



LEON COUNTY

TALLAHASSEE, FL



SAFETY RECORD
ZERO Safety Incidents



PROJECT SIZE
Phase I - \$3.9M
Phase II - \$1.2M
Phase III - \$674,851
Phase IV - \$16.9M



ENVIRONMENTAL BENEFITS
Reduce Greenhouse Gas Emissions by 30% in 10 years more than \$3M



CLIENT REFERENCE
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In 2020, Leon County, like many U.S. counties, faced a severe reduction in revenue due to COVID-19 with an impact of nearly \$30,000,000 in lost revenue for the County budget that year. As a potential way to combat this, the County issues an RFP for an energy performance partner, under State Legislation 489.145. ESG was selected from multiple bidders to implement the guaranteed energy savings performance contract.

This Phase IV project features over 250 energy, operational and budget savings infrastructure upgrades in multiple phases cumulating in a 26-year guarantee period. The work is valued at \$16.9 million, serving to assist in offsetting the County's COVID-19 revenue loss.

SOLUTION

ESG's program provides over 250 different energy efficiency upgrades and retrofits countywide. The project will revitalize and modernize existing County infrastructure, including a newly inherited Detention Center with substantial deferred maintenance needs.

This project will include:

- Energy efficient lighting upgrades at 36 buildings
- Water conservation at 46 facilities
- HVAC efficiency upgrades and weatherization at 30 sites

RESULTS

Because the first project was so successful, ESG has been selected as the County's partner for all four of the projects. The Phase I project, signed in November 2005, exceeded the savings guarantee by nearly \$2 million at the end of the M&V period. Phases II and III are exceeding savings guarantees by more than \$30,000 annually.

As a county leader recently communicated to our team, "ESG's solution was a Godsend," devising an alternative funding strategy to be implemented as revenues significantly reduced, allowing the County to address much needed infrastructure improvements for key County assets.

The Phase IV program, currently being installed, is projected to bring the County \$16.9 million in additional value.