

# K-12 CUSTOMER CASE STUDY



SUSTAINABILITY  
PARTNERS



EAST AURORA  
SCHOOL DISTRICT 131

Aurora, IL  
14,659 students  
23 schools  
1.4 million sq. ft.  
1,656 employees  
97% minority students  
\$180M/yr budget  
2.4M reimbursable meals



EASD is a story of transformation. A 100 year old school district, long serving a community in which it was not feasible to raise property taxes, was laden with outdated rapidly declining facilities due to extreme deferred maintenance. Then in 2018, East Aurora School District partnered with Sustainability Partners to transform the schools. LED lighting, boilers and top-of-the-line centralized heating and air conditioners were installed across 23 schools. SP installed assets of the highest quality and continues to successfully maintain all throughout the district campuses. For the first time in 50 years, EASD schools are able to focus on education rather than infrastructure crises.

Using SP's innovative Infrastructure as a Service™ model, EASD benefited from District-wide modernization, all for zero out-of-pocket cost and the ability to convert what would have been a large capital expense into an operating cash positive with no balance sheet impact, all on the basis of usage. This approach to infrastructure investment accelerated facility improvements by moving individual projects from start to finish at a far greater pace than the school district could have otherwise done.



It seems to be the number one project that we have done as a Board that everybody has had something positive to say about. It has turned out so well. They have met all their deadlines. And people are so happy with this.

We were looking for ways without effecting the taxpayers (borrowing through a referendum) so we found this funding model out there and they understand the energy role really well so they have a lot of buying power in energy efficiency equipment and they were able to decrease the cost of our equipment.

The future for the District is to make all of our buildings heating and air conditioning efficient. We want to make classrooms more inviting for kids to learn in. Having better lighting and better heating and air conditioning certainly provides a better learning environment for our students.

Annette Johnson, July 2019 President of EASD School Board

## THREE SUCCESSFUL PROJECTS THREE METHODS OF PROCUREMENT

### 1ST PROJECT: 2018 LED RETROFIT

Type of Procurement: SP awarded RFP

- 18 separate K-12 school facilities
- Retrofitted 15,000 light fixtures
- Advanced networked smart lighting + controls
- Safe, convenient, energy-saving corridor lighting with auto-sense capability
- Turnkey project: design, engineering, install ongoing maintenance

**Procurement Savings on Equipment: 5% or \$100,000**

**Procurement Savings on Labor: Approx. 5% or \$10,000**

**Total Assets Under Infrastructure as a Service: \$4,853,000**

### 2ND PROJECT: 2019 ROOFTOP HVAC

Type of Procurement:

RFP released for installation labor only;

SP engaged directly with EASD for procurement



**Procurement Savings on Equipment: 6% or \$70,000**

**Procurement Savings on Labor: Approx. \$5,000**

**Total Assets Under Infrastructure as a Service: \$2,100,000**

### 3RD PROJECT: 2020 TOTAL HVAC UPGRADE

Type of Procurement:

Cooperative Agreement and Addendum;

Customer self-funded

**Procurement Savings on Equipment: Approx. \$350,000**

**Procurement Savings on Labor: \$1,394,000**

**Total Assets Under Infrastructure as a Service: \$29,331,000**