



# Real solutions for real savings

**A Smart Approach** to Smart Learning Environments

# EMCOR: *Innovative* budget solutions

EMCOR Construction Services (ECS) in Indiana has built a solid reputation for **outstanding quality, leading-edge expertise, and trusting relationships**. In the last 15 years alone, we've collaborated with school administrators and building officials on **more than 40 guaranteed energy-savings projects worth over \$65 million**. On every project, our experts track work progress, monitor budgets, and ensure on-time project delivery, while maintaining exceptional site safety. It's an approach that enables us to **consistently satisfy clients' most complex requirements**.

## *WHEN CONSTRUCTION SAVINGS ACCRUE, WE GIVE THEM BACK TO YOU.*

As our schools seek new ways to meet today's economic challenges, ECS has once again developed an innovative **"open book"** approach, giving you more value for your facilities dollars.

*Three part approach:*

- **Avoid budget surprises:** Our guaranteed maximum price contracts eliminate change orders and other budget surprises
- **See your savings grow:** Internet access to our cost accounting system lets you see how we're spending your money and what savings are accruing
- **Receive the savings and put them to work:** And when your project is complete, you get the savings. That's "windfall" money you can put back into your school's budget for additional building or other purposes

You can count on us to keep our word. Already, we've returned hundreds of thousands of dollars in construction savings to our clients' school budgets. ***Let us show you how.***

## *SMARTER BUDGET MANAGEMENT*

ECS offers an array of effective facilities options that help you save in other ways, too.

- **Guaranteed energy savings:** We identify energy-saving opportunities and guarantee that our recommendations will save you a specific amount of money. If they don't, we'll pay the difference.
- **Building operations services:** We can show you how to reorganize your workload, so you get more from your budget dollars without reducing your operations.
- **Preventive maintenance agreements:** By identifying potential equipment issues, we help you plan and budget for repairs, while avoiding disruptive downtime and costly maintenance surprises.



## *POWERFUL SUPPORT AND EXPERT SERVICES*

*We back our innovative, practical offerings with:*

- **Full lifecycle services:** From initial design to ongoing maintenance, you can take advantage of our "open book" contracting for new construction, renovations, and more.
- **Self-performance:** We self-perform all of our work, so we can start and complete your project quickly and efficiently, while ensuring optimum quality and cost control.
- **Indiana roots:** As a division of Shambaugh & Son, we've been part of the Indiana landscape since 1926, building our business on solid Indiana values: integrity, trust, commitment to excellence.
- **Award-winning safety program:** ECS is committed to maximum jobsite safety. EMCOR's Be There for Life/ZERO Accident Program has helped EMCOR companies achieve safety performance that's 5-to-10 times better than the national average.
- **Professional Integrated Project Delivery:** ECS offers an efficient integrated project delivery method and, as part of EMCOR Group, Inc., is recognized by FORTUNE Magazine as the "World's #1 Most Admired Company In The Engineering And Construction Industry".
- **Financial stability:** We're part of EMCOR Group, a financially stable company with unmatched bonding capability, so you can count on us to be there for the long term.

# What can *we* do for you?

ECS's innovative approach to mechanical and electrical contracting makes it easier than ever for you to **take advantage of our self-performed services and out-of-the-box solutions**. At the same time, this approach increases the value of your budget dollars, while ensuring your continued ability to maintain a smart learning environment.



## Duneland School Corporation

### PROJECT:

→ ECS performed all plumbing, mechanical, and electrical work at six schools.

### VALUE DELIVERED:

- Returned over \$562,000 in construction cost savings.
- Guaranteed \$1.38 million annually in energy and operational savings over 15 years.



## Garrett Keyser-Butler Community School District

### PROJECT:

→ ECS replaced the mechanical, plumbing, and electrical systems in this client's 53-year-old elementary school.

### VALUE DELIVERED:

- Returned over \$250,000 in construction cost savings.
- Guaranteed \$313,858 in annual operational, maintenance, and energy savings over 10 years – enough to cover all project costs in slightly more than six years.



## Metropolitan School District of Washington Township

### PROJECT:

→ ECS energy specialists retrofitted the client's building automation system with leading-edge technology and improved control algorithms.

### VALUE DELIVERED:

- Returned nearly \$1,000,000 in construction cost savings.
- Guaranteed \$418,511 in average annual energy and operational savings over 10 years – enough to cover all project costs in slightly over 3 ½ years.

“ I wanted to let you know how pleased we are about the job EMCOR did for us during this project. Even better for us at **Duneland School Corporation**, EMCOR has returned \$562,000.00 to us in unused funds... This is something we did not expect but, as I'm sure you know with the current state of K-12 budgets, we are elated at the prospects of using these funds toward other needs in the school corporation. ”

**Mark McKibben**  
Director of Special Services  
Duneland School Corporation

“ I want to thank EMCOR for keeping its pledge to produce energy savings, which has taken stress away from the General Fund Budget and allowed me to keep people working through this downturn in the economy. ”

**Dennis L. Stockdale**  
Superintendent  
Garrett Keyser-Butler Community School District

“ Working with EMCOR Construction Services over a 10-month period, we have realized improvements in energy efficiency, comfort, and indoor air quality throughout our school complex. ... In fact, even with the addition of a brand new 45,000-sf natatorium, our energy consumption is less now than it was prior to the initiation of the high school upgrade project. ”

**Bruce Goberville**  
Maintenance Supervisor  
MSD of Washington Township

## Taking KidSafety to the Streets™

As part of EMCOR's Taking KidSafety to the Streets Program, ECS is proud to serve the community through its work with the National Center for Missing & Exploited Children. By prominently displaying missing children's posters on our company and personal vehicles, and by responding quickly when a child is reported missing within facilities where we work, we help recover missing children and promote child safety.



### OUR SERVICES:

#### Mechanical Services

#### Electrical Services

- Building Automation Controls
- Plumbing
- Preventive Maintenance
- Refrigeration
- Value engineering

#### Energy Services

- Guaranteed Energy Savings
- Recommissioning

#### Facilities Services

#### Additional Services

- Capital Lease
- Customized Training Programs
- Debt Services/Bonds
- Design-Build
- Preventive Maintenance
- Strategic Business Solutions
- Value Engineering



### OUR MARKETS:

#### Education

- Auditoriums
- K-12 Schools
- Libraries
- Stadiums

#### Public/Government

- Libraries
- Municipal
- Museums
- Religious Facilities



#### EMCOR Construction Services

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