



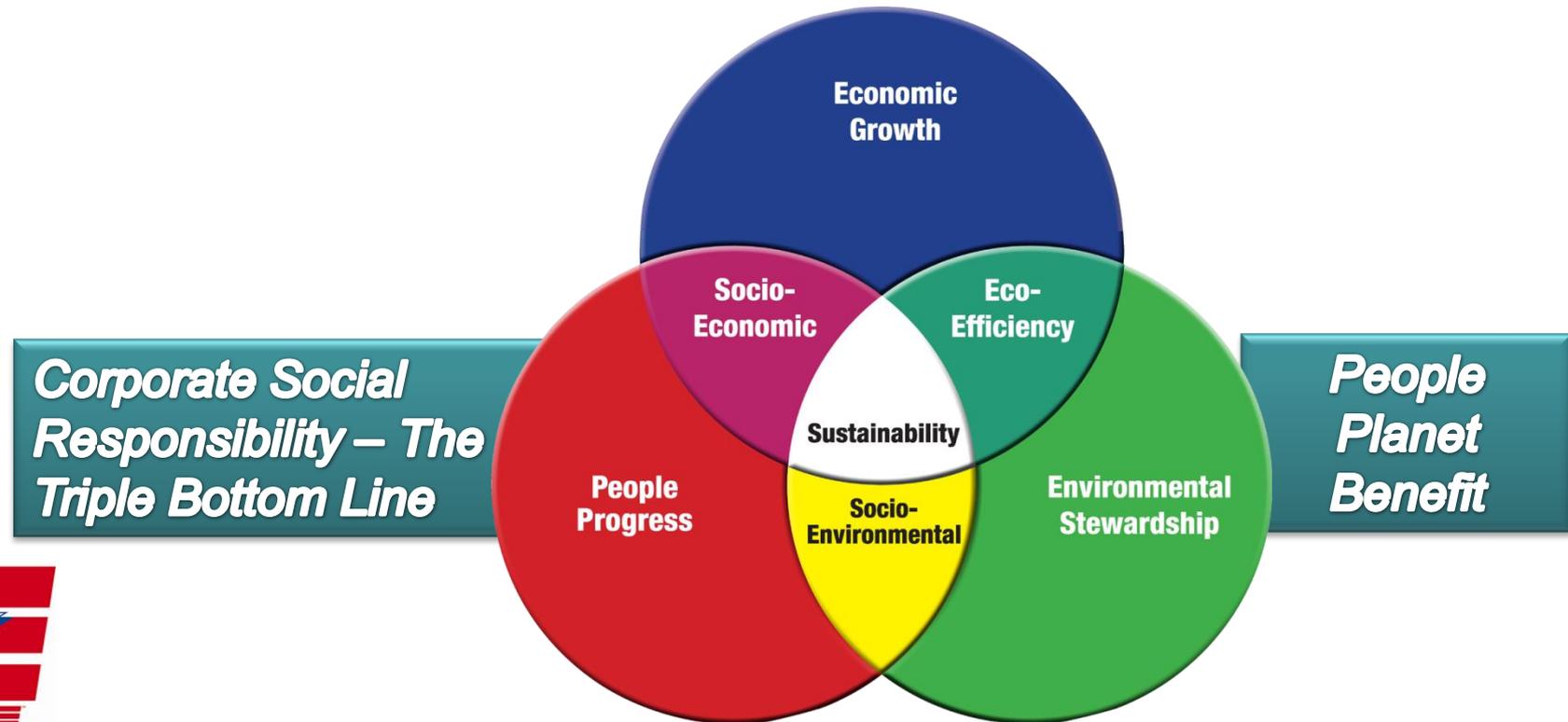
Federal Requirements, Know Your Customer Needs

Mel Hendricks, P.E., CEM, LEED-AP
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Briefing Agenda

- ✓ Who is AAFES?
- ✓ Federal Requirements
- ✓ How AAFES is meeting the Policies
- ✓ Know your Customer
- ✓ A tool to Understand and Organize Federal Policies



For 114 Years, We've Been There!



Operations: OEF, OIF, EUFOR & KFOR

Currently,
AAFES has 92
retail stores
supporting
contingency
operations

- ✓ Afghanistan
- ✓ Kyrgyzstan
- ✓ Cyprus
- ✓ Kuwait
- ✓ Saudi
- ✓ Qatar
- ✓ EUFOR
- ✓ KFOR
- ✓ Iraq
- ✓ UAE



INTERNAL

Where Does The Money Come From?



✓ **98%**
AAFES Dollars

✓ **2%**
Tax Dollars



Where Does The Money Go?

✓ 98%
AAFES Dollars

- ✓ **MWR Dividends**
- ✓ **Civilian Salaries**
- ✓ **Store Inventories**
- ✓ **Utilities**
- ✓ **Capital Investments**
- ✓ **Store Improvements**
- ✓ **Vehicles**
- ✓ **Distribution**
- ✓ **Operations**

✓ 2%
Tax Dollars

- ✓ **Military Salaries**
- ✓ **Overseas Shipping**
- ✓ **Overseas Utilities**
- ✓ **Military Phone Ops**
- ✓ **OEF/OIF Support (2%)**



2009 Dividend Distribution

**\$261.6 Million
to MWR**



Army
\$152.0 Million



Air Force
\$89.9 Million



National Guard
\$5.2 Million



Navy
\$0.6 Million



Marines
\$13.9 Million



Sustainability Initiatives



From Green Gas Stations...



To Green Products!



Federal Requirements

- ✓ Energy Policy Act of 2005
- ✓ Federal Leadership in High Performance and Sustainable Buildings MOU (2006)
- ✓ Executive Order (EO) 13423 – Strengthening Federal Environmental, Energy, and Transportation Management (2007)
- ✓ Energy Independence & Security Act of 2007
- ✓ Executive Order 13514 – Federal Leadership in Environmental, Energy, and Economic Performance (Oct 2009)

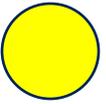


AAFES Sustainability Goals

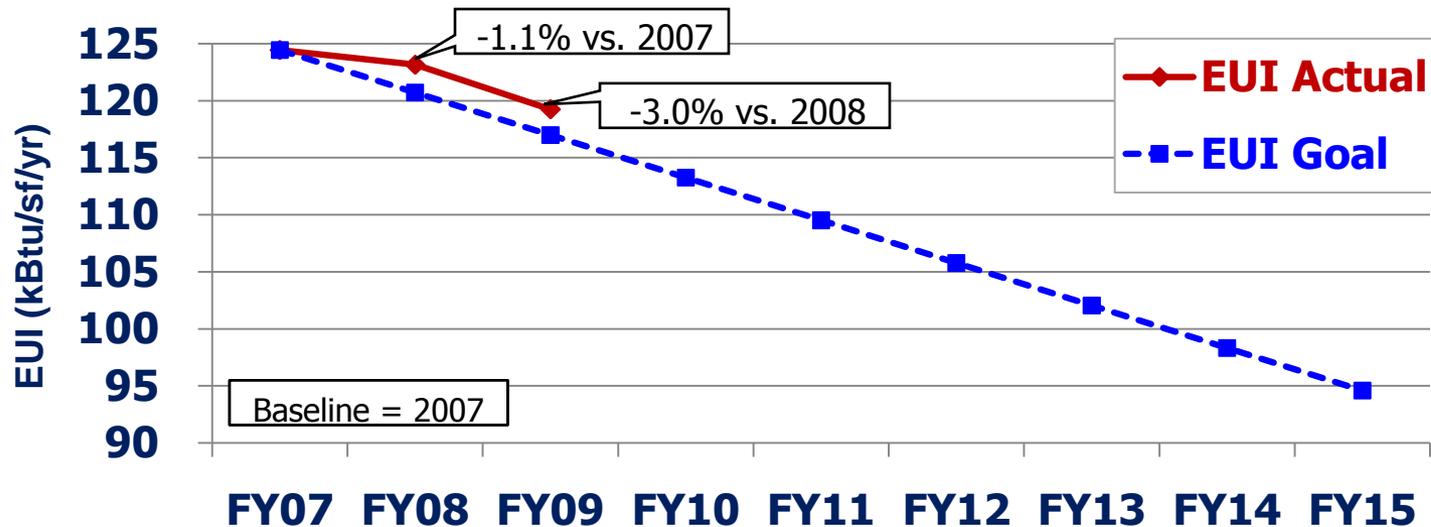
- ✓ **Reduce** Energy Consumption
- ✓ **Reduce** Water Consumption
- ✓ **Reduce** Waste
- ✓ **Reduce** Fleet Dependency on Fossil Fuels
- ✓ **Increase** Sustainable Buildings
- ✓ **Increase** Procurement, Marketing, Sales of Environmentally-Friendly Goods and Services



Reduce Energy Consumption



Reduce Energy Use Intensity (EUI) 3% Year-to-Year



* Energy data from 392 (47%) metered CONUS sites

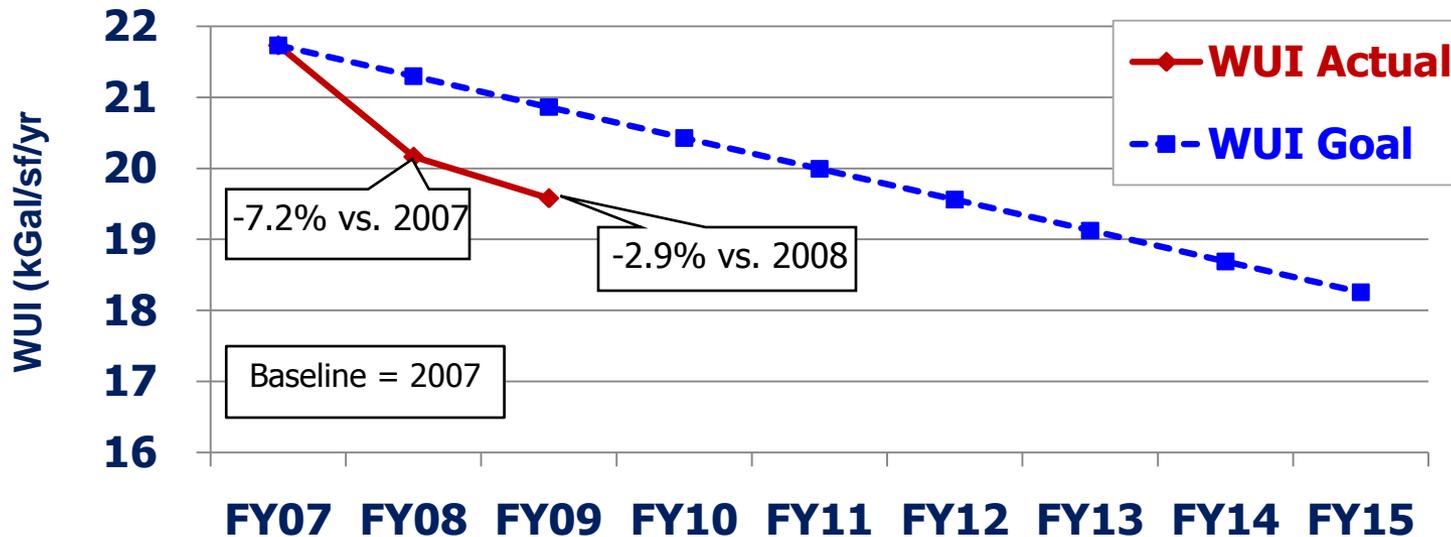
✓ **EUI** = Annual Energy Consumption / Square Foot / Year



Reduce Water Consumption



Reduce Water Use Intensity (WUI) 2% Year-to-Year



* Water data from 274 (42%) metered CONUS sites

✓ **WUI** = Annual Water Consumption / Square Foot / Year



Increase Sustainable Buildings



New Construction: LEED Silver registered and certifiable,
5-10% to achieve formal LEED Silver Certification

✓ Open 4 LEED projects: Retail (2), NC 2.2 (1), Core & Shell (1)

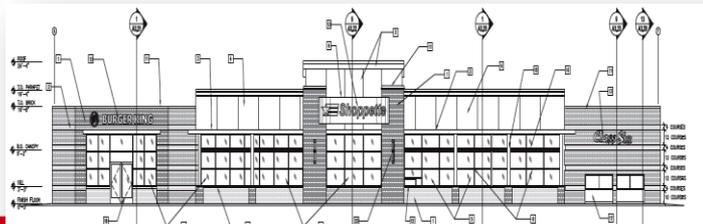
- ➔ **Randolph** Shopping Center - Opened Mar 2010
- ➔ **Ft Polk** Shopping Center - Opened Apr 2010
- ➔ **Ft Bragg** Shoppette - Scheduled Opening Aug 2010
- ➔ **Ft Bliss** Lifestyle Center - Schedule Opening Nov 2010



Randolph AFB Shopping Center



Ft. Polk Shopping Center



Ft. Bragg Pines Shoppette



Ft. Bliss Lifestyle Center



Reduce Waste

SD-O FY09 Goals: Rollout recycle program

- ✓ Rollout recycle program in CONUS stores, Q1.
- ✓ Increase recycled tonnage 100% over FY08.
- ✓ Rollout recycle program in Alaska and Hawaii, FY09 Q4.



Sandwich Bales

FY09 Results:

- ✓ Rolled out recycle program to 152 CONUS stores.
- ✓ Increased recycled tonnage by 396%.
FY08: 923 tons FY09: 4,573 tons
- ✓ AK/HI alternatives evaluated.



Super Sorter
Three in One

SD-O FY10 Goals: Increase recycled tonnage 90% (8,689 tons) over FY09.

- ✓ 5 Cent Bag Refund Since Program Inception,
Mar 2010 = \$4,952.75, which equals 99,000
bags saved



FYQ1 Results: FY10 Q1: 1,658 tons

Know your customer

- ✓ **Who is your customer?**
- ✓ **What requirements do they need to meet?**
- ✓ **How does your product or service relate?**
- ✓ **Do you know their language?**
 - EUI, WUI, HOA, PID, LCCA
 - IMCOM, AFCESSA, CE, MUA,
- ✓ **Credibility IS important!**
 - Missing information
 - Incorrect information
 - Overly optimistic or pessimistic assumptions
 - Follow through with promises



Typical Federal Policy questions

- ✓ What are energy and water reduction goals?
- ✓ What baselines are required?
- ✓ What % of Federal buildings should get Energy Audits each year?
- ✓ How do buildings get selected?
- ✓ In new construction, what % of hot water is required to be provided by solar?
- ✓ Is commissioning required?



Basic Policy Information

Source	Summary	Complete Document	Location
EO13423	Reduce EUI by: 1) 3% annually beginning 2007 when policy signed OR 2) 30% from 2003 baseline by 2015	Goals for Agencies. In implementing the policy set forth in section 1 of this order, the head of each agency shall: (a) improve energy efficiency and reduce greenhouse gas emissions of the agency, through <u>reduction of energy intensity by (i) 3% annually through the end of fiscal year 2015 or (ii) 30% by the end of fiscal year 2015, relative to the baseline of the agency's energy use in fiscal year 2003</u>	§2(a)
EO13423	50% energy from renewables	Goals for Agencies. In implementing the policy set forth in section 1 of this order, the head of each agency shall: (b) ensure that (i) <u>at least half of the statutorily required renewable energy consumed by the agency in a fiscal year comes from renewable sources.</u>	§2(b)(i)
EO13423	Energy, Renewable: Implement renewable energy generation on agency property.	Goals for Agencies. In implementing the policy set forth in section 1 of this order, the head of each agency shall: (b) ensure that (ii) <u>to the extent feasible, the agency implements renewable energy generation projects on agency property for agency use.</u>	§2(b)(ii)
EO13423	Water, Reduction: Reduce WUI by 2%/yr	Goals for Agencies. In implementing the policy set forth in section 1 of this order, the head of each agency shall: (c) beginning in FY 2008, <u>reduce water consumption intensity, relative to the baseline of the agency's water consumption in fiscal year 2007, through life-cycle cost-effective measures by 2% annually through the end of fiscal year 2015 or 16% by the end of fiscal year 2015.</u>	§2(c)
EO13423	Use of recycled and environmentally friendly products.	Goals for Agencies. In implementing the policy set forth in section 1 of this order, the head of each agency shall: (d) require in agency acquisitions of goods and services (i) <u>use of sustainable environmental practices, including acquisition of biobased, environmentally preferable, energy efficient, water-efficient, and recycled-content products.</u>	§2(d)



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Created Categories

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	A	B	C	D	E
1		Policies			
2	Who	Entity	Service	Action	Source
3	Administration	Bldgs or Vehicles	Energy, Consumption	Awards	EO13423
4	Agency Goal	Bldgs, all	Energy, Renewable	Compliance	HiPerfSustBldg
5	Agency Head	Bldgs, Existing only	Commissioning	Compliance To Ext Policy	EPAAct2005
6	Energy Manager	Bldgs, Major Const only	Daylight	Control	EISA2007
7	Management	Bldgs, New only	EnergyMgmtSystem	Energy Star, FEMP, EPEAT	Army FY10 Narrative Funding Guidance
8	Tenant	Bldgs, New Or Major Const.	Fossil Fuel	Increase	
9	Each Federal Agency	Fleets	Goods and Svcs	Metering	AFI 32-1061 (15 Mar 2002)
10	Not Specified	Energy Or Water Saving Measure	Indoor Air Quality	Performance targets	AFI 34-211(I) (30 Jul 2008)
11	Air Force		Moisture	Reduce	AFI 65-106 (6 May 2009)
12	Army		OzoneDepleting	Reporting	AR 215-1 (31 Jul 2007)
13			Programs	Sustainable practice	AR 215-8 (30 Jul 2008)
14			Toxic Hazardous Mtls	Training	AR 420-41 (15 Sep 1990)
15			Waste	Evaluation	DODI 1015.15 (20 Mar 2008)
16			Water	Meet Guiding Principals of Hi Performance Bldgs	DODI 1330.09 (7 Dec 2005)
17			Water Runoff	LEED requirement	Air Force Sustainable Design and Development (SDD) Policy (31 Jul 2007)
18			Energy and Water	Cost justifications	ARMY AFI 34-211
19			Maintenance	Continuance	AFI 65-106 (6 May 2009)
20			Environmental Mgmt Sys		AFI 65-106 (11 Apr 2006)
21			Water Heating		
22					



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Add index categories, cell validation

	A	B	C	D	E	F	G	H
	Who	Entity	Service	Action	Source	Summary	Complete Document	Location
1								
88	Energy Manager	Bldgs, all	Energy and Water	Evaluation	EISA2007	Energy Evaluations of 25% of the facilities every 4 yrs for >75% of agency facility energy.	“(B) COVERED FACILITIES.—The Secretary shall develop criteria, after consultation with affected agencies, energy efficiency advocates, and energy and utility service providers, that cover, at a minimum, Federal facilities, including central utility plants and distribution systems and other energy intensive operations, that constitute at least 75 percent of facility energy use at each agency. “(3) ENERGY AND WATER EVALUATIONS.— “(A) EVALUATIONS.—Effective beginning on the date that is 180 days after the date of enactment of this subsection and annually thereafter, energy managers shall complete, for each calendar year, a comprehensive energy and water evaluation for approximately 25 percent of the facilities of each agency that meet the criteria under paragraph (2)(B) in a manner that ensures that an evaluation of each such facility is completed at least once every 4 years.	§432(3)(A), p118
89	Energy Manager	Bldgs, all	Commissioning	Reduce Reporting Sustainable pract Training Evaluation Meet Guiding Pri LEED requirem Cost justification	EISA2007	Assess need for recommissioning and recommissioning	“(B) COVERED FACILITIES.—The Secretary shall develop criteria, after consultation with affected agencies, energy efficiency advocates, and energy and utility service providers, that cover, at a minimum, Federal facilities, including central utility plants and distribution systems and other energy intensive operations, that constitute at least 75 percent of facility energy use at each agency. “(3) ENERGY AND WATER EVALUATIONS.— “(B) RECOMMISSIONING AND RETROCOMMISSIONING.—As part of the evaluation under subparagraph (A), the energy manager shall identify and assess recommissioning measures (or, if the facility has never been commissioned, retrocommissioning measures) for each such facility.	§432(3)(B), p118
90	Energy Manager	Energy Or Water Saving Measure	Programs		EISA2007	Energy manager may implement and bundle and implement energy and water saving measures within 2yrs.	“(4) IMPLEMENTATION OF IDENTIFIED ENERGY AND WATER EFFICIENCY MEASURES.—Not later than 2 years after the completion of each evaluation under paragraph (3), each energy manager may— “(A) implement any energy- or water-saving measure that the Federal agency identified in the evaluation conducted under paragraph (3) that is life cycle cost-effective; and “(B) bundle individual measures of varying paybacks together into combined projects.	§432(4)(A)+(B), p118
91	Energy Manager	Energy Or Water Saving Measure	Commissioning	Compliance	EISA2007	Commissioning of each energy saving measure implemented.	“(5) FOLLOW-UP ON IMPLEMENTED MEASURES.—For each measure implemented under paragraph (4), each energy manager shall ensure that— “(A) equipment, including building and equipment controls, is fully commissioned at acceptance to be operating at design specifications; “(B) a plan for appropriate operations, maintenance, and repair of the equipment is in place at acceptance and is followed; “(C) equipment and system performance is measured during its entire life to ensure proper operations, maintenance, and repair; and “(D) energy and water savings are measured and verified.	§432(5), p118
	Energy Manager	Energy Or Water Saving Measure	Maintenance	Compliance	EISA2007	Plan for operations, maintenance and repair of each energy saving	“(5) FOLLOW-UP ON IMPLEMENTED MEASURES.—For each measure implemented under paragraph (4), each energy manager shall ensure that— “(A) equipment, including building and equipment controls, is fully commissioned at acceptance to be	§432(5), p118

Federal Policies

	A	B	C	D	E	F	G	H
	Who	Entity	Service	Action	Source	Summary	Complete Document	Location
1	Agency Head				EO13423	Reduce EUI by: 1) 3% annually beginning 2007 when policy signed OR 2) 30% from 2003 baseline by 2015	<i>Goals for Agencies:</i> In implementing the policy set forth in section 1 of this order, the head of each agency shall: (a) improve energy efficiency and reduce greenhouse gas emissions of the agency, through <u>reduction of energy intensity by (i) 3% annually through the end of fiscal year 2015 or (ii) 30% by the end of fiscal year 2015, relative to the baseline of the agency's energy use in fiscal year 2003</u>	\$2(a)
2	Agency Head				EO13423	Water, Reduction: Reduce WUI by 2%/yr	<i>Goals for Agencies:</i> In implementing the policy set forth in section 1 of this order, the head of each agency shall: (c) beginning in FY 2008, <u>reduce water consumption intensity, relative to the baseline of the agency's water consumption in fiscal year 2007, through life-cycle cost-effective measures by 2% annually through the end of fiscal year 2015 or 18% by the end of fiscal year 2015,</u>	\$2(c)
5	Agency Head				EO13423	Waste, reduce: Reduce quantity of toxic and hazardous chemicals.	<i>Goals for Agencies:</i> In implementing the policy set forth in section 1 of this order, the head of each agency shall: (e) ensure that the agency (i) <u>reduces the quantity of toxic and hazardous chemicals and materials acquired, used, or disposed of by the agency,</u>	\$2, (e)
8	Agency Head				EO13423	Increase recycling of solid waste.	<i>Goals for Agencies:</i> In implementing the policy set forth in section 1 of this order, the head of each agency shall: (e) ensure that the agency (ii) <u>increases diversion of solid waste as appropriate,</u>	\$2, (e)
9	Agency Head				EO13423	Maintain cost effective waste prevention and recycling.	<i>Goals for Agencies:</i> In implementing the policy set forth in section 1 of this order, the head of each agency shall: (e) ensure that the agency (iii) <u>maintains cost-effective waste prevention and recycling programs in its facilities,</u>	\$2, (e)
10	Agency Head	Bldgs, New Or Major Const.	Energy and Water	Meet Guiding Principles of Hi Performance Bldgs	EO13423	New construction and major renovations to meet Guiding Principles for Federal Leadership in High Performance and Sustainable Buildings.	<i>Goals for Agencies:</i> In implementing the policy set forth in section 1 of this order, the head of each agency shall: (f) ensure that (i) <u>new construction and major renovation of agency buildings comply with the <i>Guiding Principles for Federal Leadership in High Performance and Sustainable Buildings set forth in the Federal Leadership in High Performance and Sustainable Buildings Memorandum of Understanding (2006)</i> .</u>	\$2, (f)
11	Agency Head	Bldgs, all	Energy and Water	Meet Guiding Principles of Hi Performance Bldgs	EO13423	Sustainable Buildings: 15% of existing buildings incorporate Guiding Principles.	<i>Goals for Agencies:</i> In implementing the policy set forth in section 1 of this order, the head of each agency shall: (f) ensure that (ii) <u>15% of the existing Federal capital asset building inventory of the agency as of the end of fiscal year 2015 incorporates the sustainable practices in the Guiding Principles.</u>	\$2, (f)
12	Agency Head	Fleets	Fossil Fuel	Reduce	EO13423	Reduce petroleum by 2% annually.	<i>Goals for Agencies:</i> In implementing the policy set forth in section 1 of this order, the head of each agency shall: (g) ensure that, if the agency operates a fleet of at least 20 motor vehicles, the agency, <u>relative to agency baselines for fiscal year 2005, (i) reduces the fleet's total consumption of petroleum</u>	\$2, (g)

Sort A to Z
Sort Z to A
Sort by Color
Clear Filter From "Action"
Filter by Color
Text Filters

- Evaluation
- Increase
- LEED requirement
- Meet Guiding Principles of
- Metering
- Performance targets
- PerfTarget=>30% ASHRAE
- Reduce
- Reduction

OK Cancel



AAFES™

We go where you go!