



GRAND RAPIDS
2030
DISTRICT



IT PAYS TO BUILD BEYOND CODE

11:30 AM | Lunch & Networking

11:45 AM | Welcome and Intro

Cheri Holman - USGBC West Michigan

12:00 PM | Incentives for Building Beyond Code

Dru Ross - DTE Energy

Mark Bates - Consumers Energy

12:30 PM | Nichols LEED v4 Story

Renae Hesselink, LEED AP BD+C, CITS, PCQI
- Nichols

12:45 PM | Q&A

1:00 PM | Tour of City Flats Hotel's Green
Features (Optional)

Maggie Kopas - City Flats Hotel



WEST MICHIGAN

GRAND RAPIDS
2030
DISTRICT®



Cheri Holman

U S G B C W E S T M I C H I G A N



WEST MICHIGAN

GRAND RAPIDS
2030
DISTRICT®



Welcome!



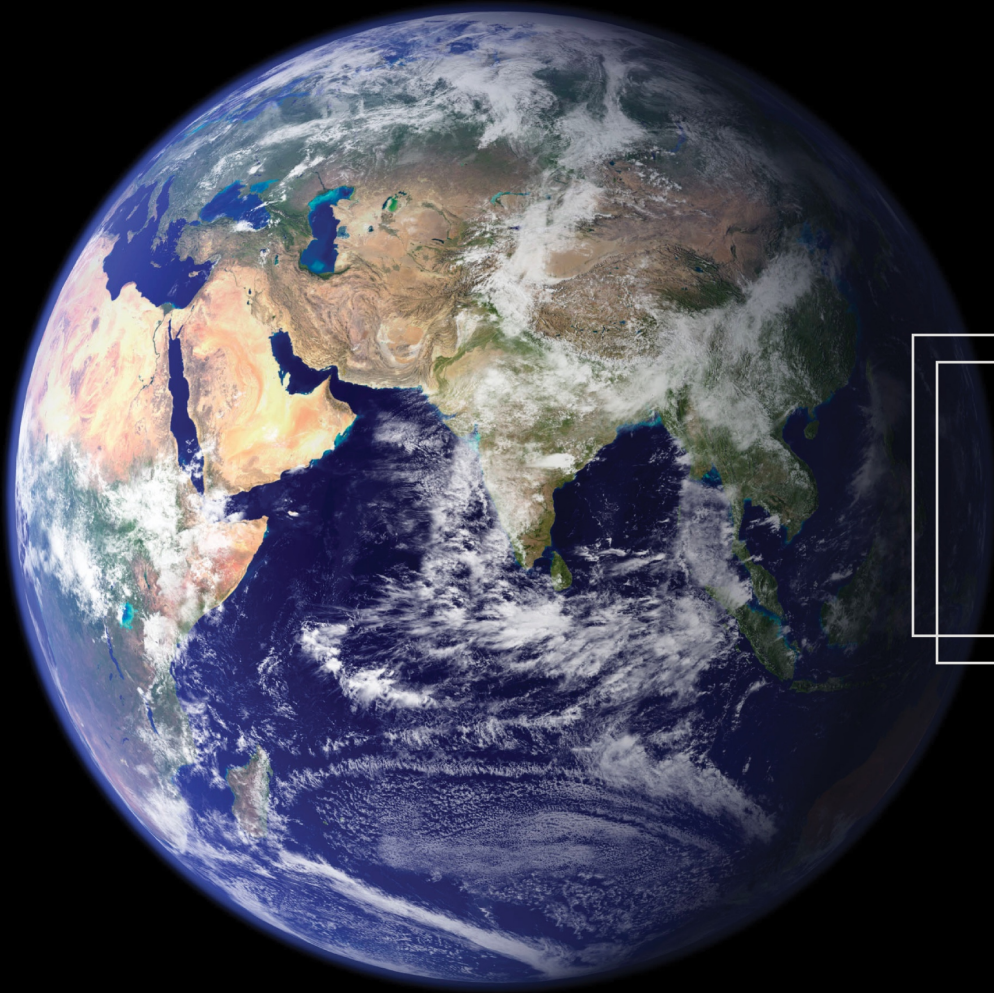


LEED is an internationally recognized mark of excellence for buildings, communities and professionals that are transforming the building industry.

The Discovery Health Center | Monticello, NY | LEED Certified

PROJECT CERTIFICATION





LEED IS GLOBAL









2.4 MILLION + SQUARE FEET DAILY



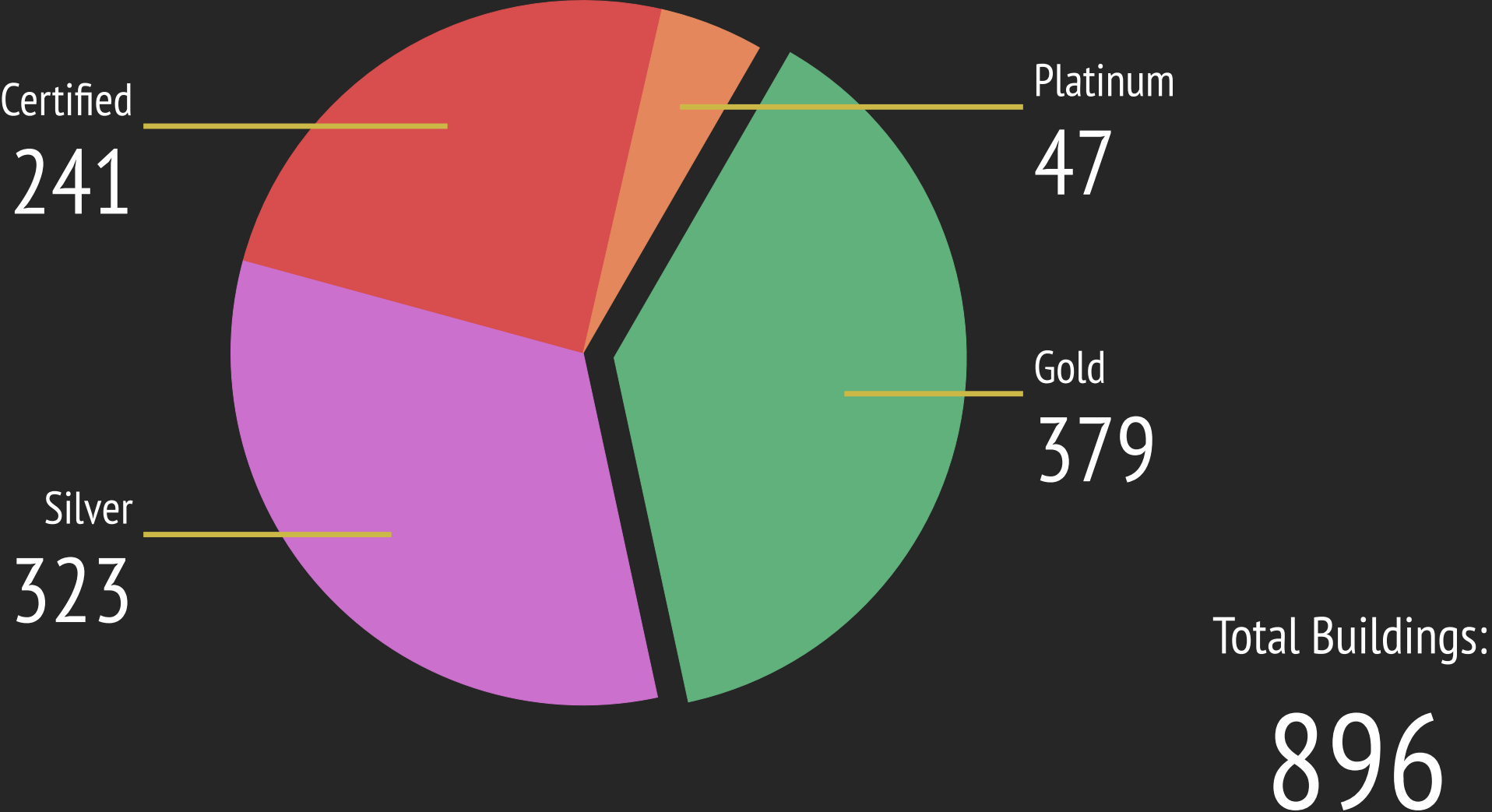
A panoramic view of the San Francisco skyline at dusk. The sky is a mix of light blue and orange. In the foreground, there are residential buildings with balconies and a satellite dish. The middle ground is filled with various skyscrapers, some with lights on. The Transamerica Pyramid is prominent on the right side.

LEED is more than credits.

LEED shows the elements that go into a high-performance and sustainable built environment.

-  Integrative Process
-  Location and Transportation
-  Sustainable Sites
-  Water Efficiency
-  Energy and Atmosphere
-  Materials and Resources
-  Indoor Environmental Quality
-  Innovation
-  Regional Priority

LEED Certified Buildings in Michigan



*Based on data recieved from USGBC National's Project List on February 14, 2019



WHAT GREEN BUILDING CERTIFICATION PATHWAY **MAKES** **SENSE** FOR MY ORGANIZATION?

and other questions you may have about certifications - **answered**

M-TEC

622 GODFREY AVE SW,
GRAND RAPIDS, MI 49503

JUNE 27

8:30 AM - 12:30 PM



WEST MICHIGAN

JOIN US!

www.usgbcwm.org

\$70 Annual Membership



Michigan
Battle *of the*
Buildings

An awards and recognition program for energy use reduction open to all Michigan area commercial, industrial & multi-family buildings.

ENROLL FOR FREE

JOIN BY MARCH 31, 2019

WWW.MICHIGANBATTLEOFTHEBUILDINGS.ORG

SPONSORED BY



DTE Energy®

Consumers Energy

Count on Us®

square footage

191,979,708

competing in 2018



2017 *Battle of the Buildings*



Water Category



Michigan
Battle of
the
Buildings

NEW IN **2018**

**INDUSTRIAL/
MANUFACTURING
PILOT**



46 BUILDINGS

**REDUCED THEIR ENERGY
MORE THAN**

10%



11 BUILDINGS

**REDUCED THEIR ENERGY
MORE THAN**

20%



2017

Overall Biggest Loser

34.37%

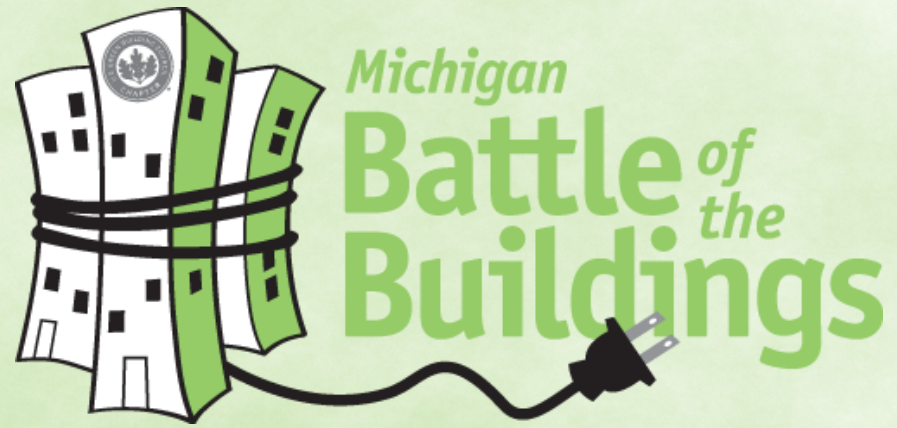


2017 ENERGY SAVINGS

Competitor's combined total:

59,233

metric tons of CO₂e avoided



COMPETITORS AVOIDED

\$7.6 Million

IN UTILITY COSTS IN 2017



Will Allen

MANAGING PARTNER AND CO-FOUNDER
ASCENT GROUP HOLDINGS, LLC







Michigan
Battle *of the*
Buildings

Save the Date

APRIL 25, 2019

JW MARRIOTT

THE FIFTH ANNUAL

Michigan



ENERGY SUMMIT

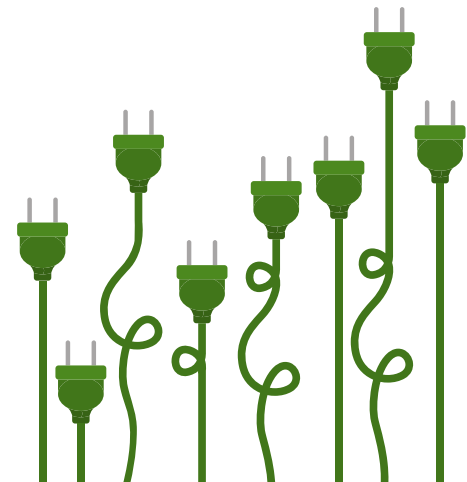
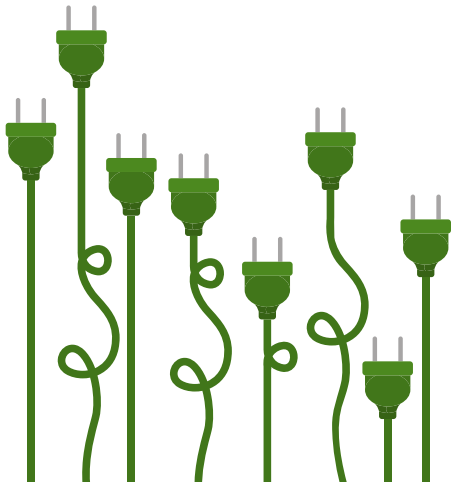
APRIL 25, 2019

HEAR STORIES & DISCOVER NEW
IDEAS WITH:

AMWAY HOTEL | CONSUMERS ENERGY
DTE ENERGY | MICHIGAN STATE UNIVERSITY
MONROE COUNTY COMMUNITY COLLEGE
& MORE!

WITH LUNCH FEATURING
MAJORA CARTER

WWW.MICHIGANBATTLEOFTHEBUILDINGS.ORG





Thanks

Visionary Partners

Consumers Energy

Count on Us®



DTE Energy®



BERGMANN

Kilowatt Combatant



Happy Hour Sponsor



DEPPMANN

Parking Sponsor

MI Energy

Michigan Agency for Energy
Michigan Energy Office

Battle Supporter



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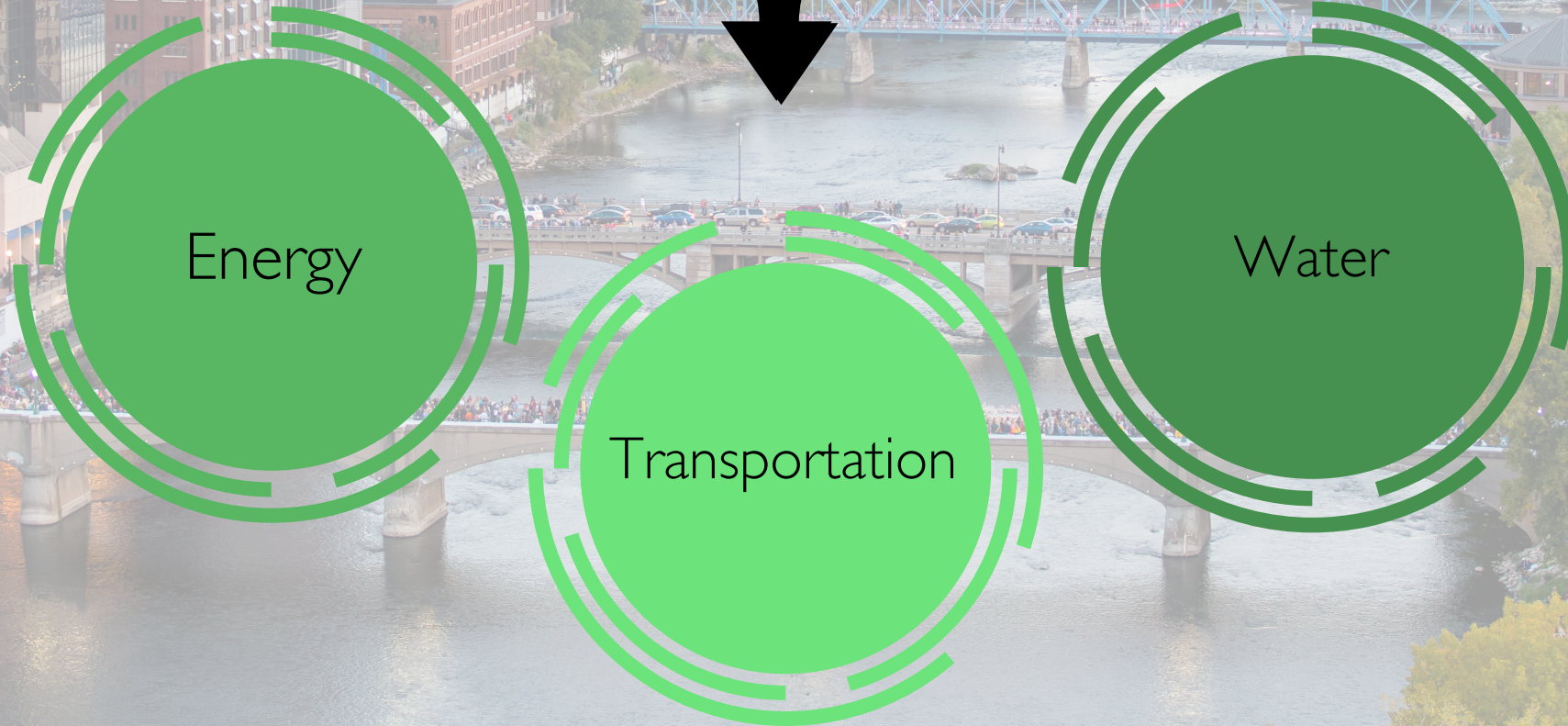
GRAND RAPIDS

2030

DISTRICT®

The Grand Rapids 2030 District is a public-private partnership committed to creating high-performing buildings that increase marketability and profitability for property owners, improve their environmental impact, and strengthen the greater community's vibrancy.

Working together to reduce CO2 in our city:



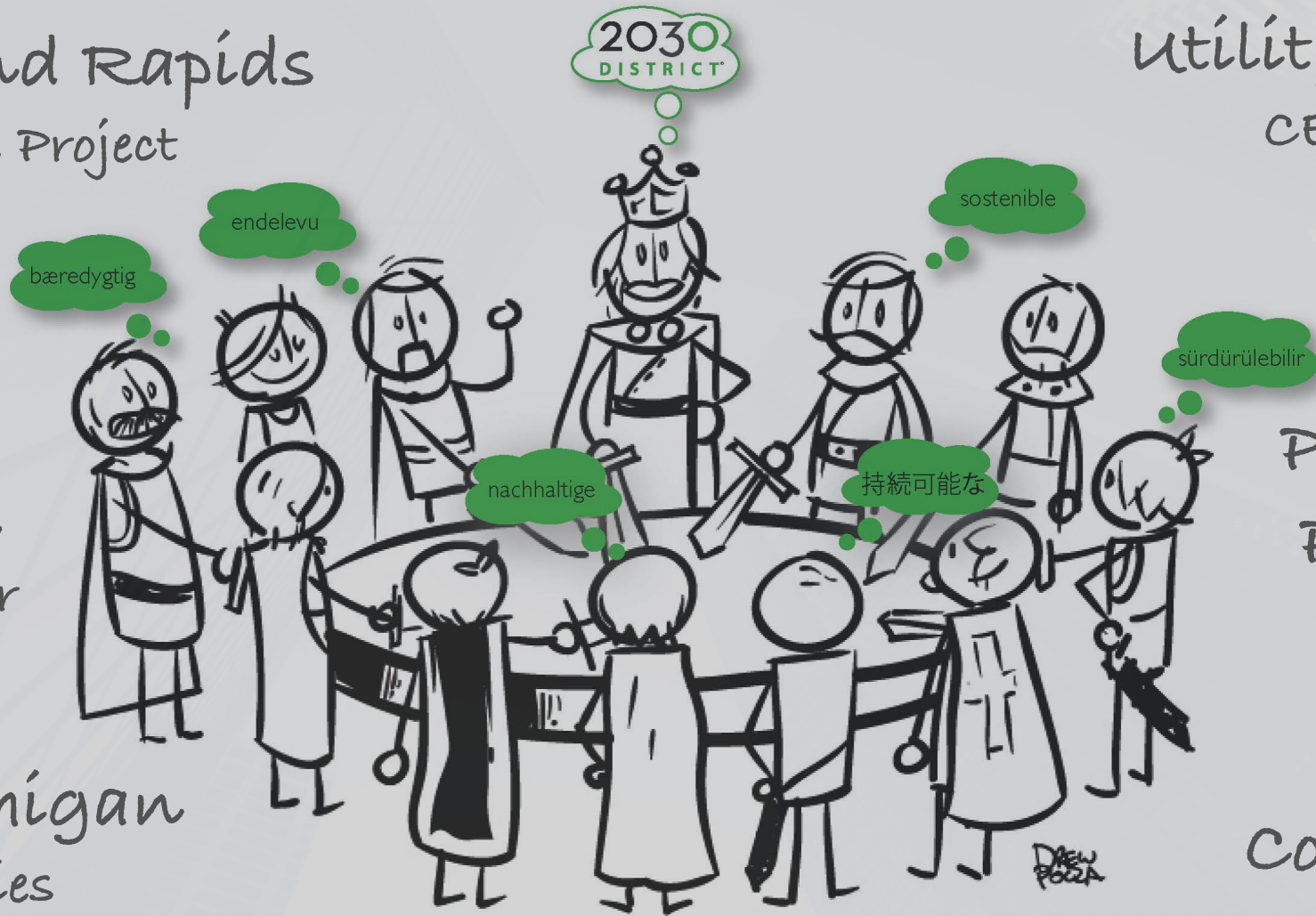
Collaboration

City of Grand Rapids
Zero Cities Project

Utility Companies
CE ZNE Pilot

Network of
2030 Districts
Detroit - Ann Arbor

State of Michigan
Codes/Policies



Professional
Partners

Community
Partners

Developers/Building Owners



GR2030 ENERGY ASSISTANCE PROGRAM

The Grand Rapids 2030 District is providing a unique opportunity for small business, non-profits, houses of worship, multi-family & educational institutions to lower their monthly utility costs.

**APPLY
NOW!**

This program will provide a **FREE** building audit to uncover systems and/or processes that are increasing your energy bills. A team of experts will work with you to develop a strategic plan and connect you with resources that will increase the profit from energy efficiency upgrades.

Benefits for qualified businesses include:

- **FREE** energy baseline/ energy benchmark of your property
- **FREE** customized building audit and financial analysis
- Energy savings through profitable upgrades and property value increase from lower operating costs.
- Show leadership with public acknowledgement of your participation in pilot program
- Access to special incentives that can drastically reduce the cost of new equipment.

Apply at www.2030districts.org/grandrapids to be considered for this for this program. A limited number of buildings will be accepted based on available funding.

This program is supported by the U.S. Department of Energy





WEST MICHIGAN

GRAND RAPIDS

2030
DISTRICT®



Drue Ross

D T E E N E R G Y



Program Overview

Program Funding – 2008

Michigan Public Act 295

- *Energy Optimization Surcharge* added to all ratepayers' bills to:
 - Help customers save energy, manage costs
 - Help reduce generation, offset new capacity
- Surcharge is rebated through the program
- Cash incentives:
 - Target specific energy-saving equipment and technologies
 - Encourage energy-efficient building and systems design

Program Funding – 2017

- **PA 341 & 342 became effective April 2017**
 - Increases the state's renewable energy portfolio
 - Increases **energy efficiency** expectations
 - 35% of electric needs to be met by EE & renewables
 - Drives changes in our Program

Impact of our Program

Since 2009:

\$186 million incentives paid.

53,000 projects completed.



Impact of our Program

Since 2009 - savings:

- **7,500 GWh** in electricity
- **20 million Mcf** in natural gas
- **\$500 million** in total energy costs



**Energy savings = 5 million tons of CO₂
not being pumped into the atmosphere**

**Household data based on estimates from the U.S. Energy Information Administration.*

**CO₂ calculations based on U.S. Environmental Protection Agency guidelines.*

Deadlines

The Program Year ends Nov. 30

- No Reservations will be extended beyond Nov. 30
- Final Applications must be submitted within 60 days of project completion date or Nov. 30, whichever comes first
- Incomplete Final Applications may be subject to cancellation
- Any Application submitted after Nov. 30 may be cancelled

Watch the gauges!



Three Types of Incentives

Prescriptive

- Defined incentives:
 - Per item/kWh/Mcf energy saved

Custom

- Projects don't fit a prescriptive approach
 - Calculated incentives
 - Per-kWh/Mcf of energy saved

New Construction Major Renovation

- New facilities/renovations of facilities
- Change of use or Adding load
 - Systems Approach
 - LEED Whole Building

How it works

Prescriptive



Pre-determined measures from the Michigan Energy Measures Database (MEMD) with specific energy savings and cash incentives in the categories of electric and gas

ELECTRIC

- Lighting
- HVAC
- Miscellaneous
- Process

NATURAL GAS

- Hot Water & Laundry
- HVAC
- Insulation
- Process
- Boiler/Furnace Tune-up

How it works

- Capital investment projects that are **NOT** eligible for a Prescriptive incentive may qualify
- Custom incentives are determined on a case-by-case basis

Custom

- Require a reservation application
- Before any work begins pre-inspection and approval is needed
- Paid per-kWh or per-Mcf saved
 - Examples include:
 - Heat recovery
 - Lighting retrofits not 1-for-1



How it works



**New Construction
Major Renovation**

Ideal for new facilities or major renovations of existing facilities that have a change of use or adding load

Systems Approach

- Smaller/less complex projects (< 20,000 sq. ft.) without modeling
- Projects that are further along in the design process

LEED Whole Building

- A stand alone application
- Incentives paid on the savings validated by GBCI*

How it works



**LEED/
New Construction**

LEED Whole Building

LEED Level	Incentive	
	Electric	Gas
Certified/Sliver	\$0.04/kWh	\$3/Mcf
Gold	\$0.05/kWh	\$3.50/Mcf
Platinum	\$0.06/kWh	\$4/Mcf

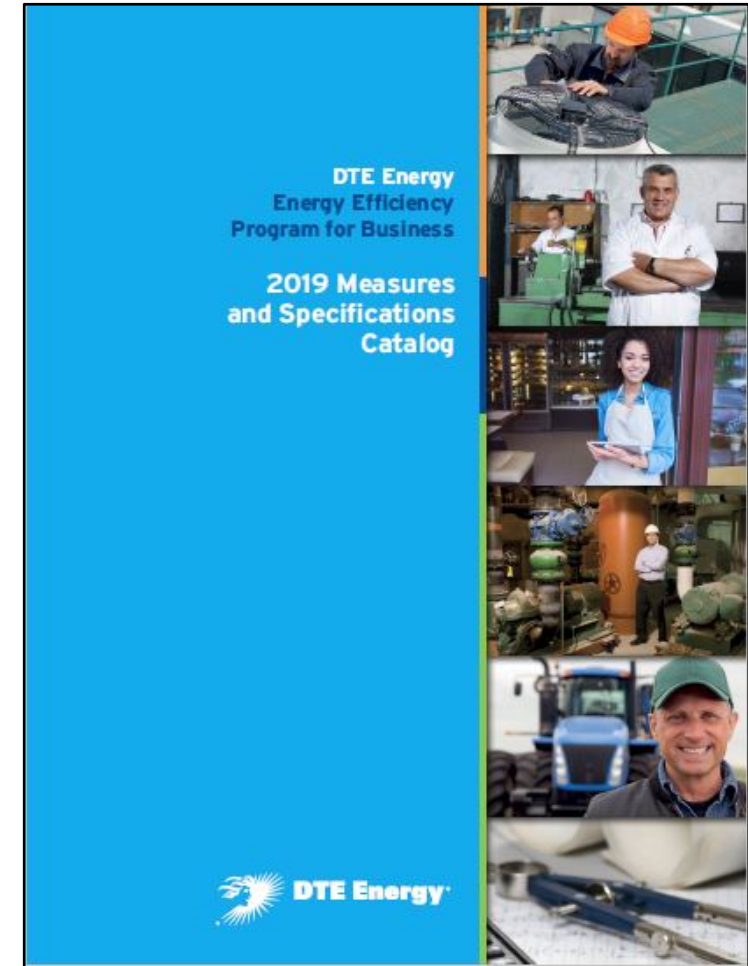
**Green Building Certification Institute*



Catalog & Applications

Catalog

- Prescriptive, Custom, & New Construction specifications
- Agriculture program specifications
- LEED Design Review & Assistance specifications



Applications

- Prescriptive, Custom & New Construction measure worksheets
- Agriculture Application
- LEED Design Review & Assistance Application

Use it as a:

- Reservation Application
- Final Application



The cover of the 2019 Program Application document features the DTE Energy logo and a photograph of a woman with glasses talking on a mobile phone. The text on the cover includes the program name and the year.

DTE Energy
Energy Efficiency
Program for Business

2019 Program Application

DTE Energy[®]

The DTE Energy Efficiency Program for Business offers businesses like yours incentives for new energy-efficient equipment including lighting, HVAC, process improvements and more. Just follow the simple steps in this application to begin the process. We look forward to working with you.

To submit your application*

1. Complete the application (Pages 2-4).
 - a. Ensure that you have completed the Customer Information (Page 2).
 - b. Ensure that you have completed the Contractor Information if applicable.
2. Complete all relevant worksheets for your project.
3. Submit your Application electronically by clicking "Email Application" on Page 4.
or Fax to: 313.664.1950
or Email to: saveenergy@dteenergy.com


or Print and mail to: **DTE Energy Efficiency Program for Business**
P.O. Box 11289
Detroit, MI 48211

Contact us by phone at 313.664.1900 #3

* A Reservation Application may not be required for your project, but is strongly encouraged to reserve funds. Submission of a Reservation Application does not guarantee that funds will be available.

LEED Design Review & Assistance Application

- Now a stand alone application



DTE Energy
Energy Efficiency
Program for Business

2019 LEED and Design
Review Assistance

DTE Energy[®]

The DTE Energy Efficiency Program for Business offers businesses like yours incentives for pursuing Leadership in Energy and Environmental Design (LEED) certification on your new construction project. Just follow the simple steps in this application to begin the process. We look forward to working with you.

To submit your application*

1. Complete the Customer Information (Page 3).
 - a. Ensure that you have completed the Customer Information (Page 3).
 - b. Ensure that you have completed the LEED Contact Information (Page 4).
2. Complete all relevant worksheets for your project (Pages 5-6).
3. Submit your Application electronically by clicking "Email Application" (Page 6).
or Fax to: 313.664.1950
or Email to: saveenergy@dteenergy.com

or Print and mail to: **DTE Energy Efficiency Program for Business**
P.O. Box 11289
Detroit, MI 48211

Contact us by phone at 866.796.0512 (Option 3)

* A Reservation Application may not be required for your project, but is strongly encouraged to reserve funds. Submission of a Reservation Application does not guarantee that funds will be available.



Be Complete

Don't forget these:

- Customer Information Sheet
- Invoices; manufacturer's spec sheets
 - Include reference numbers
- 3rd-party payment authorization *(if applicable)*
- Prescriptive/Custom Worksheets
- **Signed** Final Application Agreement
- DLC Product Codes (for lighting projects, if applicable)

Summary

Measure Category	Total Incentives	Measure Category	Total Incentives
Lighting		HVAC - Gas	
HVAC - Electric		Hot Water & Laundry	
Process Electric		Insulation	
Misc. Electric		Process Gas	
		Misc. Gas	
Custom Electric/Gas	<input type="checkbox"/>	Boiler/Furnace Tune-ups	

Other Special Offers

Offer Code: _____

Offer Code: _____

Offer Code: _____

Total Incentives Requested _____

NOTE: Enter any other Program Special Offer bonuses where indicated (you must attach the worksheet from each offer) and manually enter the incentive value in the space(s) provided.
BEFORE YOU SUBMIT: Review the summary above to ensure all incentive areas reflect the worksheets you've completed in this Application. If you find a blank area that should be filled in, review that worksheet page.

Measures with this symbol may be eligible for both electric and natural gas incentives.
 Measures with this symbol may be eligible for new construction systems incentives.

Incentive Request Type

Reservation (I have not started my project yet and expect to complete it within 90 days)

Revised Reservation (I already have a project number but the scope has changed) **Project #** _____

Final with Reservation (I've completed my reserved project within the last 60 days and am ready for payment)

Final without Reservation (I've completed my project within the last 60 days and my measures do not require a reservation)

Revised Final (I've already submitted my final documentation but I have an update)

Required Information

I have attached all product specification sheets and invoices for every measure that I have selected

I have read and agree to all program terms and conditions

Reservation Submission Date: _____ Final Submission Date: _____

Expected Completion Date** _____ Actual Completion Date*** _____

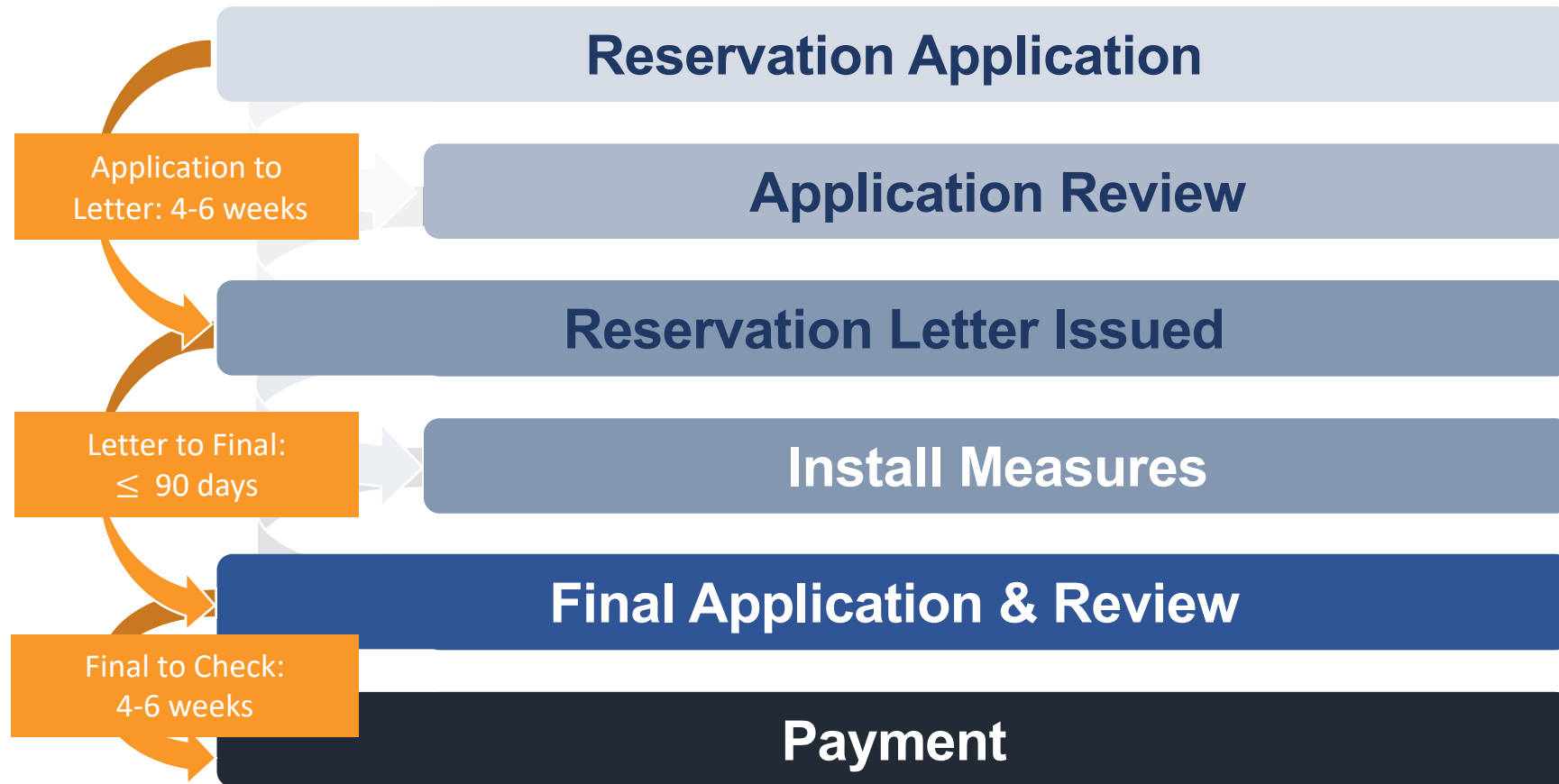
** Project funds will only be reserved to the date specified on the Reservation Letter or Nov 30, 2019, whichever comes first.
 *** Application must be submitted within 60 days of completion date or by Nov 30, 2019, whichever comes first.

EMAIL APPLICATION

NOTE: Some Prescriptive incentives and all Custom incentives require a Reservation Application prior to beginning your project.

dteenergy.com/savenow
4
V1: 11/15/18

The Process





Thank You!



WEST MICHIGAN

GRAND RAPIDS

2030

DISTRICT®



Michigan
**Battle of the
Buildings**

Mark Bates

C O N S U M E R S E N E R G Y

Consumers Energy

Business Energy
Efficiency Programs

2019 Program Overview

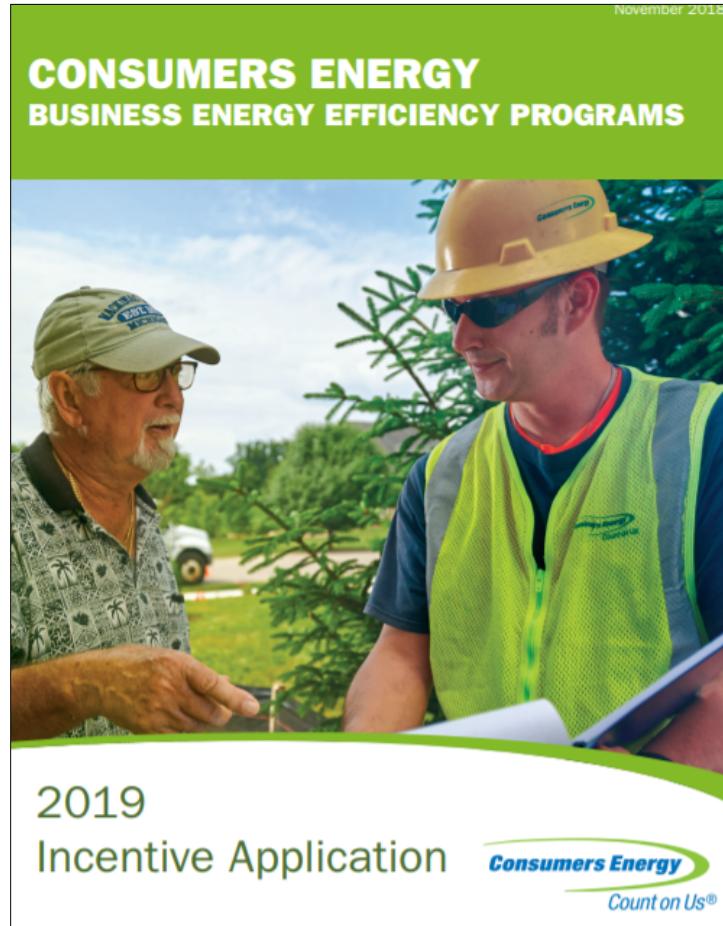


<https://www.youtube.com/watch?v=cWLGID-BYo>

CONSUMERS ENERGY & YOUR BUSINESS

No Project Left Behind

- Prescriptive



- Custom



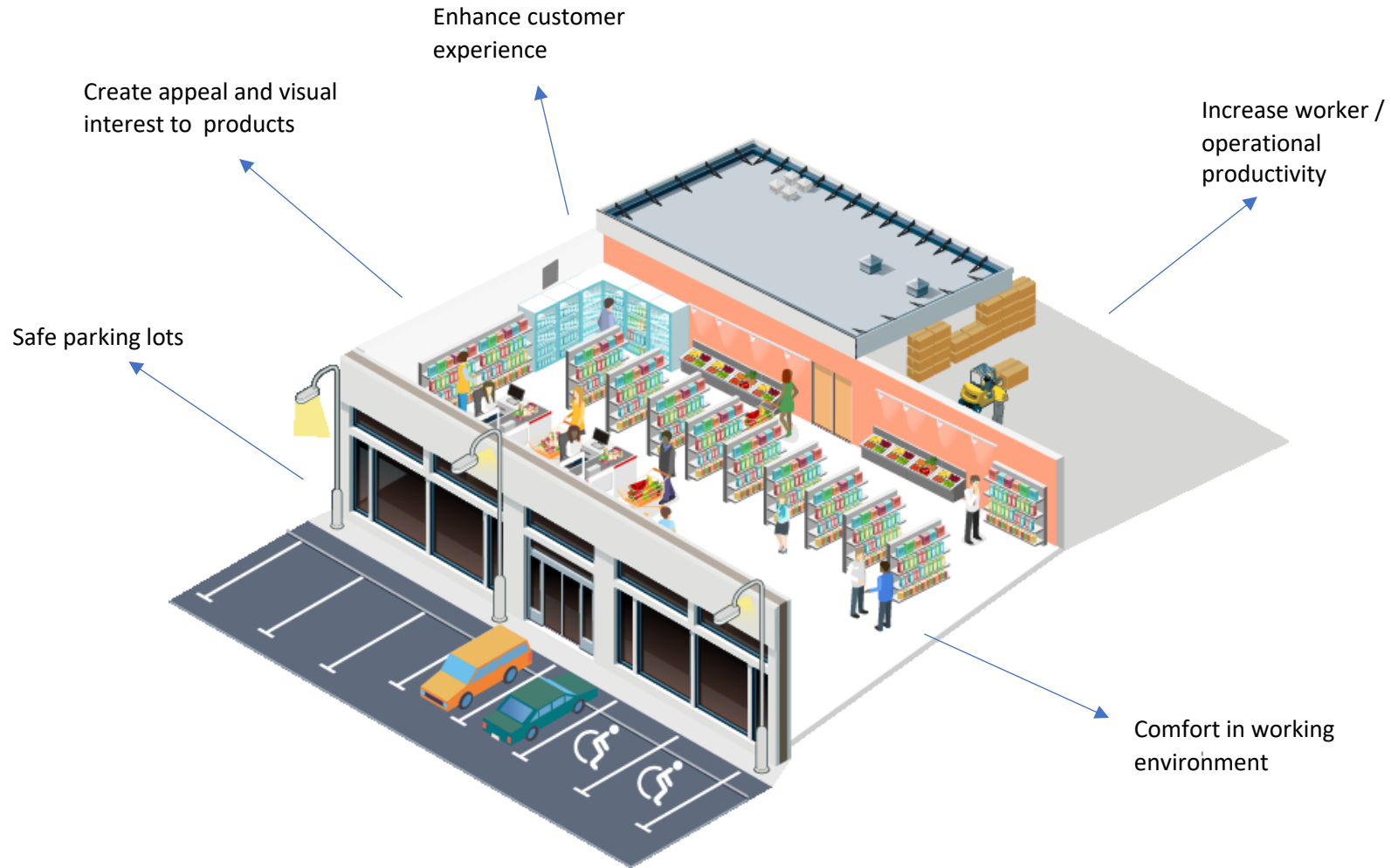
Contractor Versus Trade Ally



Becoming an Energy Hero



The Power of Non-Energy Impacts

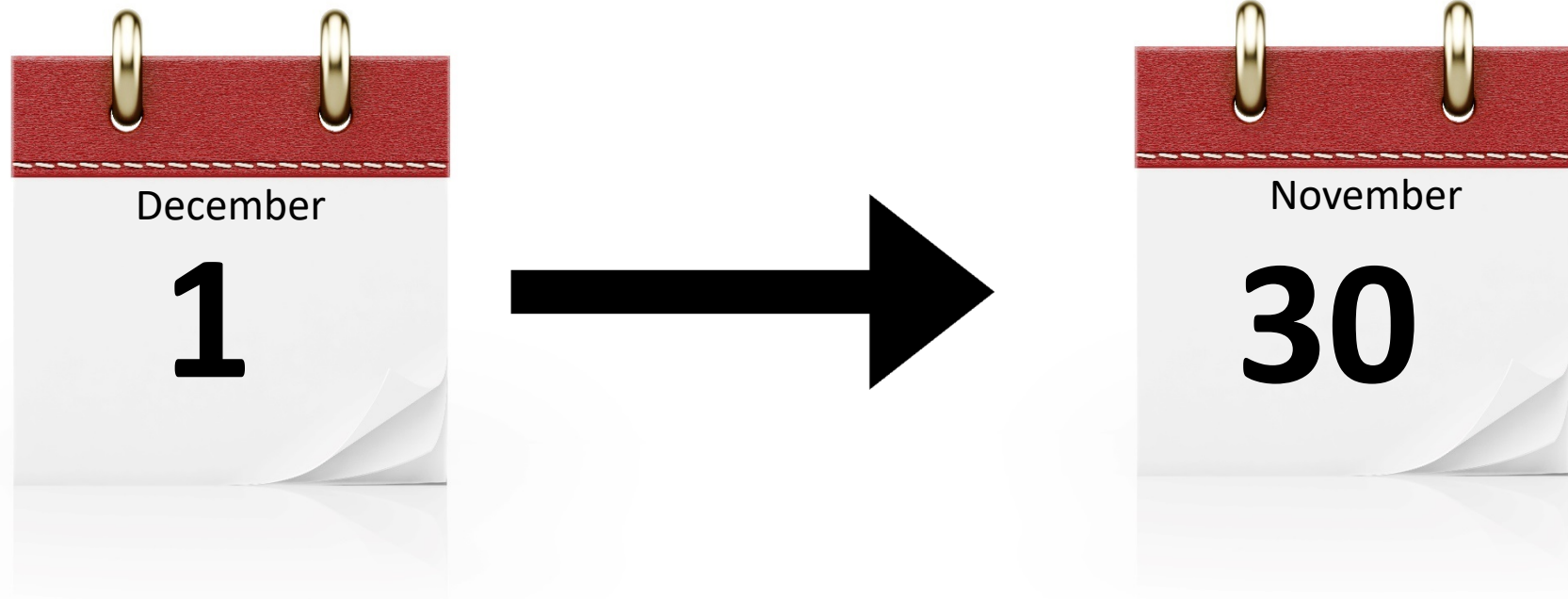


Winning Essentials: “The How To”

Consumers Energy

Count on Us®

Program Effective Dates

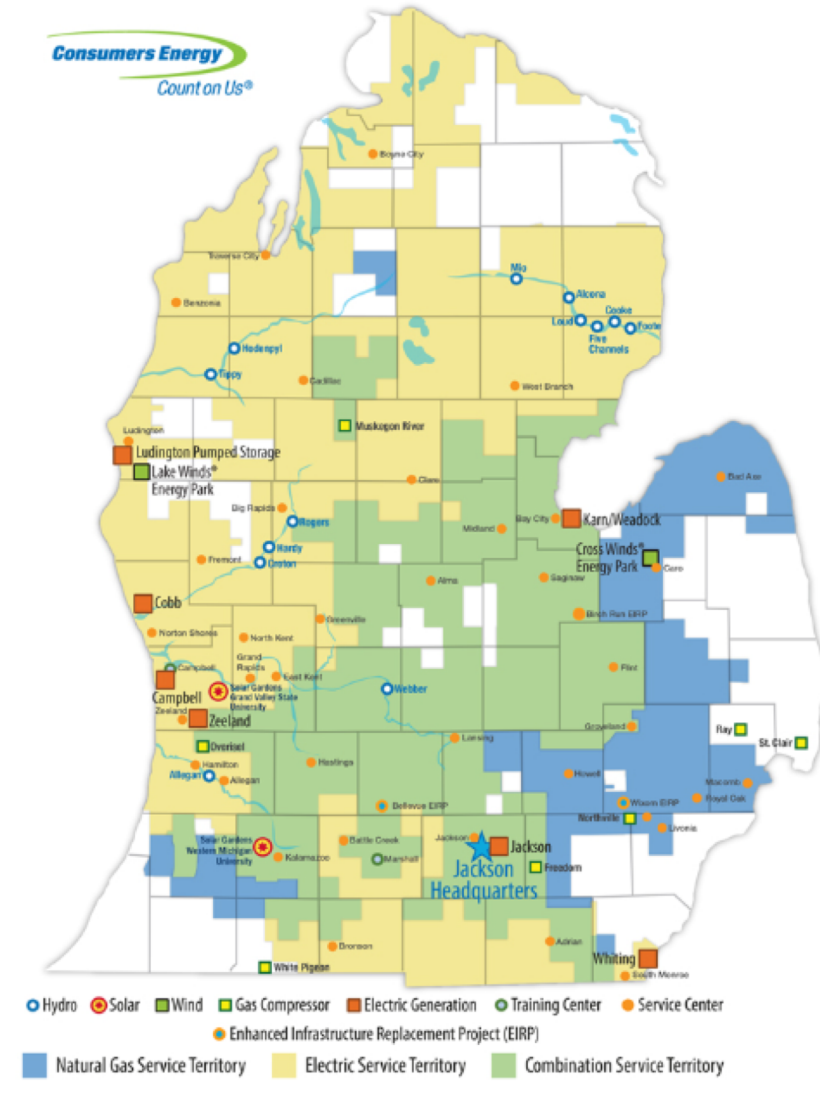


Customer Opportunities



Consumers Energy Service Territory

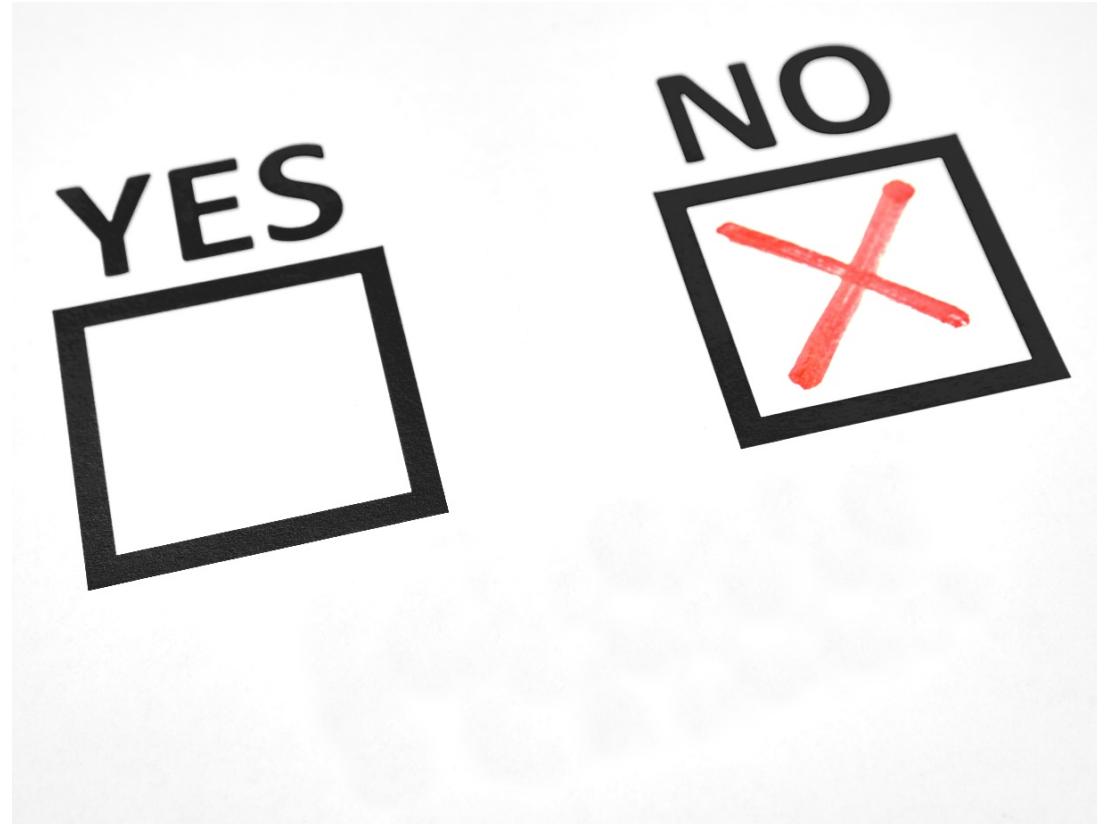
Yellow: Electric
Green: Combination
Blue: Natural Gas



Project Eligibility for Incentives



Projects That Do Not Qualify



Incentive Caps and Limits

Facility Incentives	Cap per Program Year
Prescriptive	75% of the total project cost
Custom	50% of the total project cost
Customer Limits	Cap per Program Year
Large Natural Gas	\$1M across all facilities per customer
Large Electric	\$2M across all facilities per customer

Tools and Resources

The logo for Consumers Energy, featuring the company name in a bold, blue, sans-serif font. The text is centered within a green, horizontal, oval-shaped swoosh that tapers at both ends.

Consumers Energy

Count on Us[®]

Commitment to Innovation



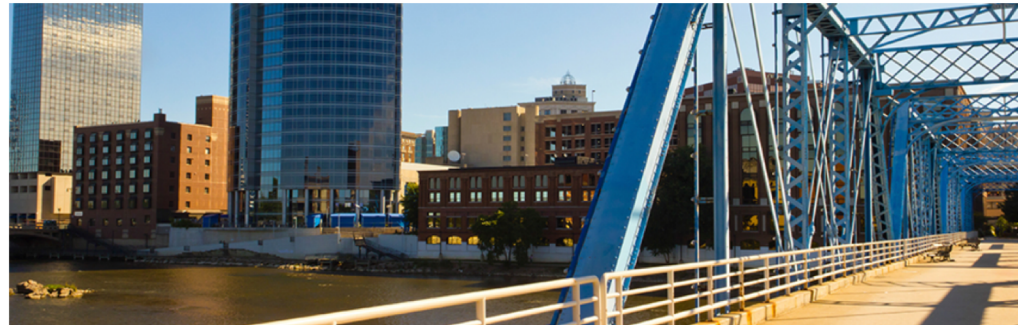
Commitment to Unique Markets



Buy Michigan

- Earn a 30 percent bonus when you install Michigan-made energy efficiency products
- Over 1,000 bonuses have been paid out to customers
- Find a manufacturer at: ConsumersEnergy.com/buymichigan

BUY LOCAL AND SAVE



Choose Eligible Energy Saving Upgrades

The Buy Michigan program is available to your business if you take part in our [Large Business Rebate Program](#). If you'd like to participate, plan to make your upgrades using equipment made in Michigan.

Claim Your Buy Michigan Bonus

Fill out the rebate [application](#) with the amount you spent on Michigan-made equipment. Please also include the affidavits your manufacturers will supply to you, confirming that the equipment was made right here in Michigan. We'll include the 30% bonus in your rebate check.

Your Energy Efficiency Journey Begins

Contact: **Mark A. Bates**
Business Energy Advisor
517-228-8800

Mark.bates@cmsenergy.com

877-607-0737

ConsumersEnergy.com/startsaving



WEST MICHIGAN

GRAND RAPIDS
2030
DISTRICT®



Renaee Hesselink

N I C H O L S



NICHOLS

YOU FIRST



Nichols LEED and Energy Reduction Journey



Nichols - Why Sustainability & LEED?

- One-third of the credits for certification can be obtained from a Green Cleaning Policy and Program
- Best Practice Management
- IAQ for our Associates, Cleaning Contractor Associates and Visitors
- Customer Demand
- Community Leader
- Industry Leader
- Walk the Talk



LEED



Leadership in Energy & Environmental Design

© U.S. Green Building Council, 2008

What is LEED?





Leadership in Energy and Environmental Design

A leading-edge system
for certifying the
greenest performing
buildings in the world



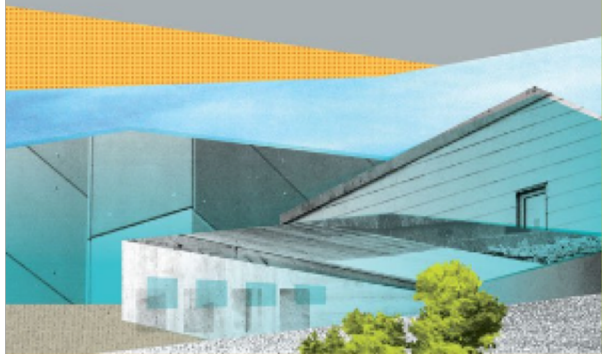
What is LEED?

LEED Version 4.0

- Location and Transportation
- Sustainable Sites
- Water Efficiency
- Energy and Atmosphere
- Materials and Resources
- Indoor Environmental Quality


THIS is

LEED[®]



LEED[®] for

**BUILDING DESIGN
+ CONSTRUCTION**




LEED[®] for

**BUILDING OPERATIONS
+ MAINTENANCE**




LEED[®] for

**INTERIOR DESIGN
+ CONSTRUCTION**




LEED[®] for

HOMES



LEED[®] for

**NEIGHBORHOOD
DEVELOPMENT**



USGBC has four levels of LEED:



IMPACTS OF U.S. BUILDINGS ON RESOURCES

40% primary energy use*

72% electricity consumption*

39% CO₂ emissions*

13.6% potable water consumption**

Sources:

*Environmental Information Administration (2008). EIA Annual Energy Outlook.

** U.S. Geological Survey (2000). 2000 data.

Global CO₂ Emissions by Sector

#1. Buildings

#2. Transportation

#3. Industry

ENERGY
USE

24%* -50%**

CO₂
EMISSIONS

33%*** -39%**

WATER
USE

40%**

SOLID
WASTE

70%**

Green Buildings Can Reduce...

* Turner, C. & Frankel, M. (2008). Energy performance of LEED for New Construction buildings: Final report.

** Kats, G. (2003). The Costs and Financial Benefits of Green Building: A Report to California's Sustainable Building Task Force.

*** GSA Public Buildings Service (2008). Assessing green building performance: A post occupancy evaluation of 12 GSA buildings.

1391 Judson Road

- Built in 1995 as a warehouse for cross-docking
- 46 dock doors (front and back) – now 22
- 104,000 square feet, 12,000 is now office space
- Regional Distributor
- Achieved LEED EB O+M June 2010, Recertified LEED EBOM V4.0 October 2015



Results and Benefits

From our first LEED EBOM Gold Certification 2010:

- Findings regarding our 3 water systems that support the property
- Energy Star Score of 79, Energy Reduction of 34%
- Waste Reduction
 - Reduced net waste hauling fees by 97%
 - net income gained
 - 2009/2010 Michigan Recycling Coalition Certified Recycler recognition
- Water Use Reduction 41%

Results and Benefits - 2nd Time Around

LEED EBOM is a continuous improvement process:
since 2010 we have.....

- Reduced energy consumption, 7% in 2014 and winner in the Michigan Battle of the Buildings and 2nd place in 2015 with a 10.84% decrease
- Energy Star score 89
- Demand Ventilation on HVAC system – this automated fresh air coming into the warehouse and offices, was a manual process
- Purchased Renewable Energy Credits
- Composting – started in June 2012 – reducing landfill by approximately 12 yards/annually (4200 pounds)
- 87% waste diversion from landfill





Norton Shores, MI

Nichols v4 O+M Recertification**LEED v4 O+M: WDC**

Attempted: 65, Denied: 5, Pending: 0, Awarded: 60 of 110 points

Project ID: 1000039304
Status: Certified
Certification level: Gold
Certification date:
10/12/2015

LOCATION AND TRANSPORTATION	4 OF 15
Alternative Transportation	4 / 15
SUSTAINABLE SITES	4 OF 10
Site Mgmt Policy	Y
Site Development - Protect or Restore Habitat	0 / 2
Rainwater Mgmt	3 / 3
Heat Island Reduction	0 / 2
Light Pollution Reduction	1 / 1
Site Mgmt	0 / 1
Site Improvement Plan	0 / 1
WATER EFFICIENCY	8 OF 12
Indoor Water Use Reduction	Y
Indoor Water Use Reduction	5 / 5
Building-Level Water Metering	Y
Outdoor Water Use Reduction	2 / 2
Cooling Tower Water Use	0 / 3
Water Metering	1 / 2
ENERGY AND ATMOSPHERE	25 OF 38
Energy Efficiency Best Mgmt Practices	Y
Minimum Energy Performance	Y
Optimize Energy Performance	16 / 20
Building-Level Energy Metering	Y
Fundamental Refrigerant Mgmt	Y
Existing Building Commissioning - Analysis	2 / 2
Existing Building Commissioning - Implementation	2 / 2
Ongoing Commissioning	0 / 3
Advanced Energy Metering	0 / 2
Demand Response	0 / 3
Renewable Energy and Carbon Offsets	4 / 5
Enhanced Refrigerant Mgmt	1 / 1
MATERIALS AND RESOURCES	4 OF 8
Ongoing Purchasing and Waste Policy	Y
Facility Maintenance and Renovation Policy	Y
Purchasing - Ongoing	0 / 1
Purchasing - Lamps	1 / 1
Purchasing - Facility Maintenance and Renovation	1 / 2
Solid Waste Mgmt - Ongoing	2 / 2
Solid Waste Mgmt - Facility Maintenance and Renovation	0 / 2

INDOOR ENVIRONMENTAL QUALITY	7 OF 17
Minimum IAQ Performance	Y
Environmental Tobacco Smoke Control	Y
Green Cleaning Policy	Y
IAQ Mgmt Program	0 / 2
Enhanced IAQ Strategies	1 / 2
Thermal Comfort	0 / 1
Interior Lighting	0 / 2
Daylight and Quality Views	0 / 4
Green Cleaning - Custodial Effectiveness Assessment	1 / 1
Green Cleaning - Products and Materials	1 / 1
Green Cleaning - Equipment	1 / 1
Integrated Pest Mgmt	2 / 2
Occupant Comfort Survey	1 / 1
INNOVATION	4 OF 6
Innovation	3 / 5
LEED Accredited Professional	1 / 1
REGIONAL PRIORITY CREDITS	4 OF 4
Site Development - Protect or Restore Habitat	0 / 1
Rainwater Mgmt	1 / 1
Light Pollution Reduction	1 / 1
Optimize Energy Performance	1 / 1
Renewable Energy and Carbon Offsets	0 / 1
Solid Waste Mgmt - Ongoing	1 / 1
TOTAL	60 OF 110

40-49 Points	50-59 Points	60-79 Points	80+ Points
CERTIFIED	SILVER	GOLD	PLATINUM


ENERGY AND ATMOSPHERE
25 OF 38

Energy Efficiency Best Mgmt Practices	Y
Minimum Energy Performance	Y
Optimize Energy Performance	16 / 20
Building-Level Energy Metering	Y
Fundamental Refrigerant Mgmt	Y
Existing Building Commissioning - Analysis	2 / 2
Existing Building Commissioning - Implementation	2 / 2
Ongoing Commissioning	0 / 3
Advanced Energy Metering	0 / 2
Demand Response	0 / 3
Renewable Energy and Carbon Offsets	4 / 5
Enhanced Refrigerant Mgmt	1 / 1

Energy Upgrade Summary

2007 – Distribution Center Lighting Upgrade, metal halide to florescent – 6 lamp fixtures

2014 – Demand Ventilation – warehouse

- Project cost \$7224.87, Incentive received \$9753.30

2016 – Office Lighting Upgrade from 4 lamp florescent to LED & dock lighting at 22 dock doors to LED

- Project Cost apx \$25,000, Incentive appx \$800





2017 – sensors on irrigation system

Interesting Fact

If Nichols was using the same amount of energy today in the Norton Shores facility that we were using in 2007 at today's prices of electric and natural gas, we would be spending \$30,000 annually more than we are.

So we are cost avoiding \$30,000 annually just by saving energy!

Energy Star Metrics Summary

Metrics Summary			
Metric 	Dec 2007 (Energy Baseline) 	Jan 2019 (Energy Current) 	Change 
ENERGY STAR Score (1-100)	61	76	15.00 (24.60%)
Source EUI (kBtu/ft ²)	90.9	65.6	-25.30 (-27.80%)
Site EUI (kBtu/ft ²)	43.6	39.9	-3.70 (-8.50%)
Energy Cost (\$)	99,224.66	81,771.92	-17452.74 (-17.60%)
Total GHG Emissions Intensity (kgCO ₂ e/ft ²)	5.3	3.7	-1.60 (-30.20%)

Electric kWh Used

8/14/2006	93400	2/15/2018	42200
9/11/2006	71000	3/18/2018	42400
10/12/2006	79400	4/17/2018	42000
11/10/2006	76200	5/16/2018	34000
12/12/2006	80600	6/17/2018	35200
1/12/2007	68600	7/17/2018	36400
2/12/2007	101400	8/15/2018	35000
3/13/2007	85200	9/16/2018	35200
4/12/2007	81200	10/14/2018	31600
5/11/2007	71200	11/13/2018	33400
6/12/2007	75873	12/13/2018	41400
7/12/2007	80200	1/15/2019	42400
8/12/2007	78200	2/17/2019	47400
9/12/2007	67400		
10/11/2007	47400		
11/7/2007	43400		

Energy Star Certification



2018

In recognition of superior energy performance, the U.S. Environmental Protection Agency awards the ENERGY STAR® to

Nichols

Buildings that earn EPA's ENERGY STAR use 35 percent less energy and generate 35 percent fewer greenhouse gas emissions than similar buildings across the nation.

What is Next?

- March 2019 – completed a distribution center upgrade with sensors @ the fixture
 - Project Cost \$40,000, expected incentive just under \$7000
- Data in to ARC
- LEED O +M recert by October 2020



SANITARY MAINTENANCE

THE BUSINESS MAGAZINE FOR JAN/ISAN DISTRIBUTORS

Green CREDENTIALS

WAXIE and NICHOLS earn
LEED certification – and enhance
green credibility with customers

DELIVERY ASSISTANCE

Use a third party to ship small orders

SNEAK PEEK

ISSA/INTERCLEAN

Keynote speaker, seminars, networking events



Michigan Pollution Prevention Partnership (MBP3)

- We have been a member and recognized for two years (2015, 2016, 2018)
- We submit an annual report of our Environmental performance Results
- This keeps us in good-standing with customers

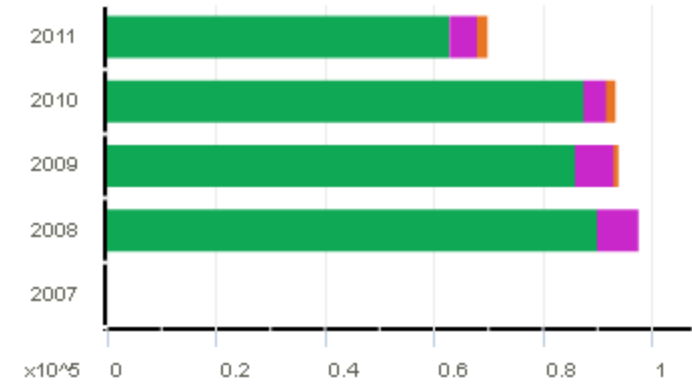
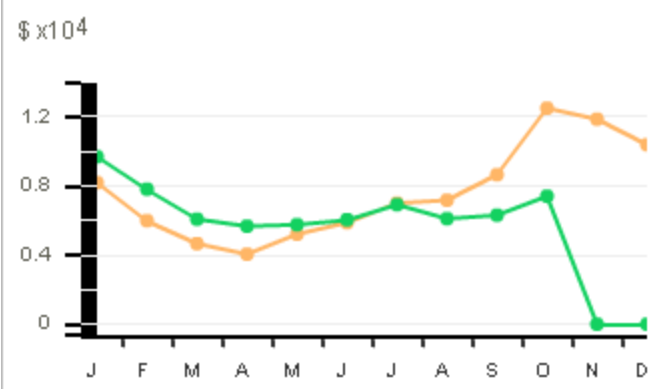


Cost GHG

Sales

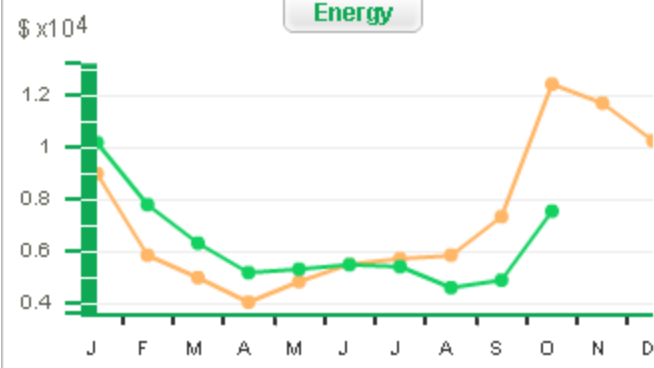
Home

Total Cost

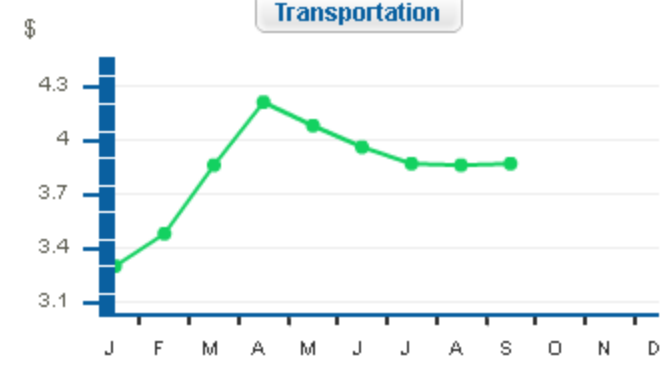


Sales has no data.

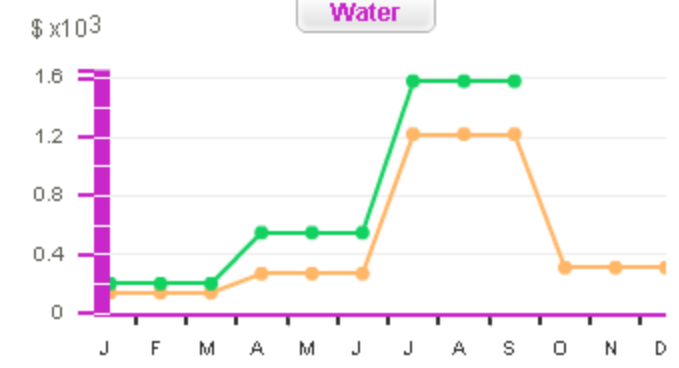
Energy



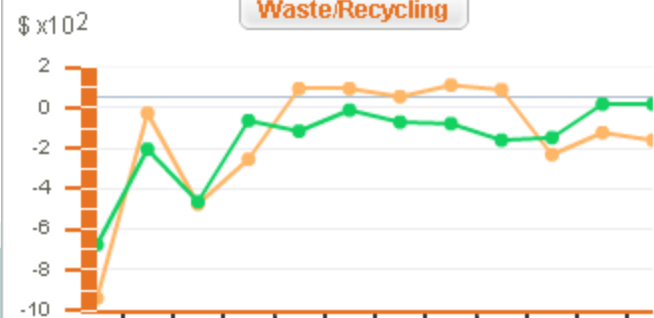
Transportation



Water



Waste/Recycling



Office Supplies has no data.

Product Sales has no data.

International Sanitary Supply Association

ISSA's Distributor Efficiency Analytics & Learning (DEAL) program. DEAL is a comprehensive program that uses 'big data' and educational sessions to help association members operate their buildings and vehicles more efficiently, reduce waste, conserve natural resources, and save money.

Collectively, ISSA's members operate more than 5,000 buildings and 25,000 delivery trucks. By implementing more sustainable operating procedures, member companies could save an estimated US\$21 million annually.

Thank you!

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WEST MICHIGAN

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Thank You!

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