

# Policy Discussions: Government



## Implementing Incentive Programs to Save Energy

Najib Salehi, Loudoun County

Dawn Oleksy, James City County

Jessica Greene, VAEEC (moderator)

Sponsored by Schneider Electric

The Schneider Electric logo consists of the word 'Schneider' in a bold, green, sans-serif font, with a stylized green 'E' symbol to its right. Below 'Schneider' is the word 'Electric' in a smaller, green, sans-serif font.

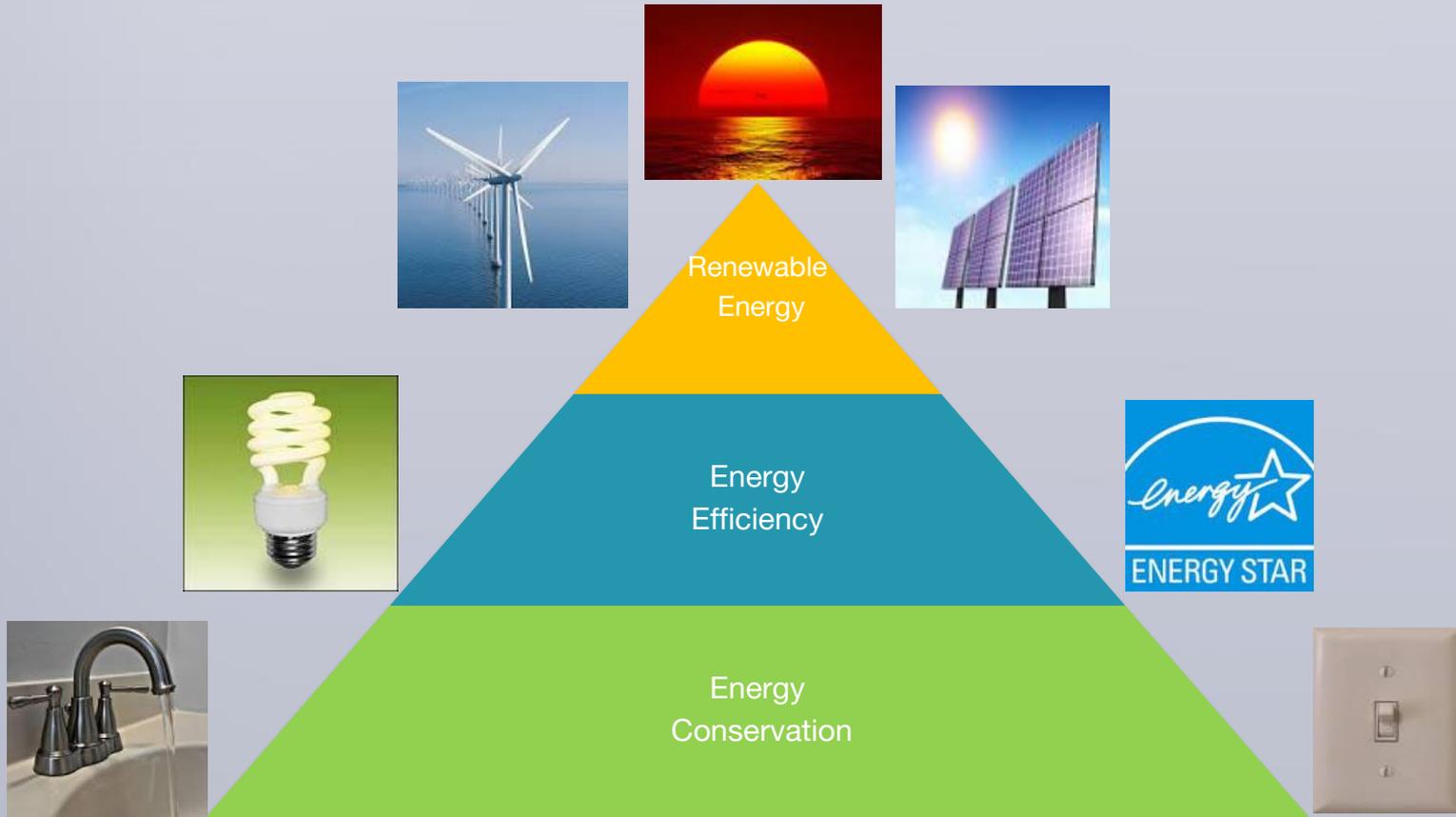
# IMPLEMENTING INCENTIVE PROGRAMS TO SAVE ENERGY

NOVEMBER 2, 2017

Najib Salehi, Energy Manager  
703-737-8442



# The Energy Pyramid



According to DOE each year, commercial buildings waste about \$60 billion in energy which is 30% of the total US spent on energy (\$200 billion)





# Energy Committee

- Consist of liaisons from all the departments
- Meet every quarter
- Entertain energy saving ideas
- Presentation to other departments
- New Employees Orientation Presentation





# Dedicated Energy Ideas Inbox

DEPT-GENSEV-ENERGY\_IDEAS

Inbox (1)

Drafts

Sent Items

Deleted Items

ArchiveManager

German

Junk E-Mail

Outbox

Smart View



Mail



Calendar



Contacts



Tasks





# Monthly Energy Pledge

## Winter Energy Conservation



### Energy Conservation Challenge January 2017

#### Energy Saving Tips

- Keep blinds/drapes open to get direct sun exposure during winter
- Keep exhaust fans off to prevent heat transfer to the outside
- Keep a sweater or jacket in your office

Report wasteful energy & energy saving ideas to: [energyideas@loudoun.gov](mailto:energyideas@loudoun.gov)

**Take the Challenge — Help Loudoun County Conserve Energy**

Brought to you by the Loudoun County Energy Conservation Committee



## Lights Out



### Energy Conservation Challenge February 2017

#### Energy Saving Tips

- Turn lights off in office space that is not in use.
- Make the most out of natural daylight.
- Turn off all desk lights at the end of the day.

Report wasteful energy & energy saving ideas to: [energyideas@loudoun.gov](mailto:energyideas@loudoun.gov)

**Take the Challenge — Help Loudoun County Conserve Energy**

Brought to you by the Loudoun County Energy Conservation Committee



## Burn Calories Not Energy



### Energy Conservation Challenge March 2017

#### Energy Saving Tips

- Take the stairs, not the elevator
- Bring your lunch or walk to lunch
- Walk or bike to work

Report wasteful energy & energy saving ideas to: [energyideas@loudoun.gov](mailto:energyideas@loudoun.gov)

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# Monthly Energy Pledge

## Pause Before You Print



### Energy Conservation Challenge April 2017

#### Energy Saving Tips

- Use print preview before printing
- Set default setting to print double-sided
- Distribute documents electronically when possible

Report wasteful energy & energy saving ideas to: [energyideas@loudoun.gov](mailto:energyideas@loudoun.gov)

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## Be One Less Car



### Energy Conservation Challenge May 2017

#### Energy Saving Tips

- Carpool when you can
- Use virtual meetings instead of driving
- Walk to lunch

Report wasteful energy & energy saving ideas to: [energyideas@loudoun.gov](mailto:energyideas@loudoun.gov)

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## Bring Your Own Reusable Bottle



### Energy Conservation Challenge June 2017

#### Energy Saving Tips

- Use a Refillable Water Bottle Instead of Buying Bottled Water
- Bring a Reusable Water Bottle to Work
- Drink Coffee? Invest in a Reusable Travel Mug

Recycling efforts in County offices can help reduce energy consumption by ensuring recyclable materials are diverted from the landfill conserving our limited landfill space.

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# Monthly Energy Pledge

## It's Cool to Save Fuel



### Energy Conservation Challenge July 2017

#### Energy Saving Tips that Save Fuel

- Avoid vehicle idling
- Use virtual meetings instead of driving
- Carpool when you can

Report wasteful energy & energy saving ideas to: [energyideas@loudoun.gov](mailto:energyideas@loudoun.gov)

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## Cool It



### Energy Conservation Challenge August 2017

#### Energy Saving Tips

- Keep blinds closed on hot summer days
- Open blinds at night to let excess heat escape
- Use "sleep mode" to reduce heat from office equipment

Report wasteful energy & energy saving ideas to: [energyideas@loudoun.gov](mailto:energyideas@loudoun.gov)

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## Give It a Rest



### Energy Conservation Challenge September 2017

#### Energy Saving Tips

- Turn off lights in unoccupied areas
- Use natural light whenever possible
- Turn off your computer and monitor when not in use\*
- \*Leave your computer on overnight one time per week for maintenance.

Report wasteful energy & energy saving ideas to: [energyideas@loudoun.gov](mailto:energyideas@loudoun.gov)

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# Monthly Energy Pledge

## Stop Energy Vampires



### Energy Conservation Challenge October 2017

Devices that appear to be off such as DVDs, TVs, and other electronics still consume energy unless they are unplugged.

#### Energy Saving Tips

Turn off machines such as shredders when they are not in use.

Unplug cell phone chargers when not in use.

Turn off lights in unoccupied spaces such as storage rooms & closets.

**Take the Challenge — Help Loudoun County Conserve Energy**

Brought to you by the Loudoun County Energy Conservation Committee



## Recycle today for a better tomorrow



### Energy Conservation Challenge November 2017

#### Recycling Tips

Remember to recycle using County guidelines.

Recycle printer cartridges— box it, mark it, leave it for Staples.

Recycle rechargeable batteries—visit [call2recycle.org](http://call2recycle.org) for locations.

Recycling efforts in County offices can help reduce energy consumption by ensuring recyclable materials are diverted from the landfill and reused.

**Take the Challenge — Help Loudoun County Conserve Energy**

Brought to you by the Loudoun County Energy Conservation Committee



## Waste not. Save a lot.



### Energy Conservation Challenge December 2017

#### Energy Saving Tips

Keep outdoor building lights off during the day time.

Unplug battery chargers when the batteries are fully charged .

Turn off all desk lights at the end of the day.

Report wasteful energy & energy saving ideas to: [energyideas@loudoun.gov](mailto:energyideas@loudoun.gov)

**Take the Challenge — Help Loudoun County Conserve Energy**

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# Online Recognition



## Energy Challenge Winners!



Robert Smith



Anya Ammons

Tammy Bruley  
(Treasurer's Office)  
was also a winner!

October Challenge

Stop Energy Vampires!



HELP DESK

DIRECTORIES

WHAT'S ON YOUR MIND

STAY INFORMED

[Click for the October Energy Challenge!](#)

## NEWS FLASH

### Purple Out Day - Thursday, Oct. 19, 2017

In recognition of Domestic Violence Awareness Month, plan to wear the color purple on October 19, 2017.

[Read on...](#)

### New Janitorial Service Procedures

From General Services: In order to improve our quality of janitorial services at all county locations and response times for corrections, we are implementing new procedures.

[Read on...](#)

[View All](#)

## CALENDAR

### OCTOBER 2017

Su	M	Tu	W	Th	F	Sa
01	02	03	04	05	06	07
08	09	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

### Mon Oct. 16

[Meet With Your Cigna Onsite Care Advocate](#)

### Thu Oct. 19

[Board of Supervisors Business Meeting](#)

[View All](#)

# Enter your chance to win a prize (\$25 value), three monthly winners





# County Recognition New Ideas

**Loudoun County VIRGINIA**  
**EMPLOYEE INTRANET**

You are here: Home > Departments > County Administration

## County Administration

### About County Administration

The Loudoun County Office of the County Administrator, often referred to as "County Admin," is the highest level management office of the Loudoun County government. The county administrator directs and supervises the day-to-day operations of all county departments and agencies, which are under the direct control of the Board of Supervisors pursuant to county ordinances and regulations.

The Office of the County Administrator also provides administrative support to the Board and implements its directives with regard to Board agendas, meetings, resolutions, and constituent services. Additionally, the county administrator serves as the Board of Supervisors' official liaison to the constitutional officers, the judiciary, and state and regional agencies.

### Contact Us

Tim Hemstreet  
County Administrator

**Portals**

- County Administrator
- County Administration Senior Staff
- Executive Committee
- Leadership Team
- Vision, Mission & Values
- Public Affairs and Communications
- Office of Emergency Management
- Organization Charts
- Legislative Program
- FOIA
- Staff Reports and Items
- Loudoun Connections

**HELP DESK**

**DIRECTORIES**

**WHAT'S ON YOUR MIND**

**STAY INFORMED**





# Green Business Challenge



The Loudoun County Chamber of Commerce and its Green Business Initiative encourage all businesses to strive for long-term environmental sustainability. Updated for 2017, the Loudoun Certified Sustainable Business scorecard helps identify and recognize the environmentally-sustainable accomplishments of participating businesses. Any entity conducting business in the Loudoun-Dulles corridor is welcome to pursue annual certification through the completion and submission of a Loudoun Certified Sustainable Business scorecard.

[Commercial PDF](#)

[Tenant & Home Based PDF](#)

*\*To begin, select a scorecard. If your business owns its commercial space, select the "Commercial Based" scorecard. All other entities, including home-based businesses and businesses operating out of leased spaces should select the "Tenant & Home-based" scorecard.*

## Awards & Recognition

Each business reporting a minimum of 30 points will be recognized as a Loudoun Certified Sustainable Business for the following calendar year. The Loudoun County Chamber of Commerce will recognize each Certified Sustainable business at an annual reception and will further publicize this accomplishment through the Loudoun Chamber's marketing and public relations efforts. Businesses are also encouraged to publicize their accomplishments through their own publicity and social media.

## Additional Award Opportunities

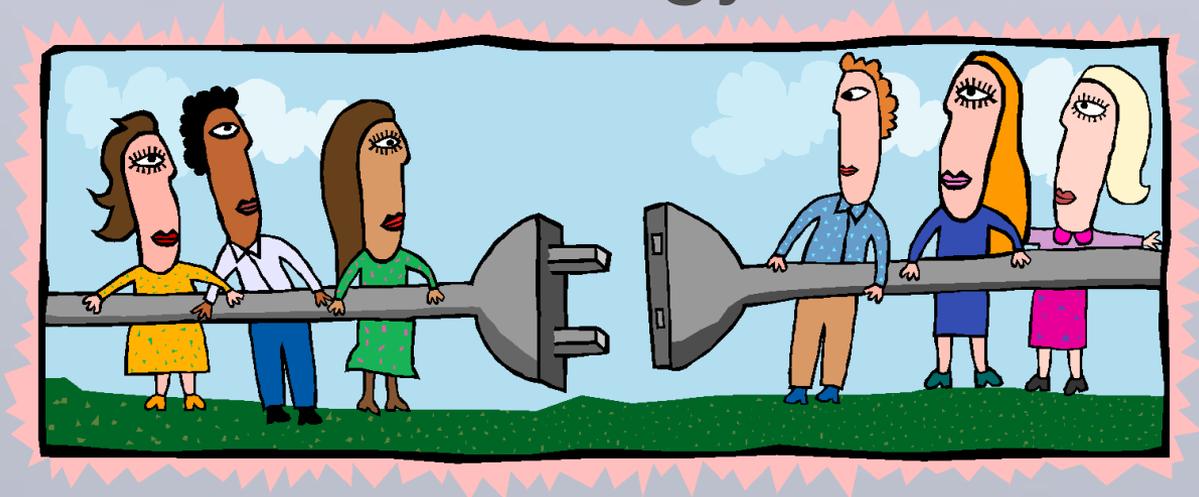
- Scores of 50 points and above Business Excellence Award
- Three years and more continued Certification Sustained Excellence Award
- Most Innovative Idea Pat Trammell Award





# Teamwork

With everyone taking a part in conserving energy, we reduce carbon emissions and reduce demand for energy





# ENERGY MANAGEMENT IN JAMES CITY COUNTY

## ...LEADING BY EXAMPLE

NOVEMBER 2, 2017

Dawn Oleksy  
Energy Manager



# James City County, VA



## PROGRAM COMPONENTS

- 1) Cool Counties Declaration
- 2) Sustainable Building Policy
- 3) Energy Conservation and Building Management Administrative Regulation
- 4) Energy Star Partner
- 5) Go Green Government Challenge – Platinum Certification
- 6) Interdepartmental Energy Team
- 7) Monthly Facilities Energy Meetings
- 8) EnergyCAP Implementation
- 9) Quarterly Energy Newsletter
- 10) 2035 Strategic Plan





# James City County, VA



## Administrative Regulations – Operating Procedures

JAMES CITY COUNTY  
ADMINISTRATIVE  
REGULATION  
OPERATING PROCEDURES

NUMBER: 21

REVISED DATE:  
EFFECTIVE DATE: June 1, 2010

TITLE: Sustainable Building Policy

**PURPOSE:** Sets forth policy regarding the design, construction, and equipping of County owned and leased buildings and facilities.

**APPLIES TO:** All County departments and agencies and their contractors responsible for financing, planning, designing, developing, constructing, managing, and decommissioning County owned and leased buildings and facilities.

### Purpose

The purpose of this policy is to demonstrate James City County's commitment to environmental, economic, and social stewardship, to reduce energy costs, promote water conservation, to provide healthy work environments for staff and visitors, and to contribute to the County's environmental goals as stated in the Comprehensive Plan. Additionally, the policy will help the County to set a community standard of sustainable building practices.

### 1. Organizations Affected

All County Departments and Agencies and their contractors responsible for financing, planning, designing, developing, constructing, managing, and decommissioning County owned and leased facilities and buildings.

### 2. Definitions

- a. **LEED:** LEED stands for Leadership in Energy and Environmental Design, and is a voluntary, consensus-based, market-driven green building rating system developed by the U. S. Green Building Council (USGBC).
- b. **Sustainable Buildings:** Sustainable buildings incorporate a variety of practices, building materials and methods that promote environmental quality, economic vitality, and social benefit through the design, construction and operation of the built environment. Sustainable buildings merge sound environmentally responsible practices into one discipline that looks at the environmental, economic and social effects of a building or built project as a whole. Sustainable design encompasses the following broad topics: efficient management of energy and water resources, management of material resources and waste, protection of environmental quality, protection of health and indoor environmental quality, reinforcement of natural systems, and integrating the design approach.

### 3. Policy

- a. It shall be the policy of James City County to finance, plan, design, construct, manage, renovate, maintain, and decommission its facilities and buildings to be comprehensively sustainable. This applies to new construction and major renovation projects where the total project square footage meets the minimum criteria described below.
- b. The County will continue to use the most current version of the LEED green building rating system standards as developed by the USGBC.

JAMES CITY COUNTY  
ADMINISTRATIVE  
REGULATION  
OPERATING PROCEDURES

NUMBER: COAD AR 27

REVISED DATE:  
EFFECTIVE DATE: November 1, 2012

TITLE: Energy Conservation and Building Management Policy

**PURPOSE:** The purpose of the James City County Energy Conservation and Building Management Policy is to reduce energy consumption and its associated costs.

**APPLIES TO:** This Administrative Regulation (AR) applies to ALL James City County and James City Service Authority employees and individuals who use County or JCSA owned and/or operated facilities.

### POLICY

#### I. Purpose

The James City County Government is dedicated to energy conservation, which results in the reduction of energy consumption and its associated costs. The implementation of this policy is the joint responsibility of all employees to mirror the County Values of Stewardship and Collaboration. The County will maintain accurate records of energy consumption and costs in order to track the efficiency and cost effectiveness of energy usage by government resources. The County will incorporate energy efficiency into facilities management and the procurement of new equipment. This joint effort to conserve energy will be practiced by all employees through collaborative decision-making, partnerships and communications in all of James City County's government operations.

#### II. Scope

The James City County Energy Conservation and Building Management Policy applies to all County and JCSA employees.

#### III. Objective

The objective is to conserve energy<sup>1</sup> by:

- A. Using energy efficiently throughout the County's operation.
- B. Incorporating energy efficiency into existing equipment and facilities, as well as in the selection and purchase of new equipment.
- C. Complying with government regulations at the local, State, and Federal levels.<sup>2</sup>
- D. Putting in place an Energy Management Program to accomplish the above objectives.

#### IV. Organization

The County's Energy Management Program may be administered through the use of an Energy Team comprised of representatives from Administration, Facilities and/or Maintenance, and each major department.

##### A. *Energy Manager*

The Environmental Coordinator, acting as the Energy Manager, shall report directly to the Director of General Services and shall have overall responsibility for overseeing and carrying out the Energy Management Program.



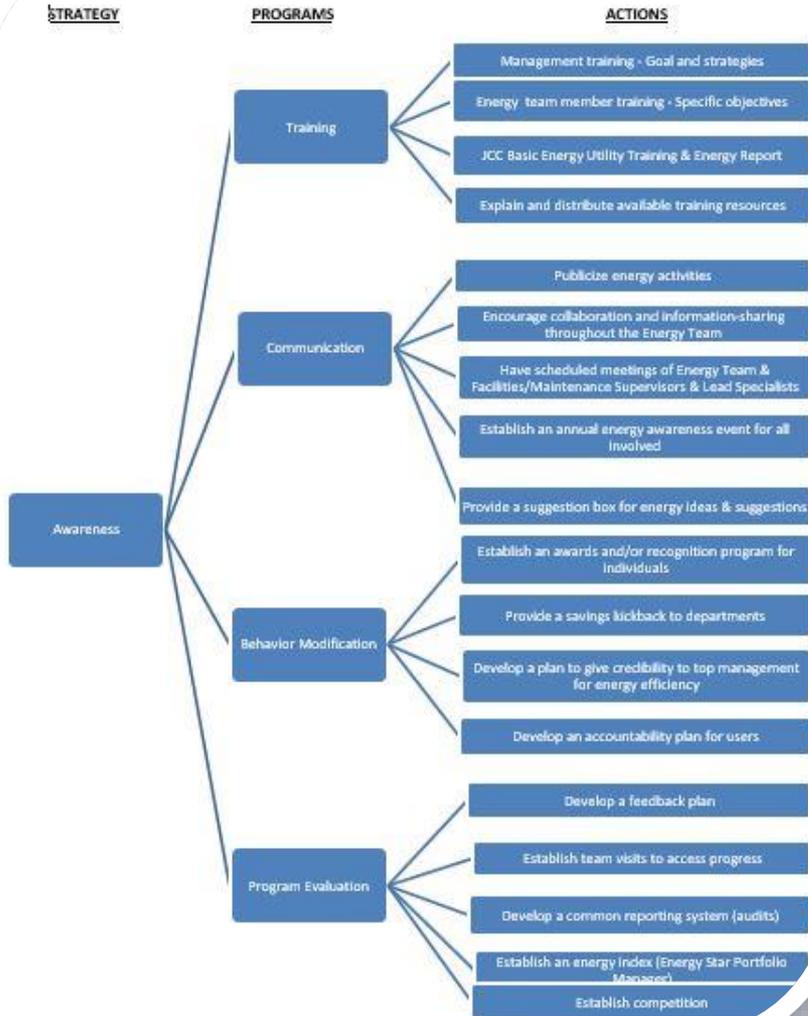


# James City County, VA



## Energy Team

### James City County Energy Management Plan



### INTERDEPARTMENTAL ENERGY TEAM

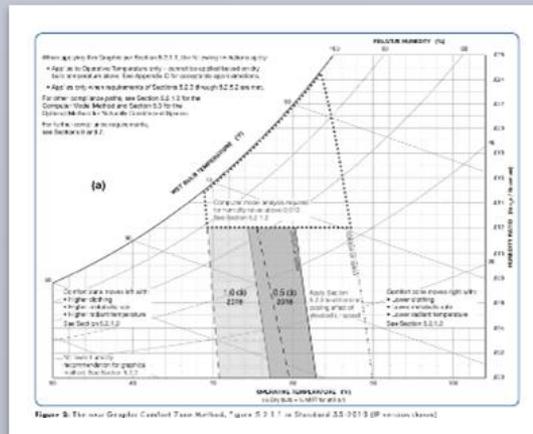
TEAM MEMBER	TITLE	DEPARTMENT	BUILDING RESPONSIBILITY
Jon Butcher	Lead HVAC Technician	General Services	
Becky Duncan	Senior Customer Asst.	Parks & Recreation	-JCC Recreation Center -Abram Erik Community Center
Sarah Cox	Utility Analyst	JCSA	-JCSA
Ron Dear	Lead Electrician	General Services	
Caroline Dunlap	Administrative Coordinator	Emergency Mgmt	-Satellite/EOC
Keith Denny	Housing Project Coordinator	Parks & Recreation	-Ironbound Square
Jeff Hicklin	Police Lieutenant	Law Enforcement	-Law Enforcement Center
Rob Insley	Chief Park Ranger	Parks & Recreation	-Upper County Park -Little Creek Reservoir -Chickahominy Riverfront Park -Mid-County Park -Freedom Park -Wachill Sports Complex -Jamestown Campground -Jamestown Beach -Jamestown Marina
Alisa Fox	Systems Administrator	Information Resources	-Building F
Grace Boone	Director	General Services	
Tom Coghill	Director of Building Safety & Permits	Development Mgmt	-Buildings A, B, D & E
Shawn Wallace	Interim Director	Emergency Comm.	-ECC
Dawn Oleksy	Environmental Coordinator	General Services	
Darin Swedenborg	Assistant Fire Chief	Fire Administration	-Fire Administration Building -Fire Stations
Jeff Porter	Facilities Superintendent	General Services	-General Services Buildings -Legacy Hall -Video Center
Barb Watson	Asst. Director	Community Services	-Human Services Building



# James City County, VA



## Energy Education



### ENERGY TEAM NEWS

A quarterly newsletter brought to you by the JCC Interdepartmental Energy Team  
VOL. 2, ISSUE 4 SUMMER 2017

The long, hot summer days are behind us... sweater season is heading our way!

**Be an ENERGY STAR!**

- Check the weather daily to be prepared for cooler days!
- Dress in layers to stay comfortable throughout the day.
- Space heaters are not allowed in County buildings.

Daily Average Usage Normalized to 2016  
2.9% ↓

Electricity usage is down 2.9% since last year, keep the momentum going by using less wherever you can! Lots of small savings add up quickly. Let's work together as a team to cut our costs!

Fire Administration is the Energy Saver of the Month due to total energy saved per square foot in July compared to June.

Congratulations Fire Safety...keep up the good work!

WE'RE BEHIND THE GLOBE TO MINIMIZE PROFITS.  
WE SHOULD GIVE GO OUR HEATING BILLS.  
GREAT!  
BUT HOW ARE WE GOING TO GET OUT?

**Summer Cooling & A Warmer Fall**

FY18 has started off at higher levels than FY16 and FY17. Let's work together to drop our energy needs to below FY16 levels. Get ready for cooler fall nights by layering clothes for the changing temperatures!

Place Cost Profile

Source: James City County AN-01

**Fire Administration is the Energy Saver of the Month!**  
Take a look at YOUR building and see if you can explain why the weather normalized energy usage (i.e. energy usage not dependent on outside temperature) went up or down this summer.

% Change in Building Energy Efficiency		% Change in Building Energy Efficiency	
Building Name	Efficiency Change	Building Name	Efficiency Change
Fire Admin	3.8%	EOC	0.0%
Human Services Bldg	3.8%	Building D	0.0%
Building E	2.0%	Piet	0.0%
Fire Station 1	1.8%	Upper County Park	0.0%
ECC	1.3%	Ironbound 3	0.0%
RD Plant	1.2%	JCSA Operations	0.0%
Fire Station 3	1.1%	JCSA Warehouse	0.0%
Building F	1.0%	Little Creek Reservoir	0.0%
JCC Recreation Center	0.7%	LEC	0.0%
Jolly Pond Landfill	0.0%	Warhill Sports Complex	0.0%
Stadium	0.0%	Fire Station 4	0.0%
JCSA Operations (Old)	0.0%	Ironbound 2	0.0%
Fire Station 2	0.0%	Ironbound 1	0.0%
Facilities & Grounds Maintenance	0.0%	Chickahominy Riverfront Park	-1.1%
Legacy Hall	0.0%	Fire Station 5	-1.1%
Building A	0.0%	Mid County Park	-1.2%
Building B	0.0%	Community Video Center	-1.8%
Freedom Park	0.0%		

General Services  
James City County  
107 Parkside Court, Williamsburg, VA 23188  
757-255-1375



# James City County, VA



## Energy Audits



### Energy Report Card

Location: \_\_\_\_\_ Location Supervisor: \_\_\_\_\_  
 Date: \_\_\_\_\_ Time: \_\_\_\_\_  
 Outside Temperature: \_\_\_\_\_ Outside RH: \_\_\_\_\_  
 Day of Week:  Monday  Tuesday  Wednesday  Thursday  Friday  Saturday  Sunday  Holiday

	Yes	No	N/A	Explanation
<b>1. Heating, Venting, and Air Conditioning equipment in compliance with organization guidelines?</b>				
A. Individual room HVAC turned OFF when possible				
B. Thermostat settings okay				
C. Building temperatures okay				
D. Time clocks/EMS set correctly				
E. Night/weekend/holiday set-back procedures followed				
F. Other				
<b>2. Doors and Windows:</b>				
A. Exterior/vestibule doors shut when heating/refrig. air				
B. Windows shut when heating/refrig. air in use				
C. Interior doors shut when heating/refrig. air in use				
D. Weather-stripping okay				
E. Other				
<b>3. Computers and Peripherals:</b>				
A. Off at night				
B. Sleep Mode during occupied				
C. Other				
<b>4. Lighting OFF in unoccupied:</b>				
A. Conference/training rooms				
B. Offices				
C. Kitchen				
D. Hallways				
E. Restrooms				
F. Storage Rooms				
G. Mechanical Rooms				
H. Closets				
I. Other				
<b>5. Miscellaneous:</b>				
A. Copiers, office equipment OFF or in Sleep Mode				
B. Audio-visual equipment OFF				
C. Exhaust fans OFF in non-critical areas				
D. Other				
Comments: _____				

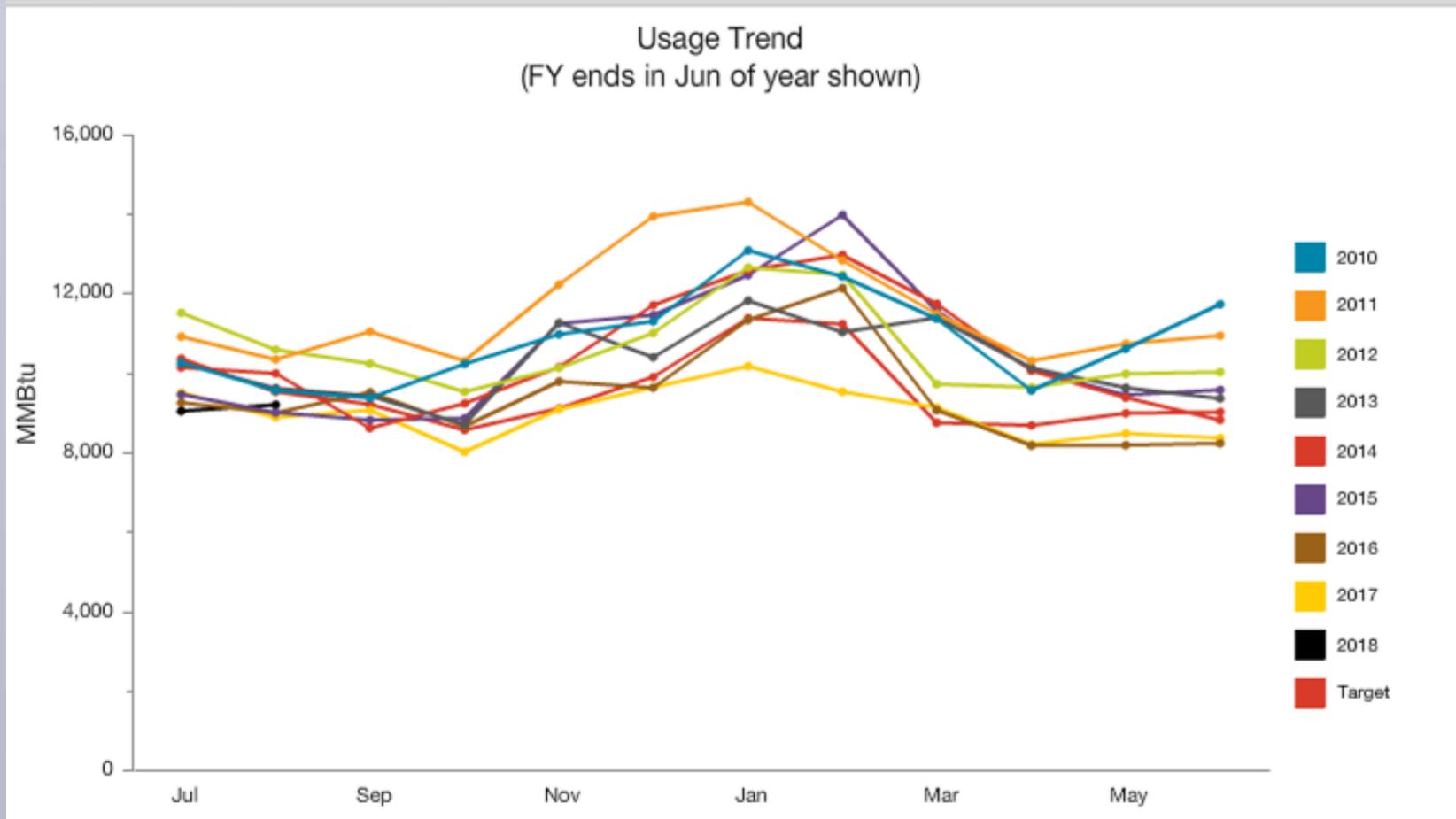
Building	Staff Modifications	Facilities Requests April 2017	Work Order	Completed yes/Inc
Building A	Need to turn the plans printer off at night		N/A	N/A
Building B	All computers, printers and copiers need to be set to energy saver mode when not in use; lights need to be office in rooms that are not occupied	Drafts are felt through the windows (weather-stripping?)	6/2/2017	no
Building D		Check light sensors in the bathrooms - both rooms had lights on when checked	5/25/2017	yes
Building E	Lights need to be turned off in all unoccupied rooms	Seals are broken in the double-paned windows on the JCSA side; add a 2nd switch for the exhaust fan in the ladies' restroom so the light	5/9/2017	no
Building F	All computers, printers and copiers need to be set to energy saver mode when not in use; lights need to be office in rooms that are not occupied	IT department left lights on all over the place...sensors would be a good idea in this	4/26/2017	no
Courthouse			N/A	N/A
ECC	Offices were set to 72°; copier and TV should be set to sleep mode or off when not in use; lights in kitchen, hallways and restrooms should be off when not in use or when daylighting is sufficient		N/A	N/A
EOC	Offices were set to 70°; Server room was set to 67°; door needs to remain shut between server room and war room; lights need to be office in rooms that are not occupied; copers and other office equipment should be set to 'energy saver' mode when not in use	Complaint of poor air distribution in the Satellite offices	5/9/2017	yes
Facilities & Grounds	Copiers need to be set to sleep mode when not in use; change AC setting for garage (it was turned to 72 with ceiling fans running on high and room is empty most of the day)		N/A	N/A
Fire Admin	Lights need to be off in all unoccupied rooms; lights were on in training room	Complaint of poor air distribution in front office (too hot) and back offices (too cold); shades on front windows?; add weatherstripping to foyer	5/17/2017	no
Fire Station #1	Temperature in bunkroom set to 59° so fans will run all day (temp in room was 66° at time of audit); community/training room was set to 70° even though use is sporadic; lights were all on in mess hall; doors between	Cracks should be sealed around doors and windows	5/23/2017	yes
Fire Station #2	Side building should be left on 75° when not in use; lights, TVs, exercise equipment and fans need to be turned off in all unoccupied areas; bay lights should be off during the day		N/A	N/A
Fire Station #3	Lights should be off in all unoccupied areas; lights in bay should remain off during daylight hours; TV in kitchen should be off when not being watched		N/A	N/A
Fire Station #4	Lights should be off in all unoccupied areas; exercise equipment should be off when not in use		N/A	N/A
Fire Station #5	Lights should be off in all unoccupied areas	Sensors need to be installed in workrooms	4/29/2017	yes
Fleet & Equipment	Lights should be off in all unoccupied areas; copiers should be in sleep mode when not in use	Need sensors in kitchen, warehouse and tool room; lights need to be repositioned in	4/28/2017	yes
Human Services Center	Lobby is set to 70° but room would only cool to 76°; lights need to be off in all unoccupied areas	add shades or tint to windows in lobby	5/16/2017	no
Ironbound #1	Lights should be off in unoccupied rooms		N/A	N/A
Ironbound #2	Thermostat on 72° upstairs; lights should be off in all unoccupied rooms; copiers need to be in sleep mode when not in use		N/A	N/A
Ironbound #3	Thermostat on 70°; lights should be off in all unoccupied rooms; copiers need to be in sleep mode when not in use		N/A	N/A
JCSA Operations			N/A	N/A
LEC	Lights should be off in all unoccupied rooms; copiers need to be on energy saver mode	Automatic door adjustments; lights off during the day in stairwells; unscrew some of the lights in hallway or keep them off during the day (it is extra bright in there with the large windows);	5/8/2017	no
Legacy Hall		Thermostat is set to 72° except from 11pm-6am; this should be adjusted to 76 and then lowered by custodial staff when building is being utilized.	4/25/2017	yes
RO Plant			N/A	N/A



# James City County, VA



## Results



- SF has increased 21% since 2007
- Energy per SF has decreased 23% since 2007
- Total energy has decreased 15% since becoming Energy Star Partner

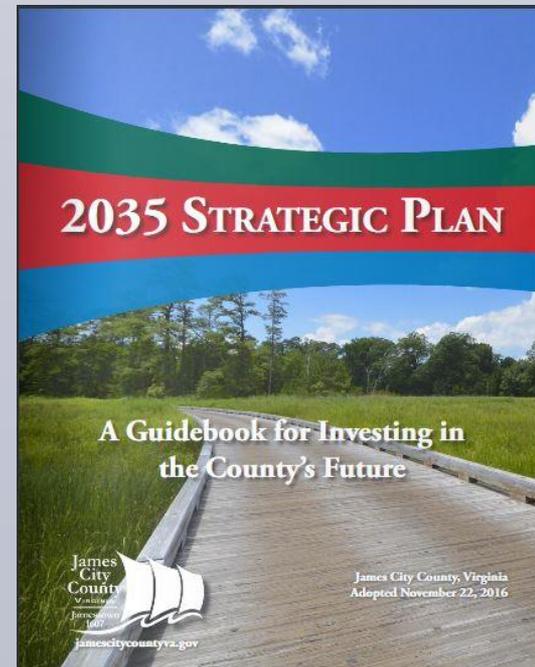


# James City County, VA



## STRATEGIES

- #1 Must have high-level buy-in  
~
- #2 Must be the priority of GS division heads. For example:
  - Fleet Manager & fuel efficiency
  - Facilities Superintendant & LED lighting staff time savings~
- #3 Must have clear cost-savings with presentable ROI calculations  
~
- #4 Communicate the rewards and showcase success!  
~
- #5 *...EDUCATION...*



# Questions?



## **M. Najib Salehi, CEM, CEP**

Energy Advisor

Department of General Services

Loudoun County

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## **Dawn Oleksy, MS, MBA, Env SP**

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James City County

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ov

Ph: 757.259.5375

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