

## About the Programs:

SCORE<sup>SM</sup> and CitySmart<sup>SM</sup> are no-cost programs offered by Entergy Texas, Inc. to school and government customers to improve energy efficiency and reduce monthly utility costs. The programs are designed to minimize the impact of volatile energy costs, ease budget pressures and provide infrastructure improvements.

*For more information about the SCORE & CitySmart Programs, contact Kelley Carson, Entergy Program Manager, at (281) 362-4033 or [jcarso1@entergy.com](mailto:jcarso1@entergy.com).*

Commercial Solutions is a no-cost program offered by Entergy Texas, Inc. to commercial and industrial customers. Similar to SCORE and CitySmart, the program provides technical and financial support to help organizations identify and implement energy efficiency upgrade projects.

*For more information about the Commercial Solutions Program, contact Terry Swan, Entergy Program Manager, at (409) 981-3245 or [tswan@entergy.com](mailto:tswan@entergy.com).*

*The programs are sponsored by Entergy Texas and administered by CLEARresult Consulting. You can reach CLEARresult at (512) 327-9200 or [planier@CLEARresult.com](mailto:planier@CLEARresult.com).*

## Q&A with Kelley Carson, Entergy Program Manager

### 1. How do Entergy Texas' customers benefit from these programs?

These programs offer some of our most important customers – public schools, universities, and governmental entities – an opportunity to develop an 'Energy Efficiency Business Plan' whereby they can prioritize energy efficiency, expansion and other types of projects that make the most business sense. These programs also provide an avenue of communication between Entergy's Customer Service Group and leaders of their communities, represented by school and governmental officials. This communication avenue is critical in providing top-notch customer service.

### 2. In your opinion, what is the biggest challenge schools, cities, and businesses face when trying to implement energy efficiency projects?

There are two challenges facing cities, schools and businesses. The main problem is funding. Everyone is scraping the bottom of the barrel trying to find funds just to keep the doors open. The next challenge is trying to get these customers out of the "least cost is best" paradigm. The best project for the customer does not always have the lowest first-cost. Customers need to embrace the big picture and look at all aspects of a project.

### 3. Efficiency projects sometimes require significant upfront investment. Aside from program incentives, what are some other ways partners can finance projects?

There are many ways to finance a project. If a customer feels that Entergy's program incentives are the best way, then this project has problems from the start. The incentives are designed to move the customer into considering the next level of efficiency. The customer needs to delve into the various ways to finance such as banks, bonds, guaranteed savings contracts, private partnerships, venture capital, state and federal matching grants, and others that I may have failed to mention.

### 4. Let's say, hypothetically speaking, that all cities and schools complete high-efficiency lighting, air conditioning and roofing retro fits over the next few years. What types of projects do you see becoming more prevalent in the future?

I think we will turn to projects that will target existing equipment and find ways to make it better; for example, retro-commissioning of chillers. Air conditioning tune-ups would be another. [We could also] work with customers on integrating energy management opportunities, now that that measure can be looked at for demand and energy savings. Also, behavioral measures can be sought out for savings. Lastly, demand side management programs could also become viable.

## Storing up the Savings!

Like many small businesses, AA Self Storage was facing high operating expenses and low profits. Skeptical about implementing any type of energy efficiency project, owner Gregory Corkran was pleasantly surprised to learn a facility-wide lighting retrofit project would earn his company more than \$7,800 incentives and save nearly 100,000 kilowatt-hours of electricity annually.

After reviewing an energy assessment performed by Commercial Solutions Program staff, Corkran decided to replace all of his existing lighting with high efficiency T5 and T8 fixtures. In addition, he also installed motion sensors, which further reduce energy use by only operating lights when a room is occupied.

"The incentive from Entergy was instrumental in the completion of these much-needed upgrades," said Corkran. "While I'm enjoying the energy savings they provide, my employees and clients have already noticed a difference in the quality of light in the building."



## Partner Success:

**United Methodist Temple**  
Commercial Solutions Partner  
\$12,362

**Market Street**  
Commercial Solutions Partner  
\$15,526

**Fellowship of The Woodlands**  
Commercial Solutions Partner  
\$10,118

**AA Self Storage**  
Commercial Solutions Partner  
\$7,804

**Beaumont ISD**  
SCORE Partner  
\$6,160

**Conroe ISD**  
SCORE Partner  
\$17,224

**Groveton ISD**  
SCORE Partner  
\$27,224

**City of Dayton**  
CitySmart Partner  
\$3,426

**Little Cypress-Mauriceville**  
SCORE Partner  
\$620

**Port Neches Groves ISD**  
SCORE Partner  
\$20,584

**Port Arthur ISD**  
SCORE Partner  
\$5,228

**Texas Department of Criminal Justice**  
CitySmart Partner  
\$2,240

**Region 5 Education Service Center**  
SCORE Partner  
\$7,406

**Huntsman Petrochemical Corp.**  
Commercial Solutions Partner  
\$21,145

**Office Depot, Inc.**  
Conroe, Beaumont, Oakridge North,  
& Port Arthur locations  
Commercial Solutions Partner  
\$28,857

**Bauer Manufacturing**  
Commercial Solutions Partner  
\$14,999

## School's Out, But Efficiency's In

Until recently, Groveton Independent School District was using costly and outdated lighting and air conditioning equipment throughout its Main Campus. Few employees noticed the poor quality of light and air flow over the years, and were unaware of the inefficient technology's significant contribution to high energy bills. Determined to ease such costs, decision makers joined the Entergy Texas SCORE Program.

"Efficiency is a key element of our energy future, and we are committed to setting a positive example for our students and faculty," said Joe Driskell, Superintendent. "The combination of greater energy efficiency, lower energy bills and improved facilities made investing in this project an easy decision."

Groveton ISD's participation in the SCORE Program proved to be successful. By replacing all lighting and select air conditioning systems with new, high efficiency technology, the district saved approximately 331,450 kilowatt hours of electricity, grossing more than \$27,450 in program incentives.



## City of Dayton Completes Projects

Rather than installing traditional technology in its new Community Center, the City of Dayton took a more cost effective approach, incorporating high efficiency lighting and air conditioning equipment throughout the facility.

"The CitySmart Program was beneficial in more ways than one," said City Manager David Douglas. "Not only did we receive \$3,420 in incentives and are saving even more annually on our utility bills, but now our citizens are enjoying a more comfortable and aesthetically pleasing building, and that's important to us."

The lighting and air conditioning equipment installed in the Community Center will save the city about 55,760 kilowatt-hours of electricity each year, equivalent to eliminating the carbon dioxide emissions of approximately 4,500 gallons of gasoline, according to Environmental Protection Agency calculations.

## Energy Performance Benchmarking

The first step in increasing efficiency is understanding how your facilities are currently performing. The benchmarking process compares your building's energy performance against buildings in similar climates across the country. The results help identify which of your facilities offer the greatest opportunity for energy and cost savings.

Whether it's a surprisingly efficient older building or a brand-new building scoring lower than anticipated, there is always something constructive to be learned during the benchmarking process. Your completed benchmarking report lays the foundation for long-term energy efficiency improvement.

Benchmarking is a free service offered by the SCORE and CitySmart Programs. For more information about benchmarking your facilities, please contact Kevin Putman at (512) 327-9200 or [kputman@clearResult.com](mailto:kputman@clearResult.com).

