

Baltimore City Success Story

**Baltimore-Washington Regional Traffic Signal Forum
March 14, 2007**

**Maritime Institute, Linthicum, Maryland
Sponsored by FHWA, BRTB & TPB**



ESG

- ESCO
- Find \$\$\$
 - Capital Improvements
 - Deferred Maintenance
 - Building Upgrades
 - Equipment replacements

ESG

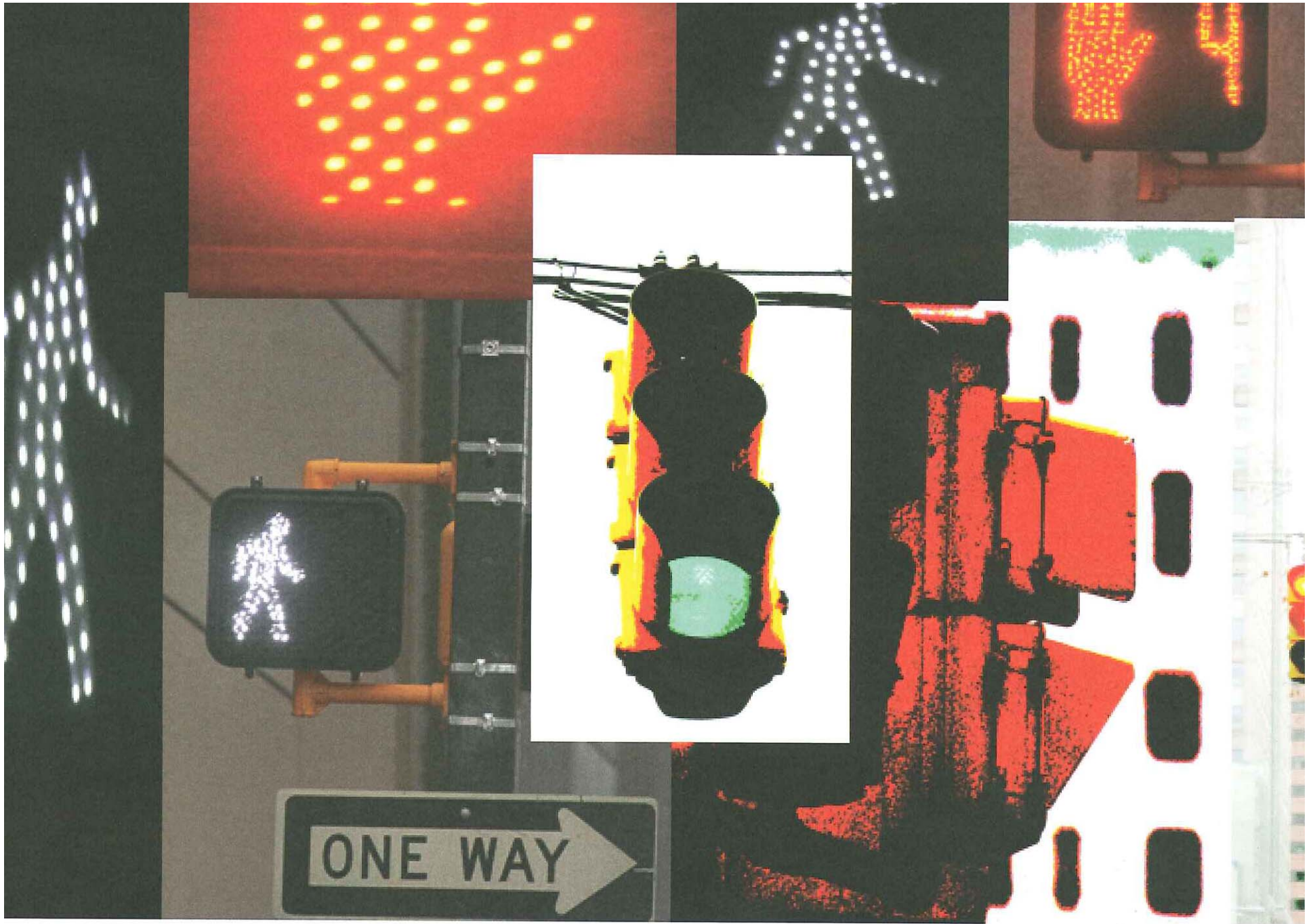
Vendor Neutral

Product Neutral

Experts

Experienced





IPW's Energy Conservation Office worked with the Department of Transportation to replace the City's traffic signals with LED lights which are brighter and save money on energy costs.

How did Baltimore City do it?

➤ Pay for \$6.5 in improvements

- No capital
- No bond sale
- Or a pre-existing budget

Baltimore City Story

➤ Hurdles for Baltimore City

- No available funding
- Scope was too broad
- Complicated surveying process
- No funding = no support from administration
- Considered self implementing

Energy Performance Contracting

- ✓ Used energy savings to pay for the upgrades
- ✓ Financing mechanism
 - Requires no capital dollars
 - One step procurement
 - Turn key project
 - Endorsed by State and local governments

Indefinite Delivery Contract

- IDC for EPC
- Created by DGS and MEA
- All local governments can piggyback
- ESG

ESG Project

- Converted 1378 signals
- 150 Crosswalks upgraded
- Used a combination of products
- Project completed
- First year savings = \$896,403

Environmental Benefits

- Greenhouse Gases (CO₂) 17,935,834 lbs/yr
- Carbon Monoxide (CO) 2000 Pounds/yr
- Nitrogen Oxides (NO_x) 45270 Pounds/yr
- Sulfur Dioxide (SO₂) 132,510 Pounds/yr
- Volatile Organic Compounds (VOC) 314 pounds/yr
- Particulates (PM₁₀) 3874 pounds/yr

Just six letters

EPC

ESG



YOU?

- ✓ Shortage of capital dollars
 - ✓ Realize energy, operational savings, and emissions reductions NOW
 - ✓ Short staffed
 - ✓ Want to do project in under one year
- 