

DATE SUBMITTED 3/31/23
 SUBMITTED BY CMO
 DATE ACTION REQUIRED 4/5/23

COUNCIL ACTION (x)
 PUBLIC HEARING REQUIRED ()
 RESOLUTION ()
 ORDINANCE 1ST READING ()
 ORDINANCE 2ND READING ()
 CITY CLERK'S INITIALS ()

**IMPERIAL CITY COUNCIL
 AGENDA ITEM**

SUBJECT: DISCUSSION/ACTION: Energy Sustainability Business Case Study 1. Authorization to Submit Letter of Interest to Schneider Electric for Business Case Study Involving Energy Sustainability and Regional Park Evaluation.	
DEPARTMENT INVOLVED: City Manager's Office	
BACKGROUND/SUMMARY: City of Imperial has worked with Schnieder Electric to conduct a preliminary analysis of the City's current facilities. The City is interested in further evaluating the current state of their Buildings, Facilities and Grounds with the purpose of identifying tangible opportunities for Energy Sustainability Study for Capital Projects; specifically a regional park and the LED retrofit of current park ballfield lighting. Attached you will find a letter to authorize Schneider Electric to proceed with a Business Case analysis at no financial obligation to the City.	
FISCAL IMPACT: NONE	ADMIN SERVICES SIGN INITIALS _____
STAFF RECOMMENDATION: It is staff's recommendation for the City Council to authorize the City Manager to submit a letter of interest to Schneider Electric to begin the business case and feasibility study.	DEPT. INITIALS <u>CB</u>
MANAGER'S RECOMMENDATION: City Manager agrees with Staff's recommendation and requests Council authorization to begin the study as proposed.	CITY MANAGER'S INITIALS <u>DTM</u>
MOTION: SECONDED: _____ APPROVED () REJECTED () AYES: _____ DISAPPROVED () DEFERRED () NAYES: _____ ABSENT: _____ REFERRED TO: _____	

City of Imperial
BUSINESS CASE ANALYSIS - LETTER OF INTEREST

City of Imperial is interested in evaluating the current state of their Buildings, Facilities and Grounds with the purpose of identifying tangible opportunities for *enabling* the goals, mission and direction of the organization. This letter is to authorize Schneider Electric to proceed with a Business Case analysis at no financial obligation to the customer.

SECTION 1:

Customer agrees to provide the following:

- A) Reasonable access to all City Buildings and Facilities including Grounds for Schneider Electric’s Certified Energy Managers, Energy Engineers and MEP Engineers for the purpose of surveying types of equipment, systems and operating characteristics;
- B) Necessary utility data, as requested;
- C) Access to personnel to discuss operating requirements; and
- D) Opportunities for City of Imperial Administration to meet with Schneider Electric twice during this period for the review of the Business Case analysis.

SECTION 2:

Schneider Electric will provide the customer with the following:

- A) Identification of both energy efficiency opportunities and systems integration as well as a cost/benefit analysis
- B) A current state of operations analysis including potential cost savings projections;
- C) Identification of potential solutions opportunities/scopes of work for advancing organizational goals;
- D) A financial analysis/overview for savings and overall economic development;
- E) A PR/Communications plan for addressing public awareness and community engagement opportunities.

City of Imperial

**Schneider Electric Buildings Americas,
Inc.**

By _____	By _____
(Signature)	(Signature)
Print Name _____	Print Name _____
Title _____	Title _____
Date _____	Date _____



Energy & Sustainability towards Capital Improvement and Infrastructure Program

City of Imperial, CA
March 20, 2023



Presented by: Brian Colby, Program Manager - Brian.Colby@se.com

Life Is On





Background

Executive Leadership, Stakeholder Workshop – January 30th

- Utilized existing regional Climate Action Plan / Sustainability Goals
- Identified future project initiatives and resources needed
- Outlined funding opportunities that directly contribute to initiatives
- Analyzed Utility and Water Data for early findings

Business Case Evaluation – March 20th - Zero Cost to the City

- Detailed evaluation of the current state of City's Buildings, Facilities, Parks and Grounds.
- Identification of potential solutions for advancing Citizen and City Initiatives (Sports Park and City Hall)
- Energy and Utility analysis to uncover the value of a new revenue stream
- Management of applicable grants, rebates and incentives that align with selected projects
- Report and deliverable that equates to 30% shovel ready project with scope, price, savings and funding options



Energy & Sustainability Profile

Schneider Energy Services

- Design Build – Turnkey Provider
 - Project Design/Development
 - Engineering
 - Pre – Construction / Permitting
 - Installation / Commissioning
 - Site & Project Management
 - Performance, Warranty, Training and Support

○ Strategic Goal

- E-1.5 Require major renovations to incorporate energy efficiency measures
- E-2.4 Supply municipal facilities with on-site renewable electricity
- E-2.6 Establish or join program to increase grid-supply renewable and zero-carbon electricity
- T-3.2 Install public electric vehicle charging stations

Regional Public Sector Clients

- City of Palmdale
- City of Sierra Vista
- City of El Centro
- Valley Sanitation District (Indio)
- Central Union HSD
- Naval Base Coronado
- MCAS Miramar
- Los Angeles County



Sample of Schneider California Public Sector Clients

“

“Schneider Electric is a trusted partner that demonstrated **they knew our city’s unique needs and the best approach to meet our efficiency and infrastructure goals. We are incredibly grateful for this grant that will enable us to reach new levels of wastewater innovation without burdening our local taxpayers.**”

- Marcela Piedra, El Centro City Manager

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Funding and Financing Opportunities

Utility Savings

- Electricity, water, and gas savings
- Utility bill and telecommunication audit & optimization

Maintenance & Operations Savings

- Less M&O time and money spent addressing needs
- Reduced Maintenance Time and Cost
- Remote management of systems and facilities to make changes effectively

Revenue Generation

- Economic Development and Sports Tourism
- Direct, Indirect, and Induced Economic Impact
- EV Charging

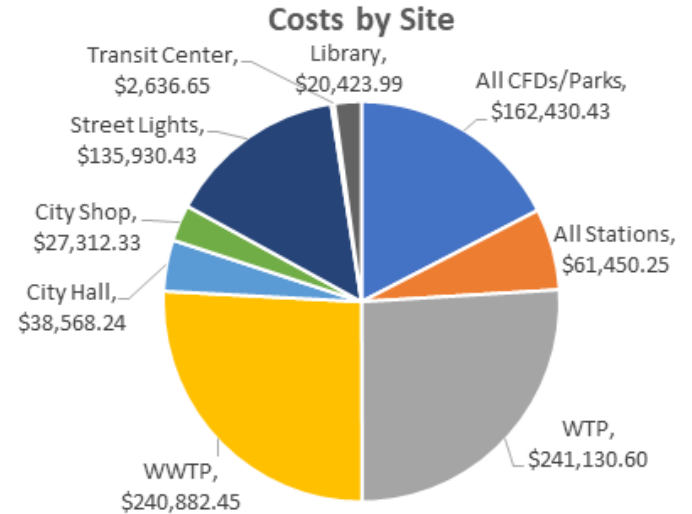
Federal, State, and Local Grants

- Dedicated grant management team
- Multiple unique grants identified that is screened and prequalified specifically for City of Imperial
- State Incentive Programs – Utility Rebate Opportunities
- EV Infrastructure - Charging and Fueling Infrastructure Grants
- Energy and Efficiency - Grants for Energy Efficiency and Renewable Energy
- Resiliency and Microgrids - Program Upgrading your Electric Grid and Ensuring Reliability and Resiliency, Energy Improvement in Rural and Remote Areas
- Water Wastewater - Clean Water State Revolving Fund, WaterSMART Grants



Preliminary Analysis of Utilities

Site	Electric Usage (kWh)	Water Usage (CCF)	Electric Costs	Water Costs	Total Costs
WTP	1578019.75	0.00	\$ 241,130.60	\$ -	\$ 241,130.60
WWTP	1646845.59	0.00	\$ 240,882.45	\$ -	\$ 240,882.45
Street Lights	638089.44	0.00	\$ 135,930.43	\$ -	\$ 135,930.43
City Hall	243311.20	235.02	\$ 36,697.86	\$ 1,870.38	\$ 38,568.24
Sky Ranch	0.00	8633.47	\$ -	\$ 38,451.37	\$ 38,451.37
Lift Station 1	205956.68	0.00	\$ 31,662.41	\$ -	\$ 31,662.41
Paseo Del Sol	0.00	7139.40	\$ -	\$ 31,075.40	\$ 31,075.40
City Shop	167730.68	186.89	\$ 26,159.71	\$ 1,152.61	\$ 27,312.33
Library	109974.12	680.69	\$ 16,615.66	\$ 3,808.32	\$ 20,423.99
Lift Station 2	130650.00	0.00	\$ 19,970.93	\$ -	\$ 19,970.93
Savanah Ranch	0.00	4297.02	\$ -	\$ 19,209.90	\$ 19,209.90
Freddie White Park	32973.31	2880.14	\$ 5,270.96	\$ 12,563.97	\$ 17,834.92
Irving Park	26195.90	1709.72	\$ 4,185.41	\$ 7,463.82	\$ 11,649.23
Sunset	0.00	2119.93	\$ -	\$ 10,169.02	\$ 10,169.02
Joshua Tree Park	42250.67	0.00	\$ 6,788.33	\$ -	\$ 6,788.33
Victoria Ranch	0.00	1300.77	\$ -	\$ 6,522.77	\$ 6,522.77
Lift Station 3	33710.00	0.00	\$ 5,266.50	\$ -	\$ 5,266.50
Wildflower North	0.00	792.25	\$ -	\$ 5,048.94	\$ 5,048.94
Evans Park	0.00	1049.27	\$ -	\$ 4,782.40	\$ 4,782.40
Station1	28519.70	0.00	\$ 4,550.40	\$ -	\$ 4,550.40
Monterey Park	0.00	953.73	\$ -	\$ 4,307.44	\$ 4,307.44
Downtown	0.00	497.17	\$ -	\$ 3,063.23	\$ 3,063.23
Transit Center	0.00	520.76	\$ -	\$ 2,636.65	\$ 2,636.65
Cambria Park	0.00	303.53	\$ -	\$ 1,626.17	\$ 1,626.17
Springfield	0.00	291.14	\$ -	\$ 1,378.95	\$ 1,378.95
Sandalwood Glen	0.00	0.00	\$ -	\$ 522.36	\$ 522.36
Total	4884227.04	33590.90	\$ 775,111.66	\$ 155,653.69	\$ 930,765.36





City Hall Relocation Assessment

Additional Analysis

- Feasibility study on relocating City Hall to 450 W. Aten Rd and repurposing existing City Hall buildings





Regional Sports Park

Additional Analysis

- Host City Leadership field trip to Sierra Vista
- Site Analysis and feasibility
- Identify additional funding Sources
- Economic Development Opportunities



“After interviewing several ESCOs, we chose Schneider Electric as our partner because we felt that no-one came anywhere close to better understanding our true needs and priorities as a City. They were able to address so much more than just saving energy, and truly captured our vision and passion for the community. The incredible Schneider team has not only become an extension of our staff but are treated like family in Sierra Vista.”

Victoria Yarbrough
Assistant City Manager





Summary and Next Steps

- Continue energy/water savings opportunities and develop cost benefit analysis
- Further develop Regional Sports Park assessment and City Hall relocation feasibility
- Identify and coordinate qualified Federal, State and Local Grant and Incentive programs and collaborate on submission
- Deliver 50% Check-in report in late April
- Deliver Final Business Case report in early May
- Present findings to City and identify next actions



QUESTIONS

