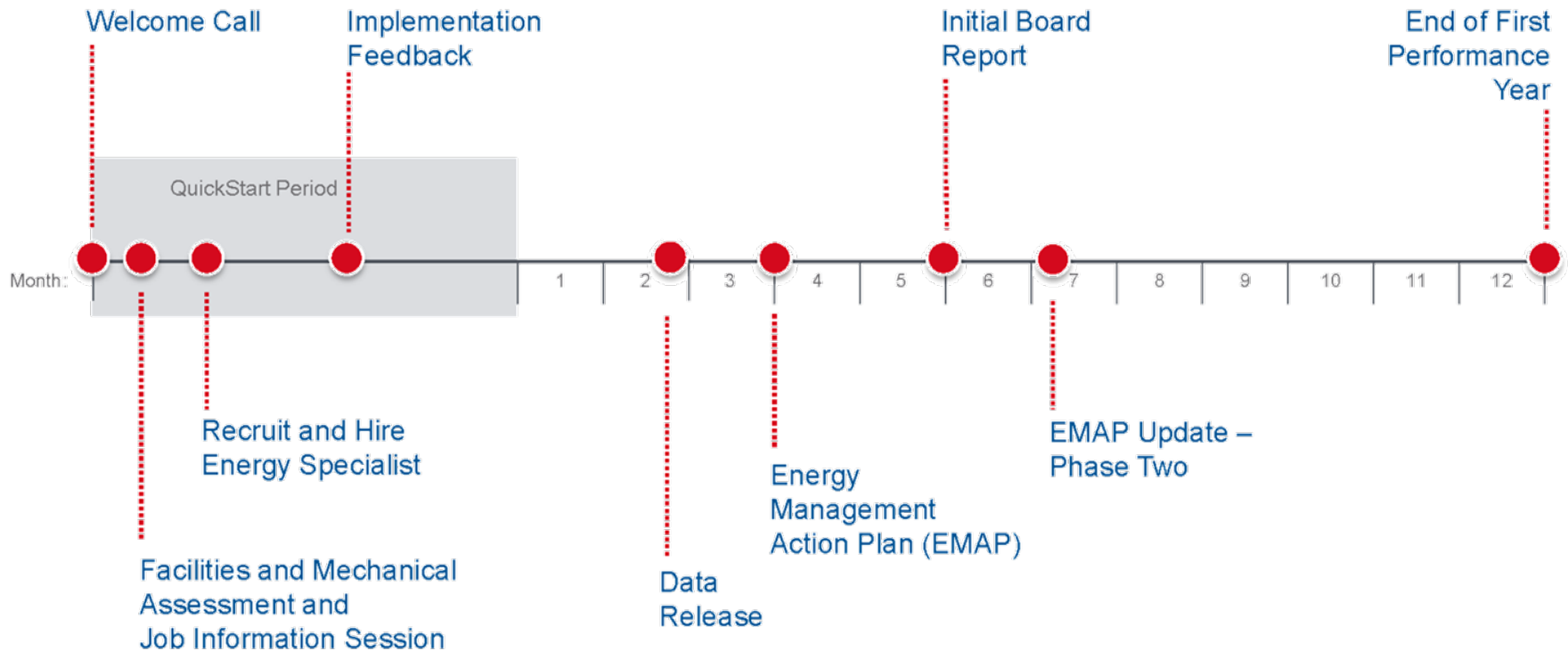
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## Your Energy Management Program

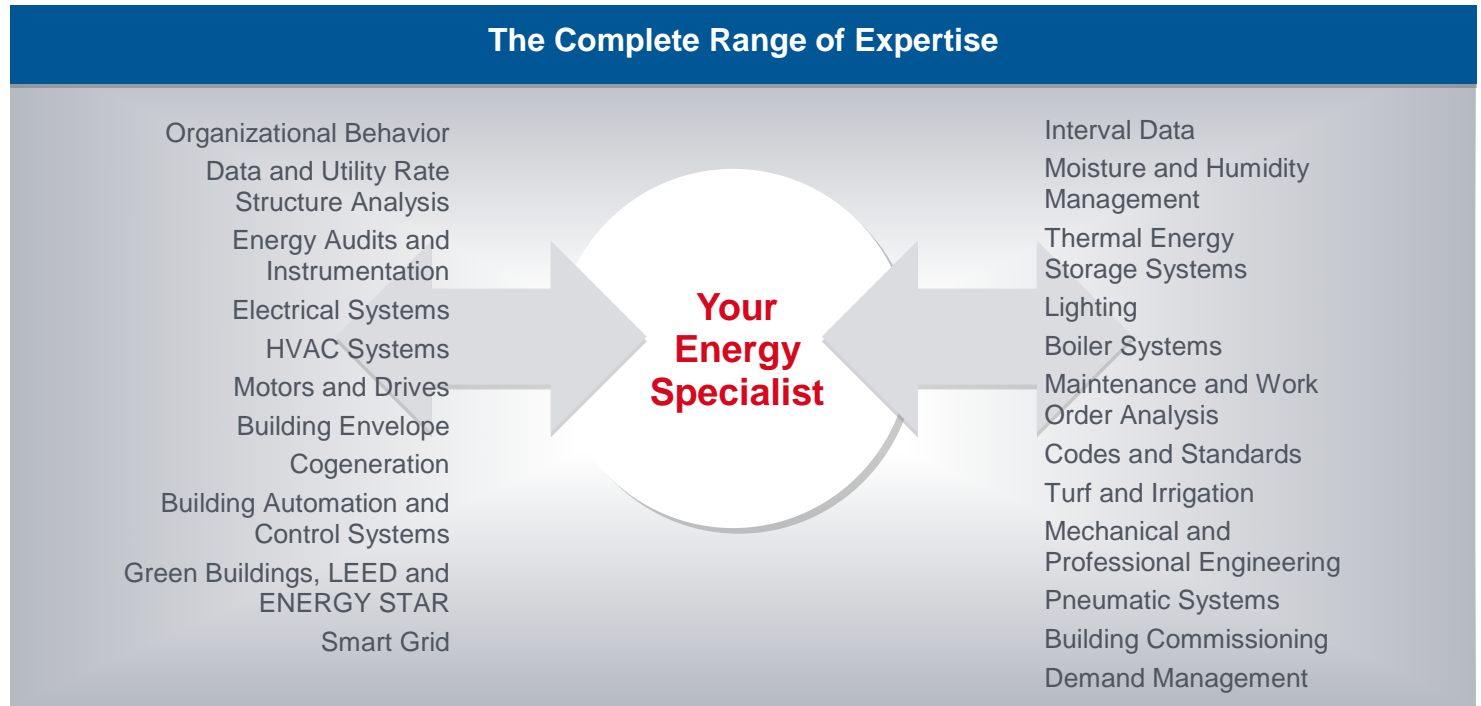
# Typical Implementation Timeline



Note: Timing will vary for each client implementation.

## Your Energy Consulting Team

We will assign a team of highly-experienced energy professionals with the specific expertise your organization needs to launch and sustain an energy management program.



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## Investment Summary

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## Your Program at a Glance

### A Five-Year Contract with Ongoing Savings and Support

#### Financial Summary

Projected QuickStart and first-year net savings:	<b>\$98,750</b>
Total 10-year projected gross savings:	<b>\$2,985,000</b>
10-year return on annual investment:	<b>308%</b>
<b>Net 10-year savings:</b>	<b>\$2,253,899</b>

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#### Fee Structure & Guarantee

QuickStart: No fee payable for first four months.

Fixed monthly fee payment from existing utility budget.

Your savings are guaranteed to exceed all investment in the program.

No client has ever lost money implementing our program.

This offer is contingent upon Dover School District: SAU #11 and Rochester School District jointly signing contracts within 30 days of one another, with the same start date.

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#### Other Benefits

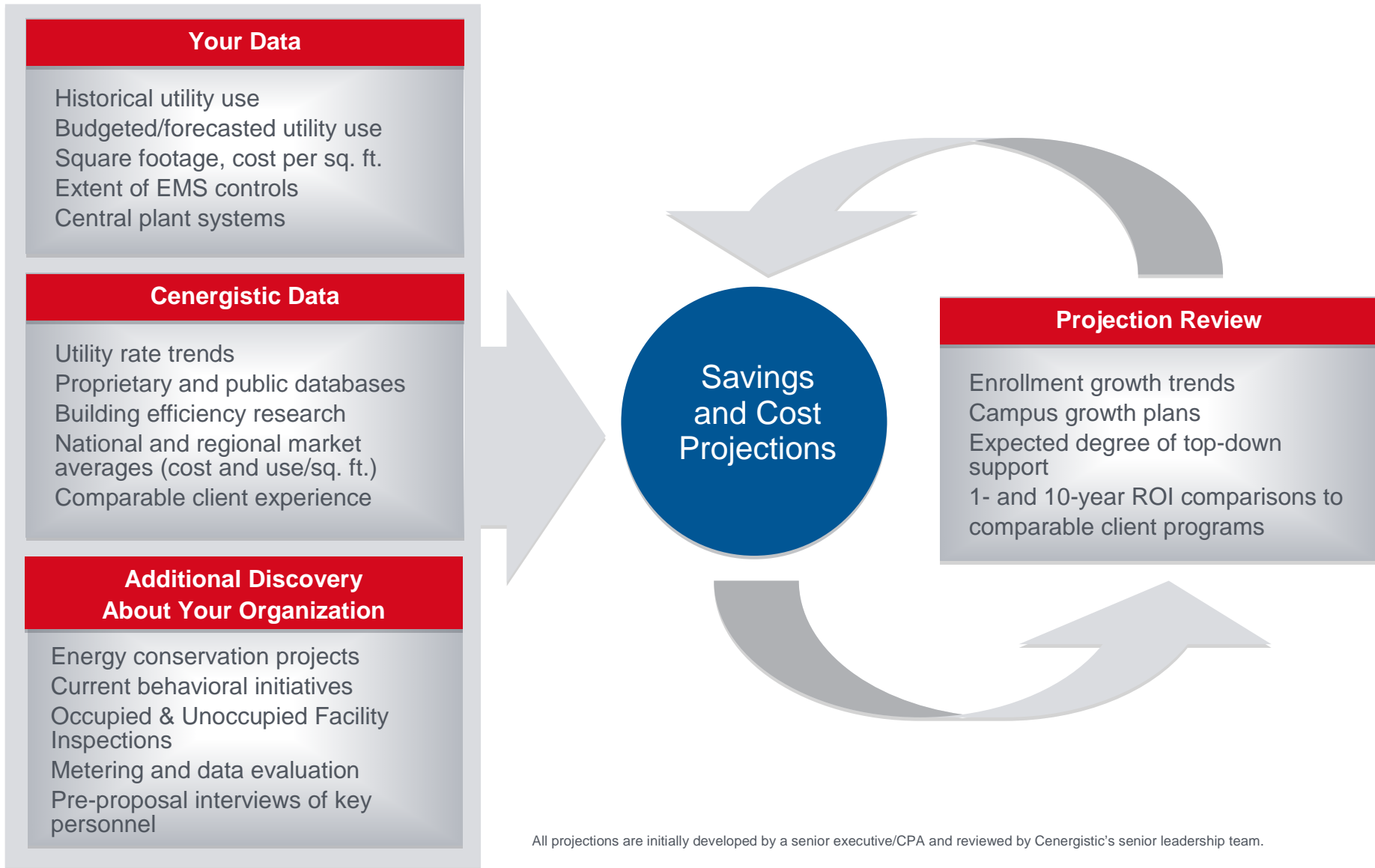
Enhanced comfort for your staff, faculty and students.

Culture of conservation that transforms behavior — in your facilities and at home for years to come.

Optimized infrastructure — with no added burden on your M&O staff.

Demonstrate your good stewardship of environmental resources and position your organization as an energy conservation leader in your community.

## Projected Savings: A Confident Projection



Projected Gross Savings: First 5 Years (including QuickStart) = \$1,258,000

	CONTRACT PERIOD						POST-CONTRACT PERIOD					
	QuickStart <sup>1</sup>	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5						
Gross Savings	\$27,000	\$214,000	\$229,000	\$245,000	\$262,000	\$281,000						

<sup>1</sup> QuickStart period is 4 months.

## The Bottom Line: First 5 Years (including QuickStart) = \$554,864 Net Savings

	CONTRACT PERIOD						POST-CONTRACT PERIOD				
	QuickStart <sup>1</sup>	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5					
<b>Gross Savings</b>	<b>\$27,000</b>	<b>\$214,000</b>	<b>\$229,000</b>	<b>\$245,000</b>	<b>\$262,000</b>	<b>\$281,000</b>					
Energy Specialist Salary <sup>2</sup>	0	Included in Fee	Included in Fee	Included in Fee	Included in Fee	Included in Fee					
Estimated Conference Travel	0	0	0	0	0	0					
Energy Accounting Software	0	6,650	6,650	6,650	2,593	2,593					
Cenergistic Energy Management Program <sup>3</sup>	0	135,600	135,600	135,600	135,600	135,600					
Total Projected Investment <sup>4</sup>	0	142,250	142,250	142,250	138,193	138,193					
<b>Net Savings to Client <sup>4</sup></b>	<b>\$27,000</b>	<b>\$71,750</b>	<b>\$86,750</b>	<b>\$102,750</b>	<b>\$123,807</b>	<b>\$142,807</b>					
<b>Return on Annual Investment</b>	<b>N/A</b>	<b>50%</b>	<b>61%</b>	<b>72%</b>	<b>90%</b>	<b>103%</b>					

1. Assumes 4-month QuickStart period with shared Energy Specialist (ES) hired and active by the end of the 2nd month. Cenergistic does not share in savings during QuickStart.

2. ES compensation for post-contract period (Years 6 and following) will be determined by client and Cenergistic in Year 5. Energy Specialist will support Dover SD and Rochester SD.

3. Cenergistic's fixed fee is paid at a monthly rate of \$11300 over the term of the contract. Monthly fee includes salary and related benefits costs for shared ES during 5-year term of contract.

4. Total investment guaranteed to be funded from savings, including cost of software. Net savings to client assumes gross savings projections are realized; actual net savings will vary based on the level of gross savings achieved.

## The Bottom Line: 10 Years = \$2,253,899 Net Savings

	CONTRACT PERIOD						POST-CONTRACT PERIOD					TOTAL
	QuickStart <sup>1</sup>	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	
Gross Savings	\$27,000	\$214,000	\$229,000	\$245,000	\$262,000	\$281,000	\$300,000	\$321,000	\$344,000	\$368,000	\$394,000	\$2,985,000
Energy Specialist Salary <sup>2</sup>	0	Included in Fee	Included in Fee	Included in Fee	Included in Fee	Included in Fee	TBD	TBD	TBD	TBD	TBD	TBD
Estimated Conference Travel	0	0	0	0	0	0	3,000	3,000	3,000	3,000	3,000	15,000
Energy Accounting Software	0	6,650	6,650	6,650	2,593	2,593	2,593	2,593	2,593	2,593	2,593	38,101
Cenergistic Energy Management Program <sup>3</sup>	0	135,600	135,600	135,600	135,600	135,600	0	0	0	0	0	678,000
Total Projected Investment <sup>4</sup>	0	142,250	142,250	142,250	138,193	138,193	5,593	5,593	5,593	5,593	5,593	731,101
<b>Net Savings to Client <sup>4</sup></b>	<b>\$27,000</b>	<b>\$71,750</b>	<b>\$86,750</b>	<b>\$102,750</b>	<b>\$123,807</b>	<b>\$142,807</b>	<b>\$294,407</b>	<b>\$315,407</b>	<b>\$338,407</b>	<b>\$362,407</b>	<b>\$388,407</b>	<b>\$2,253,899</b>
<b>Return on Annual Investment</b>	<b>N/A</b>	<b>50%</b>	<b>61%</b>	<b>72%</b>	<b>90%</b>	<b>103%</b>	<b>5264%</b>	<b>5639%</b>	<b>6051%</b>	<b>6480%</b>	<b>6945%</b>	<b>308%</b>

1. Assumes 4-month QuickStart period with shared Energy Specialist (ES) hired and active by the end of the 2nd month. **Cenergistic does not share in savings during QuickStart.**

2. ES compensation for post-contract period (Years 6 and following) will be determined by client and Cenergistic in Year 5. Energy Specialist will support Dover SD and Rochester SD.

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4. Total investment guaranteed to be funded from savings, including cost of software. Net savings to client assumes gross savings projections are realized; actual net savings will vary based on the level of gross savings achieved.

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## Ask the People Who Know Us Best

We encourage you to contact any of our clients, particularly those in your area. They are best qualified to describe the experience of working with us and the benefits of implementing a Cenergistic energy management program.

Mr. Mark Conrad  
Superintendent  
Nashua School District  
Nashua, New Hampshire  
603.594.4300

Mr. Shawn Smith  
Director of Plant Operations  
Nashua School District  
Nashua, New Hampshire  
603.589.2785

Mr. Nate Greenberg  
Superintendent  
Londonderry School District  
Londonderry, New Hampshire  
603.432.6920 x1103

Mr. Chuck Zappala  
Director of Buildings and Grounds  
Londonderry School District  
Londonderry, New Hampshire  
603.432.6920 x1123

Additional references and clients can be found in the References section.



## Strong Support Delivers Big Savings

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Newburgh Enlarged City School District  
Newburgh, NY

A strong Energy Specialist; guidance from Cenergistic engineers and experts; and consistent, open, administrative support forms the foundation of Newburgh Enlarged City School District's success. Constant reminders of how to reduce energy consumption have helped create an energy conservation awareness district-wide. The change in culture and daily energy audits in all the buildings has enabled the district to cut expected energy costs — the district's second-largest budget line item — and realize significant savings.

NUMBER OF STUDENTS

**12,350**

PROGRAM START

**2009**

SQUARE FOOTAGE

**1,764,192**

TOTAL REPORTED SAVINGS

**\$2,207,329**

AVG REPORTED SAVINGS

**22%**

NUMBER OF PERFORMANCE MONTHS

**44**

KBTU USE PER SQUARE FOOT (EUI):  
BASELINE YEAR

**73.47**

KBTU USE PER SQUARE FOOT (EUI):  
LAST PERFORMANCE YEAR

**53.74**



## Saving Millions in Energy Cost and Receiving National Recognition

---

Cobleskill-Richmondville  
Central School District  
Cobleskill, NY

Since 2006, Cobleskill-Richmondville CSD has partnered with Cenergistic to discover ways in which the district could conserve energy use and be more efficient. The program focused on implementing behavioral and organizational changes to substantially reduce energy costs without needing to spend capital up front. Since then the district has saved over \$1.9 million on energy costs and earned ENERGY STAR® Top Performer recognition three years in a row.

NUMBER OF STUDENTS

**2,198**

PROGRAM START

**2006**

SQUARE FOOTAGE

**558,588**

TOTAL REPORTED SAVINGS

**\$2,121,411**

AVG REPORTED SAVINGS

**31%**

NUMBER OF PERFORMANCE MONTHS

**89**

KBTU USE PER SQUARE FOOT (EUI):  
BASELINE YEAR

**58.21**

KBTU USE PER SQUARE FOOT (EUI):  
LAST PERFORMANCE YEAR

**39.19**



## Creating a Culture of Energy Savings

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Port Jefferson School District  
Port Jefferson, NY

Since implementing the Cenergistic energy management program, Port Jefferson School District has not only reduced expected energy costs by a fourth and received recognitions from ENERGY STAR® for their efforts; they have also changed the district culture from one of unintentional energy waste to intentional energy savings. This new culture will benefit Port Jefferson students and schools for years to come.

NUMBER OF STUDENTS

**1,343**

PROGRAM START

**2009**

SQUARE FOOTAGE

**262,315**

TOTAL REPORTED SAVINGS

**\$627,303**

AVG REPORTED SAVINGS

**26%**

NUMBER OF PERFORMANCE MONTHS

**53**

KBTU USE PER SQUARE FOOT (EUI):  
BASELINE YEAR

**88.30**

KBTU USE PER SQUARE FOOT (EUI):  
LAST PERFORMANCE YEAR

**73.32**



## Recouping Refunds from Billing Errors

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Glens Falls City School District  
Glens Falls, NY

Not all Cenergistic program savings are generated by reducing consumption. Glens Falls School District received a \$41,000 refund for long-term billing errors discovered through the program's efforts. Cenergistic engineers and experts train clients to carefully review every bill and evaluate rate structures to identify errors or further opportunities to save. That kind of diligence paid off significantly for the taxpayers of Glens Falls.

NUMBER OF STUDENTS

**2,400**

PROGRAM START

**2010**

SQUARE FOOTAGE

**414,635**

TOTAL REPORTED SAVINGS

**\$1,079,212**

AVG REPORTED SAVINGS

**32%**

NUMBER OF PERFORMANCE MONTHS

**48**

KBTU USE PER SQUARE FOOT (EUI):  
BASELINE YEAR

**91.24**

KBTU USE PER SQUARE FOOT (EUI):  
LAST PERFORMANCE YEAR

**78.40**



## Receiving Out of Contract Support

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Ichabod Crane Central School District  
Valatie, NY

Though Ichabod Crane Central School District's program began in 2003, the Energy Specialist can call on Cenergistic for support as needed. Over the last decade, the district significantly cut expected energy costs and energy use per square foot. The program has instilled a fully-developed culture of conservation throughout the district. Ensuring that our clients have the support they need — even after the paid contract term — is just part of Cenergistic's service.

Ichabod Crane CSD has received a number of recognitions from the U.S. government's ENERGY STAR® program for energy conservation success. Multi-year ENERGY STAR Certification and 10 Percent, 20 Percent, 30 Percent and Top Performer Leader recognition for four years provide national validation of the district's stellar achievements.

NUMBER OF STUDENTS

**2,243**

PROGRAM START

**2003**

SQUARE FOOTAGE

**355,462**

TOTAL REPORTED SAVINGS

**\$1,335,879**

AVG REPORTED SAVINGS

**23%**

NUMBER OF PERFORMANCE MONTHS

**117**

KBTU USE PER SQUARE FOOT (EUI):  
BASELINE YEAR

**68.82**

KBTU USE PER SQUARE FOOT (EUI):  
LAST PERFORMANCE YEAR

**39.49**



## Demonstrating Stewardship to the Community

Greece Central School District  
Rochester, NY

On the coast of Lake Ontario in upstate New York, Greece Central School District benefits from its comprehensive energy program, thriving with strong support from board, administration, faculty and staff. Community members appreciate the district's commitment to good stewardship of financial and natural resources. During today's tight budgets, cutting expected energy costs — the district's second-largest budget line item — is always welcome news!

NUMBER OF STUDENTS

**13,129**

PROGRAM START

**2009**

SQUARE FOOTAGE

**2,139,536**

TOTAL REPORTED SAVINGS

**\$2,137,298**

AVG REPORTED SAVINGS

**21%**

NUMBER OF PERFORMANCE MONTHS

**45**

KBTU USE PER SQUARE FOOT (EUI):  
BASELINE YEAR

**72.93**

KBTU USE PER SQUARE FOOT (EUI):  
LAST PERFORMANCE YEAR

**55.13**

GALVESTON COUNTY  
**THE DAILY NEWS**

Texas' Oldest Newspaper



Publishing Since 1842

Texas, Conservation Efforts Pay Off for Employees

February 6, 2013

## *Unplugging pays off in Dickinson ISD*

### **Teachers, employees to receive raises after savings on utility bills**

By Whitney Hodgin

Dickinson – Conservation efforts will pay off for employees of the Dickinson school district next school year.

The district saved so much money on electric, utility and natural gas bills that it can afford to give every employee a 2 percent salary increase, including a 2.2 percent increase for teachers in the 2013-2014 school year.

District spokeswoman Tammy Dowdy said those increases would not have been possible had the district not implemented a daily shutdown procedure – a routine for cutting energy use – for each campus. Those procedures cut \$822,770 from the district's electric bills from June 2011 to October 2012, she said.

Jeff Pulkinen, the district's energy educator, audits each building in the district to identify excessive usage in utility, natural gas and electricity consumption.

Most of the cost savings came from curbing energy use, he said. "There is so much that goes into saving electricity that most people don't even think about," Pulkinen said. "A little thing like the direction you close your blinds can have an effect on your bill."

Employees ultimately helped earn the salary increases by powering down every night and on holidays, Dowdy said.

"Everyone from teachers to custodians, maintenance staff and administrators, played a part in reducing the cost of our energy bills," Pulkinen said. "It's a win-win situation for the district and the tax payers." The Dickinson school board allocated \$900,000 to fund the raises, which will also include a step increase for teachers. Most of that funding will come from money that would have gone to electric bills, Dowdy said.

The last time employees received additional pay was during a salary freeze in the 2011-12 school year, when an audit showed there was enough money left for the district to provide a one-time salary enhancement of \$600.

# Queensbury School's Prize for Saving Money is Money

By Omar Ricardo Aquije

The Queensbury school district has won a \$561,000 state grant for saving hundreds of thousands of dollars by running an efficient operation.

On Tuesday, Gov. Andrew Cuomo announced Queensbury was among four school districts to win more than \$12 million over three years for achieving efficiencies that saved money.

As a result, the districts can serve as models for other districts.

Grants were also awarded to Newburgh, Rochester and Kenmore-Tonawanda school districts. The grant was available to all districts, but they had to apply for the money.

Queensbury was chosen for saving more than \$600,000 through an energy management program and consolidating support staff positions at the central office.

"We are very appreciative of the recognition we received from the governor's office," said Superintendent Douglas Huntley.

The efficiency grant can be used in any manner that district officials choose. Some grants can only be used for certain purposes.

Theresa Middleton, assistant superintendent for curriculum and instruction, said the money will pay for computers needed in 2014-15, when state exams in grades 3 to 8 must be taken online.

The money will also pay for services cut from the budget in past years.

It will pay for some salaries, stipends for retired teachers to train math teachers, training in literacy for

teachers from K-5, and to reinstate a K-5 summer school program.

"We are using it for a lot of things we had to cut out because of budget issues. We are very fortunate," Middleton said.

In 2009-10, Queensbury began a program with Cenergistic (formerly Energy Education), a company that works with school districts to reduce energy consumption. The program involved reviewing bills and recording energy used across the district to find where reductions were possible. It also required changing the habits of employees to cut down on the use of power.

The program costs the district \$690,000 over four years.

Middleton said the district has saved \$900,000 since starting the program.

The latest grant is the second major award Queensbury has won in less than a year. Last summer, the district won a \$1.8 million performance-improvement state grant.

Both grants required districts to create the teacher and principal performance evaluation plan known as the annual professional performance review.

Huntley said teachers and support staff must be recognized for their role in maintaining an efficient school district.

Queensbury is located on one campus, and has the lowest cost per pupil in the Capital Region.

Huntley said Queensbury is considering applying for a federal grant that funds fitness and health programs.

## RCS Honored by EPA for Energy Efficiency

By Marlene McTigue

RAVENA-COEYMANS-SELKIRK — The crowd in attendance at the Board of Education meeting on February 28 broke out into cheers and applause as district Energy Manager Matt Miller announced that as of now, all four buildings in the Ravena-Coeymans-Selkirk Central School District have achieved ENERGY STAR certification.

“I am very proud to be up here tonight to bring good news to the district,” began Miller. “If you recall, three years ago Pieter B. Coeymans had been named an ENERGY STAR Building. That meant that they were in the top 25% of all K-12 buildings nationwide for energy efficiency. Two years ago, we were able to add A.W. Becker and you might recall, we were hoping to get all four buildings, the middle school and high school being a little tougher. I am very proud to announce to you tonight that not only did we get the middle school on board, but now we have the high school. So as of now, all four buildings have achieved ENERGY STAR status, which is outstanding!”

It is a goal that the district has been working on for the last six years, since Miller was appointed by the BOE.

According to the state’s Environmental Protection Agency, the job of the energy manager is to develop and implement a comprehensive energy management plan, to compile and track energy data, identify energy savings opportunities, and oversee improvements.

Miller explained that when he came on board as the district’s energy manager, the middle school was heated by electric heat. Gas units were added and energy usage decreased.

The EPA also cites increased focus on maintenance of energy systems and equipment, removal of classroom

appliances, upgrading lighting systems, reviewing and modifying both indoor and outdoor lighting schedules and thermostat set points, and purchasing ENERGY STAR qualified office equipment and appliances whenever possible, as reasons for the success of RCS.

“And Mrs. Smith doesn’t even know this,” Miller went on to say, “but late this afternoon I got a call from the company we work with on this and we have also now gained ENERGY STAR’s Leader’s Program award.”

According to the EPA’s ENERGY STAR website, “Ravena-Coeymans-Selkirk Central School District has been recognized by EPA as an ENERGY STAR Leader for achieving a portfolio-wide energy efficiency increase of 30 percent as compared to a 2005-2006 baseline. In the past year alone, the district has eliminated greenhouse gas emissions of more than 700 metric tons, the equivalent of planting more than 170 acres of trees annually. The district’s success in improving energy efficiency began with a commitment by the Board of Education, who appointed a district-wide energy manager to develop and implement a comprehensive energy management plan.”

So what does all this mean in terms of dollars and cents for the district?

In addition to the national recognition and easing the strain on the environment, this program has meant big savings for the tax payers of the RCS district. According to Miller’s calculations, the district has saved approximately \$2.1 million in energy costs over the past



six years since the program was implemented.

According to district officials, “Participation in the ENERGY STAR program has provided the district with many valuable resources and ideas that have enabled us to meet our energy goals and to ensure that RCS students are learning to be good stewards of the environment.”

“As for the education part, I have done many sessions at the elementary schools over the years. These have been in classrooms and as part of habitat days and energy days,” Miller said. “We focused on the younger kids to try and make them lifetime conservers. We also encouraged each class to have their own energy manager position that would check computers and lights, etc., each day.”

“The presentations to kids were things like using chocolate chip cookies to represent mining of natural resources and then relating to environment and what they could do to minimize their footprint on the Earth,” Miller continued.

At the conclusion of his presentation to the Board of Education, Superintendent Betsy Smith congratulated Miller.

“When we started this project, we anticipated savings into the future but I don’t think we realized how much we would save and what this means to the district,” Smith said, “so thank you so much for overseeing that for the last six years.”

# The New York Times

Energy Education Client Success

August 14, 2011

## *With Post-Its and Checklists, Schools Cut Their Energy Bills*

By WINNIE HU

Simple yellow Post-it notes with the message “When not in use, turn off the juice,” pointedly left on classroom computers, printers and air-conditioners, have helped the Mount Sinai School District on Long Island save \$350,000 annually on utility bills.

Energy consumption in New York City’s 1,245 school buildings is down roughly 11 percent since 2008, as motion detectors have been installed on classroom lights and unused refrigerators and freezers have been unplugged for the summer.

In Yonkers, energy savings have financed \$18 million in new boilers, windows and other capital improvements that the Westchester County district could not otherwise afford.

Schools, once known as energy wasters, are embracing conservation in increasing numbers. A desire to practice the environmentally friendly principles discussed in classrooms has been heightened by soaring energy costs and tighter budgets. With the help of a growing industry of energy consultants, school officials are evaluating every detail of their daily operations, like the temperature of the swimming pool and the amount of electricity the cafeteria ovens use, and are replacing energy-guzzling equipment with more efficient models.

Supporters say that even small adjustments can pay off almost immediately. “If we tested schools in efficient use of energy, many of them wouldn’t get a passing grade,” said C. David Myers, president of building efficiency for Johnson Controls, which has joined with



Omar Mohammed/The New York Times

In New Jersey, the schools in Holmdel Township have lowered their electric and gas bills by about 50 percent since 2009, to \$1 million annually.

60 of the 125 school districts on Long Island to reduce energy use by 20 to 40 percent annually.

Nationally, more than two dozen states, including California, Idaho, Kentucky, Montana, New Hampshire and Virginia, have used millions in federal stimulus money since 2009 to pay for energy programs and upgrades in school buildings, said Judy Marks, director of the National Clearinghouse for Educational Facilities in Washington. These efforts include replacing light fixtures, adding solar panels and building geothermal heating and cooling systems.

Some states have also started programs to finance school conservation efforts and to create local contracting jobs. Most recently, Oregon passed

legislation in June to provide school districts with low-interest loans and grants for school efficiency improvements; Washington State started a similar grant-based program in 2009.

In some instances, districts like Mount Sinai have appointed an official energy manager — in its case, Chris Heil, an assistant high school principal — to police hallways and classrooms to root out energy waste. Armed with yellow notes, he inspects 100 classrooms a day and “tickets” violators. Teachers have been known to run back to their classrooms when they see him coming. When one instructor refused to shut down his classroom computers at night, Mr. Heil sent him an e-mail calculating how much money was being wasted, and promised to share the next message with the superintendent.

“I’m kind of like the cop who walks around and makes sure people are doing what they’re supposed to be doing,” Mr. Heil said. “As soon as you take me away, people will start their bad habits again.”

Mr. Heil sometimes shows up at schools at 4 a.m. to make sure the custodial staff remembered to turn off the lights. He has rummaged through storage closets to locate switches to shut down rooftop exhaust fans that ran nonstop. Such vigilance has reduced the district’s utility costs by 30 percent since 2007, Mr. Heil said.

As part of the Bloomberg administration’s campaign to reduce the municipal government’s energy consumption and carbon emissions by 30 percent by 2017, the city awarded \$100,000 in May to schools that voluntarily decreased their energy use in a month-long competition. Martin Luther King Jr. Educational Campus in Manhattan won top honors with a 35 percent reduction. And this fall, rooftop solar panels are being installed on three school buildings.

“We’re focused on energy reduction like crazy,” said Dennis M. Walcott, the city’s schools chancellor, who regularly checks on schools that he sees lighted up at night.

Many districts across the country have financed conservation efforts through so-called energy performance contracts with companies that advise them on how to be more energy-efficient and guarantee them specific savings, either in dollars or kilowatts. If the

district’s actual savings fall short, the company writes a check to make up the difference.

With contracts involving equipment investments — which can be \$50,000 to tens of millions of dollars, depending on the scope of the projects — districts typically use existing utility budgets or borrow money through third-party lenders, and then pay it back out of their immediate energy savings so that no budget increase is needed.

In Yonkers, the improvements included replacing Lincoln High School’s 60-year-old boilers, which guzzled 137,500 gallons of heating oil a year — “so much fuel that it seemed like we had oil trucks parked out front,” said John Carr, the executive director of school facilities in Yonkers. The new boilers burn only 80,000 gallons.

Three consultants — Johnson Controls, Trane and Energy Education (*now Cenergistic*) — have reported that their school business has grown by at least a third since 2006. The companies send in engineers and specialists to conduct extensive audits of each district — Energy Education uses a checklist of 1,200 items — and then custom-design conservation programs. “Anything that consumes energy, natural gas or water is going to get evaluated,” said Larry Wash, Trane’s president of global services.

In New Jersey, the schools in Holmdel Township have lowered their electric and gas bills by about half since 2009, to \$1 million annually. In environmental terms, that breaks down to 3.5 million fewer kilowatts of power and 240,000 fewer therms of heat a year.

William Balicki, Holmdel’s energy manager, said he kept a tight check on thermostats, and installed automatic timers on outdoor lights in bus yards and parking lots that once stayed on long after the drivers left.

Mr. Balicki also considered placing motion sensors on classroom lights, but instead settled for \$75 worth of stickers to post above light switches as a reminder to flip them off.

“Anytime we can ask people to physically do it, we do,” he said. “This is pretty much a people-based program. It’s changing behavior.”

# ENERGY STAR Leaders Achieve President Obama's Energy Efficiency Goal for Buildings

*EPA's ENERGY STAR provides model for superior building energy performance and savings*

By Molly Hooven

**WASHINGTON** — The Environmental Protection Agency (EPA) announced that nearly half of the organizations recognized as ENERGY STAR Leaders have improved the energy efficiency of their building portfolios by 20 percent or more. Last year, President Obama announced a nationwide call to action to improve the energy performance in buildings across the nation by 20 percent by 2020. EPA's ENERGY STAR program has helped these 90 leading organizations achieve the President's goal by providing them with a proven energy management strategy, which includes a focus on ongoing performance measurement and whole-building improvement. ENERGY STAR Leaders have cumulatively saved more than \$150 million on utility bills and prevented greenhouse gas emissions equal to the electricity use of nearly 95,000 homes.

"Making our buildings more energy efficient is one of the most effective ways for American businesses, government and other organizations to save money and reduce the pollution going into the air we breathe," said EPA Administrator Lisa P. Jackson. "With help from EPA's ENERGY STAR program, these leaders are benefitting their bottom lines while protecting our health and the environment."

ENERGY STAR Leaders must meet one of two energy efficiency improvement milestones. The first milestone requires a 10 percent improvement in energy performance across their entire building portfolio, and subsequent recognition is given for

each 10 percent improvement thereafter. The second milestone, known as "top performer," requires the buildings in an organization's portfolio, to perform on average in the top 25 percent of similar buildings nationwide. To be eligible for ENERGY STAR Leaders recognition, organizations are required to track and submit energy performance data for all buildings and fuel sources through EPA's ENERGY STAR Portfolio Manager tool.

In the past year, EPA also recognized Decatur County Community Schools in Indiana as the first ENERGY STAR Leader to improve energy efficiency across their building portfolio by 60 percent.

The complete list of ENERGY STAR Leaders has grown to more than 200 organizations, including school districts, national retailers, commercial real estate companies, healthcare systems, supermarket operators and hotel managers that have achieved energy efficiency improvements across more than 11,400 buildings covering nearly 730 million square feet of the United States.

With help from EPA's ENERGY STAR program, thousands of businesses and organizations are improving the energy efficiency of the places where we work, play and learn and are saving billions of dollars while preventing millions of tons of greenhouse gas emissions from entering the atmosphere each year.

# School district's utility bills continue to shrink

By Joe Callahan

Marion County Public Schools used less electricity in 2011 than it did seven years ago, despite the fact that the district has added 1 million more square-feet of space during that time.

In 2011, the district used 61.6 million kilowatt hours of electricity, down from 65.8 million in 2010 and 70.4 million in 2005. The district has cut its annual electricity usage by 12.5 percent in seven years.

Since December 2005, the district's energy usage per square foot has declined by 29.8 percent, according to an annual energy report released Thursday by James Newkirk of the district's energy management team.

The management team, created by the district to control energy costs, has saved taxpayers about \$15 million — \$176,500 per month — since it was created in December 2005.

The program began with concerted efforts to shut down computers overnight and flip off lights to cut electric costs at the district's 51 schools and dozens of district offices.

During the last seven years, Newkirk has traveled to area schools looking for ways to cut energy costs. Since the management team was created, the district has transformed 20 schools into Energy Star-rated facilities.

One of the latest energy-saving projects was replacing all the fluorescent light fixtures at Maplewood Elementary with LED lights, which provide 30 percent brighter classrooms and cut energy costs.

Newkirk reported that based on the first six months of data after those lights were installed in December, the projected annual savings at Maplewood will be at least \$30,000, though could likely exceed \$35,000.

Since the energy management team was created, electricity rates have risen by 44 percent. During the same period, metered water and sewer rates have increased by 39 percent.

Despite those rising unit costs, overall utility bills — including water and sewer — are still falling. The district spent \$8.1 million dollars on utilities in 2011 — \$1 million less than in 2010 and the lowest in five years.

The Energy Use Index (EUI) — which is the kilowatt BTU usage per square-foot for electricity, heating oil, natural gas and propane combined — was also at an all-time low of 36.9 per square foot in 2011, down from 52.6 in 2005.

Newkirk reported that the management team will now begin a recycling initiative in hopes of reducing solid-waste costs. He said the team will also move forward with retrofitting old lighting systems with more efficient solutions.

## Facts

### Utility costs

The School District's overall 2011 utility bill — including water, sewer, electricity, natural gas, propane and heating oil — was the lowest it has been in four years. That's despite the fact the district has added 1 million square-feet of space and electric rates have risen by 44 percent.

YEAR: COST\*

2008: \$8.2

2010: \$9.1

\*In millions

# *Walts: Not Hype, Green Energy Equals \$19 Million Savings for Schools*

By Dr. Steven L. Walts,  
Prince William County Public Schools Superintendent

When the issue of School Division energy conservation came up at a recent Prince William County School Board meeting, the ensuing discussion caught some in the audience by surprise. To be honest, I was surprised too. After all, what could make more sense than cutting unnecessary energy spending to redirect money to student education?

The discussion quickly provided an answer. Energy conservation can be viewed as less desirable when people feel their personal quality of life may be directly affected. School Board Members asked for assurance that PWCS is not seeking big sacrifices merely to produce a feel-good green aura around minimal returns.

Let me assure everyone, the return for taxpayers is anything but minimal.

Analysis by the School Division's energy conservation partner/consultant, Cenergistic (formerly Energy Education, Inc.), suggest that carefully planned and executed conservation will let PWCS realize as much as \$19 million in net savings over five years. Rather than \$19 million going to our energy providers, our conscious efforts will allow the money to remain in our budget to help classroom teachers, to save jobs and quality programs, and to invest in Providing a World-Class Education.

This is not hype. Cenergistic has generated similar levels of conservation savings for school divisions across the nation. They are paid only a percentage of actual savings, without which, they do not get paid. With the predicted energy savings PWCS still expects to come out \$19 million ahead during Cenergistic's five-year contract.



Dr. Steven L. Walts,  
Prince William County  
Public Schools  
Superintendent

After that, the company stops getting paid, but conservation changes keep paying off for us. After ten years, our total energy spending reduction could add up to nearly \$70 million.

Clearly, this is not just about turning off lights. Cenergistic has identified more than a thousand ways in which energy consumption can be reduced. They include

changing automated device schedules to more accurately reflect when facilities are actually used; reassessing maintenance and operation programs; and division-wide educational efforts highlighting conservation and sustainability in every PWCS building.

Just one approach focuses on maintaining the optimal combination of temperature and humidity that can ensure comfortable classrooms, while cutting energy use. It will require behavioral changes — after all, commonly used fans and space heaters in classrooms can undermine school-wide savings when there are better alternatives for ensuring comfort. But these are the lessons the PWCS program and its energy coordinators (also paid with energy savings) will share with PWCS employees.

School Board Members asked lots of questions for the right reasons, and sought clear assurances that savings will not compromise the comfort and needs of teachers and students. They adopted a revised energy policy with a Board-inserted provision requiring that regulations drafted to implement the conservation effort focus on “common sense” changes and expectations.

We will work together to follow that guidance. That means determining whether common sense dictates compact refrigerators for convenience in every classroom, or whether larger, more centralized units will suffice. We will look at issues from opening windows for natural ventilation to ways of ensuring the efficiency of small equipment purchases. Multiplied by 93 schools, these decisions add up.

As our School Board made clear, we must apply common sense to expectations that affect the daily lives of students and employees. That includes the recognition that comfortable conditions are vital for effective teaching and learning.

Board support for the PWCS energy conservation reflects additional common sense too — in tough financial times, it makes no sense to spend tens of millions on unnecessary energy costs when that same money can be invested in our classrooms, in quality programs, in saving jobs, and in improving the education of our students.

We know this is common sense our community can embrace. It is a present the School Division can give itself this holiday season that will keep on giving. We will keep you posted as this effort pays off.



## 2013 ENERGY STAR Awardees Include Cenergistic, ComEd, Cree, Ecova, EnergyCAP, GE Lighting, Philips Lighting

By Linda Hardesty

The US Environmental Protection Agency (EPA) and the US Department of Energy (DOE) recognized 118 awardees for their commitment to saving energy and protecting the environment, including several familiar names in energy management: Cenergistic, ComEd, Cree, Ecova, EnergyCAP, GE Lighting and Philips Lighting.

Recipients of the 2013 ENERGY STAR awards were chosen from nearly 20,000 ENERGY STAR partners, including manufacturers, retailers, public schools, hospitals, real estate companies, and home builders, for their long-term commitment to climate protection through greater energy efficiency. ENERGY STAR partners complete a rigorous application process that demonstrates their commitment to the partnership and the environment.

The full list of this year's winners is as follows:

**ENERGY STAR Partners of the Year – Sustained Excellence.** The 70 Sustained Excellence winners continue to exhibit exceptional leadership year after year in the ENERGY STAR program while remaining dedicated to environmental protection through superior energy efficiency.

- 3M (St. Paul, MN)
- AEP Texas (Corpus Christi, TX)
- APS (Arizona Public Service) (Phoenix, AZ)
- Andersen Corporation (Bayport, MN)
- ArcelorMittal USA (Chicago, IL)
- Austin Energy (Austin, TX)
- BOMA International (Washington, DC)
- Baltimore Gas Electric Company (Baltimore, MD)
- Bentall Kennedy (Seattle, WA)
- Bosch Home Appliances (Irvine, CA)
- CBRE, Inc. (San Jose, CA)
- CalPortland Company (Glendora, CA)
- **Cenergistic (formerly Energy Education) (Dallas, TX)**
- CenterPoint Energy (Houston, TX)
- Cleveland Clinic (Cleveland, OH)
- Cleveland Range, LLC (A division of Manitowoc Foodservice) (New Port Richey, FL)
- Colgate-Palmolive Company (New York, NY)
- ComEd (Chicago, IL)
- Ecova (Spokane, WA)
- Energy Inspectors Corporation (Las Vegas, NV)
- EnergyCAP, Inc. (State College, PA)
- EnergyLogic (Berthoud, CO)
- Evergreen Public Schools (Vancouver, WA)
- Focus on Energy (Madison, WI)
- Food Lion, Bottom Dollar Food, Harveys and Reid's (Salisbury, NC)
- Frymaster, LLC (A division of Manitowoc Foodservice) (New Port Richey, FL)
- GE Lighting (E. Cleveland, OH)
- Garland Group (A division of Manitowoc Foodservice) (New Port Richey, FL)
- General Motors Company (Detroit, MI)
- Gresham-Barlow School District (Gresham, OR)
- HEI Hotels & Resorts (Norwalk, CT)
- Habitat for Humanity of Greater Nashville (Nashville, TN)

## **From ENERGY STAR**

Cenergistic (formerly Energy Education)

### **Dallas, Texas**

#### **ENERGY STAR Partner of the Year - Sustained Excellence**

Cenergistic (formerly Energy Education, Inc.) is a technology-powered, data-driven energy conservation company. Cenergistic helps organizations reduce consumption of electricity, natural gas, fuel oil and water. Its proven approach is built on a proprietary methodology, which optimizes clients infrastructure, improves internal processes and changes behavior to ensure that savings endure. This approach allows Cenergistic clients, including school districts, universities, community colleges, health care organizations, and churches, to invest money saved back into the lives they serve. Cenergistic is receiving ENERGY STAR Partner of the Year - Sustained Excellence recognition for its success capturing substantial long-term energy savings for thousands of client buildings. Key 2012 accomplishments include:

- Earning ENERGY STAR certification for more than 790 client buildings in 2012, and for more than 4,500 client buildings since 2000.
- Helping clients save more than \$349 million in energy costs in 2012 alone, for a cumulative total of more than \$3 billion in the past 25 years.
- Recruiting more than 130 new ENERGY STAR partners. Supporting 85 K-12 school districts that achieved ENERGY STAR Leaders recognition in 2012.
- Facilitating client engagement with ENERGY STAR by helping clients prepare and submit Partnership Letters, set up Portfolio Manager accounts, and apply for ENERGY STAR recognition.
- Presenting a detailed overview of ENERGY STAR for Buildings to more than 1,100 people.
- Actively promoting ENERGY STAR to millions of children in client locations through ENERGY STAR-branded communications materials and by placing more than a dozen news stories that featured Cenergistic and ENERGY STAR.

- Habitat for Humanity of Metro Denver (Denver, CO)
- Hanesbrands Inc. (Winston Salem, NC)
- Hines (Houston, TX)
- ITW Food Equipment Group, parent of Hobart (Troy, OH)
- Ivey Residential, LLC (Evans, GA)
- J. C. Penney Company, Inc. (Plano, TX)
- Jones Lang LaSalle (Chicago, IL)
- KB Home (Los Angeles, CA)
- Kentucky Pollution Prevention Center (Louisville, KY)
- Kohls Department Stores, Inc. (Menomonee Falls, WI)
- Long Island Power Authority (LIPA) (Uniondale, NY)
- Loudoun County Public Schools (Ashburn, VA)
- Louisville Gas & Electric and Kentucky Utilities (Louisville, KY)
- Lowe's Companies, Inc. ( Mooresville, NC)
- Manitowoc Foodservice (New Port Richey, FL)
- Merck (Whitehouse Station, NJ)
- Meritage Homes Corporation (Scottsdale, AZ)
- New Jersey Board of Public Utilities (Trenton, NJ)
- New York State Energy Research and Development Authority (NYSERDA) (Albany, NY)
- New York-Presbyterian Hospital (New York, NY)
- Nissan North America, Inc. (Smyrna, TN)
- Northeast Energy Efficiency Partnerships, Inc. (NEEP) (Lexington, MA)
- Northwest Energy Efficiency Alliance (NEEA) (Portland, OR)
- Pacific Gas and Electric Company (San Francisco, CA)
- Panasonic (Secaucus, NJ)
- PepsiCo, Inc. (Purchase, NY)
- Public Service Company of Oklahoma (PSO) (Tulsa, OK)
- Raytheon Company (Waltham, MA)
- Saint-Gobain (Valley Forge, PA)
- Samsung Electronics Co., Ltd. (Suwon, )
- Sears Holdings Corporation (Hoffman Estates, IL) - Energy Management
- Sears Holdings Corporation (Hoffman Estates, IL) - Retail
- Servidyne (Atlanta, GA)
- Southern California Edison (Rosemead, CA)
- Southern Energy Management (Morrisville, NC)

- Staples, Inc. (Framingham, MA)
- TIAA-CREF (New York, NY)
- TRANSWESTERN (Houston, TX)
- The Boeing Company (Chicago, IL)
- The Delfield Company (A division of Manitowoc Foodservice) (New Port Richey, FL)
- The E Group, a Division of FirstEnergy Solutions Corp. (Akron, OH)
- Toyota Motor Engineering & Manufacturing North America, Inc. (Erlanger, KY)
- USAA Real Estate Company (San Antonio, TX)

**ENERGY STAR Partners of the Year:** Forty-one organizations are receiving a Partner of the Year award for strategically and comprehensively managing their energy use. These organizations promote ENERGY STAR products and practices in their own operations, in addition to providing efficient products and services to consumers and within their community.

- AEP Ohio (Columbus, OH)
- AVR Homebuilders (Yonkers, NY)
- Air King, Ltd. (Brampton, ON)
- Allergan, Inc. (Irvine, CA)
- Beacon Capital Partners, LLC (Boston, MA)
- Brandywine Realty Trust (Radnor, PA)
- Burton Energy Group (Alpharetta, GA)
- Cassidy Turley (Washington, DC)
- Columbia Gas of Ohio (Columbus, OH)
- DIRECTV (El Segundo, CA)
- Des Moines Public School District (Des Moines, IA)
- Dominion East Ohio (Cleveland, OH)
- Eastman Chemical Company (Kingsport, TN)
- El Paso Electric (TX) (El Paso, TX)
- Energy Services Group (New Castle, DE)
- Entergy Texas (Beaumont, TX)
- Fanning/Howey Associates, Inc. (Celina, OH)
- Grayhawk Homes, Inc. (Columbus, GA)
- Health Facilities Division of the Air Force Medical Support Agency (AFMSA) (San Antonio, TX)
- Hoshizaki America, Inc. (Peachtree City, GA)
- Kenton County School District (Ft. Wright, KY)
- LG Electronics, Inc. (Englewood Cliffs, NJ)
- Liberty Property Trust (Malvern, PA)
- Memorial Hermann Healthcare System (Houston, TX)

- Nationwide Marketing Group (Winston Salem, NC)
- New Hampshire CORE Utilities (Manchester, NH)
- North Penn School District (Lansdale, PA)
- PECO Energy Company (Philadelphia, PA)
- Pella Corporation (Pella, IA)
- Philips Lighting Company (Somerset, NJ)
- ProVia (Sugarcreek, OH)
- Scotsman Ice Systems (Vernon Hills, IL)
- Scott County Schools (Georgetown, KY)
- Sharp Electronics Corporation (Mahwah, NJ)
- Southern Maryland Electric Cooperative (SMECO) (Hughesville, MD)
- Technical Consumer Products, Inc. (TCP) (Aurora, OH)
- The Connecticut Energy Efficiency Fund with UI and CL&P (Orange, CT)
- The Home Depot (Atlanta, GA)
- Verizon Wireless (Folsom, CA)
- Vornado Realty Trust (New York, NY)
- Wells Real Estate Funds (Norcross, GA)

**ENERGY STAR Award for Excellence:** Seven winners are receiving awards in part for their superior efforts in the Home Performance with ENERGY STAR program. The remaining organizations receive Excellence Awards and other special recognition for specific activities to promote energy-efficient products, homes or buildings.

- Amerlux (Fairfield, NJ)
- Cree, Inc. (Durham, NC)
- FSL Home Improvements (Phoenix, AZ)
- Metro Lighting (Brentwood, MO)
- Milford Housing Development Corporation (Milford, DE)
- National Grid (Waltham, MA)
- South Carolina Electric & Gas Company (Cayce, SC)

Several companies announced they had won awards earlier this month, prior to the EPA's official announcement.

To date, nearly 20,000 office buildings, schools, and hospitals have earned the ENERGY STAR. Since 1993, more than 4.5 billion ENERGY STAR certified products have been sold.

# The Washington Post

Virginia, Creating a Culture of Conservation Results in Sustained Savings

June 21, 2013

## Loudoun schools flipping the switches for summer energy savings

By Susan Svrluga

The sliver of light leaked out underneath a closed door on the other side of the dark, empty classroom at Cedar Lane Elementary School in Ashburn: a light in a closet left on.

John Lord bounded over. *Click.*

Extra lights on in the nearby gym. *Click, click, click.*

“That’s 3.8 cents an hour we just saved,” he said, half laughing at himself, half serious: Loudoun County has 82 public schools (and counting). And even when all the students and teachers have gone home, the electrical meters are still spinning.

“It’s a nickel-and-dime thing,” said his partner Mike Barancewicz, the other energy education specialist for Loudoun’s public school system. “But nickels and dimes add up over [nearly] 10 million square feet of space.”

Many D.C. area school systems have environmental initiatives, including the hiring of energy managers, “green” school design and, in Montgomery County, a U.S. Department of Education [award-winning environmental program](#). In Loudoun, the emphasis is on changing the culture to reduce energy use.

Loudoun was one of only three school districts in the nation singled out by the Environmental Protection Agency for “sustained excellence” in energy conservation. Forty-seven of the district’s buildings have earned an EPA Energy Star, meaning they operate more efficiently than at least three-quarters of similar buildings nationally. Over the past 20 years, the school system’s energy-conservation program, launched by longtime superintendent Edgar B. Hatrick III with a consulting company, has saved the district more than \$51 million, according to school officials.



After a particularly acrimonious budget year, the savings feel all the more critical.

“Money we don’t spend on utilities is money we can use to help students,” said Robert L. Marple, principal of Cedar Lane.

That’s why Lord and Barancewicz obsess about saving energy, cajoling teachers and students alike to keep the lights off and the shades down.

People joke that in schools, you need a purchasing order to get a box of pencils, Barancewicz said. “But anyone can walk into a room and turn on a switch,” even if it’s not needed.

He cast a baleful look at an electrical meter. “This is the cash register,” he said, one with charges most people never see. There can be a \$19,000 to \$20,000 bill “before you’ve done something to correct it,” he said, “unless you’re vigilant.”

So they’re vigilant.

Every outlet is suspect. Any window could be open a crack. They look for doors propped open, hole punchers

left plugged in, ice machines running, air conditioning bumped up a notch or two.

The work goes on all year — auditing buildings, evaluating equipment, speaking to classes. But once pupils leave, the pair can really squeeze out more savings.

Long before the last teachers left their classrooms, taking notebooks and pet frogs home for the summer, Lord and Barancewicz had planned the summer shutdown. They had sent out detailed checklists to each school. Some systems have automated shutdowns. But automated systems can fail, so the pair walk hallways, on weekends, sometimes at 2 a.m.

The program was developed by the company Cenergistic, which also began working with public schools in Prince William County last year. Lord and Barancewicz, who have worked for the schools for almost nine years, cost the district about \$237,000 a year.

Barancewicz, who came from the energy industry, has an earnest, measured delivery and ready analogies to explain the science behind their work. Lord, a 6-foot-2 former teacher, seems always on the tips of his toes, just about to crack a joke, or giggle. At home, they have the same blankets-around-the-water-heater fervor they bring to the schools; Lord thinks the power company replaced his meter because his family uses so little energy that it seemed to be broken. He put a thermometer in his Energy Star-rated refrigerator to ensure that it never gets colder than 40 degrees.

Barancewicz said that his wife is so used to his “idiosyncrasies” at home that she’s now the one who will show him how much they’re saving on their monthly electric bill. And Lord’s 5-year-old daughter, Emily, lectures people about conservation.

Together, the men are trying to coax a school system, with about 10,000 employees and nearly 70,000 students, into saving energy. They’re not just mandating lights out — they’re trying to change the culture.

So they tease the custodians and chat with them in Spanish.

They show a photo they snapped of an energy executive’s Lamborghini and ask employees to please

not help buy his private jet. They show a video Lord shot of his daughter when she was a toddler, snorting in her high chair, and ask them not to be energy hogs. They convince the head repair guy for a soda company that they never want anyone to “fix” the dimmed lights on the vending machines. Ever.

They show kids how a voltmeter still registers “vampire loads,” drawing energy even after a lamp or TV is turned off.

By now, longtime custodian Helen Fitts knows to schedule custodians’ cleaning by zone, limiting air conditioning and bright lighting to the areas where they’re working. Sometimes, new teachers find the list of things they need to do — close blinds, unplug printers — a little overwhelming, Brandon Gauthier said in his second-grade classroom at Newton-Lee Elementary School last week.

But for most of the staff, it’s second nature by now. One zealous teacher — they call him Nature Boy — polices the halls, snapping lights off, leaving Starburst candies for the teachers who remembered their regular shutdowns.

At Cedar Lane last week, Lord and Barancewicz scaled a narrow metal ladder to the roof. Barancewicz crouched by a photo sensor and slid a metal band up a hair, a tiny adjustment that will make the lights in the parking lot turn off earlier in the morning and on later in the evening.

He stopped suddenly at a heat-recovery unit, sticking his hand in to feel the temperature, face stern. “There’s no reason for this to be on right now.”

“That’s air-conditioned air leaving the school. That’s air we’ve paid to cool.”

Lord already had his cell phone out. The answer came back quickly: They thought it was off. Some type of automated command hadn’t worked. From a central office, someone turned a switch, shutting off the two massive units.

“Some people go fishing,” Barancewicz said, quietly elated. “We just caught a big one.”

Lord smiled. “We just made a huge savings right there.”

## Complete Client Reference List

References are listed in alphabetical order by state.

Organization Name	ST		Full Name	Job Title	Phone
Chambers County BOE	AL	Ms.	Kelli Tucker	Superintendent	334.864.9343
Elmore County Public School System	AL	Dr.	Jeffrey Langham	Superintendent	334.567.1200 x20016
Fort Payne City Schools	AL	Mr.	Jim Cunningham	Superintendent	256.845.0915
Talladega County BOE	AL	Dr.	Suzanne Lacey	Superintendent	256.315.5100
Beebe Public School District	AR	Dr.	Belinda Shook	Superintendent	501.882.5463
Bentonville Public Schools	AR	Dr.	Sterling Ming	Executive Director of Finance	479.254.5025
Cross Church	AR	Dr.	Ronnie Floyd	Pastor	479.751.4523
Cross Church	AR	Mr.	Ben Mayes	Business Administrator	479.751.4523
Searcy Public Schools	AR	Mrs.	Diane Barrett	Superintendent	501.268.3517
Siloam Springs Public Schools	AR	Mr.	Ken Ramey	Superintendent	501.524.3191
Siloam Springs Public Schools	AR	Mr.	Kent Raymick	Assistant Superintendent	501.524.3191
Apache Junction Unified School District	AZ	Mr.	Mark Howard	Buyer/Custodial Supervisor	480.982.1110 x1110
Apache Junction Unified School District	AZ	Dr.	Chad Wilson	Superintendent	480.982.1110 x2005
Buckeye Union High School District	AZ	Mr.	Jeff Simmons	Asst Supt of Business	623.386.9703
Buckeye Union High School District	AZ	Mr.	Eric Godfrey	Superintendent	623.327.2236
Cartwright School District No. 83	AZ	Dr.	Jacob Chavez	Superintendent	623.691.4025
Phoenix Elementary School District #1	AZ	Dr.	Myriam Roa	Superintendent	602.257.4002
Sahuarita Unified School District 30	AZ	Mrs.	Charlotte Gates	Director of Business Services	520.625.3502 x1002
Sahuarita Unified School District 30	AZ	Mr.	Scott Downs	Assistant Superintendent	520.625.3502 x1008

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Tempe Elementary School District	AZ	Ms.	Christine Busch	Superintendent	480.730.7100
Bellflower Unified School District	CA	Dr.	Brian Jacobs	Superintendent	562.866.9011 x3414
Brentwood Union School District	CA	Ms.	Liz Robbins	Chief Business Official	925.513.6300
Carlsbad USD	CA	Ms.	Suzette Lovely	Superintendent	760.331.5000
Carlsbad USD	CA	Mr.	Darin Vey	Energy Conservation Manager	760.331.6916
Castro Valley Unified School District	CA	Mr.	Jim Negri	Superintendent	510.537.3000
Ceres USD	CA	Mr.	Steve Fabela	Asst. Supt. for Business Services	209.556.1560
Ceres USD	CA	Dr.	Scott Siegel	Superintendent	209.556.1562
Charter Oak Unified School District	CA	Dr.	Mike Hendricks	Superintendent	626.966.8331 x215
Charter Oak Unified School District	CA	Ms.	Karen Hargrove	Office Assistant II	626.966.8331 x248
Charter Oak Unified School District	CA		Shawn Yocum	Director, Maintenance and Operations	626.966.8331 x273
Claremont USD	CA	Dr.	James Elsasser	Superintendent	909.398.0609 x70101
Claremont USD	CA	Mrs.	Lisa Shoemaker	Asst. Supt.	909.398.0609 x70402
Colton Joint Unified School District	CA	Mr.	Ernest Guillen	Energy Education Specialist	909.580.6586
Colton Joint Unified School District	CA	Mr.	Jerry Almendarez	Superintendent	909.580.5000
Colton Joint Unified School District	CA	Mr.	Jaime Ayala	Assistant Superintendent	909.580.5000 x6601
Conejo Valley USD	CA	Mr.	Rick Freed	Energy Education Specialist	805.807.4295
Conejo Valley USD	CA	Dr.	Jeffrey Baarstad	Superintendent	805.497.9511 x202
Cotati-Rohnert Park Unified School District	CA	Dr.	Robert Haley	Superintendent	707.792.4722
Cupertino Union School District	CA	Mr.	Chris Jew	Chief Business Officer	408.252.3000 x423
Cupertino Union School District	CA	Mr.	Rick Hausman	Chief Business Officer	408.252.3000 x424
Davis Joint USD	CA	Mr.	Bruce Colby	Assoc. Supt. of Business Services	530.757.5300 x122

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Davis Joint USD	CA	Ms.	Rachel Milbrodt	Energy Education Specialist	530.757.5385
Downey Unified School District	CA	Mr.	Buck Weinfurter	Director, Maintenance, Operations, & Transport	562.469.6701
Downey Unified School District	CA	Mr.	Calvin Davis	Energy Education Specialist	562.469.6721
Duarte Unified School District	CA	Dr.	Terry Nichols	Superintendent	626.599.5000
Duarte Unified School District	CA	Mr.	Brad Patterson	Maintenance Director	626.358.1191
Duarte Unified School District	CA	Dr.	William Martinez	Energy Education Specialist	626.358.1191
Dublin USD	CA	Dr.	Stephen Hanke	Superintendent	925.828.2551 x8001
El Monte Union High School District	CA	Mr.	Nick Salerno	Superintendent	626.444.9005 x4411
Etiwanda Elementary School District	CA	Mr.	Tony Bomortino	Teacher	909.899.2641
Etiwanda Elementary School District	CA	Mr.	Shawn Judson	Superintendent	909.899.2451 x100
Etiwanda Elementary School District	CA	Mr.	Doug Claflin	Assistant Superintendent of Business Services	909.899.2451
Fallbrook Union High School District	CA	Mr.	Darin Vey	Energy Conservation Manager	760.331.6916
Fallbrook Union High School District	CA	Dr.	Dale Mitchell	Superintendent	760.723.6332 x6497
Fallbrook Union High School District	CA	Mr.	Wilson Hatcher	Chief Business Officer	760.723.6332 x6195
Fontana USD	CA	Mr.	Bob Copeland	Director of Maintenance & Operations	909.357.7520
Fountain Valley School District	CA	Mr.	Gregg Millett	Energy Conservation Manager	714.668.5887
Fountain Valley School District	CA	Dr.	Marc Ecker	Superintendent	714.843.3255
Fresno Unified School District	CA	Mr.	Michael E. Hanson	Superintendent	559.457.3882
Fresno Unified School District	CA	Mr.	Frank DiLiddo	Energy Education Specialist	559.457.3054
Fresno Unified School District	CA	Ms.	Beth Gonzales	Energy Education Specialist	559.457.3055

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Fresno Unified School District	CA	Mr.	John Quinto	Environmental Services & Energy Mngmt.	559.457.3045
Gilroy Unified School District	CA	Mr.	Carlos Pina	Head of Maintenance	408.842.8297
Gilroy Unified School District	CA	Dr.	Deborah Flores	Superintendent	408.848.7112
Hemet Unified School District	CA	Mr.	Vincent Christakos	Asst. Supt. of Business	951.765.5100 x5000
Hemet Unified School District	CA	Dr.	Barry Kayrell	Superintendent	951.765.5100
Hemet Unified School District	CA	Mr.	Andrew McGuire	Energy Education Manager	951.765.5100 x5025
Hemet Unified School District	CA	Mrs.	Quay Holland	Energy Education Manager	951.765.5100 x5020
Hueneme Elementary School District	CA	Dr.	Jerry Dannenberg	Superintendent	805.488.3588
Jefferson Elementary School District	CA	Mr.	Bernardo Vidales	Superintendent	650.746.2400
Jefferson Elementary School District	CA	Mr.	Rick Young	Maintenance Director	650.991.1346
Kern High School District	CA	Dr.	Donald Carter	Superintendent	661.827.3106
Kern High School District	CA	Mr.	Steve Tolin	Energy Education Specialist	661.827.3181 x51516
Liberty Union High School District	CA	Mr.	Eric Volta	Superintendent	925.634.2166
Liberty Union High School District	CA	Ms.	Debra Fogarty	Asst Supt of Business	925.634.2166
Little Lake City School District	CA	Mr.	Tom Ancell	Asst Supt of Business	562.868.8241 x248
Little Lake City School District	CA	Mr.	John Shook	Dir. of Facilities, Maint. & Operations	562.868.8241 x2280
Little Lake City School District	CA	Mr.	Phillip Perez	Superintendent	562.868.8241 x2223
Lompoc USD	CA	Mr.	Douglas Sorum	Supervisor Operations/ Energy & Safety Manager	805.742.2402
Lompoc USD	CA	Mr.	Gregory Kampf	Superintendent	805.742.3320
Long Beach USD	CA	Mr.	Chris Steinhauser	Superintendent	562.997.8189
Long Beach USD	CA	Mr.	Petter Hennum	Energy Education Specialist	562.997.8000 x1482
Long Beach USD	CA	Mr.	Ron Hoppe	Maintenance Director	562.997.7510

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Manhattan Beach USD	CA	Dr.	Michael Matthews	Superintendent	310.318.7345 x5900
Manteca Unified School District	CA	Ms.	Jacqui Breitenbucher	CBO	209.825.3200
Manteca Unified School District	CA	Mr.	Jason Messer	Superintendent	209.858.0761
Martinez Unified School District	CA	Mrs.	Rami Muth	Superintendent	925.335.5908
Montebello USD	CA	Ms.	Cheryl Plotkin	Assistant Superintendent	323.887.7900 x3194
Montebello USD	CA	Mr.	Derrick Williams	Energy Education Specialist	323.887.7900 x6858
Montebello USD	CA	Mr.	Don Yamagata	Facilities Director	323.887.7900 x3044
Mountain View School District	CA	Ms.	Lillian Maldonado-French	Superintendent	626.652.4955
Mountain View School District	CA	Mr.	Jeff Koenig	Supervisor	626.652.4000
Mountain View School District (Ontario)	CA	Dr.	Richard Carr	Superintendent	909.947.2205
Oak Grove School District	CA	Mr.	Jose Manzo	Superintendent	408.227.8300 x100202
Oakley Union Elementary School District	CA	Dr.	Richard Rogers	Superintendent	925.625.0700
Orange USD	CA	Mr.	Mike Christensen	Superintendent	714.628.4500
Orange USD	CA	Ms.	Lori B. Davis	Director of Support Services	714.628.4557
Orange USD	CA	Mr.	Andrew Durrett	Energy Education Specialist	714.628.4556
Pajaro Valley USD	CA	Ms.	Dorma Baker	Superintendent	831.786.2100
Pajaro Valley USD	CA	Mr.	Steve Okamura	EMS Manager	831.728.6248 x6934
Pajaro Valley USD	CA	Mr.	Brett McFadden	Chief Business Officer	831.786.2140
Palos Verdes Peninsula Unified School District	CA	Mr.	Walker Williams	CEO - Instructional Projects	310.378.9966 x404
Palos Verdes Peninsula Unified School District	CA	Ms.	Lydia Cano	Deputy Supt. of Finance	310.378.9966
Pasadena Unified School District	CA	Dr.	John Pappalardo	CFO	626.795.6981 x88159
Paso Robles Joint USD	CA	Dr.	Kathleen McNamara	Superintendent	805.769.1000 x30101

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Paso Robles Joint USD	CA	Mr.	Joseph Verzin	HVAC/EMS Tech	805.769.1150 x32015
Petaluma City Schools	CA	Mr.	Steve Bolman	Interim Superintendent	707.778.4621
Petaluma City Schools	CA	Mr.	Jamie King	Facilities Manager	707.778.4621
Redlands Unified	CA	Ms.	Lori Rhodes	Superintendent	909.307.5300
Redlands Unified	CA	Mr.	James Fotia Jr.	Teacher	909.748.6741
Riverside Unified School District	CA	Dr.	Kirk Lewis	Asst. Supt. of Operations	951.788.7135 x80413
Saddleback Valley Unified	CA	Ms.	Karen Froloff	Energy Education Specialist	949.598.3752
Saddleback Valley Unified	CA	Dr.	Clint Harwick	Superintendent	949.580.3200
San Bernardino City Unified School District	CA	Dr.	Dale Marsden	Superintendent	909.381.1100
San Bernardino Community College District	CA	Mr.	Bruce Baron	Chancellor	909.382.4091
San Gabriel USD	CA	Mr.	George Carney	Retired	626.451.5400
San Juan USD	CA	Mr.	Kent Kern	Superintendent of Schools	916.971.7114
San Lorenzo USD	CA	Dr.	Lowell Shira	Assistant Superintendent for Business	510.317.4641
San Lorenzo USD	CA	Mr.	Ed Galli	Classroom Teacher/Energy Manager	510.317.3845
Sanger Unified School District	CA	Mr.	Richard Sepulveda	Chief Operating Officer	559.875.6521
Sanger Unified School District	CA	Mr.	Kevin Edwards	Coordinator of Energy Management	559.524.6521
Sunnyvale School District	CA	Dr.	Benjamin Picard	Superintendent	408.522.8200
Sunnyvale School District	CA	Ms.	Nella Kovner	Chief Financial Officer	408.522.8200 x210
Torrance USD	CA	Dr.	George Mannon	Superintendent	310.972.6001
Torrance USD	CA	Dr.	Donald Stabler	Deputy Superintendent	310.972.6061
Torrance USD	CA	Mr.	Jack Evans	Energy Education Specialist	310.972.6271
Travis USD	CA	Mrs.	Kate Gavlak	Superintendent	707.437.8210
Travis USD	CA	Mr.	David Florez	Supervisor MGC	707.437.8230
Turlock USD	CA	Dr.	Sonny Da Marto	Superintendent	209.667.0645

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Turlock USD	CA	Mr.	Andy Walker	Energy Education Specialist	209.667.0645 x2332
Tustin Unified School District	CA	Mr.	David Miranda	Senior Director, Maintenance, Operations & Facilities	714.730.7315
Tustin Unified School District	CA	Mr.	Anthony Soria	Chief Financial Officer	714.730.7301 x302
Ukiah Unified	CA	Ms.	Debra Kubin	Superintendent	707.463.5211
Vallejo City USD	CA	Mr.	Melvin Jordan	Asst. Supt. for Business Services	707.556.8921 x50062
Vallejo City USD	CA	Dr.	Ramona Bishop	Superintendent	707.556.8921
Vallejo City USD	CA	Dr.	Richard Damelio	State Administrator / Trustee	707.556.8921 x50002
Whittier City School District	CA	Dr.	Ron Carruth	Superintendent	562.789.3075
Whittier City School District	CA	Mr.	Jon McNeil	Asst. Supt., Business Services	562.789.3073
Whittier Union High School District	CA	Mr.	David Pasillas	Manager of Maintenance	562.698.8121 x1503
Whittier Union High School District	CA	Mrs.	Sandra Thorstenson	Superintendent	562.698.8121
Whittier Union High School District	CA	Mr.	Bob Whittenberg	Director of Business Services	562.698.8121 x1502
Woodland Joint Unified	CA	Dr.	Debra LaVoi	Superintendent	530.406.3203
Woodland Joint Unified	CA	Mr.	Robert Hutchinson	Math Teacher	530.406.3229
Yuba City Unified School District	CA	Ms.	Karisa Williams	Energy Education Specialist	530.790.2636
Yuba City Unified School District	CA	Ms.	Nancy Aaberg	Superintendent	530.822.5200
Milford Public Schools	CT		Patrick Bradbury	Director of Facilities	203.783.3432
Milford Public Schools	CT	Dr.	Elizabeth Feser	Superintendent	203.783.3402
New Britain, Consolidated School District of	CT	Mr.	Kelt Cooper	Superintendent	860.827.2200
New Britain, Consolidated School District of	CT	Mr.	Ray Moore	Director of Facilities Management	860.827.2216
New Milford Public Schools	CT	Dr.	JeanAnn Paddyfote	Superintendent	860.354.8726
Plainville Community Schools	CT	Mr.	Jeffrey Kitching	Superintendent	860.793.3210 x202

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Plymouth Public Schools	CT	Mr.	Martin Sandshaw	Energy Education Specialist	860.314.2768
Plymouth Public Schools	CT	Mr.	Michael Santogatta	Business Administrator	860.314.2768
Plymouth Public Schools	CT	Ms.	Eleanor Cruz	Superintendent	860.314.8005
Pomperaug Regional School District 15	CT	Mr.	Keith McLiverty	Director of Finance and Operations	203.758.8259 x120
Regional School District 10	CT	Mr.	Alan Beitman	Superintendent	860.673.2538
Regional School District 14	CT	Mr.	Mike Molzon	Director of Buildings & Grounds	203.263.4330
Weston Public Schools	CT	Dr.	Colleen Palmer	Superintendent	203.291.1401
Weston Public Schools	CT	Mr.	Daniel Clarke	Director of Facilities	203.291.1436
Weston Public Schools	CT	Dr.	Jo-Ann Keating	Dir. of Finance & Operations	203.291.1407
Wolcott Public Schools	CT	Mr.	Joseph Macary	Superintendent	203.879.8183
Lake Forest School District	DE	Dr.	Daniel D. Curry	Superintendent	302.284.3020 x104
Charlotte County Public Schools	FL	Dr.	Doug Whittaker, Ed.D.	Superintendent	941.255.0808
Charlotte County Public Schools	FL	Mr.	Jerry Olivo	Asst. Supt. of District Support Services	941.575.5400 x102
Escambia County School District	FL	Mr.	Shawn Dennis	Assistant Superintendent of Operations	850.469.6141
Escambia County School District	FL	Mr.	Malcolm Thomas	Superintendent	850.469.6130
First Baptist Church Naples	FL	Dr.	Hayes Wicker	Senior Pastor	239.597.6057
First Baptist Church Naples	FL	Mr.	Doug Pigg	Assoc. Pastor of Church Adm.	239.596.8600 x254
Indian Rocks, FBC of Jacksonville, FBC of	FL	Mr.	Tim Ferguson	Executive Pastor	727.595.3421
Liberty County School District	FL	Mr.	Judson Leverette	Facilities Administrator	904.366.1220
Liberty County School District	FL	Mr.	Tony Anderson	Superintendent	850.643.2275 x231
Madison County District Schools	FL		Doug Brown	Superintendent	850.973.5022
Marion County Public Schools	FL	Mr.	George Tomy	Superintendent	352.671.7700
Marion County Public Schools	FL	Mr.	Chester Gregory	Deputy Superintendent, Operations	352.671.7720

Organization Name	ST		Full Name	Job Title	Phone
Nassau County School District	FL	Dr.	John Ruis	Superintendent	904.491.9905
Northwest Florida State College	FL	Dr.	Ty Handy	President	850.729.5360
Orlando FBC	FL	Dr.	Chris Friedmann	Business Administrator	407.514.4207
Orlando FBC	FL	Dr.	David Uth	Senior Pastor	407.425.2555
Sarasota County Schools	FL		Scott Lempe	Chief Operations Officer	941.927.9000 x31103
Sarasota County Schools	FL	Ms.	Lori White	Superintendent	941.927.9000 x31105
St. Johns County School District	FL	Dr.	Joseph Joyner	Superintendent	904.547.7502
St. Johns County School District	FL	Mr.	Tim Forson	Executive Director of Facilities & Operations	904.547.7670
Sumter County School District	FL	Mr.	Richard A. Shirley	Superintendent	352.793.2315 x208
Trinity Baptist Church	FL	Dr.	Tom Messer	Pastor	904.596.2464
Valencia College	FL	Dr.	Allen Bottorff	Assistant Vice President, Facilities and Sustainability	407.582.1701
Valencia College	FL	Dr.	Sanford Shugart	President	407.582.3250
Wakulla County School District	FL	Mr.	Robert Pearce	Superintendent	850.926.0065
Walton County School District	FL	Mrs.	Carlene Anderson	Superintendent	850.892.1100
Camden County Schools	GA	Dr.	William C. Hardin	Superintendent	912.882.8281
Carroll County Schools	GA	Mr.	Scott Cowart	Superintendent	770.832.3568
Carrollton City Schools	GA	Dr.	Kent Edwards	Superintendent	770.832.9633
Cook County Schools	GA	Mr.	Lance Heard	Superintendent	229.896.2294
Effingham County BOE	GA	Dr.	Randy Shearouse	Superintendent	912.754.6491
Fannin County Schools	GA	Mr.	Mark Henson	Superintendent	706.632.3771
Glynn County BOE	GA	Mr.	Howard Mann	Superintendent	912.267.4100
Lee County BOE	GA	Dr.	Lawrence Walters	Superintendent	229.903.2100
Meriwether County Schools	GA	Mrs.	Carol Lane	Superintendent	706.672.4297
Monroe County School System	GA	Mr.	Anthony Pack	Superintendent	478.994.2031
Screven County Schools	GA	Mr.	William Bland	Superintendent	912.564.7114
Tattnall County Schools	GA	Dr.	Gina Williams	Superintendent	912.557.4726

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Tift County School District	GA	Mr.	Patrick Atwater	Superintendent	229.387.2400
Troup County School System	GA	Mr.	Byron Jones	CFO	706.812.7900
Troup County School System	GA	Dr.	Cole Pugh	Superintendent	706.812.7900
Clear Lake Community Schools	IA	Dr.	Anita Micich	Superintendent	641.357.2181
Clinton Community School District	IA	Ms.	Deb Olson	Superintendent	563.243.9600
Des Moines Area Community College	IA	Mr.	Greg Martin	VP - Information Solutions	515.964.6368
Des Moines Area Community College	IA	Dr.	Robert Denson	President	515.964.6638
Fort Dodge Community School District	IA	Mr.	Doug Van Zyl	Superintendent	515.574.3638
Mississippi Bend Area Education Agency	IA	Mr.	William Decker	Superintendent	563.359.1371
Sioux City Community School District	IA	Dr.	Paul Gausman	Superintendent	712.279.6643
Urbandale Community School District	IA	Mr.	Doug Stilwell	Superintendent	515.457.5002
Blackfoot School District #55	ID	Mr.	Chad Struhs	Asst. Supt.	208.785.8800
Bonneville Joint School District No. 93	ID	Dr.	Charles Shackett	Superintendent	208.525.4400
Idaho Falls School District #91	ID	Mr.	Kevin Klingler	Director of Operations	208.525.7585
Idaho Falls School District #91	ID	Mr.	George Boland	Superintendent	208.525.7519
Jefferson School District 251	ID	Mr.	Guy Wangsgard	Director of Budget and Finance	208.745.6693
Madison School District #321	ID	Dr.	Geoffrey Thomas	Superintendent	208.359.3300
Pocatello/Chubbuck School District #25	ID	Mr.	Bart Reed	Director of Business Operations	208.235.3259
Pocatello/Chubbuck School District #25	ID	Mrs.	Mary Vagner	Superintendent	208.232.3563
Batavia Public School District #101	IL	Dr.	Lisa Hichens	Superintendent	630.937.8600
Charleston, Comm Unit School District #1	IL	Mr.	Jim Littleford	Superintendent	217.639.1006

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Danville Comm Cons School District #118	IL	Mr.	Mark Denman	Superintendent	217.444.1001
Downers Grove, Comm High Sch Dist 99	IL	Dr.	Mark McDonald	Superintendent	630.795.7100
Evanston/Skokie CCSD #65	IL	Dr.	Hardy Murphy	Superintendent	847.859.8011
McLean County Unit School District #5	IL	Dr.	Gary Niehaus	Superintendent	309.452.4476
North Shore School District 112	IL	Dr.	David Behlow	Superintendent	847.681.6700
Palatine-Schaumburg, Township HSD 211	IL	Dr.	Nancy Robb	Superintendent	847.755.6600
Benton Community School Corp	IN	Mr.	Sherman Bice	Director of Building and Grounds	765.884.3000
Carmel Clay Schools	IN	Dr.	Nick Wahl	Superintendent	317.844.9961
Concord Community Schools	IN	Mr.	Wayne Stubbs	Superintendent	574.875.5161
Decatur County Comm Schools	IN	Mr.	Johnny Budd	Superintendent	812.663.4595
DeKalb Co Central United Sch Dist	IN	Dr.	Sherry Grate	Superintendent	260.920.1011 x1054
East Noble School Corporation	IN	Ms.	Ann Linson	Superintendent	260.347.2502
Elkhart Community Schools	IN	Mr.	Douglas Hasler	Exec. Dir. of Support Services	574.262.5563
Elkhart Community Schools	IN	Dr.	Robert Haworth	Superintendent	574.262.5516
Goshen Community Schools	IN	Dr.	Diane Woodworth	Assistant Superintendent	574.533.8631
Kokomo-Center Schools	IN	Mr.	Jeff Hauswald	Superintendent	765.455.8000
Monroe County Community School Corporation	IN		Timothy Thrasher	Controller/Business Manager/Treasurer	812.330.7700
Munster, School Town of	IN	Mr.	Richard Sopko	Assistant Superintendent	219.836.9111
New Castle Community School Corporation	IN	Mr.	Stephen Fisher	Superintendent	765.521.7201
Noblesville Schools	IN	Mr.	Jeff Bragg	Director of Operations	317.773.3171
Northwest Allen County Schools	IN	Mr.	Chris Himsel	Superintendent	260.637.3155

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Southern Hancock Schools	IN	Mr.	Jim Halik	Superintendent	317.861.4463
Southwest Allen County Schools	IN	Dr.	Steven Yager	Superintendent	260.431.2020
Tippecanoe School Corporation	IN	Dr.	Scott Hanback	Superintendent	765.474.2481
Wa-Nee Community Schools	IN	Mr.	Joe Sabo	Superintendent	574.773.3131
Westfield Washington Schools	IN	Dr.	Mark Keen	Superintendent	317.867.8000
Zionsville Community Schools	IN	Dr.	Scott Robison	Superintendent	317.873.2858 x11999
Arkansas City USD 470	KS	Dr.	Ron Ballard	Superintendent	620.441.2000
Auburn Washburn Unified School District 437	KS	Dr.	Brenda Dietrich	Superintendent	785.542.4910
De Soto Unified School District #232	KS	Dr.	Doug Sumner	Superintendent	913.583.8300
Hutchinson USD #308	KS	Dr.	Shellaine Kiblinger	Superintendent	620.665.4466
Kansas City, Kansas Public Schools	KS	Dr.	Cynthia Lane	Superintendent	913.279.2231
Maize USD 266	KS	Mr.	Doug Powers	Superintendent	316.722.0614 x2004
Olathe School District	KS	Dr.	Marlin Berry	Superintendent	913.780.8022
Anderson County Schools	KY	Mr.	Gary Stinnett	Energy Education Specialist	502.839.3406
Anderson County Schools	KY	Ms.	Sheila Mitchell	Superintendent	502.839.3406
Nelson County Schools	KY	Dr.	Anthony Orr	Superintendent	502.349.7000 x2326
Nelson County Schools	KY	Mr.	John Ball	Maintenance Supervisor	502.331.4310
Newport Independent Schools	KY	Mr.	Grady Brown	Teacher/Coach	859.292.3001
Southern Baptist Theological Seminary	KY	Mr.	Daniel Dumas	Sr. VP for Institutional Adm.	502.897.4131
Southern Baptist Theological Seminary	KY	Mr.	Andy Vincent	Assoc. VP of Auxiliary Enterprises	502.897.4785
Warren County Schools	KY	Mr.	Jay Wilson	Energy Education Specialist	270.781.5150 x226
Littleton Public Schools	MA	Mr.	Kelly Clenchy	Superintendent	978.486.8951
Allegany County Public Schools	MD	Dr.	David Cox	Superintendent	301.759.2000

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Allegheny County Public Schools	MD	Mr.	Vincent Montana	Director of Facilities	301.759.2830
Caroline County Public Schools	MD	Dr.	Khalid Mumin	Superintendent	410.479.1460
Chesapeake College	MD	Dr.	Barbara Viniar	President	410.827.5870 x200
Queen Anne's County Public Schools	MD	Dr.	Carol Williamson	Superintendent	410.758.2403
Somerset County Public Schools	MD	Dr.	John Gaddis	Interim Superintendent	410.651.1616
Wor-Wic Community College	MD	Dr.	Murray Hoy	President	410.334.2810
Allegan Public Schools	MI	Mr.	Kevin Harness	Superintendent	269.673.5431
Baker College of Flint	MI	Dr.	Julianne Princinsky	President - Baker College at Flint	810.766.4036
Baker College of Flint	MI	Mr.	Marvin Dean	Director of Facilities	810.766.4041
Birch Run Area Schools	MI	Mr.	David Bush	Superintendent	989.624.9307
Brighton Area Schools	MI	Dr.	Gregory Gray	Superintendent	810.299.4040
Calhoun-Harper Creek-Pennfield Consortium	MI	Dr.	Terance Lunger	Superintendent	269.789.2461
Davison Community Schools	MI	Mr.	Eric Lieske	Superintendent	810.591.0801
Flushing Community Schools	MI	Mr.	Tim Stein	Superintendent	810.591.1184
Forest Hills Public Schools	MI	Mr.	Daniel Behm	Superintendent	616.493.8800
Forest Hills Public Schools	MI	Mr.	Tim Raymer	Assistant Supt. for Finance & Operations	616.493.8804
Hillsdale College	MI	Mr.	Richard Pewe, Jr.	Vice President for Administration	517.607.2518
Hillsdale College	MI	Dr.	Larry Arnn	President	517.437.7341
Jackson County Intermediate School District	MI	Mr.	Roger Auwers	Director of Finance	517.768.5148
Jackson County Intermediate School District	MI	Mr.	Kevin Oxley	Superintendent	517.768.5200
Jefferson Schools	MI	Mr.	Craig Haugen	Superintendent	734.322.2572
Jenison Public Schools	MI	Mr.	Thomas TenBrink	Superintendent	616.457.8890
Kalamazoo Public Schools	MI	Dr.	Michael Rice	Superintendent	269.337.0123

Organization Name	ST		Full Name	Job Title	Phone
Kalamazoo Valley Community College	MI	Mr.	Daniel Maley, CPMM	Director of Facilities and Construction Mgt	269.488.4298
Kalamazoo Valley Community College	MI	Dr.	Marilyn Schlack	President	269.488.4400
Kalamazoo Valley Community College	MI	Mr.	Michael Collins	Facilities and Operations Director	951.929.7700 x4698
Livonia Public Schools	MI	Dr.	Randy Liepa	Superintendent	734.744.2129
Lowell Area Schools	MI	Mr.	Greg Pratt	Superintendent	616.987.2500
Manchester Community Schools	MI	Ms.	Cherie Vannatter	Superintendent	734.428.9711
Milan Area Schools	MI	Mr.	Bryan Girbach	Superintendent	734.439.5050
Mona Shores Public School District	MI	Mr.	David Peden	Superintendent	231.780.4751 x8201
Otsego Public Schools	MI	Mr.	Dennis Patzer	Superintendent	269.692.6066
Portage Public Schools	MI	Mr.	Mark Bielang	Superintendent	269.323.5000
Rockford Public Schools	MI	Dr.	Michael Shibler	Superintendent	616.863.6320
Walled Lake Consolidated Schools	MI	Mr.	Bill Chatfield	Director of Operations	248.956.3060
Western School District	MI	Mr.	Michael Smajda	Superintendent	517.841.8100
Whitmore Lake Public Schools	MI	Ms.	Kim Hart	Superintendent	734.839.6301
Albert Lea School District	MN	Dr.	Mike Funk	Superintendent	507.379.4800
Albert Lea School District	MN	Mrs.	Lori Volz	Director of Finance	507.379.4800
Eagle Brook Church	MN	Mr.	Scott Anderson	Asst. Superintendent	406.281.5045
Richfield School District	MN	Dr.	Robert Slotterback	Superintendent	612.798.6011
Winona School District	MN	Dr.	Scott Hannon	Superintendent	507.494.0861
Camdenton R-III School District	MO	Dr.	Tim Hadfield	Superintendent	573.346.9213
Grandview Consolidated School District 4	MO	Dr.	Ralph Teran	Superintendent	816.316.5023
Hannibal School District #60	MO	Mr.	Allen Gottman	Dir. of Maintenance	573.221.1258
Independence School District	MO	Dr.	Dale Herl	Superintendent	816.521.5300
Park Hill School District	MO	Mr.	Jim Rich	Director of Operations	816.359.6477
Raymore-Peculiar RII Schools	MO	Dr.	Jeff Kyle	Superintendent	816.892.1311
Raytown C-2 School District	MO	Dr.	Allan Markley	Superintendent	816.268.7000

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Covington County School District	MS	Mr.	Clay Anglin	Superintendent	601.765.8247
Forrest County School District	MS	Mr.	Brian Freeman	Superintendent	601.545.6055
Forrest County School District	MS	Mr.	Mike Papas	Land/Fixed Asset Manager	601.545.6055
Grenada School District	MS	Dr.	David Daigneault	Superintendent	662.226.1606
Harrison County School District	MS	Mr.	Henry Arledge	Superintendent	228.539.6500
Hinds Community College	MS	Mr.	Russell Shaw	CFO	601.857.3230
Hinds Community College	MS	Dr.	Clyde Muse	President	601.857.3230
Hinds Community College	MS	Mr.	Thomas Wasson	Vice President of Operations	601.857.3367
Jones County Junior College	MS	Dr.	Jesse Smith	President	601.477.4120
Jones County Junior College	MS	Mr.	Rick Youngblood	VP of Business Affairs	601.477.4120
Meridian Community College	MS	Dr.	Scott Elliott	President	601.484.8619
Wayne County School District	MS	Mr.	Ben Graves	Superintendent	601.735.4871
William Carey University	MS	Dr.	R. Tommy King	President & CEO	601.318.6495
Billings School District #2	MT	Mr.	Terry Bouck	Superintendent	406.247.3791
Alamance-Burlington School System	NC	Dr.	Randa Meehan	Energy Education Specialist	336.570.6482
Burke County Public Schools	NC	Mr.	Larry Putnam	Superintendent	828.439.4312
Burke County Public Schools	NC	Mr.	Doug Setzer	Director of Auxillary Services	828.439.4312
Caldwell County Schools	NC	Dr.	Steve Stone	Superintendent	828.728.8407
Cherokee County Schools	NC	Dr.	Stephen Lane	Superintendent	707.556.8921 x 51472
Greene County Schools	NC	Dr.	Patrick Miller	Superintendent	252.747.3425
Hoke County Schools	NC	Dr.	Freddie Williamson	Superintendent	910.875.4106
Iredell-Statesville Schools	NC	Mr.	Brady Johnson	Superintendent	704.924.2028
Mooresville Graded School District	NC	Dr.	Mark Edwards	Superintendent	704.658.2530

Organization Name	ST		Full Name	Job Title	Phone
Sampson County Schools	NC	Dr.	Eric Bracy	Superintendent	910.594.1401 x20150
Warren County Schools	NC	Dr.	Ray Spain	Superintendent	252.257.3184
Columbus Public Schools	NE	Dr.	Troy Loeffelholz	Superintendent	402.563.7000
Londonderry School District	NH	Mr.	Chuck Zappala	Director of Buildings & Grounds	603.432.6920 x1123
Londonderry School District	NH	Mr.	Nathan Greenberg	Superintendent	603.432.6920 x1103
Nashua School District	NH	Mr.	Shawn Smith	Director of Plant Operations	603.589.2785
Nashua School District	NH	Mr.	Mark Conrad	Superintendent	603.594.4300
Barneget Township School District	NJ	Ms.	Karen Wood	Superintendent	609.698.5800
Bloomfield Public School District	NJ	Mr.	Scott Collins	Manager of Operations	973.680.8501
Central Regional School District	NJ	Dr.	Triantafillos Parlapanides	Superintendent	732.269.1100 x206
Egg Harbor Township School District	NJ	Dr.	Scott McCartney	Superintendent	609.646.7911 ext 1000
Galloway Township Public Schools	NJ	Ms.	Annette Giaquinto	Superintendent	609.748.1250
Glassboro Public Schools	NJ	Dr.	Mark Silverstein	Superintendent	856.652.2700 x76302
Holmdel Township Public Schools	NJ	Mrs.	Barbara Duncan	Superintendent	732.946.1800
Kingsway Regional School District	NJ	Dr.	James Lavender	Superintendent	856.467.4600 x4205
Little Egg Harbor School District	NJ	Dr.	Frank Kasyan	Superintendent	609.296.1719
Long Branch Public Schools	NJ	Mr.	Michael Salvatore	Superintendent	732.571.2868 x40012
Manchester Township School District	NJ	Mr.	David Trethaway	Superintendent	732.849.2828
Middle Township Public Schools	NJ	Mr.	Michael Kopakowski	Superintendent	609.465.1800
Montgomery Township School District	NJ	Ms.	Nancy Gartenberg	Superintendent	609.466.7601
New Brunswick BOE	NJ	Mr.	Richard M. Kaplan	Superintendent	732.745.5300 x5414
North Brunswick BOE	NJ	Dr.	Brian Zychowski	Superintendent	732.289.3030

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Plainfield Public School District	NJ	Mr.	Michael Pate	Energy Manager	
Robbinsville Schools	NJ	Mr.	Steve Mayer	Superintendent	609.632.0910
Southern Regional School District	NJ	Mr.	Craig Henry	Superintendent	609.597.9481 x4210
Stafford Township BOE	NJ	Dr.	Judith DeStefano-Anen	Superintendent	609.978.5700
Tenafly BOE	NJ	Mr.	Vincent Benenati	Supervisor of Buildings & Grounds	201.816.4515
Vineland Public Schools	NJ	Dr.	Mary Guccio	Superintendent	856.794.6700
Warren Township Schools	NJ	Dr.	Tammi Crader	Superintendent	908.753.5300
Clovis Municipal Schools	NM	Mr.	Jody Balch	Superintendent	575.769.4329
Clovis Municipal Schools	NM	Mr.	Terry Myers	Superintendent	575.769.4300
Hobbs Municipal Schools	NM	Mr.	TJ Parks	Superintendent	575.433.0100
Las Cruces Public Schools	NM	Mr.	Dane Kennon	Assoc. Supt. for Operations	575.527.5981
Las Cruces Public Schools	NM	Mr.	Stan Rounds	Superintendent	575.527.5807
Los Alamos Public Schools	NM	Ms.	June Gladney	Purchasing Manager	505.663.2247
Los Alamos Public Schools	NM	Dr.	Eugene Schmidt	Superintendent	505.663.2230
Lovington Municipal Schools	NM	Mr.	Kirk F. Duncan	Teacher	575.739.2490
Silver Consolidated Schools	NM	Mr.	Barry Ward	Facilities Director	575.956.2025
West Las Vegas Public Schools	NM	Mr.	Thomas Paul Trujillo	Dean of Students	505.426.2507
Amherst Central School District	NY	Dr.	Laura Chabe	Superintendent	716.362.3000
Amherst Central School District	NY	Ms.	Melanie Conley	School Business Administrator	716.362.3040
Arlington Central School District	NY	Dr.	Brendan Lyons	Superintendent	845.486.4460 x119
Averill Park Central School District	NY	Mr.	Michael Ouimet	Assistant Supt. for Business	518.674.7085
Capital Region BOCES Consortium	NY		Jennifer Bennett	Mng Prgm Coord I (HSR)	518.464.5115

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Capital Region BOCES Consortium	NY	Mr.	Adam Hotaling	Budget Analyst & District Business Support Services	518.862.4926
Capital Region BOCES Consortium	NY	Dr.	Charles Dedrick	Superintendent	518.862.4940
Cobleskill-Richmondville Central SD	NY	Mrs.	Lynn Macan	Superintendent	518.234.4032 x2000
Evans-Brant (Lake Shore) Central School District	NY	Mr.	James Przepasniak	Superintendent	716.926.2201
Freeport Union Free School Dist	NY	Mr.	Kishore Kuncham	Superintendent	516.867.5212
Glens Falls City Schools	NY	Mr.	Paul Jenkins	Superintendent	518.792.1212
Horseheads Central School District	NY	Dr.	Ralph Marino	Superintendent	607.795.2400 x4201
Hyde Park Central School District	NY	Ms.	Greer Frances Fischer	Superintendent	845.229.4005
Newburgh Enlarged City School District	NY	Dr.	Roberto Padilla	Superintendent of Schools	845.563.3500
Niagara Falls City School District	NY	Ms.	Cynthia Bianco	Superintendent	716.286.4205
Orchard Park Central School District	NY	Mr.	Matt McGarrity	Superintendent	716.209.6280
Port Jefferson School District	NY	Mr.	Kenneth Bossert	Superintendent	631.476.4443
Port Jefferson School District	NY	Mr.	Fred Koelbel	Plant Facilities Administrator	631.476.4443
Queensbury Union Free School District	NY	Mr.	Rob Chapman	Director of Facilities	518.824.5671
Queensbury Union Free School District	NY	Mr.	Christopher Ogden	Board Member	518.742.6000
Queensbury Union Free School District	NY	Mr.	Douglas Huntley	Superintendent	518.824.5602
Schoharie Central School District	NY	Mr.	Brian D. Sherman	Superintendent	518.295.6679
South Colonie Central School District	NY	Mr.	Jonathan Buhner	Superintendent	518.869.3576
South Glens Falls Central School District	NY	Mr.	Michael Patton	Superintendent	5187939617
Spackenkill Union Free School District	NY	Dr.	Lois Powell	Superintendent	845.463.7800

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Spackenkill Union Free School District	NY	Ms.	Michele Moloney	Business Manager	845.463.7800
Aurora City School District	OH	Mr.	Russell Bennett	Superintendent	330.954.2119
Berea City School District	OH	Mr.	Michael Sheppard	Superintendent	216.898.8300 x6240
Berea City School District	OH	Mr.	Jeffrey Grosse	Assistant Superintendent	216.898.8300 x6220
Fairborn City Schools	OH	Mr.	Ed Gibbons	Director of Business Affairs and Classified Personnel	937.878.3961 x116
Fairborn City Schools	OH	Mr.	Dave Scarberry	Superintendent	937.828.3961
Fairfield City Schools	OH	Mr.	Paul Otten	Superintendent	513.858.7108
Hudson City Schools	OH	Mr.	Phillip Herman	Superintendent	330.653.1200 x1216
Kent City Schools	OH	Dr.	Joseph Giancola	Superintendent	330.676.7610
Logan-Hocking School District	OH	Mr.	Steve Stirn	Superintendent	740.385.8517
Newark City Schools	OH	Mr.	Douglas Ute	Superintendent	740.670.7005
Plain Local Schools	OH	Mr.	Brent May	Superintendent	330.492.3500 x311
Plain Local Schools	OH	Mr.	Tom Brabson	Business Manager	330.492.3500
Riverside Local Schools	OH	Mr.	Michael Rock	Treasurer/CFO	440.358.8209
Riverside Local Schools	OH	Mr.	James Kalis	Superintendent	440.358.8202
Westerville City Schools	OH	Mr.	Jeff LeRose	Exec. Dir. Of Business Services	614.797.5800
Westerville City Schools	OH	Dr.	John R. Kellogg	Superintendent	617.797.5700
Bristow Public Schools	OK	Dr.	Jeanene Barnett	Superintendent	918.367.5555
Edmond Public Schools	OK	Dr.	David Goin	Superintendent	405.340.2830
Francis Tuttle Technology Center	OK	Mr.	Bruce Campbell	Chief Adm. Officer	405.717.4234
Francis Tuttle Technology Center	OK	Dr.	Tom Friedemann	Superintendent/CEO	405.717.7799
ISD #29 of Cleveland County	OK	Dr.	Joseph Siano	Superintendent	405.366.5955
Moore Norman Technology Center	OK		Jeremy Trent		405.364.5763
Noble Public Schools	OK	Ms.	Ronda Bass	Superintendent	405.872.3452
Noble Public Schools	OK	Mr.	Greg Kasbaum	Associate. Supt.	405.872.3452
Oklahoma State University	OK	Mr.	Burns Hargis	President	405.744.6384

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Sand Springs Public Schools	OK	Mr.	Lloyd W. Snow	Superintendent	918.246.1407
Sapulpa Public Schools	OK	Mr.	Kevin Burr	Superintendent	918.224.3400
Tulsa Public Schools	OK	Dr.	Keith Ballard	Superintendent	918.746.6295
Klamath Falls City Schools	OR	Ms.	Pat Baldini	Business Manager	541.883.4703
Klamath Falls City Schools	OR	Dr.	Paul Hillyer	Superintendent	541.883.4703
Armstrong School District	PA	Mr.	Bill Smeltz	Energy Education Specialist	724.548.7200
Central Dauphin School District	PA	Dr.	Carol Johnson	Superintendent	717.545.4703 x219
Central Dauphin School District	PA	Mr.	Gilbert Tunney	Director of Buildings & Grounds	717.545.4703 x225
Chambersburg Area School District	PA	Dr.	Joseph Padasak	Superintendent	717.263.9281
Daniel Boone Area School District	PA	Dr.	Gary Otto	Superintendent	610.582.6106
Elk Lake School District	PA	Dr.	William Bush	Superintendent	570.278.1106 x712
Lewisburg Area School District	PA	Dr.	Mark DiRocco	Superintendent	570.522.3204
Mt. Lebanon School District	PA	Dr.	Timothy Steinhauer	Superintendent	412.344.2077
Mt. Lebanon School District	PA	Ms.	Jan Klein	Business Manager	412.344.2098
Norwin School District	PA	Dr.	William H. Kerr	Superintendent	724.861.3000
South Butler County School District	PA	Dr.	Dale Lumley	Superintendent	724.352.1700 x1605
Cranston Public Schools	RI	Mr.	Joe Balducci	Chief Financial Officer	401.270.8196
Cranston Public Schools	RI	Ms.	Karen Verrengia	Energy Manager	401.270.8423
Lincoln Public Schools	RI	Mrs.	Georgia Fortunato	Superintendent	401.726.2150
Lincoln Public Schools	RI	Mr.	Angelo Mencucci	Buildings, Grounds & Transp. Dir.	401.726.2150 x209
South Kingstown School Department	RI	Ms.	Kristen Stringfellow	Superintendent	401.360.1307
South Kingstown School Department	RI	Mr.	David Carey	Energy Education Specialist	401.360.1345

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
South Kingstown School Department	RI	Mr.	John Ritchotte	Dir. Of Administrative Services	401.360.1303
Barnwell School District 45	SC	Mr.	J.H. Grissom	Superintendent	803.541.1300
Laurens County School District 55	SC	Dr.	Billy Strickland	Superintendent	864.984.3568
Laurens County School District 55	SC	Mr.	Freddie Edwards	Energy Education Specialist	864.984.3568 x8043
Laurens County School District 55	SC	Mr.	Rodney Smith	Chief Operating Officer	864.984.3568
Spartanburg County School District #5	SC	Dr.	Greg Wood	Asst. Supt. for Administration & Operations	864.949.2350
Sioux Falls School District	SD	Dr.	Pamela Homan	Superintendent	605.367.7900
Cleveland City Schools	TN	Dr.	Martin Ringstaff	Director of Schools	423.472.9571
Dyersburg City School District	TN	Mr.	Neel Durbin	Superintendent	731.286.3600
Franklin County Board of Education	TN	Dr.	Rebecca Sharber	Director of Schools	931.967.0626
Franklin Special School District	TN	Dr.	David Snowden	Director of Schools	615.794.6624
Freed-Hardeman University	TN	Dr.	Dwayne Wilson	Executive Vice President for Administration & Finance	731.989.6094
Greene County Schools	TN	Dr.	Vicki Kirk	Director of Schools	423.639.4194
Henderson County School District	TN	Mr.	Steve Wilkinson	Director of Schools	731.968.3661
Hickman County Schools	TN	Dr.	Jerry Nash	Superintendent	931.729.3391 x2227
Lawrence County Schools	TN	Dr.	Bill Heath	Director of Schools	931.762.3581
Marshall County School District	TN		Jackie Abernathy	Director of Schools	931.359.1581
Abilene Independent School District	TX	Dr.	Heath Burns	Superintendent	325.677.1444
Abilene Independent School District	TX	Mr.	Scott McLean	Assoc. Supt. of Operations	325.677.1444
Bowie Independent School District	TX	Mr.	Steven Monkres	Superintendent	940.872.1151

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Cleburne Independent School District	TX	Mr.	Barry Hipp	Senior Director of Operations	817.202.1100
College of the Mainland	TX	Dr.	Beth Lewis	President	409.938.1211
Commerce Independent School District	TX	Mr.	Blake Cooper	Superintendent	903.886.3755
Cooper Aerobics Center	TX	Dr.	Tyler C. Cooper	Preventative Medicine and Business Development	972.560.2667
Crandall ISD	TX	Dr.	Robert Jolly	Superintendent	972.427.8007
Dallas First Baptist Church	TX	Dr.	Robert Jeffress	Senior Pastor	214.969.7866
DeSoto Independent School District	TX	Dr.	David Harris	Superintendent	972.223.6666
Dickinson Independent School District	TX	Mrs.	Vicki Mims	Superintendent	281.229.6067
Dickinson Independent School District	TX	Mr.	Ryan Boone	Asst. Supt. of Operations & Facilities	281.229.7270
Dripping Springs Independent School District	TX	Dr.	Bruce Gearing	Superintendent	903.927.8701
Duncanville Independent School District	TX	Mr.	Charles Moore	Director of Maintenance	972.708.2267
Duncanville Independent School District	TX	Dr.	Alfred Ray	Superintendent	972.708.2000
Ferris ISD	TX	Mr.	Mike Bodine	Superintendent	972.544.3858
Floresville Independent School District	TX	Ms.	Sherri Bays	Interim Superintendent	830.393.5300
Friendswood ISD	TX	Mr.	Thad Roher	Assistant Superintendent	281.482.1267
Friendswood ISD	TX	Mrs.	Trish Hanks	Superintendent	281.482.1267
Graham ISD	TX	Dr.	Lane Ledbetter	Superintendent	940.549.0595
Hallsville Independent School District	TX	Mr.	Benjamin Avedikian	Maintenance Supvr.	903.668.5990 x5575
Hallsville Independent School District	TX	Mr.	Jim Dunlap	Superintendent	903.668.5990
Hudson Independent School District	TX	Mrs.	Mary Ann Whiteker	Superintendent	936.875.9256
Lakewood Church	TX	Pastor	Joel Osteen	Senior Pastor	713.635.4154

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Lakewood Church	TX	Mr.	Greg Jenkins	Facilities Director	713.491.1139
Lakewood Church	TX	Ms.	Lisa Ward	Project Manager	713.491.1137
Little Cypress- Mauriceville Consolidated Independent School District	TX	Dr.	Pauline Hargrove	Superintendent	409.883.2232
Mansfield Independent School District	TX	Mr.	Jeff Brogden	Asst. Supt. Construction Services	817.299.4343
Midland Independent School District	TX	Dr.	Ryder Warren	Superintendent	432.689.1001
Midlothian Independent School District	TX	Dr.	Jerome Stewart	Superintendent	972.775.8296 x1020
Montgomery ISD	TX	Dr.	Reagan Rees	Superintendent	936.582.5016
New Caney Independent School District	TX	Mr.	Kenn Franklin	Superintendent	281.577.8600
Presbyterian Communities and Services	TX	Mr.	Godwin Dixon	President and CEO	214.413.1530
Prestonwood Baptist Church	TX	Mr.	Mike Buster	Executive Pastor	972.820.5222
Prestonwood Baptist Church	TX	Mr.	Alan Monk	Executive Dir. Of Administration	972.820.5100
Rockwall Independent School District	TX	Mr.	Jeff Bailey	Superintendent	972.771.0605
Rockwall Independent School District	TX	Mr.	Michael Ball	Asst. Supt. for Business & HR	972.771.0605 x7039
Splendora ISD	TX	Dr.	Genese Bell	Superintendent	281.689.3128
Taylor ISD	TX	Mr.	Jerry Vaughn	Superintendent	512.365.1391
Terrell ISD	TX	Mr.	Stan Heisel	Director of Technology/Energy	972.563.1102 x2
Trinity Valley Community College	TX	Dr.	Glendon Forgey	President	903.675.6211
Trinity Valley Community College	TX	Mr.	David Graem	Asst. VP of Facilities Management	903.675.6211
Waller Independent School District	TX	Mr.	Danny Twardowski	Superintendent	936.931.3685
Cache County School District	UT	Dr.	Steven Norton	Superintendent	435.752.3925
Duchesne School District	UT	Mr.	David Brotherson	Superintendent	435.738.1240

Organization Name	ST		Full Name	Job Title	Phone
Logan City School District	UT	Dr.	Marshal Garrett	Superintendent	435.755.2300
Murray School District	UT	Dr.	Steven Hirase	Superintendent	801.264.7400
Murray School District	UT	Dr.	Pat O'Hara	Director of Support Services	801.264.7400
Ogden School District	UT	Mr.	Darwin Smith	Energy Education Specialist	801.737.8814
Wasatch County School District	UT	Mr.	Terry Shoemaker	Superintendent	435.654.0280
Washington County School District	UT	Mr.	Craig Hammer	Executive Director of Secondary Schools	435.673.3553 x5166
Washington County School District	UT		Larry Bergeson	Superintendent	435.673.3553
Weber School District	UT	Dr.	Jeff Stephens	Superintendent	801.476.7875
Weber School District	UT	Mr.	W. Drew Wilson	Administrative Director of Facilities	801.476.3903 x3901
Accomack County Public Schools	VA	Dr.	Kregg Cuellar	Division Superintendent	757.787.5754
Accomack County Public Schools	VA	Mr.	Mike Tolbert	Facilities Director	757.787.7339
Amelia County Public Schools	VA	Mr.	Jack McKinley	Division Superintendent	804.561.2621
Botetourt County Schools	VA	Dr.	Tony Brads	Superintendent	540.473.8263
Fredericksburg City Public Schools	VA	Dr.	John Gordon III	Director of Administrative Services	540.372.1092
Hampton City Schools	VA	Dr.	Linda Shifflette	Superintendent	757.727.2030
Henry County Schools	VA	Dr.	Jared Cotton	Superintendent	276.634.4712
Henry County Schools	VA	Mr.	Keith Scott	Dir. of Facilities and Operations	276.666.2404
Hopewell Public Schools	VA	Dr.	John Fahey Jr.	Superintendent	804.541.6400
Loudoun County Public Schools	VA	Dr.	Eric Williams	Superintendent	571.252.1020
Loudoun County Public Schools	VA	Mr.	Michael Barancewicz	Energy Education Specialist	703.771.6462
Loudoun County Public Schools	VA	Mr.	John Lord	Energy Education Specialist	703.771.6462
Nottoway County Public Schools	VA	Dr.	Daniel Grounard	Superintendent	434.645.9596
Prince George County Public Schools	VA	Dr.	Bobby Browder	Superintendent of Schools	804.733.2700 x120

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
Prince William County Public Schools	VA	Mr.	Brian Gorham	Administrative Coordinator for Energy Management	703.791.7398
Roanoke County Schools	VA	Dr.	Lorraine Lange	Superintendent	540.562.3900 x10111
Russell County Public Schools	VA	Dr.	Brenda Hess	Acting Superintendent	276.889.6500
Washington and Lee University	VA	Dr.	Kenneth Ruscio	President	540.458.8700
Williamsburg-James City County Public Schools	VA	Mr.	Marcellus Snipes	Director of Operations	757.565.3838
Williamsburg-James City County Public Schools	VA	Dr.	Steven Constantino	Superintendent	757.603.6481
York County School Division	VA	Dr.	Carl James	Interim Superintendent	757.898.0466
South Burlington School District	VT	Mr.	Dave Young	Superintendent	802.652.7250
Bethel School District	WA	Mr.	Thomas Seigel	Superintendent	253.683.6010
Bethel School District	WA	Dr.	Robert Van Slyke	Executive Director of Operations	253.683.6080
Ferndale School District	WA	Mr.	Mark Deebach	Exec. Dir. for Business & Support Services	360.383.9203
Ferndale School District	WA	Ms.	Linda Quinn	Superintendent	360.383.9200
Kent School District	WA	Dr.	Richard Stedry	Chief Business Officer	253.373.7295
Kent School District	WA	Dr.	Edward Vargas	Superintendent	253.373.7701
Lake Stevens School District #4	WA	Ms.	Amy Beth Cook	Superintendent	425.335.1553
Lake Stevens School District #4	WA	Mr.	Robb Stanton	Director of Operations	425.335.1506
Walla Walla Public Schools	WA	Mr.	John Butenhoff	Teacher	509.529.6102
West Valley School District 208	WA	Mr.	Mike Brophy	Superintendent	509.972.6005
Ashwaubenon School District	WI	Mr.	Brian Hanes	Superintendent	920.492.2905 x1003
Ashwaubenon School District	WI	Mr.	Keith Lucius	Assistant Superintendent	920.492.2905 x1005
Holmen, School District of	WI	Dr.	Dale Carlson	District Administrator	608.526.6610 x1301
Kettle Moraine, School District of	WI	Mrs.	Patricia Deklotz	Superintendent	262.968.6300 x301

<b>Organization Name</b>	<b>ST</b>		<b>Full Name</b>	<b>Job Title</b>	<b>Phone</b>
La Crosse School District	WI	Ms.	Janet Rossefer	Executive Director of Business Services	608.789.7651
La Crosse School District	WI	Mr.	Randy Nelson	Superintendent	608.789.7628
Menomonee Falls School District	WI	Dr.	Patricia Greco	Superintendent	262.255.8440
Middleton-Cross Plains Area Sch Dist	WI	Dr.	Don Johnson	Superintendent	608.829.9000
New Berlin, School District of	WI	Mr.	Joe Garza	Superintendent	262.789.6230
Onalaska, School District of	WI	Mr.	Lawrence Dalton	Director of Finance	608.781.9703
Sheboygan Area School District	WI	Dr.	Joe Sheehan	Superintendent	920.459.3511
Sparta Area School District	WI	Mr.	John Hendricks	Superintendent	608.269.3151
Western Technical College	WI	Dr.	Lee Rasch	President/District Director	608.785.9100
Harrison County Schools	WV	Mrs.	Susan Lee Collins	Superintendent	304.326.7300
Lincoln County Schools	WV	Mrs.	Patricia Lucas	Superintendent	304.824.3033 x237

## Comparing Behavior-Based Energy Programs

At first glance, you might think all energy conservation programs are equal. They aren't

Attributes	Cenergistic	"Do It Yourself" Programs
Years of Experience implementing Behavioral Energy Conservation Programs	<b>28</b>	Little-to-no experience
Cenergistic Energy Management program	<b>Yes</b>	No
Behavior-Based Program Clients Nationwide	<b>&gt;1,300</b>	N/A
Substantial Savings Without Replacement of Equipment	<b>Yes</b>	No – usually include equipment
Risk-Free Net Savings Guarantee	<b>Yes</b>	No
Fee-Free Startup Period	<b>Yes</b>	N/A
Up-Front Investment	<b>No</b>	Yes – if buying equipment
Total Reported Savings from Behavior-Based Efforts	<b>\$3.4 Billion</b>	N/A
Clients License Independent M&V Software to Calculate Savings	<b>Yes – EnergyCAP®</b>	Probably not
Client Measure and Report Their Own Savings	<b>Yes</b>	Yes – but no support
Percentage of all ENERGY STAR® K-12 Building Certifications	<b>51%</b>	Individual reporting
Typical Savings Level	<b>Overall: 20 – 30+% First Year Avg: 21%</b>	0 – 7%
Cash Flow Positive in 3 – 4 Months	<b>Yes</b>	Unlikely
Many Clients Sustaining Behavior Program for 10+ Years	<b>Yes</b>	No
500+ Years of Organizational Behavior-Based Conservation Expertise: 35+ Consultants; 100+ Industry Certifications/Degrees	<b>Yes</b>	No
Building Experience	<b>20,000+</b>	Internal staff – very little
Perpetual Support at No Cost	<b>Yes</b>	No
On-Site Commitment	<b>Multiple Monthly Visits With No Ceiling</b>	No support

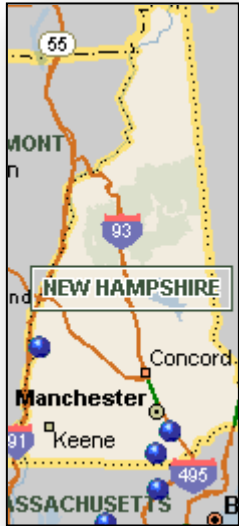
Do not be confused by different approaches, or fee or contract length differences. No one saves more money or provides more bottom line savings than Cenergistic. No one.

You deserve to work with the company that pioneered behavior-based conservation and offers the longest history of success, the greatest experience, the lowest startup cost, and the best guarantee in the industry. **Cenergistic. Because everyone else is a distant second.**

# Top New Hampshire Clients

Total Region Savings:

**\$100,158,901**



CLIENT	PERFORMANCE MONTHS	AMOUNT SAVED	PERCENT SAVED
Londonderry School District	165 months	\$4,852,406	31%
Nashua School District	158 months	\$10,293,777	22%
Claremont School District-NH	14 months	\$181,612	22%

Top clients determined by a number of factors. Percentages reflect each program's overall average performance. Savings dollars represent program-to-date results.

# Top New England Clients

Total Region Savings:

**\$104,600,407**

CLIENT	STATE	PERFORMANCE MONTHS	AMOUNT SAVED	PERCENT SAVED
South Kingstown School Department	RI	158 months	\$6,436,908	42%
Regional School District 14	CT	45 months	\$1,436,374	40%
Littleton Public Schools	MA	70 months	\$1,225,423	35%
Lincoln Public Schools	RI	80 months	\$2,053,184	32%
Londonderry School District	NH	165 months	\$4,852,406	31%
Middleborough Public Schools	MA	64 months	\$1,752,934	31%
Weston Public Schools	CT	49 months	\$2,216,694	30%
Wolcott Public Schools	CT	23 months	\$721,954	27%
Milford Public Schools	CT	35 months	\$1,658,513	26%

Top clients determined by a number of factors. Percentages reflect each program's overall average performance. Savings dollars represent program-to-date results.

## Cenergistic Facts and Figures

**May 2014**

<b>Since Inception (1986)</b>	<b>28 years</b>
<b># Clients</b>	<b>1,300+</b>
<b>Markets</b>	
<b>K-12 School Districts</b>	<b>Health Care</b>
<b>Universities / Community Colleges</b>	<b>Megachurches and Ministries</b>
<b>Total Client-Reported Savings</b>	<b>more than \$3.4 Billion</b>
Three out of four clients report 20+% savings after only two years in the program	
<b>Served</b>	
<b>States</b>	<b>48</b>
<b>Students</b>	<b>more than 17 million</b>
<b>Conservation Specialists providing on-site training, mentoring, auditing</b>	<b>40+</b>
<b>Years combined conservation experience (key personnel)</b>	<b>more than 600</b>
<b>Buildings audited</b>	<b>20,000+</b>
<b>Total Degrees and Certifications held by Cenergistic Staff Members</b>	
<b>150+</b>	
Ph.D. or Ed.D., other Doctoral degrees	PE, Professional Engineer
MBA, other Master's Degrees	LEED, Leadership in Energy and Environmental Design
CPA, Certified Professional Accountant	CDSM, Certified Demand Side Management Professional
CEM, Certified Energy Manager	CBCP, Certified Building Commissioning Professional
CMVP, Certified Measurement and Verification Professional	MCSE / MCSA, and other Microsoft Certifications
BOC, Building Operator Certified	CMR, Certified Mold Remediation Technician
CEP, Certified Energy Procurement Professional	CIE/CIAQP, Certified Indoor Environmentalist /
CLEP, Certified Lighting Efficiency Professional	Indoor Air Quality Professional
BESA, Building Energy Simulation Analyst	
CLIA, Certified Landscape/Irrigation Professional	
<b>ENERGY STAR®</b>	
<b>Cenergistic clients' share of total awards given*</b>	
All K-12 ENERGY STAR certifications (Total: 11,508)	52%
All K-12 ENERGY STAR Leader Awards (Total: 577)	57%
All K-12 Top Performer Leaders (Total: 299)	65%
All K-12 Thirty and Forty Percent reduced consumption Leaders (Total: 51)	69%
All K-12 Fifty Percent reduced consumption Leaders (Total: 3)	100%
All K-12 Sixty and Seventy Percent reduced consumption Leaders (Total: 2)	100%

### 2012 Savings

2012 total client-reported savings **more than \$314 million**

\* Since 2000, the U. S. Environmental Protection Agency has awarded more than 12,000 ENERGY STAR recognitions to deserving K-12 schools and school districts for exceptional energy conservation results. The ONLY 70%, 60% and 50% Leaders in the nation are Cenergistic clients. This column represents the percentage of total award winners that were Cenergistic (or Energy Education) clients prior to earning the ENERGY STAR award.

# GREENQUEST™

A **GreenQuest Sponsorship** is a unique blend of positive public relations, relevant direct marketing, and practical energy efficiency. GreenQuest is a personal Web-based energy dashboard that enables your community members to track the energy use for their home or business.

Signing up is easy at...

[www.EnergyCAP.com/GQsponsor](http://www.EnergyCAP.com/GQsponsor)

The screenshot shows the GreenQuest website for Central Counties School District. At the top, there is a header with the school district logo. Below the header, the main content area is divided into several sections:

- Welcome to GreenQuest:** A free service of Central Counties School District! In today's world of rising energy prices and global concerns for the environment and sustainability, there's never been a better time to get a handle on your energy usage and cost. The old adage "What gets measured, gets managed" is very true, and your first step towards energy efficiency and cost savings is to simply track your bills. GreenQuest, your personal energy information website, does that and much more!
- Start by entering your energy and water bills.** From there, GreenQuest does all the work! You'll see how you compare with other similar users in your area, spot costly utility bill errors, get an accurate carbon footprint... even learn how much of an impact the weather has on your electricity and fuel consumption. As GreenQuest brings your boring utility bill data to life, don't be surprised if a few money and environment-savings ideas sprout up!
- We are dedicated to helping our customers conserve energy, save money, and sustain a clean environment.** We encourage you to start using GreenQuest today and see firsthand how your energy use measures up and, more importantly, how your efforts to conserve really do pay off.
- GreenQuest™ Benefits:**
  - Analyze energy use and cost for multiple years.
  - Compare energy use to similar buildings or homes within your local geographic region.
  - Track greenhouse gas emissions quickly & easily.
  - View your predicted energy use based on weather data from AccuWeather.com®.
  - See the results of your energy conservation efforts on easy-to-read charts and graphs.
  - Motivate and educate family members or co-workers by sharing your GreenQuest data.
  - Submit your commercial building data to ENERGY STAR® to receive an official energy rating. Coming soon!
- QUICK LINKS:**
  - Home
  - Career Opportunities
  - Credit Card
  - Privacy Policy
  - Other Products & Services
  - Gift Cards
  - About Us
  - Copyright/Legal Notice
  - Buyer Rewards
  - Catalogs
  - Contact Us
  - Green Store Program
- LAUNCH GREENQUEST** (with a right-pointing arrow icon)

At the bottom of the page, the GreenQuest logo and copyright information are displayed: © 2010 EnergyCAP, Inc.

## A GreenQuest Sponsorship...

### Creates Positive Public Relations

- Provide an effective, valuable, and easy-to-use online tool that educates, heightens awareness, and encourages energy efficiency
- Be known by your community for promoting and facilitating energy conservation and environmental consciousness
- Associate your organization with partner ENERGY STAR®, a name that is recognized by 70% of the public

### Conducts Relevant Direct Marketing

- Place your organization's logo and messaging on your custom-branded GreenQuest Web page and application
- Stay in front of your audience as they use GreenQuest on a regular basis over an extended period of time
- Obtain data on user accounts for advertising and lead-generating opportunities
- As an option, sell advertising space to relevant vendors

### Facilitates Practical Energy Efficiency

- Enable homeowners and building owners to understand their energy use and cost
- Measure effectiveness of energy saving projects
- Track building's carbon footprint
- Forecast energy based on AccuWeather® weather data
- Compare building's energy use with its peers
- Obtain an ENERGY STAR building rating (commercial buildings)

## Sponsorship Options

### Basic

- **Free** annual sponsorship license fee
- **Free** setup for Cenergistic clients
- GreenQuest landing page with your logo
- Unlimited number of user accounts and logins
- Sponsor's logo on every GreenQuest Web page
- ENERGY STAR building ratings
- "Share my GreenQuest"

### Premium (all Basic features plus)

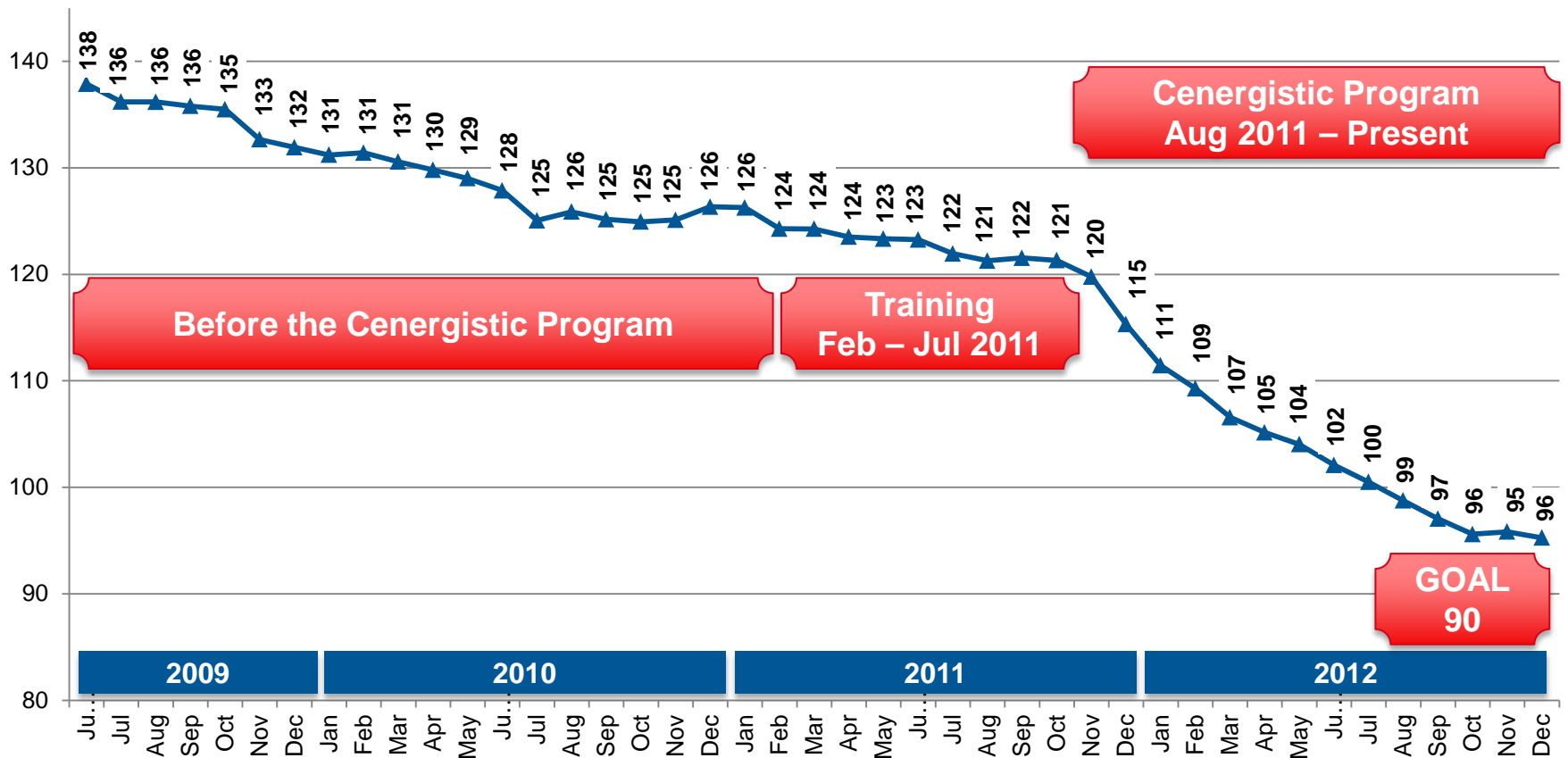
- Customized GreenQuest landing page
- Full control of ads in message panel
- Right to sell advertising
- Access to user data
- Full technical support for sponsor and users
- **Free** setup for Cenergistic clients
- Contact Sales for a price quote



# Client Success



## kBtu per square foot trend



# The Energy Pyramid

*No person would ever consider building a pyramid with the peak first. Rather, a pyramid is built base first and then layers are added. Likewise, no one should install a renewable energy project without first implementing programs for energy conservation, energy efficiency, and energy demand.*

## **TIER 4 — RENEWABLE ENERGY**

Last to be implemented. When the system is modified to use energy efficiently, less renewable energy is needed.

## **TIER 3 — ENERGY DEMAND**

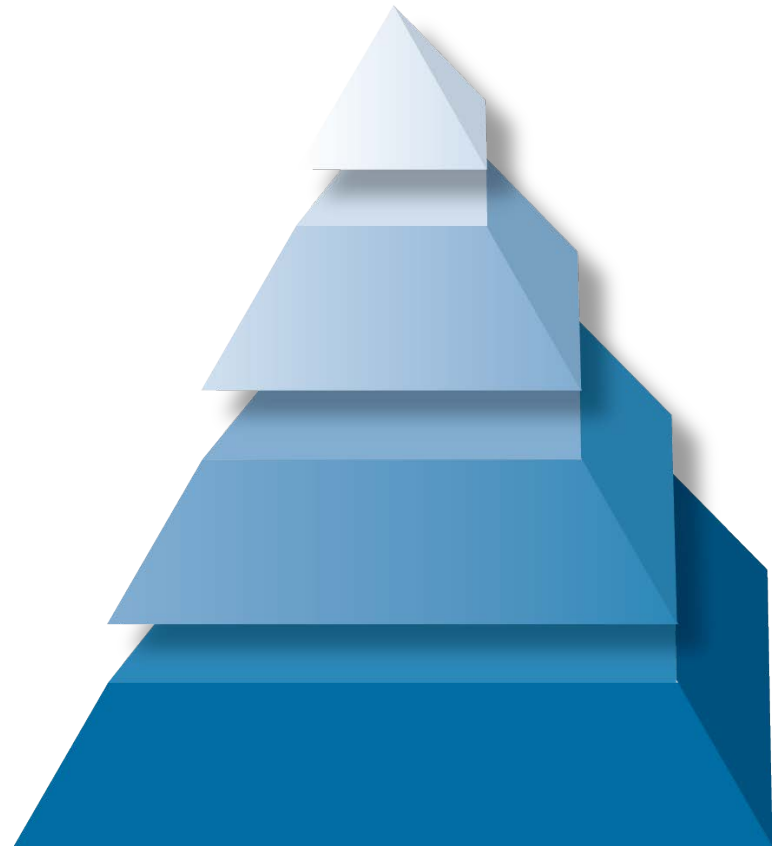
Shifting energy usage when possible to periods with less demand on distribution

## **TIER 2 — ENERGY EFFICIENCY**

Purchasing and installing efficient equipment and processes

## **TIER 1 — ENERGY CONSERVATION**

First implemented. Largely based on behavioral/operational practices.  
Best return on investment.

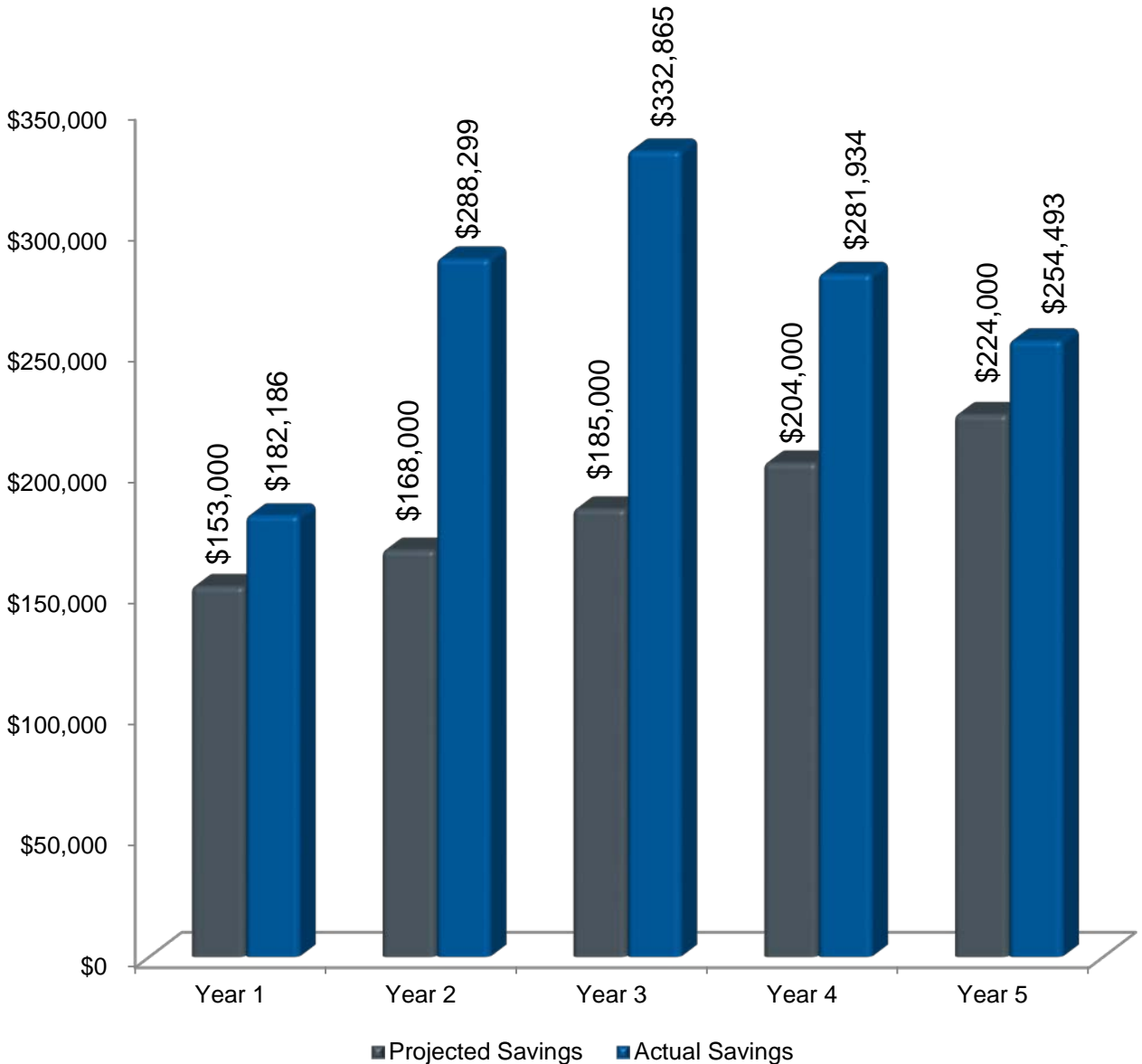


Dr. Dennis Buffington, P.E., CEM, CBE • Department of Agricultural and Biological Engineering, Pennsylvania State University

# Schalmont Central School District

## Projected Savings vs. Actual Savings

**Total Savings: \$1,451,619**

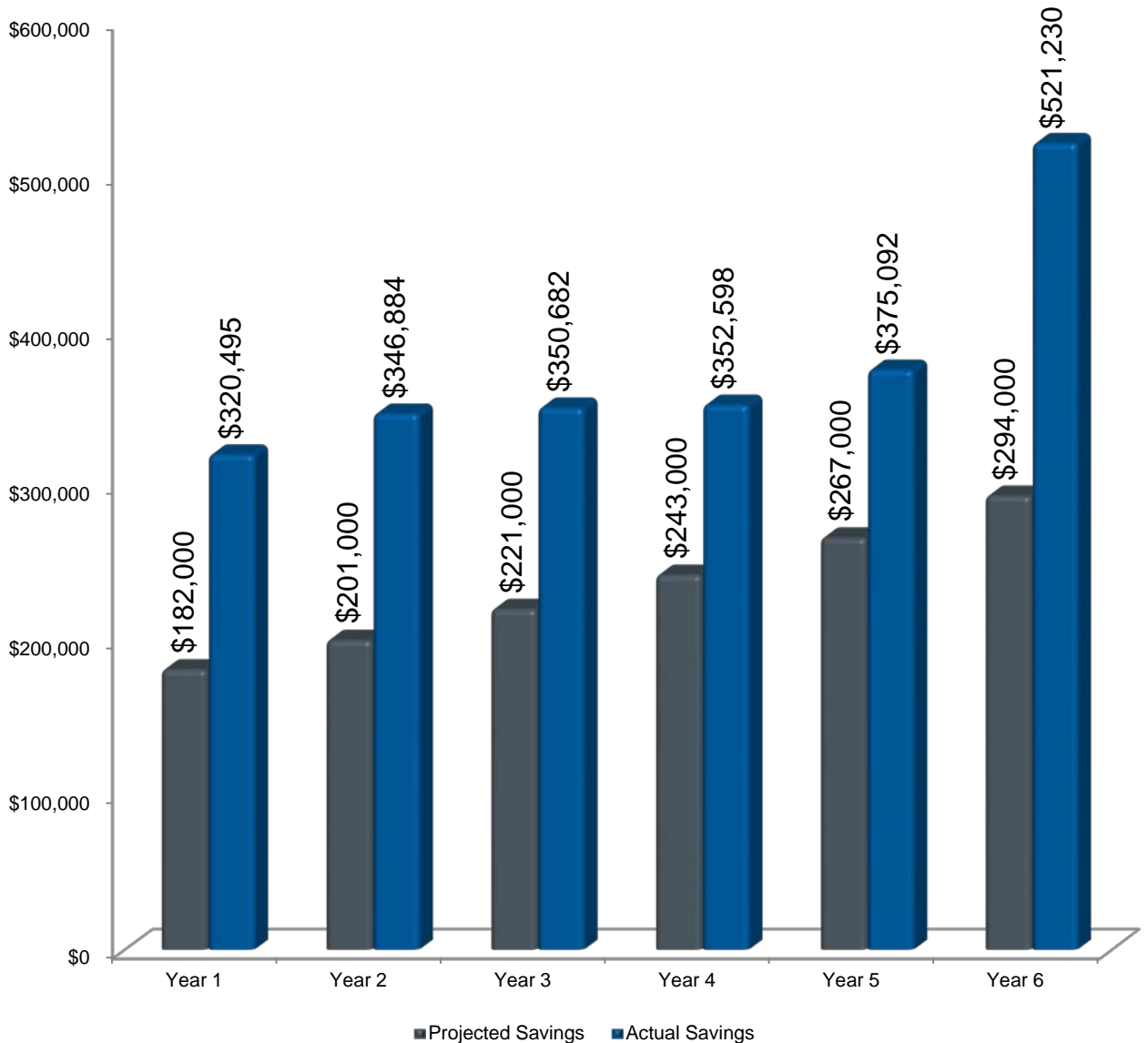


06/04/14

# Mount Sinai Union Free School District

## Projected Savings vs. Actual Savings

**Total Savings: \$2,495,485**



06/04/14



**(FY16) BUDGET PREPARATION ADOPTION SCHEDULE –  
PROPOSED AMENDMENT (10/2/14)**

<b>DATE</b>	<b>DESCRIPTION</b>
<b>2014</b> - August 11	School Board to approve the FY 16 Budget Preparation Adoption Schedule
September 8	School Board Budget Assumptions
September 9	Instructions provided to Administrators
October 9	Deadline for administrators to submit proposed budget data in IVEE to Central Office
October 10-17	SAU staff to work on remaining budget documents
October 24	Business Administrator to provide budget to Superintendent
October 27-31	Review budget documents with Business Administrator
November 1-21	Superintendent to review budget(s) with Administration
December 8	Superintendent to present Proposed Budget to School Board
<b>2015</b> - January 12	School Board Meeting
January 15	CPI to be released based upon a 12-month average
January 26	Budget Workshop
February 9	School Board Meeting to Adopt Budget (no later than)
February 15	School Budget due to City Manager
April 1	Superintendent to present Proposed Budget to City Council
April 22	School Budget Public Hearing
May	City Budget (including School Budget) Adoption

APPROVED:

## DOVER SCHOOL DISTRICT CALENDAR 2015-2016 **DRAFT**

	M	T	W	TH	F		M	T	W	TH	F
<b>AUGUST/ SEPTEMBER</b>	<b>TR</b>	<b>TW</b>	2	3	X	<b>FEBRUARY</b>					
<b>19 S &amp; 21 T</b>	<b>X</b>	8	9	10	11	<b>16 S &amp; 16 T</b>	1	2	3	4	5
	14	15	16	17	18		8	9	10	11	12
	21	22	23	24	25		<b>15</b>	16	17	18	19
	28	29	30				<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>
							29				
<b>OCTOBER</b>				1	2	<b>MARCH</b>		1	2	3	4
<b>20 S &amp; 21 T</b>	5	6	7	8	<b>TW</b>	<b>22 S &amp; 23 T</b>	7	8	9	10	11
	<b>X</b>	13	14	15	16		14	15	16	17	<b>TW</b>
	19	20	21	22	23		21	22	23	24	25
	26	27	28	29	30		28	29	30	31	
<b>NOVEMBER</b>						<b>APRIL</b>					1
<b>16 S &amp; 17 T</b>	2	3	4	5	6	<b>16 S &amp; 16 T</b>	4	5	6	7	<b>TW</b>
	9	<b>TW</b>	<b>X</b>	12	13		11	12	13	14	15
	16	17	18	19	20		18	19	20	21	22
	23	24	<b>X</b>	<b>X</b>	<b>X</b>		<b>X</b>	X	X	<b>X</b>	<b>X</b>
	30										
<b>DECEMBER</b>		1	2	3	4	<b>MAY</b>					
<b>17 S &amp; 17 T</b>	7	8	9	10	11	<b>20 S &amp; 21 T</b>	2	3	4	5	6
	14	15	16	17	18		9	10	11	12	13
	21	22	23	<b>X</b>	<b>X</b>		16	17	18	19	<b>TW</b>
	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>			23	24	25	26	27
							<b>X</b>	31			
<b>JANUARY</b>					<b>X</b>	<b>JUNE</b>			1	2	3
<b>18 S &amp; 19 T</b>	4	5	6	7	8	<b>13 S &amp; 13 T</b>	6	7	8	9	10
	11	12	13	14	15		13	14	15	16	17
	<b>X</b>	19	20	21	22		(*20	*21	*22	*23	*24
	25	26	27	28	29		*27	*28	*29	*30)	

S=Students (177 - Total) T=Teachers (184 - Total)

\* = Snow Days

### DAYS OUT

August 31	Teacher Return
<b>September 1</b>	<b>Teacher Workshop</b>
September 4-7	Labor Day Recess
<b>October 9</b>	<b>Teacher Workshop</b>
October 12	Columbus Day
<b>November 10</b>	<b>Teacher Workshop -Parent/Teacher Conferences (K-8)</b>
November 11	Veterans Day
November 25-27	Thanksgiving Recess
December 24-January 1	Holiday Recess
January 18	Martin Luther King Day
February 22	Presidents' Day ( <b>Observed</b> )
February 22-26	Winter Recess
<b>March 18</b>	<b>Teacher Workshop</b>
<b>April 8</b>	<b>Teacher Workshop</b>
<b>May 20</b>	<b>Teacher Workshop</b>
April 25-29	Spring Recess
May 30	Memorial Day

177 days required attendance for instructional purposes, or the equivalent number of hours and an additional 9 days for time lost due to inclement weather.

**Schools close** on June 17, 2016 (half-day), or upon **completion of the 177<sup>th</sup> day**.

**Teachers report** on August 31, 2015. **Students return** on September 2, 2015.

**Teacher workshops** will be held on **Sept 1, Oct. 9, Nov. 6, 2015 and Jan. 15, March 18, May 27, 2016**

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**MEMORANDUM  
FROM THE  
SUPERINTENDENT OF SCHOOLS**

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**TO:** SCHOOL BOARD

**FROM:** ELAINE ARBOUR, SUPERINTENDENT

**SUBJECT:** Administrative Assistant to the Business Administrator Job Classification

**DATE:** September 29, 2014

---

Melissa Glidden was hired in July of 2013 as the Administrative Assistant to the Business Administrator/Receptionist/HR Assistant. There was restructuring in the SAU staff at that time and this position was a proposed Grade III Administrative Assistant in the Dover Educational Office Personnel bargaining unit. The job description for the position is vastly different than the tasks associated with Ms. Glidden's current position. She was originally hired to provide support for the Business Administrator and Human Resources Coordinator, but at the time of her hiring, new programs including Aesop Substitute Software, Veritime time entry software and Schoolspring applicant software were all implemented. Melissa is the main administrator for these new programs and has become the "go-to" person for all of these programs. In addition, she provides record-keeping for the newly formed Joint Building Committee which has been delegated to a Grade IV Administrative Assistant in the past. I am proposing that this position be upgraded to a Grade IV Administrative Assistant due to her increased job responsibilities.

Melissa's current hourly rate as a Grade III Administrative Assistant is \$15.66/hour. The new rate would be \$16.46/hour which would mean an increase in annual salary of \$1,670.40. With associated benefits, the cost to the district would increase by \$1,978.09 per year.

ELAINE M. ARBOUR Ed.D.  
Superintendent of Schools

KAREN M. TAYLOR  
Business Administrator



SCHOOL ADMINISTRATIVE UNIT #11  
McCONNELL CENTER  
61 LOCUST STREET SUITE 409  
DOVER, NEW HAMPSHIRE 03820-4132  
TEL (603) 516-6800  
FAX (603) 516-6809

## THE DOVER SCHOOL DISTRICT

### MEMORANDUM

TO: Dr. Elaine Arbour, Superintendent of Schools  
Members Dover School Board

FROM: Karen M. Taylor, Business Administrator

DATE: October 6, 2014

RE: Student Tuition Rates for FY: 2014-2015

For your approval, listed below are the final tuition rates for school districts in New Hampshire and Maine who send their students through the Dover School System. The rates list Barrington and Nottingham School Districts separately as each District has their own separate contract.

Please let me know if you have any questions concerning these fees.

	<b>Elementary</b>	<b>Middle</b>	<b>High</b>
*Per Pupil Cost-6/30/14 DOE-25	\$9,817.11	\$9,241.00	\$11,731.42
Barrington	0	0	\$12,669.93
Nottingham	0	0	\$11,515.88
*Vocational Tuition	0	0	\$11,731.42
Other NH and Maine Districts Per Diem Rate	\$93.17	\$79.34	\$83.60

**\*Pending final approval of the Department of Education Form DOE-25**

*Dover School District Mission Statement*

*Strengthening our community by educating every child, every day!*

**September 2014 Condition of Accounts**

<b>Description</b>	<b>FY15 Budget</b>	<b>FY 15 Actual to Date</b>	<b>Over/(Under) Budget</b>
<b>Revenue</b>			
Tuition-Regular-Other NH Districts	\$ 14,797	\$ -	\$ (14,797)
Tuition-Barrington-DHS	\$ 2,527,237	\$ 50,000	\$ (2,477,237)
Tuition-Nottingham-DHS	\$ 1,206,499	\$ 50,000	\$ (1,156,499)
Tuition-SPED Aides	\$ 37,500	\$ -	\$ (37,500)
Tuition-CAREER AND TECH-NH Districts	\$ 51,000	\$ 16,493	\$ (34,507)
Tuition-CAREER AND TECH-Out of State (Maine)	\$ 22,000	\$ -	\$ (22,000)
Tuition-Preschool Program	\$ 8,000	\$ 3,450	\$ (4,550)
Tuition - Summer School	\$ -	\$ 3,013	\$ 3,013
Athletic Transportation - DMS	\$ 12,000	\$ -	\$ (12,000)
Athletic Transportation - DHS	\$ 40,000	\$ -	\$ (40,000)
DHS Transportation	\$ 17,250	\$ 17,888	\$ 638
Other Local Revenue	\$ 32,782	\$ 1,671	\$ (31,112)
State Adequate Education Grant	\$ 7,058,518	\$ 1,411,704	\$ (5,646,814)
School Building Aid	\$ 675,018	\$ -	\$ (675,018)
Catastrophic Aid	\$ 170,000	\$ -	\$ (170,000)
CAREER TECH Tuition Aid	\$ 100,000	\$ -	\$ (100,000)
CAREER TECH Transportation Aid	\$ 10,000	\$ -	\$ (10,000)
Indirect Cost Allocation	\$ 115,697	\$ -	\$ (115,697)
Impact Aid	\$ 2,500	\$ -	\$ (2,500)
Adult Basic Ed. Reimbursement	\$ 65,000	\$ -	\$ (65,000)
Medicaid Distribution	\$ 250,000	\$ 157,016	\$ (92,984)
Transfer from Capital Reserves, (includes Impact Fees)	\$ 200,000	\$ -	\$ (200,000)
<b>Revenue:</b>	<b>\$ 12,615,798</b>	<b>\$ 1,711,233</b>	<b>\$(7,078,013)</b>

<b>Description</b>	<b>FY15 Budget</b>	<b>FY 15 Actual to Date and Encumbrances</b>	<b>Budget Balance Remaining</b>	<b>%</b>
<b>Expenses:</b>				
1100 REGULAR EDUCATION PROGRAMS	\$ 19,632,750	\$ 18,707,388	\$ 925,362	4.71%
<b>1200 SPECIAL EDUCATION PROGRAMS***</b>	\$ 7,083,225	\$ 7,677,489	\$ (594,265)	-8.39%
1300 CAREER AND TECH EDUCATION PROGRAMS	\$ 2,361,711	\$ 1,989,712	\$ 371,999	15.75%
1400 CO-CURRICULAR ACTIVITIES AND ATHLETIC	\$ 588,406	\$ 400,460	\$ 187,946	31.94%
1600 ADULT/CONTINUING EDUCATION PROGRAM:	\$ 210,000	\$ 175,372	\$ 34,628	16.49%
2100 SUPPORT SERVICES - Students	\$ 2,994,469	\$ 2,927,278	\$ 67,191	2.24%
2200 SUPPORT SERVICES - Instructional Staff	\$ 933,370	\$ 797,007	\$ 136,363	14.61%
2300 SUPPORT SERVICES - General Admin.	\$ 1,141,358	\$ 939,352	\$ 202,006	17.70%
2400 SUPPORT SERVICES - School Admin.	\$ 2,298,720	\$ 2,078,004	\$ 220,716	9.60%
2600 SUPPORT SERVICES - Operation Maint/Plant	\$ 3,841,660	\$ 3,395,959	\$ 445,701	23.13%
2700 SUPPORT SERVICES - Student Transportatio	\$ 1,927,055	\$ 1,794,962	\$ 132,093	16.59%
2800 SUPPORT SERVICES - Centralized Services	\$ 796,145	\$ 778,109	\$ 18,036	2.27%
2900 SUPPORT SERVICES - Other	\$ 427,886	\$ 500	\$ 427,386	99.88%
	<b>\$ 44,236,755</b>	<b>\$ 41,661,593</b>	<b>\$ 2,575,162</b>	<b>5.82%</b>

<b>Description</b>	<b>FY15 Budget</b>	<b>FY 15 Actual to Date and Encumbrances</b>	<b>\$</b>	<b>6/30/2014 Fund Balance</b>
Cafeteria (2800)	\$ 1,524,919	\$ 1,450,294	\$ 74,625	\$400,784
Special Programs (2900) - eRate	\$ 48,000	\$ -	\$ 48,000	\$0
Tuition Programs (3810)	\$ 147,044	\$ 12,433	\$ 134,611	\$0
Alternative Education (3825)	\$ 663,682	\$ 567,877	\$ 95,805	\$62,422
Facilities (3830)	\$ 172,555	\$ 84,294	\$ 88,261	\$293,422
<b>Total:</b>	<b>\$ 2,556,200</b>	<b>\$ 2,114,898</b>	<b>\$ 441,301</b>	<b>\$756,627</b>

