

## Business as Usual...Only More Efficient!

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At DOT, even day-to-day business processes inspire creativity and embody innovation. In 2017, the Department made notable improvements to business processes and recognized those who made them possible through their Sustainability Achievement Awards. Among the 2017 winners are Brad Cantrell, Federal Aviation Administration's (FAA) Acquisition Team, and Honorable Mention projects at the Volpe National Transportation Systems Center and the Mike Monroney Aeronautical Center (MMAC).

## Introducing DOT's Sustainability Pioneer: Brad Cantrell

Since joining FAA in 2001, Brad Cantrell has helped pioneer a new type of contracting, earning him the pinnacle award of Sustainability Pioneer in 2017. His leadership in performance-based contracts has generated approximately \$20 million in infrastructure upgrades, two megawatts of on-site renewable energy generation, and millions in guaranteed energy and water savings.

When Cantrell began working at the Northern California Terminal Radar Approach Control (NCT), there was a critical need for site development. After receiving DOE-sponsored training, Brad helped assemble a team to pursue an Energy Savings Performance Contract (ESPC) to develop and modernize 11 of 30 acres at the facility.

ESPCs embrace the spirit of innovation in business. They pay for today's infrastructure upgrades using tomorrow's energy savings (See Figure 1). Before coming to DOT, Cantrell spent 17 years as an electrical contractor, making him a pivotal leader in innovative energy improvements.



## Excellence in Sustainable Business Processes: FAA's Acquisition Team

NCT's challenges with site development were similar to those in the Central and Eastern Service Areas, (CSA-ESA) where sites were struggling to make infrastructure improvements with minimal funding. FAA's Air Traffic Organization (ATO) recruited performance-contract expert Brad Cantrell to help inspire a solution.

Brad joined others at ATO on the CSA-ESA acquisition team for the ESPC project. The team collectively represented decades of diverse experience, ranging from Acquisition Specialists to Engineers to Facilities Management and more.

A process-savvy team and diligent program management were crucial to the contract's success, but it wouldn't have succeeded without strong communication and trust. Cantrell avidly advocated for the contract and its potential for results, building trust from the ground up and earning support from FAA's leadership.

Supervisory Contract Specialist Alex Seguin said, "It really takes a partnering relationship and teamwork," as these projects depend on good relationships with many stakeholders.

In October 2016, ATO's largest performance-contract to date was awarded for infrastructure improvements



## FAA Energy Savings Prototype Awards

at 21 CSA-ESA sites across nine states. This \$10 million ESPC includes lighting upgrades, a building automation system upgrade, and clean energy solar installation which will improve operations and reduce costs in the CSA-ESA regions (See Figure 2).

### Honorable Mention: MMAC's Prototype Testing and Innovative Culture



Innovative business practices continue at FAA's Mike Monroney Aeronautical Center (MMAC) in Oklahoma City, Okla. Looking to reduce costs and improve efficiency on their 1100-acre campus, MMAC implemented a Prototype Testing program. The



program allows MMAC to test new, cost-reducing technology and prove its effectiveness prior to widespread implementation.

MMAC's Energy Council, which includes Facility Management Senior leadership, oversees these small scale, low-cost tests and makes decisions regarding what technology to pursue and implement.

Energy Manager Russell Goering expressed, "It's unwise to accept product claims without testing them first." He added, "But it's also good business practice to invest and reduce overall costs."

For example, the testing of a refrigerant catalyst for a rooftop heat pump unit showed an 18% improvement in efficiency. If additional testing of this refrigerant catalyst confirms these savings, it will be implemented across the MMAC to save costs and energy (See Figure 3).