



The Solutions Network

Rochester, New York

Getting Project Buy-In

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NIH General Factoids

- ❖ Bethesda, MD campus of NIH is the home of over 20 different Institutes
- ❖ Similar to a college campus in appearance, covering 325 acres
 - Over 10,000,000 sq.ft., 50 Buildings
 - 18,000 people
 - Over 1,650 PhD's, 650 MD's

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NIH Energy Factoids

- ❖ Diverse range of space use
- ❖ One of the World's Largest Hospitals
> 4,000,000 Sq.ft
- ❖ Laboratory/Research Space
- ❖ Animal Facilities
- ❖ Office Space

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NIH Energy Factoids

- ❖ Approx 75MW ^ peak electric load
- ❖ Approx 550,000 ^ peak lbs/hr steam use,
over 1,000,000 lbs/hr capacity
- ❖ Approx 65,000 Tons Cooling Capacity
- ❖ 23 MW cogeneration system
- ❖ 11 energy projects complete or in progress,
over \$11M projects currently in construction
- ❖ Over \$50,000,000 utility expenses annually

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NIH Mission:

- ❖ The National Institutes of Health is the steward of medical and behavioral research for the Nation. Its mission is science in pursuit of fundamental knowledge about the nature and behavior of living systems and the application of that knowledge to extend healthy life and reduce the burdens of illness and disability.

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Energy Conservation?

- ❖ Q? How does Energy and Water conservation relate to our NIH mission?
- ❖ Quite often, it takes an internal sales and marketing effort to show the benefits and overcome the objections.

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Communication

- ❖ The politics of communication and inclusion must start at day 1!
- ❖ Determine all possible stakeholders
 - Management Authority
 - Fiscal Authority
 - Contracting Authority
 - Operations and Maintenance Staff
 - Design & Construction Branch
 - Facility Manager's
 - Occupants

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Inclusion

- ❖ Determine what is important to each of the stakeholders.
- ❖ Must allow the stakeholders to be an active part of the process, or:
- ❖ Be prepared for resistance when you least expect it.

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What is an active part of the process?

- ❖ For Management – describe the scope, contracting vehicle, payback, etc.
- ❖ Contracting Officer – describe contracting vehicle, time frame, etc.
- ❖ O&M, Facilities, Occupant Staff
 - Audit /Walk Through Scope and Schedule
 - Submittals, Cut Sheets, Drawings, Specs
 - Materials mock-up for their approval

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