

# IMPROVING INFRASTRUCTURE

By Katie Coffin

## Enhancing Energy Efficiency, Cost Savings

A partnership forged last year between Telamon Energy Solutions and Morton Solar LLC is already creating cost savings for government, military and commercial entities.

Leaders from both organizations met at the Indiana Statehouse in 2015 when the General Assembly was considering bills related to utilities and alternative energies.

“The more we talked, the more we felt that we could complement each other in what we do,” explains Bruce Breeden, vice president of business development at Telamon.

The result is a collaboration in which Telamon organizes business deals and financing while Morton focuses on engineering and construction of energy efficiency improvements. Examples include LED lighting, HVAC upgrades, industrial process improvements and solar energy production.



“We advocate strongly (that) it’s time for businesses to consider their energy costs as an asset they need to continually investigate,” Breeden expresses. “Solar costs have reduced to the point where if someone is paying nine cents per watt for electricity or higher, we can create it with the solar array (a linked collection of solar panels) for the same price. Then that price is set for the next 25 years.

“The other side of our business is the energy efficiency side, where we (Telamon) come in and do an evaluation of a business and show them where they can reduce their energy costs with different conservation measures.”

Lighting is one of the first areas to consider, Breeden says. For instance, one client was spending \$170,000 per year on lighting before teaming up with Telamon and Morton. After implementing energy efficiency improvements, that firm pays about \$70,000 less annually.

“As long as the lights come on when (someone) hits the switch and turn off when they leave, they (people) don’t think about how much they’re burning and what technology is out there that can reduce that cost for them,” Breeden explains. “We’re seeing about a three-year payback average for a lot of (our) projects.”

Telamon and Morton are working on a 200 kilowatt project for the city of Plymouth and two solar arrays for the city of Carmel. Breeden reveals there has been significant interest from businesses and other entities in energy efficiency and solar products since the partnership formed.

**RESOURCE:** Bruce Breeden, Telamon Energy Solutions, at [www.telamon.com/energy](http://www.telamon.com/energy)

## Certifying Confidence in Building Sites

For developers looking at Indiana, there’s a new certification system boosting confidence in sites’ shovel readiness.

The Indiana Site Certified program aims to grow economic development opportunities through Silver, Gold and Prime certification levels. Bill Konyha, executive director of the Indiana Office of Community and Rural Affairs (OCRA), says the program assures site selection consultants that a certified site is buildable.

“We try to make certain that any barrier (to development) that might exist is dealt with in such a way that these sites can make the short list for additional consideration,” Konyha explains.

While the previous shovel-ready effort was also an avenue for communities to include their sites in the Indiana Economic Development Corporation’s database, Konyha qualifies that the “teeth had fallen out of the program.”

“By rebranding it and then developing some really substantive, hard criteria to which we adhere without exception, we’ve now restored the faith of the site selection community in our sites, in our process and in the database,” Konyha declares.

“(The criteria for this program) is much more comprehensive and rigid; it’s not flexible at all. At the end of the day, with a Prime site, a site selection consultant or an end user can look at this designation and without any hesitation know this site will meet their criteria.”

A working group comprised of multiple economic development, real estate and site planning experts from throughout the state advised on the revamp. It continues to meet regularly to review progress and discuss potential tweaks.

OCRA began working with communities under the enhanced program earlier this year. When a community submits an application, it receives more than “accept” or “decline.” OCRA officials meet with community leaders to guide them through steps to achieve the certification level they are seeking.

“We’ve already had a site in Shelbyville not only be certified, but it’s been acquired and a company is building on it, creating jobs,” Konyha recognizes. “The more this happens, the more the Site Selectors’ Guild and others look at it, the more confidence they’ll have in our system and the more likely it is they’ll rely upon it.”

### Indiana Site Certified Tiers

- **Silver tier:** Defines boundaries with a clear title; establishes a price; demonstrates executive level local government support; defines utility capacity and distance; and provides documentation such as Phase I environmental assessment, ALTA, topographical and property layout.
- **Gold tier:** Builds upon Silver by requiring a minimum of 20 contiguous acres, a location no more than five miles from a state highway, a completed geo tech study, a seismic hazard map, proper zoning, a desktop archaeological investigation, utilities be located to the property line or future build be located in public right-of-way and area be free from recognized environment concerns.
- **Prime tier:** Builds upon Gold by requiring 30 contiguous acres, a location no more than 2.5 miles from a state highway and an archaeological investigation. In addition, the Local Unit of Government (LUG), Local Economic Development Organization (LEDO) or Regional Economic Development Organization (REDO) must own the property or an option must be held with the owner.

**RESOURCE:** Bill Konyha, OCRA, at [www.in.gov/ocra](http://www.in.gov/ocra)

# Ports of Indiana Continue Steady Growth

The Ports of Indiana set shipping records in 2015, handling a combined 12 million tons for the first time in its 54-year history.

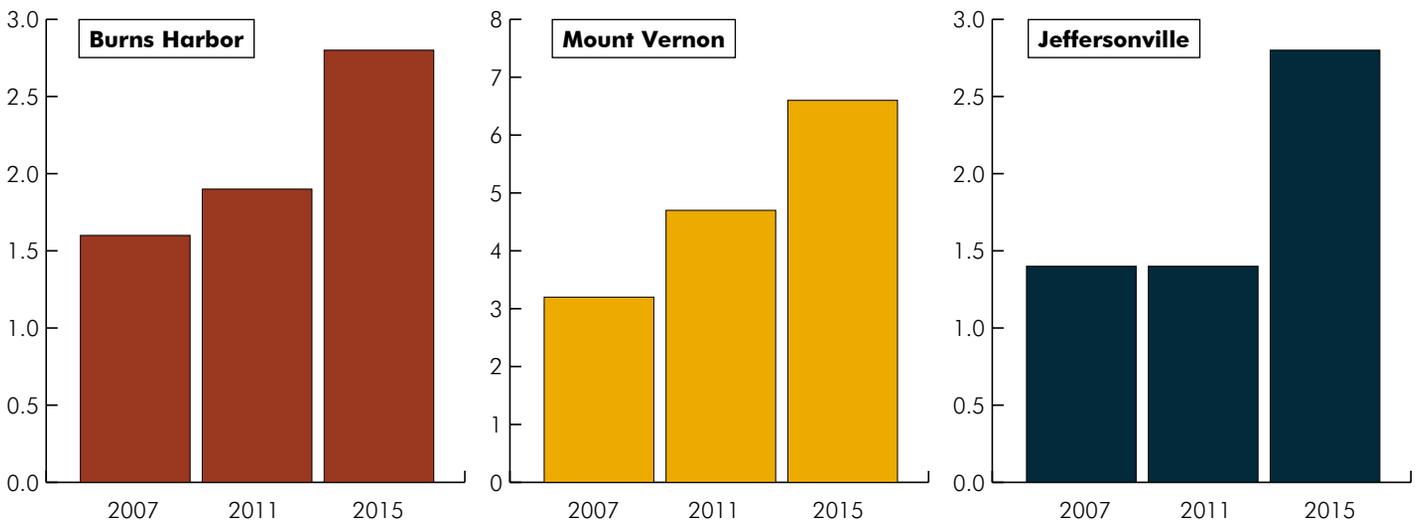
Rich Allen, Ports of Indiana communications manager, cites the addition of new port companies and expansions by existing businesses as contributing factors to the increases in shipping volume.

Economic impact studies conducted in 2009, and again in 2014, show the total annual economic activity for all three ports increasing from \$5.4 billion to \$7.8 billion. The ports handle shipments for 31 countries and all 50 U.S. states, including high volumes of steel, grain, fertilizer, minerals, bulk products and heavy equipment for major manufacturers in the Midwest.



The three Indiana ports contribute more than \$6.8 billion in total economic activity per year and support over 52,000 jobs.

## Shipping Volume (in million tons)



**RESOURCE:** Rich Allen, Ports of Indiana, at [www.portsofindiana.com](http://www.portsofindiana.com)



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