

Ways to offset the impacts of the “Big, Beautiful Bill” on campus budgets



SPEAKERS

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Evolution's account management strategy

Impacted areas

Pell Grant awards & eligibility

Proposed elimination of Federal Supplemental Educational Opportunity Grant (FSEOG)

Proposed elimination of subsidized loans

Limiting federal aid to the "median cost of college"

Proposed elimination of grad plus loans

Proposed creation of a "risk-sharing scheme"

Effect of the "BBB"

Pell Grants

- Increases the threshold for "full-time enrollment" to 15 credit hours a semester
- Reduces Pell Grant awards proportionately for every credit hour below 15
- Eliminates Pell Grant eligibility for students enrolled less than half time
- **Effect:** Restricts part-time students' ability to pay for education

FSEOG

- No longer available to students with high financial need
- **Effect:** Limits the financial options available for lower-income students to pay for their education

Risk sharing scheme

- A system that will impose penalties on institutions for
- This proposed model will be incredibly resource and capital intensive to monitor and track for universities
- Will disproportionately effect smaller institutions that service a significant amount of lower income students
- The National Association of Independent Colleges and Universities (NAICU) estimates that 90% of independent schools will be subject to penalties
- **Effect:** Academic institutions will face financial penalties, in addition to incurring costs for the resources and systems required to track these loan repayments

Subsidized loans

- Without the in-school interest subsidy, students will see elevated debt loads
- **Effect:** Dis-incentivizes lower income students from enrolling

Grad plus loans

- Would prohibit grad students from being able to borrow up to the full cost of attendance
- **Effect:** Hinders the graduate school revenue stream for AICUP members with grad programs

Median cost of college

- Effectively establishes price controls and forces students into the private loan market
- Inherently punishes independent institutions for their lack of access to state higher education funding support
- **Effect:** Pushes students to apply to state universities to bring down their price of enrollment

ENERGY AND WATER EFFICIENCY

Identify



Benchmark energy usage across the organization and the individual properties to determine the “current state and prioritize the “energy hogs.”

- Collect and normalize utility data across all sites to baseline energy performance.
- Use benchmarking insights to isolate underperforming buildings or systems to quantify improvement opportunities.

Reduce



Audit the property and develop a list of engineered Energy Conservation Measures (ECM’s) that will **cost-effectively** impact the organization’s energy consumption.

- ASHRAE Level 2 audits for only \$3,800.
- Audit cost credited back against any energy conservation project the client moves forward with.

Finance



Energy engineering can power the organization’s bottom line through creative **financing, rebate, and grant options** that eliminate the need for upfront capital while simultaneously increasing operating income.

- Project costs are often offset by savings from energy conservation projects.
- Our team identifies and applies for rebates and grants to lower total out-of-pocket cost.
- We structure financing solutions that require little to no upfront capital, preserving client capital.

Execute



“Turnkey” design-build energy efficiency projects with strong Return on Investment (ROI) **increasing asset value and reducing GHG emissions.**

- We manage all phases – energy audits and engineering through project execution.
- Efficiency upgrades improve building systems and certifications, increasing property value while reducing GHG emissions.
- Projects deliver measurable energy savings.

Illustrative Energy Audit Timeline

Property Actions

1. Ownership participates in an initial discovery call with Evolution Sustainability Group
2. Property team provides utility bills, equipment inventories, and building drawings, etc.
3. Evolution conducts audit, develops ECMs with cost, savings, rebates, GHG calculations, ROI, etc.
4. Property receives report and selects from menu of energy efficiency projects
5. Evolution implements turnkey projects for the property

Initial Project Discussion: After initial ownership engagement, key areas of focus and specific sustainability or cost-saving objectives for the property are identified.

Audit and Report Development: Evolution performs an energy and water audit and engineers conservation measures focusing on those with the greatest impact on ROI and GHG emissions reduction.

Analysis: Ownership reviews the ROI and GHG reduction impact of each measure and selects preferred ECMs from a tailored “à la carte” menu of recommended improvements.

Audit Selection & Data Collection: Audit scope is aligned with ownership’s priorities, and the property selects the preferred audit tier. Client provides recent utility bills, equipment inventories, and building drawings, etc.

Delivery of Audit Report: Depending on the audit package selected, the property will receive an energy and water conservation report including the following:

- Building systems overview
- Energy and water usage profiles
- GHG emissions
- Recommended ECMs
- Project Economics
- Project Financing Options
- Sustainability

Energy Conservation Measure Implementation: Evolution delivers turnkey energy and water efficiency projects, and the property enjoys reduced energy consumption, costs, and GHG emissions.

ENERGY CONSERVATION

Potential ECMs

- **Vedant Thermostat Example: University**

- Cost: \$61,559
- Annual Save: \$16,607
- Payback: 3.3 Years



- **Rooftop Solar PPA**

- Cost: \$0
- Annual Save: 25,676
- Payback: immediate
- KWh Saved: 144,625 (for BEPS)



- **Demand Controlled Ventilation (Kitchen Hoods)**

- Cost: \$37,395
- Annual Save: 10,258
- Payback: 3.65 Years



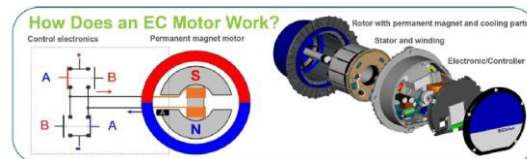
- **eTemp Controls**

- Cost: \$3,900
- Annual Save: 1,200
- Payback: 3.25 Years



- **Electronically Commutated Motors**

- Cost: \$125,720
- Annual Save: 55,565
- Payback: 2.26 Years



- **Ultra High-Efficiency Transformers**

- Cost: \$76,448
- Annual Save: 9,867
- Payback: 7.75 Years



WATER CONSERVATION

Potential ECMs

Toilet Retrofit

- Cost: \$23,580
- Annual Save: \$8,055
- Payback: 2.93 Years

Benefits:

- Higher velocity per flush
- Reduced volume of water needed to clear waste
- Provides valanced refill ratios of the bowl and tank
- Stops running and leaking toilets
- Stops catastrophic leaks



WATER CONSERVATION

Potential ECMs

Water Balancing

- Cost: \$15,911
- Annual Save: \$7,686
- Payback: 2.07 Years

Benefits:

- Installs upstream on angle stop
- Does not decay over time
- Easy installation
- Sustainable water flows
- No maintenance required
- Ten-year warranty
- Nickel Plated Brass





Financing – Illustrative Example

Energy Conservation Project Economics	
Minimum Monthly Savings	\$20,666
Annual Save	\$247,996
10 Year Save	\$2,479,961
Total Estimated Project Cost Before Incentives	\$1,052,809
Utility Incentives	\$78,022
Charitable Grant for LED Lighting (Only Available Through EEP)	\$60,000
Matching Grant for EV Charging Stations	\$108,411
Estimated Project Cost After Incentives and Grants	\$806,376
Payback (years)	3.25
Simple ROI	30.8%

60 month on-bill financing option	
Upfront Capital	\$0
Total Monthly Savings	\$20,666
Estimated Financing Payment	\$16,055
Net Monthly Save (positive cash flow)	\$4,611
Net Annual Cash Flow During Lease Term	\$55,337



THANK YOU

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