



A Proposal for Sustainable Practice  
Benjamin Franklin Institute of Technology

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## **Introduction:**

The Benjamin Franklin Institute of Technology (referenced throughout as The College) is an innovative technical institute located in the City of Boston. The College currently has approximately 500 students enrolled, 30 full-time instructors, 30 adjunct instructors, and 32 staff members. Their mission is as follows:

*The Benjamin Franklin Institute of Technology strives to prepare students for a meaningful technical career and lifelong learning. A dedicated faculty and staff create a network of learning and support that serves a culturally diverse student body in an urban setting. Through a broad range of technical programs, the Institute is committed to helping students advance themselves educationally and professionally. The College continually seeks input and support from business and industry to keep at the forefront of rapidly changing technology. The Institute's goal is to ensure high quality programs that balance liberal studies courses with applied skills, thus fulfilling the will of its benefactor, Benjamin Franklin, to develop students who will aspire not only to advance themselves but also to benefit society.*

Our partnership with The College is in response to their request for guidance in determining an appropriate sustainable initiatives and a roadmap for its execution. Specifically, The College is hoping to save energy and heat by making small infrastructure changes (i.e., new windows, heating units, lighting etc.) to the 100+ year old buildings. This proposal represents a starting point for these initiatives and provides a detailed step-by-step approach to embed the changes into The College's culture.

## **Background:**

The College was founded in 1908 under the provisions of the will of Benjamin Franklin. The managers of Benjamin Franklin's finances decided on the trade school because it seemed a perfect successor to the apprenticeship system, enabling Franklin's legacy to help young tradesmen in a way that suited the industrial age. This heritage is what still drives The College today to be a place for young people and working men and women to advance themselves through technical training.

The College is located in the Boston's Back Bay area. They have two buildings, both of which are over 100 years old. Many features in the buildings (i.e., windows, heating fans, etc.) are originals and in need of repair or replacement. Some of the proposals mentioned in this document recommend changes to the infrastructure of the buildings.

### **Sustainable Initiatives already Underway:**

Throughout 2008, The College began to take action to incorporate sustainability into their curriculums and culture. They formed the Green Technology Committee, made up of faculty and staff. This committee has been split with two distinct goals:

1. Building Changes
2. Curriculum Changes

The committee meets regularly to discuss other projects they could implement. Also, the committee ran a Green Day even in October, and hosted a guest speaker, Warren Leon, Senior Advisor at the Massachusetts Technology Collaborative (MTC) with over 20 years experience dealing with energy and environmental issues. The Green Technology Committee served as a sounding board for the ideas presented in this proposal.

The College has also formed the Green Technology Club, made up primarily of students. This club has just started to meet, but has plans to assist with sustainable initiatives on campus. Both the Green Technology Committee and the Green Technology Club will be the key drivers behind the changes proposed in this document.

In addition to these organizations, The College has signed the American College & University Presidents Climate Commitment (ACUPCC). The ACUPCC is a high-visibility effort to address global warming by garnering institutional commitments to neutralize greenhouse gas emissions, and to accelerate the research and educational efforts of higher education to equip society to re-stabilize the earth's climate. Although this process has been initiated, The College still has several steps to go in the process to meeting their commitment.

### **Proposal:**

The following provides a set of ideas to help The College towards their sustainable goals. The suggestions offered are cost-effective and easy to implement, with no training required.

### **Mission Statement**

The Green Technology Committee developed a new sustainability statement for The College.

The new statement is as follows:

*The Benjamin Franklin Institute of Technology strives to infuse sustainable practice in its operations and curriculum. The college is committed to providing a values-based learning experience that motivates and supports individual and collective efforts to create environmentally and socially sustainable practices at the college and in the larger community.*

In addition to adopting the new statement above, we recommend The College incorporate a sustainability sentence into their Mission Statement. This will further demonstrate their commitment to this initiative.

To implement this change, The College should:

1. Determine the sentence that will be added to the Mission Statement
2. Announce the change to student body and its importance
3. Make the appropriate changes to all documentation of the Mission Statement (online, written material, etc.)

### **Recycling Program**

The College currently offers recycling bins (aluminum and paper) on each floor of the school. We recommend that The College enroll in RecycleMania to further enhance their current recycling program, to meet the requirements of the ACUPCC, and to get students more involved. RecycleMania is a friendly competition and benchmarking tool for college and university recycling programs to promote waste reduction activities to their campus communities. It occurs over a 10-week period and schools are required to report recycling and trash data which are then ranked and compared to other schools and universities. With each week's reports and rankings, participating schools watch how their results fluctuate against other schools and use this to rally their campus communities to reduce and recycle more.

We recommend that The College start with the simplest version, the Benchmark Division. Benchmark schools report their recycling and trash data, but are in every other respect unregulated in how they choose to participate. This would allow the school to measure how much they are recycling and compare it to other schools in the Boston area. Benchmark schools can view their weekly progress in relation to other colleges and universities on their Profile Page on the RecycleMania website: <http://www.recyclemaniacs.org>. Other competitive divisions are available, however to start the program, it makes sense to begin with the simplest version and work towards a higher level.

In order to participate, The College must complete the registration form on the RecycleMania Website, by January 15, 2009. The RecycleMania website clearly defines how to measure the amount of recycling and how to post the information to their website. This may require some coordination with the current Waste Management Company utilized for recycling. The College will need to determine a “Champion” of this process. The Recycling Champion will be responsible for:

1. Applying to participate by January 15, 2009
2. Coordinating efforts with the Waste Management Company
  - o How to measure the waste they pick up
  - o More recycle bins may be necessary – how many can you get from them? Where should they be located? It would be ideal to have them located in each classroom and near lockers.
3. Determine the best method for measuring the schools success – using the guidelines provided by RecycleMania
4. Coordinating promotion efforts with the Green Technology Club

This program should be implemented appropriately and should involve the Green Technology Club. The Green Technology Club can assist in promoting the event. They could post:

1. Fliers
2. Mass e-mails to student body
3. Posters around the buildings
4. Sign-up sheets for volunteers to help run the program
5. Signs on recycle bins for what should be recycled

During the 10-week period, the Green Technology Club should provide weekly updates to the community to encourage increased recycling. We encourage you to use the tools already established by RecycleMania, found at the following location:

<http://www.recyclemaniacs.org/tools-promote.htm>.

#### Infrastructure Repair: Window Replacement

The windows within the buildings are in need of replacement. When in the classroom you could feel the cool air from outside through the windows, demonstrating they are energy in-efficient.

We recommend that The College schedule time with the following:

1. Bill Zoulias of TRIDENT Environmental Group, LLC for removal of 197 windows, including any lead or asbestos.
  - See the Trident Proposal for more details on the cost of removal.
  - Estimated cost for 50 or more windows would be \$10,268 per window.
2. Chris Kenny of Concord Lumber for replacement of the windows
  - See the Concord Lumber Proposal for more details on the cost of replacement
  - Estimated cost for 99 windows \$395, 485 to \$409,425 depending upon the window replacements chosen.

After receiving the estimates, The College can proceed with their request for funding plans.

#### Continue requirements for the ACUPCC

There is still much to be done to meet the requirements of the ACUPCC. Here is a list of the additional steps that must be taken by The College to pursue climate neutrality:

1. Initiate the development of a comprehensive plan to achieve climate neutrality as soon as possible.
2. Within two months of signing this document, create institutional structures to guide the development and implementation of the plan.
3. Within one year of signing this document, complete a comprehensive inventory of all greenhouse gas emissions (including emissions from electricity, heating, commuting, and air travel) and update the inventory every other year thereafter.
4. Within two years of signing this document, develop an institutional action plan for becoming climate neutral, which will include:

- A target date for achieving climate neutrality as soon as possible.
  - Interim targets for goals and actions that will lead to climate neutrality.
  - Actions to make climate neutrality and sustainability a part of the curriculum and other educational experience for all students.
  - Actions to expand research or other efforts necessary to achieve climate neutrality.
  - Mechanisms for tracking progress on goals and actions.
5. Initiate two or more of the following tangible actions to reduce greenhouse gases while the more comprehensive plan is being developed.
- Establish a policy that all new campus construction will be built to at least the U.S. Green Building Council's LEED Silver standard or equivalent.
  - Adopt an energy-efficient appliance purchasing policy requiring purchase of ENERGY STAR certified products in all areas for which such ratings exist.
  - Establish a policy of offsetting all greenhouse gas emissions generated by air travel paid for by our institution.
  - Encourage use of and provide access to public transportation for all faculty, staff, students and visitors at our institution
  - Within one year of signing this document, begin purchasing or producing at least 15% of our institution's electricity consumption from renewable sources.
  - Establish a policy or a committee that supports climate and sustainability shareholder proposals at companies where our institution's endowment is invested.
  - Participate in the Waste Minimization component of the national RecycleMania competition, and adopt 3 or more associated measures to reduce waste.
6. Make the action plan, inventory, and periodic progress reports publicly available by providing them to the Association for the Advancement of Sustainability in Higher Education (AASHE) for posting and dissemination.

In order to meet this goal, we recommend that The College reach out to TAC . TAC specializes in implementing turnkey facility solutions that reduce energy and operational inefficiencies funded through guaranteed energy savings. They work with Colleges/Universities in New England that have committed to sustainability by signing the American College and University

Presidents Climate Commitment. See Exhibit 1 for a detailed write-up on what TAC can do for Benjamin Franklin Institute of Technology.

A meeting with Mark Luckes of TAC should be scheduled in December or January, so he can help The College stay on track with their requirements for ACUPCC.

#### Energy Audit and Management

NStar came to The College on November 12<sup>th</sup> to conduct an energy audit. They specifically were interested in installing motion sensors into classrooms and offices. If The College accepts NStar's recommendations, NStar will cover 70% of the expected cost associated with making the changes.

The College has decided to accept NStar's recommendations, which will be a nice improvement in the facility. Motion sensors will help to lower the electricity bill and build awareness on campus that lights should be shut off when no one is in a room.

In addition to the NStar audit, The College should also ask TAC to come on-site to provide a free energy audit. Achieving significant reductions in greenhouse gas emissions from facilities is limited by the building existing building construction as well as the nature of the HVAC and electrical systems installed in the building. This being the case, there are 2 strategies for significantly reducing the greenhouse gas emissions from these facilities. One strategy is to develop a capital construction/retrofit plan for energy reduction. We feel this is not the optimum strategy.

The smarter strategy is to investigate and implement an Energy Performance Contract with the right Energy Service Company. We recommend that you have TAC- America's perform the initial energy audit at no cost to the College. This will help determine if a performance contract is the correct strategy for The College. If it proves to be the correct strategy, The College can then go through a selection process to ensure they select the best Energy Service Company for their needs.

#### Switch Industrial Cleaning Supplies to "Green" Products

The College currently utilizes East Coast Paper Limited to purchase the following industrial supplies:

1. Reliable 1250ml Luxury Anti-Microbial Foaming Handwash.



2. Rolls of 1000' Preserve Brown 1-Play Center-Pull Towels.
3. Rolls of 1125' Preserve Jumbo Roll 2-Play Toilet Tissue.
4. Toilet Bowl Block with Wire Hanger.
5. Black Trash Liners 1.5M.
6. Cleaner and Polish.
7. Bleach Cleaners.
8. Winter Blend.
9. Brite Glass Cleaner.
10. Disinfectant Cleaner Sanitizer.
11. Urinal Screen.

We recommend The College begin to utilize “green” cleaning supplies and maintenance supplies, where appropriate within the facility. Products to purchase should be chosen from the green seal certified products, found at [www.greenseal.org](http://www.greenseal.org).

The College currently utilizes East Coast Paper Limited, as their supply house. Please see Exhibit 2 for a list of green product alternatives The College could purchase through East Coast Paper Limited.

#### Green Day Event

With the success of the event in 2008, it is recommended that Green Day become a standard annual event at The College. This will provide the school with an opportunity to educate the rest of the student body on initiatives that are underway by the Green Technology Committee and the Green Technology Club. This forum should be utilized to promote any of the following:

1. New sustainability initiatives
2. Progress on the proposals made within this document
3. Changes to Courses and Curriculums
4. Infrastructure Changes
5. RecycleMania Progress

With an annual event, the school will have an opportunity at least once a year to promote the changes they have made throughout the organization. This should not be the only time the students hear about the changes, but it is another opportunity to get buy-in from the student body and encourage participation in the new programs.

In addition to the event, we recommend involving the student body, as much as possible, in the events planned for the day. Perhaps a contest could be run or prizes could be awarded throughout the day to students that demonstrate “green” actions. For example, at Bentley University the Green Society conducted a contest for the most creative Recycling Poster which is now posted all over the campus. It resulted in quite a bit of student involvement and creativity.

### **Marketing Communications**

We recommend that Benjamin Franklin Institute of Technology go public in January after the sustainability plan is posted to the new sustainability section of The College’s website accompanied by a message from Steve Lozen. Subsequently, a press release should be issued, which outlines The College’s entire sustainability program and plans for 2009.

### **Recommended Timeline for Implementation**

Exhibit 3 provides a recommended timeline for implementation of these initiatives.

### **Measure Success of Plan**

In order to measure the success of this plan, you need to begin tracking your progress as it relates to the following areas:

1. Financial Impact – See Exhibit 4 for a template that could be utilized yearly to gauge the impact changes have made to expenditures (i.e., water, gas, electric, and oil). You only need to input the total cost for the year to see if the cost has decreased from the previous year.
2. Culture adoption of sustainability – On a yearly basis, we recommend you survey the student body to determine the impact of the projects underway. You could utilize a survey tool, such as Survey Monkey ([www.surveymonkey.com](http://www.surveymonkey.com)), which is a free online survey tool that will tally results automatically for you.

### **Conclusion:**

We hope you find this plan realistic and easy to implement. The ultimate success of embedding sustainability into Benjamin Franklin Institute of Technology will fall to Steve Lozen, The Green Technology Committee, and the Green Technology Club. The guidelines provided should help to identify the next steps that must be taken in order to move forward.



December 10, 2008

Benjamin Franklin Institute of Technology  
41 Berkeley Street  
Boston, MA 02116

Attn: Amy Colleran

Re: Benjamin Franklin Institute, 41 Berkeley Street, Boston MA  
Window Replacement

TRIDENT Environmental Group, LLC is pleased to quote the price for the selective demolition and disposal of old windows and installation of new windows to match existing at the above referenced site, according to walk through with economics of scale as follows:

1. The removal, disposal and installation of one (1) new 24 light window for the sum of \$14,661.00 each
2. The removal, disposal and installation of ten (1) windows or less \$12,174.00 each
3. The removal, disposal and installation of fifty (50) windows or less \$10,268.00

Price includes:

All permits and fees as per state, local and federal regulations  
Demolition and removal to masonry opening and proper disposal of assumed lead containing windows  
Permission/permit from the South End Board of Appropriateness  
Wood window custom made single hung with removable top sash, weight and chain balance system, 1 3/4" sash made from Spanish cedar, pre primed  
Window shall have clear insulated divided light glass to match existing Ogee profile 24 light windows, 2 1/2" thick Spanish cedar sill, according request and to permit  
Installation of caulking sealing and brick mold to match existing according to permit  
Prime and paint to match existing, according to permit  
One mobilization each work period

Price excludes:

Patch and match/build back or tooth in of masonry  
Temporary weather protection

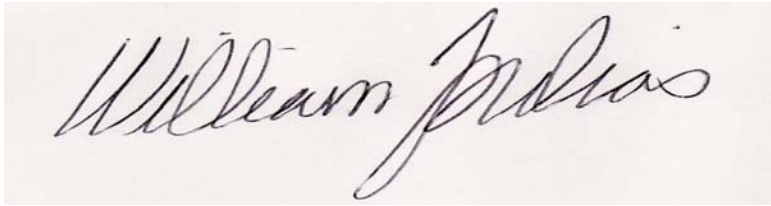
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62 LaCombe Street  
Marlborough, Massachusetts 01752  
Phone 508-229-3545 Fax 508-229-8130

Page Two  
December 10, 2008

Owner to provide:  
Water/electricity  
Access/security  
Parking for truck  
Sanitary facilities

Respectfully Submitted,

A handwritten signature in black ink on a light-colored background. The signature is cursive and reads "William Zoulias".

William Zoulias  
TRIDENT Environmental Group, LLC

**Authorization to Proceed for Quotation Number 082765**

The proposal may be accepted by signing in the appropriate spaces below and returning one copy to us. The signed proposal must be received prior to commencement. Pricing herein is affective for a period of thirty (30) days from the date of proposal. This proposal for services is hereby accepted and executed by a duly authorized signatory, which by execution hereof warrants that he/she has full authority to and for, in the name and on behalf of the client. There will be a 1-1/2 % interest fee per each month on balance due. If it becomes necessary to turn an account over to a collection agency, the cost of collection including reasonable attorney fees will be added to the amount due.

Should this proposal be accepted, the contract is payable as follows: **Net 30**

**Authorized Signatory**

Signature: \_\_\_\_\_ Title: \_\_\_\_\_

Date: \_\_\_\_\_

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62 LaCombe Street  
Marlborough, Massachusetts 01752  
Phone 508-229-3545 Fax 508-229-8130

## **GENERAL CONTRACT NOTES - 082765**

- Any alterations from the specifications and/or this proposal will be priced additionally and agreed upon in writing prior to the commencement of altered services
- Contractor will erect a safety barrier surrounding the work area as appropriate. These barriers shall remain until project is completed. If fencing is required on the project, it will be provided at additional costing.
- Contractor is not responsible for any final preparations which may result from this project (i.e. asphalt work, structural work, grass seed and loam) not specified or agreed upon in advance.



## CONCORD LUMBER

126 Lowell Road  
Concord, MA 01742  
978-369-3640 800-696-0123  
M-F 7:00 AM – 5:30 PM SAT 7:00 AM – 5:00 PM

## LITTLETON LUMBER

55 White Street  
Littleton, MA 01460  
978-486-9877 800-698-4343  
M-F 7:00 AM – 5:30 PM SAT 7:00 AM – 5:00

*An employee-owned company*

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# INSTALLED PROJECTS PROPOSAL

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**DATE:** December 16, 2008

**CLC REP:** Chris Kenny

**PROPOSAL #:** W78665

**Customer Name:** BFIT

**Project Address:** 41 Berkeley St., Boston, Ma. 02116

### WORK TO BE PERFORMED:

**OPTION #1:** Install 99 Marvin Magnum Ultimate Double Hung windows. The windows will have aluminum clad exteriors, unfinished pine interiors, LowE II glazing w/ argon gas, Bronze painted hardware, no screens, 7/8" SDL muntins, aluminum exterior casing.

**\$409,425.00**

**OPTION #2:** Install 99 Marvin Magnum Ultimate Double Hung windows. The windows will be as above but with primed pine exteriors.

**\$395,485.00**

**TERMS:** 1/3 total price deposit required, 1/3 total price required upon delivery, 1/3 total price payable at completion of above mentioned work to be performed. This proposal is valid for 30 days from the date above.

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WORK INCLUDED THE INSTALLATION OF WINDOWS AND/OR DOORS; ALL NECESSARY FRAMING MATERIALS, ROOFING SUPPLIES WHERE APPLICABLE; NEW INTERIOR AND EXTERIOR CASING, SILLS, AND STOOLS AS NEEDED; THE REMOVE AND REINSTALLATION OF INTERIOR STOPS AS REQUIRED; CAULKING SUPPLIES, NECESSARY INSULATION, SHIMS, AND FLASHING SUPPLIES; SUFFICIENT SIDING TO REPLACE THAT REMOVED DURING INSTALLATION AS REQUIRED; SUFFICIENT DRYWALL SUPPLIES TO REPAIR THE INTERIOR WALLS FROM THE INSTALLTION, ALL NECESSARY FASTENER AND ADHESIVES; BUILDING PERMITS; REMOVAL OF CONSTRUCTION DEBRIS. (SEE CONTRACT FOR DETAILS)

**THANK YOU FOR THE OPPORTUNITY TO HELP YOU!**



[www.concordlumbercorp.com](http://www.concordlumbercorp.com)



## EXHIBIT 1: TAC Breakdown

### **Facilities**

Buildings are significant users of natural resources. In the United States buildings consume 39% of the total energy produced in the US. Buildings consume 70% of all US electricity. Buildings also consume 12% of all potable water used in the United States.

When you think about greenhouse gas emissions on a typical college campus, buildings are the largest component of your greenhouse gas footprint. Therefore reducing energy consumed by the facilities on campus must be the first step of any ACUPCC – Climate Action Plan.

### **A plan for energy improvements**

There are many products on the market today that can be purchased to replace older energy efficient equipment with newer technology that uses less energy. Higher efficiency lights, lighting controls, high efficiency motors, building controls, and variable speed motors can be purchased and installed. Just like a new car gets more miles on a gallon of gas than an old car, these new building components are inherently more efficient because they are new. The local utility will help pay for the cost of these items through a rebate program mandated by the Public Utility Commission.

Another option is to change how your facilities operate in an effort to save energy. Ideas that fit this strategy include eliminating electric heating and replacing it with a different source of heating that uses less energy per unit of heat produced. One may change the ventilation system to incorporate heat exchangers to capture energy from building exhaust systems and use that heat to preheat the air entering the building needed for ventilation. A facility might even replace the boilers on campus with co-generation systems and use the electricity generated to reduce the electricity purchased from the local utility. Finally, solar, wind or geo-thermal systems could be installed to produce heat or electricity from a sustainable source.

Purchasing new higher efficiency equipment and changing facility system operation are both strategies that will reduce energy and cut the greenhouse gas emissions on your campus. Implementing these strategies requires a long range plan. That long range plan has to evaluate each option, determine the optimum mix of options, prioritize these improvements and develop a capital plan to purchase and implement each of these options.

We don't recommend this strategy for a number of reasons. These reasons include.

If you have to wait 5, 7, 10 years to implement these energy conservation strategies over multiple years and the immediate greenhouse gas reduction impact is minimal.

Most colleges and universities do not have the technical resources on staff to evaluate the best mix of strategies for their facilities. They also don't have the experience to analyze the Return-on Investment for each of the potential energy conservation strategies in an effort to prioritize the order of their installation.

## EXHIBIT 1: TAC Breakdown

Getting the answers to the above requires an energy engineer to perform a study to determine the solution and priorities the installation. Engineering studies can cost a significant amount of money.

The college must then select a contractor to implement the installation.

They have to work with the local utilities to maximize the available rebates.

Finally there is no guarantee that the expected energy reduction will occur.

Lastly, all of the above capital investment must compete for the same capital used to enhance the business of the college which is to educate students.

### **There is a better way**

The Federal Government, The American College and University Presidents Climate Commitment, and the Massachusetts Department of Energy Resources recommend a procurement strategy called “Energy Performance Contracting” as a strategy to reduce energy consumption in a government building, in a college campus, or in a state facility. We recommend that Benjamin Franklin Institute of Technology enter into an Energy Performance Contract with a qualified Energy Service Company to make a dramatic reduction in greenhouse gas emissions produced by the buildings on campus.

### **What is Performance Contracting?**

The US Department of Energy’ (DOE) defines performance contracting as: “Energy Savings Performance (ESP) contracting finances energy efficiency projects through energy savings. Under an ESP contract, an energy service company guarantees that energy use will be reduced by a quantifiable amount after energy conservation measures are installed at a facility. The success of an ESP contract hinges on verifying that the amount of energy saved closely matches the guaranteed energy savings.”

If done correctly, a performance contract will allow Ben Franklin Institute of Technology to pay for facility and water saving improvements with energy budget savings and recovered water revenue. New, more efficient HVAC equipment and facility control technology maximizes the building’s energy efficiency and improves the learning environment. Implementing a comprehensive performance contract will have an immediate reduction of the greenhouse gas emissions produced by the buildings on campus. A properly structured performance contract is a safe investment with guaranteed returns.

### **Performance Contracting Benefits**

There are many benefits associated with implementing an Energy Performance Contracting. They are:

A significant reduction in Greenhouse Gas emissions can be realized in with-in 12 to 18 months not 10 to 20 years.

The Selected Energy Services Company (ESCO) has the full responsibility for a successful outcome. They:



## EXHIBIT 1: TAC Breakdown

- Study the campus facilities and identify all potential Energy Conservation Measures
- They perform cost benefit analysis to determine the optimum solution that provides the best return-on- investment.
- They take full responsibility to engineer the job. Working closely with college ensuring the college is involved in the final design.
- They work with the local utilities to ensure all available energy rebate funds are obtained for the customer.
- They hire subcontractors and manage the retrofit project.
- They recommend the appropriate maintenance plan and implement the appropriate training plans.
- They develop and implement a long term measurement and verification plan to ensure expected utility reductions are realized
- They guarantee successful program or a check is written to the college to cover any shortfall in the expected energy reduction.

There is a direct correlation between reduced energy and Greenhouse gas emissions. If sustainable technologies offer the required ROI they will be automatically included in a performance contract. As part of the engineering analysis sustainable technology strategies will be evaluated by the ESCO and presented to BFIT for consideration.

There is no expense to BFIT to investigate if a performance contract can provide these benefits. A preliminary energy audit is often developed at no charge.

### **Summary**

Achieving significant reductions in greenhouse gas emissions from facilities is limited by the building existing building construction as well as the nature of the HVAC and electrical systems installed in the building. This being the case, there are 2 strategies for significantly reducing the greenhouse gas emissions from these facilities. One strategy is to develop a capital construction/retrofit plan for energy reduction. We feel this is not the optimum strategy.

The smarter strategy is to investigate and implement an Energy Performance Contract with the right Energy Service Company. We recommend that you have TAC- America's perform the initial energy audit at no cost to the College. This will help determine if a performance contract is the correct strategy for BFIT. If it proves to be the correct strategy, BFIT can then go through a selection process to ensure they select the best ESCO for their needs.

**Exhibit 2**  
**Bentley University**  
**Benjamin Franklin Institute of Technology: Measure Success**

<b>Supplies currently purchased</b>	<b>Proposed Green Product</b>
Reliable 3/1250ml foam soap	Reliable 3/1250ml Green Certified Foam Soap (already fits in dispenser) *
Preserve Brown 1ply 6/1000" Center-Pull Towels	Best available!
Preserve White 2ply 12/1125" Jumbo Bath Tissue	Best available!
Toilet Bowl w/Wire Hanger	Crew RTD Bathroom Cleaner ***
12 Count Urinal Screen w/Block	Urinal Screen Only *
23x17x46 100 Count 1.5mill Black Liner	Big City BrandLiners **
Ampow RTU 4/1gal Glass Cleaner	Green Sealed Certified GS8 4/1 gal Glass Cleaner ***
Simonize 4/1gal Neutral Cleaner	Green Sealed Certified AP32 4/1gal Neutral Cleaner ***
Simonize 5gal Premier Floor Finish	Green Sealed Certified ZF25 5gal Floor Finish ***
Lemon Pledge 12 Count Aerosol Cleaner	Pledge RTU 12/1 quart. ( Liquid as an alternative to harmful aerosol spray)*
Winterblend 50 Pound Ice Melt	Green Scapes 50 Pound Ice Melt *

- \* Little or no change in price
- \*\* Moderate increase in price
- \*\*\* Extreme increase in price

**Exhibit 3**  
**Bentley University**  
**Benjamin Franklin Institute of Technology: Recommended Timeline**

Nov 2008	Dec	Jan 2009	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Jan 2010	Feb	Mar	Apr	May	Jun
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