

# Salix College Energy Fund: How to Apply

## Speakers:

**Charlie Reith-Pert**, Client Support Officer, Salix Finance

**Matt Caville**, Technical Services Manager, Salix Finance

**Yvette Schlegelmich**, PR & Marketing Officer, Salix Finance

**Martin Sings**, Estates Engineer, City College Plymouth



Wednesday 04 November 2015, 12:00 – 13:00

Contact Nina: [nbartlett@eauc.org.uk](mailto:nbartlett@eauc.org.uk)/01242 714321



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The Salix College  
Energy Fund –  
Round 3

**Charlie Reith-Pert**  
Client Support Officer

**Matthew Caville**  
Technical Services  
Co-ordinator

**Yvette Schlegelmilch**  
PR & Marketing Officer



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# Agenda

- ✓ Background to Salix
- ✓ Salix College Energy Fund: Round 3
- ✓ Case Study: Martin Sings, City College Plymouth
- ✓ Knowledge Share
- ✓ Salix Application Process
- ✓ Q&A

# Background to Salix



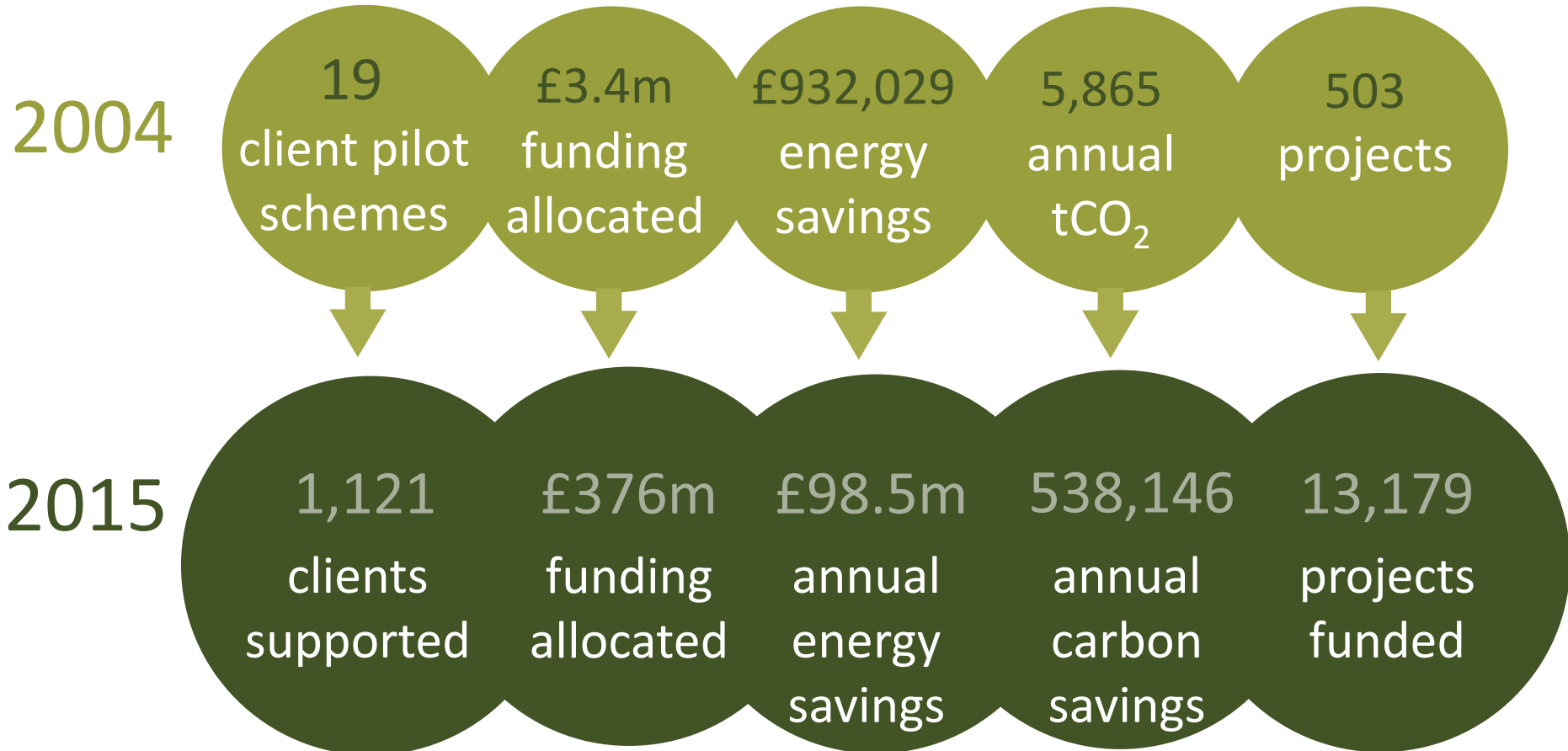
# Who we are

- ✓ Established in 2004
- ✓ Independent, publicly funded, not-for-profit company
- ✓ 100% interest-free capital finance for the public sector
- ✓ Funded by DECC, DfE, Scottish Govt, Welsh Govt
- ✓ Supporting Higher and Further Education Establishments, Local Authorities, Schools, NHS Trusts and Emergency Services throughout England, Scotland and Wales



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# Growth from 2004 - 2015



Data up to March 2015



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# Salix College Energy Fund



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# Salix and Further Education

Since first working with the FE sector in 2004...

- ✓ Worked with 201 Colleges in England, Scotland and Wales
- ✓ Funded over 1,800 projects worth £37 million in FE Sector
- ✓ Lifetime savings of approximately £105 million 666,000 tonnes of CO<sub>2</sub>



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# Previous Successes

- ✓ In partnership with the EAUC and supported by the AoC
- ✓ Two rounds completed – £5 million available in each
- ✓ Further Education Colleges in England and Wales
- ✓ 55 colleges have applied over both rounds
- ✓ Varied project types: LED Lighting, Boiler upgrades, BMS
- ✓ Lifetime savings of £26 million & 132,000 tonnes of CO<sub>2</sub>



# Salix College Energy Fund: Round 3

- ✓ New round of funding opened 1st of October
- ✓ Applications will be accepted through to January 2016
- ✓ Projects assessed on an ongoing basis
- ✓ Publicly funded FE Colleges are eligible
- ✓ Payback criteria: 5 years<sup>1</sup>, less than £100/tCO<sub>2</sub>

Note 1 – Where projects exceed the maximum payback criteria, applicants are welcomed to contribute to the overall cost in order to make the project compliant



# FURTHER EDUCATION CASE STUDY CITY COLLEGE PLYMOUTH

Martin Sings  
Estates Engineer  
City College Plymouth



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# City College Plymouth

- ✓ 2 x main sites (Kings Road & Goschen)
- ✓ 2 x small satellite sites
- ✓ Kings Road the largest at approx 25,000m<sup>2</sup>
- ✓ Energy use across whole Estate
  - ✓ Electricity: 2,500,000
  - ✓ kWhGas: 2,600,000 kWh



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# Previous Projects

- ✓ Boiler Replacement (£177k) – 2 x old oil fired and 1 x gas fired replaced with 4 x condensing boilers
- ✓ Upgrade and additional BMS controls to some buildings (£33k) – provided modern, more flexible and more extensive control of heating & ventilation
- ✓ Cavity wall insulation (£12.5k) – reduce heat losses



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# Projects for 2015

- ✓ Successful application to Salix College Energy Fund for 3 projects (£133k):-
  - ✓ Improve heating controls in main building
  - ✓ Large scale replacement of lighting in main building with either LED
  - ✓ Fit insulating jackets to valves and pumps in main boiler room
- ✓ One other project which was unsuccessful, replacement of 2 x HV transformers with super low loss. Relied too heavily on the equipment manufacturer to determine potential savings.



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# Salix Application Process

- ✦ Identifying suitable projects – robust energy management is key
- ✦ Preparation of information for compliance tools – takes time and will involve calculations
- ✦ Compliance tools are easy to use and uploading documents to Salix website is straightforward
- ✦ Post application – Salix will assess the technical merits of the application so prepared to provide more information
- ✦ Remember that this is a loan and can have an impact on your organisations credit score
- ✦ Once projects are completed Salix are able to quickly process the documentation to release the loan amounts



# Useful Hints & Tips

- ✓ Always have projects identified in readiness to Salix funding
- ✓ Ensure senior leadership commitment
- ✓ Allow for inflation of energy unit costs (Salix can advise)
- ✓ Equipment manufacturers can help to provide product information, carry out surveys and provide energy saving data etc.
- ✓ However, manufacturers can sometimes get it wrong by not understanding how your buildings and business operates
- ✓ Use Salix for advice both on the application process and for technical queries – they are always willing to help

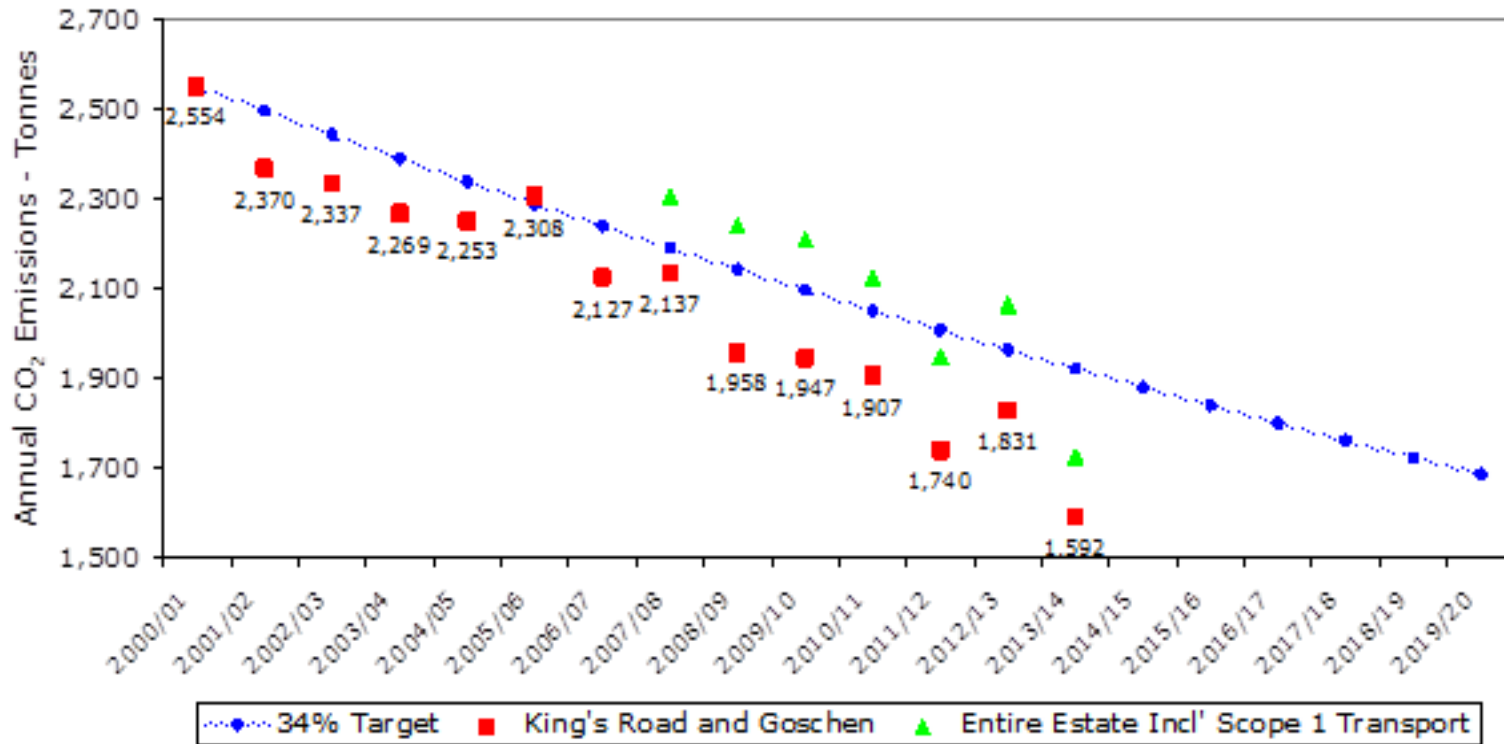


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# Why We Do It!

Overall Estate -  
Carbon Performance vs Target



Thank You

Martin Sings  
City College Plymouth  
Estates Engineer



# Knowledge sharing and case studies



# Knowledge Sharing and Case Studies

The screenshot shows a web portal with a green header. The main navigation bar includes links for Home, Loans, Recycling Fund, Knowledge Share (highlighted), News, and About Us. A secondary navigation bar contains My account, My applications, and Log out. Below the navigation is a breadcrumb trail: Home > Knowledge Share. On the left side, there is a search box labeled 'Search This Area' and a dropdown menu for 'Knowledge Share' with the following items: Technologies, Case Studies, Project Knowledge Slides, Compliance Tools, Best Practice Calculations, Client Support Material, and Regional Meeting Material. The main content area is titled 'Knowledge Share' and includes sub-links for Edit, Node export, Log, and Devel. The text describes the portal as a resource for clients to share information on key areas, listing seven categories: 1. Technologies, 2. Case Studies, 3. Project Knowledge Slides, 4. Compliance Tools, 5. Best Practice Calculations, 6. Client Support Material, and 7. Regional Meeting Material. A note at the bottom states that some content is reserved for public sector representatives and requires login or registration for full access.

Home   Loans   Recycling Fund   **Knowledge Share**   News   About Us

My account   My applications   Log out

Home > Knowledge Share

**Search This Area**

**Knowledge Share**

- Technologies
- Case Studies
- Project Knowledge Slides
- Compliance Tools
- Best Practice Calculations
- Client Support Material
- Regional Meeting Material

## Knowledge Share

[Edit](#)   [Node export](#)   [Log](#)   [Devel](#)

Our new and improved Knowledge Share area is a portal for clients to share information on a number of key areas. We invite clients to take some time to look at the informative resources available here. This includes:

1. Technologies
2. Case Studies
3. Project Knowledge Slides
4. Compliance Tools
5. Best Practice Calculations
6. Client Support Material
7. Regional Meeting Material

The content in some of these areas is reserved for representatives of public sector organisations only. If you wish to view all content, please log in or register for access.

# Project Knowledge – LED Lighting Upgrade by Barnsley College

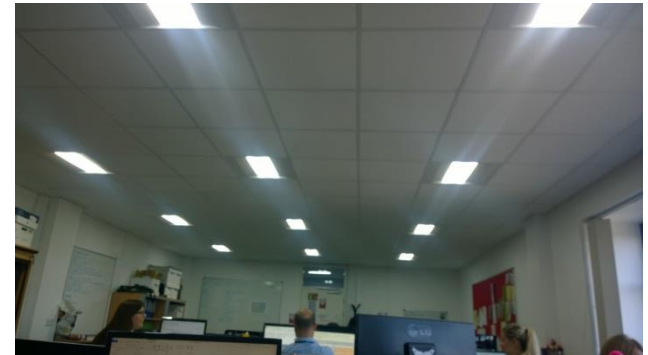


## BEFORE

- A mixture of 5ft fluorescents and compact fluorescent fittings
- 235,661 kWh consumed
- £28,114/year running cost

## AFTER

- 757 LED's with new fittings
- £70,905 Project value
- Post – 91,088 kWh
- Annual 144,573 kWh saving
- £17,247/year savings
- 4.11 year payback
- 77.71 tCO<sub>2</sub> saved per year



# Project Knowledge – LED Lighting Upgrade by Barnsley College

## Supporting Comments:

- Operational hours for savings are 15 hours per day, 5 days per week, 52 weeks of the year. Building is used for staff offices so it is utilised all year.
- Electricity price of £0.11927 p/KWH. Currently £0.11044 but have increased this slightly as our energy provider suggested an average 8% increase over next 5 years.
- Supplier – LEC Lighting
- Any advice or lessons learned? Be well prepared prior to submitting your application, this way you know your figures as unlikely to change significantly and affect your application.

Client – [Barnsley College](#)  
Tel – 01226 216 186

Client contact – Craig Douglas  
Email – [c.douglas@barnsley.ac.uk](mailto:c.douglas@barnsley.ac.uk)



# Project Knowledge – Multiple Project Site by Palmer's College



## BEFORE

- 24 LPHW cabinet heaters, 180w T12/T8 light fittings, 25 years + old boilers
- 1,087,000 kWh Gas consumed
- 470,000 kWh Electricity consumed
- £72,127/year running cost

## AFTER

- 34w LED units, high efficiency condensing boilers
- £192,728 Project value
- Post – 589,430 kWh Gas consumed
- Post – 90,000 kWh Electricity consumed
- Annual 877,570 kWh saving
- £49,590/year savings
- 3.89 Payback
- 296 tCO<sub>2</sub> saved per year

# Project Knowledge – Multiple Project Site by Palmer's College

## Supporting Comments:

- Derivation of expected savings:
- Lighting – 1044 @ 180w per fitting, 2500 annual operational hours
- Annual energy usage (kWh) =  $180 \times 1044 \times 2500 = 470,000$  kWh
- Replaced with 1044 @ 34w =  $34 \times 1044 \times 2500 = 90,000$  kWh = 80% annual saving
- Boilers – C Block 2 x 50kW E rated boilers = 195,000 kWh
  - D Block 24 FCU's @ 892kW = 892,000 kWh
  - Total usage 1,087,000 kWh
- Replaced with – C Block 1 x 37kW A rated boiler = 14,430 kWh = 92% annual saving
  - D block 24 x high efficiency FCU's = 575,000 kWh = 35% annual saving
- Electricity 10.05p/kWh, Gas 2.29p/kWh





# Project Knowledge – Multiple Project Site by Palmer's College

## Supporting Comments:

- Suppliers: Lighting – Electric Centre, Boilers – Thurrock Trade Supplies, FCUs - Sabiana
- Any advice or lessons learned:
  - Identify all works required to complete project such as building works, carpentry, plumbing, electrical. Is there asbestos, confined space working.
  - Ensure all contractors are in place prior to start of works.
  - Place orders for materials early and agree delivery date. Some materials can have a long lead time.
  - Ensure you have a project timing plan in place and all contractors have a copy and agree with it.
  - Identify any problems that may arise and have a contingency plan in place. i.e other contractors in case one lets you down. Numbers of additional trades in case an unforeseen problem arises.

Client – [Palmer's College](#)  
Tel – 01375 370 121

Client contact – Gary Redman  
Email – [gredman@palmers.ac.uk](mailto:gredman@palmers.ac.uk)



Northampton College used £20,000 of 100% interest free funding from Salix Finance to install modern, energy efficient LED lighting, reduce consumption and save on annual energy bills.



#### Six Salix indicators

Total loan value

**£20,000**

Annual £ savings

**£4,458**

Annual savings tonnes of CO<sub>2</sub>

**22.7**

Lifetime £ savings

**£111,450**

Lifetime savings tonnes of CO<sub>2</sub>

**568.8**

Project payback

**4.4 years**



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# Salix Application Process




# Six Steps for a Salix FE College Application

1. Register on the Salix website – [salixfinance.co.uk/loans](https://salixfinance.co.uk/loans)
2. Read the application notes – [salixfinance.co.uk/loans/Salix-College-Energy-Fund](https://salixfinance.co.uk/loans/Salix-College-Energy-Fund)
3. Complete an online application form
4. Complete our simple Compliance Tool (and Salix business case for projects over £100k)
5. Submit your application online
6. Salix will do a technical assessment




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# Step 1. Register on the Salix Website



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email: info@salixfinance.co.uk  
tel: 020 7406 7620



[Home](#) [Loans](#) [Recycling Fund](#) [Knowledge Share](#) [News](#) [About Us](#)

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[Home](#) > [User account](#) > [User account](#)

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## User account

**E-mail \***  
A valid e-mail address. All e-mails from the system will be sent to this address. The e-mail address is not made public and will only be used if you wish to receive a new password or wish to receive certain news or notifications by e-mail.

**Access to 'Knowledge Sharing Area' \***  
This area is for employees of public sector bodies able to utilise Salix funding. Please select 'Yes' if you would like access to this area - this request will then be reviewed by Salix.

No  Yes

**First name \***

**Last name \***

**Position \***

**Organisation \***



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# Step 2. Read the Application Notes

- Application notes can be downloaded from the Colleges page on the Salix website here: [www.salixfinance.co.uk/loans/Salix-College-Energy-Fund](http://www.salixfinance.co.uk/loans/Salix-College-Energy-Fund)

## Salix College Energy Fund

In partnership with the [EAUC](#) and supported by the [AoC](#), Salix is delighted to announce the release of £5 million of funding for energy efficiency and carbon reduction projects in Further Education (FE) colleges in England, Scotland and Wales.

Continuing the success of Salix's previous work in the education sector, the funding is intended to act as a further catalyst for investment in energy efficiency technologies which will reduce carbon emissions and create financial savings.

Since 2004 Salix has funded over £21 million of energy efficiency projects in 201 FE colleges in England, Scotland and Wales. This has saved the sector approximately £81 million over the lifetime of the projects. The most popular spend on technologies in these FE Colleges has been on boiler upgrades, followed by conventional fluorescent lighting upgrades, building fabric insulation and improvements to heating and hot water distribution.

- Salix Loan Application
- Compliance Tools & Business Case Template
- Eligible Technology List
- Case Studies & PKS
- Completion Certificate

Once the application notes have been read, you can begin step 3 of your application here



# Step 3. Complete the Application Form

My account    My applications    Log out

Home > Salix Loan Application > Create Loan application

## Create Loan application

**Section 1 – Public Sector Body Contact Details**

This section should be completed with contact details for the organisation taking out the loan.

Name of Organisation \*

Please tick the box that best represents your organisation \*

<input type="radio"/> Local Authority	<input type="radio"/> Maintained School
<input type="radio"/> NHS	<input type="radio"/> Academy School
<input type="radio"/> Emergency Services	<input type="radio"/> Further Education
<input type="radio"/> Other	<input type="radio"/> Higher Education

Address Line 1 \*

Address Line 2

Town \*

**Introduction**

**Section 1 – Public Sector Body Contact Details**

**Section 2 – Main contact at Public Sector Body**

**Section 3 – Authorising official**

**Section 4 - Project Compliance Tools**

**Section 5 – Declaration**

**Contact Us**

Name \*

Email \*





# Step 5. Submit Application Online

To support your applications you should also submit the below:

## *Savings calculations*

- ✦ Show how you calculated the kWh savings stated in the compliance tool
- ✦ Any quotes you have received

## *Technical Specification*

- ✦ For all projects we need to see the technical specifications for the technologies

## *Salix Business Case*

- ✦ For projects over £100k a Salix Business Case is also required (this can be downloaded from our website)

## Step 6. Technical Assessment

- ✓ The Compliance Tool and supporting calculations will be assessed to ensure the project will be achieving sufficient savings
- ✓ Salix will work with Atkins to complete full technical assessment on business case projects (those over £100k)
- ✓ The technical team will contact you/your consultant with any queries

# Salix College Application

- ✓ The deadline for all applications is 29<sup>th</sup> January 2016, applications will be assessed on an ongoing basis
- ✓ Funding will be allocated once an application has passed and successful applicants will receive a 'Commitment Letter' to secure funding
- ✓ Projects are to be completed within 9 months of commitment
- ✓ The loan will be paid out on completion of the project
- ✓ Repayments will be collected via direct debit in 6-monthly installments over 4 years



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# Thank you



Please contact the Further Education Colleges Team for further information

**E-mail:** [charlie.reith-pert@salixfinance.co.uk](mailto:charlie.reith-pert@salixfinance.co.uk)

**Phone:** 0207 406 7676



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