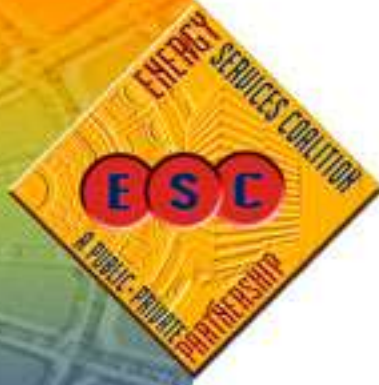




Energy Savings Performance Contracting

Dale L. Hahs
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What is ESPC



- Edinburgh Solicitors Property Centre
- Education Systems & Publications Corp
- Elsevier Scientific Publishing Company
- Emergency Status Precedence Code
- Energy Storage and Power Consultants
- European Space Power Conference
- Expendable Stored Project Contract
- Ethics Standards and Personal Conduct
- Elder Services Provider Council
- Education Services Payroll Center
- Equality State Policy Center
- Extended Stay Primary Care

What is it?



“The use of guaranteed savings from the maintenance and operations budget (utilities) as capital to make needed upgrades and modernizations to your building environmental systems, financed over a specified period of time.”

-United States Department of Energy

Another Perspective



A repurposing of utility dollars to capitalize

- Infrastructure Modernization
- Economic Development
- Environmental Stewardship

Standardized Program



ESC Statewide Program Best Practices

This at-a-glance matrix summarizes and links to the key ESC identified statewide program best practices, tools, and documents.

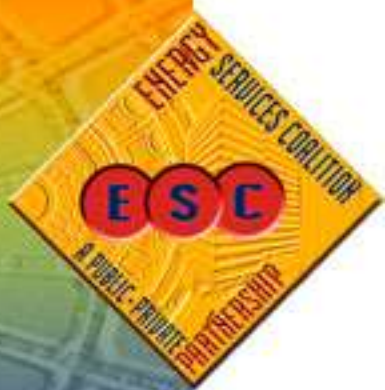
Best Practices	Description	Tools
<u>SEO Leadership</u>	Establish the SEO as the source for information on energy performance contracting	SEO Program State Program Administrator
<u>Strong Legislative and Gubernatorial Support</u>	Utilize legislature and gubernatorial powers to establish ESPC as a priority for state agenda	Model Legislation ESPC Legislation by State Sample Executive Orders
<u>Consensus Support for State Decision-makers</u>	Establish consensus support among key state decision-makers (legal, procurement, finance)	Summary of State Consensus Needs for An Effective ESPC Program
<u>ESC State Chapter or Similar Stakeholder Group</u>	Establish an ESC state chapter or similar stakeholder group	Starting an ESC State Chapter
<u>Pre-qualified ESCOs</u>	One time competitive RFP to pre-qualify ESCOs	Model RFP to Pre-Qualify ESCOs Evaluation and Selection Process and Forms Secondary Selection Process
<u>Pre-approved Contracts</u>	State attorney pre-approval of model contracts (audit, performance contracts; financing agreements)	Model Energy Performance Contract Model Technical Energy Audit & Project Proposal Model Finance Solicitation Pkg



ESC Statewide Program Best Practices

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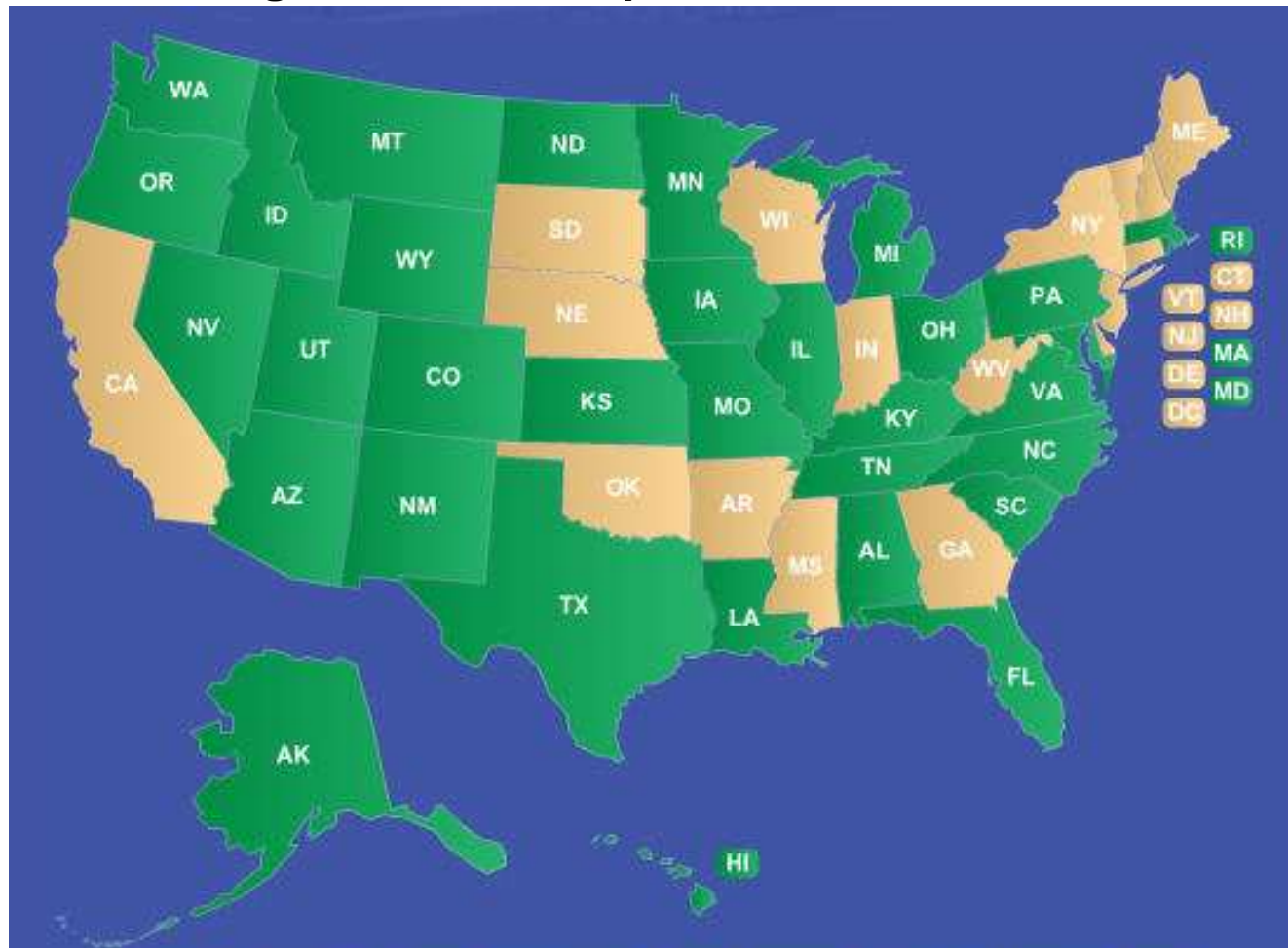
Best Practices	Description	Tools
<u>Project Oversight and Technical Assistance</u>	Ongoing support to facility owners doing ESPC projects	Model RFP for Project Oversight Agreements SEO-ESCO Base Contract Facility Owner MOU Monitoring & Verification Guidelines Sample RFP for Tech Assistance
<u>Education and Outreach</u>	Educate potential end-users on performance contracting benefits and the processes to achieve a successful project	What is Performance Contracting? Five Steps to a Successful Performance Contract Workshop in a Box Procurement & Contracting Documents for Facility Owners
<u>Program Funding Strategies</u>	Sample ESPC program funding mechanisms	Self-funded Programs Guaranteed Savings Pay for Project Oversight Other Program Funding Strategies
<u>Tracking and Comparing Project Progress</u>	Establish simple tracking guidelines for projects and the program to demonstrate program success through measurable results	State Project Data Collection Form Race to the Top - State-by-State Comparison



Market Potential

www.energyservicescoalition.org

Energy Savings Performance
Contracting Dollars Per Capita



[Puerto Rico](#) | [Guam](#) | [Virgin Islands](#) | [American Samoa](#) | [Northern Mariana Islands](#)

Performance Contracting Impacts - State Comparison

For updates, please see: www.energyservicescoalition.org



State	Population	Performance Contracting	Dollars per Capita	Job Years Created
Idaho	1,567,582	\$129,000,000	\$90.27	1,402
Hawaii	1,360,301	\$99,161,315	\$77.76	1,078
Massachusetts	6,547,629	\$457,696,106	\$71.53	4,975
Utah	2,763,885	\$165,195,000	\$66.89	1,796
Kansas	2,853,118	\$174,796,442	\$63.69	1,900
Colorado	5,029,196	\$252,788,228	\$54.19	2,748
Rhode Island	1,052,567	\$53,000,000	\$49.25	576
Maryland	5,773,552	\$243,409,541	\$43.46	2,646

Benefits of Energy Savings Performance Contracting



- Real Jobs Now
- Tax Revenue Generator
- Long Term Reduction in Operating Costs
- Improved Learning and Working Environments
- Elimination of Deferred Maintenance Lists
- Reducing Capital Needs

What's new in ESPC



- Broadened applications
 - Water and wastewater facilities
 - Renewables including Power Purchase Agreements
 - Street Lights
 - Traffic Signals
 - Concrete and asphalt plants
 - New technology deployment
- Data Mining
 - Benchmarking
 - Continuous Collection
- Financing
 - Qualified Energy Conservation Bonds
 - Revenue Bonds

What Else is New

<http://www.energyservicescoalition.org/resources/casestudies>

Case Study Database

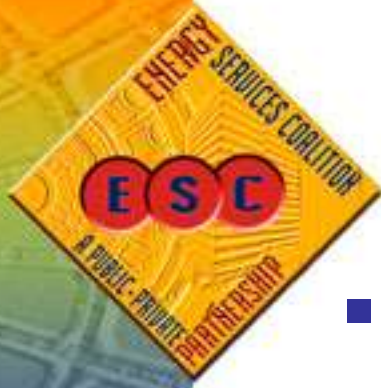
Search our case study database with the form below. To submit a case study, [click here](#).

Search Case Studies	
Title:	<input type="text"/>
Provider:	<input type="text" value="View All"/>
State:	<input type="text" value="View All"/>
Category:	<input type="text" value="View All"/>
Technology:	<input type="text" value="View All"/>
Renewable:	<input type="text" value="View All"/>
Financing Source:	<input type="text" value="View All"/>
<input type="button" value="Search"/> View All	

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Key Points



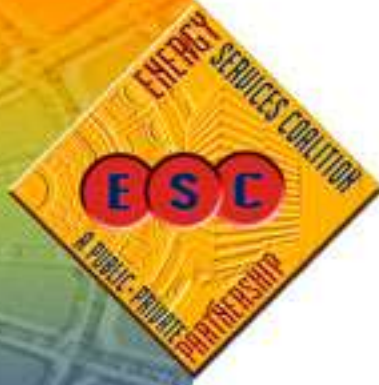
- Creates jobs for hardest hit construction contractors
- Program pays for itself
- Primary stakeholders deliver outreach and education
- Implementation of the Key Attributes of successful programs provides speed, scale and risk mitigation

Lacking other funding sources is there a better way . . .



- to get audits and reports from the shelf to the shovel?
- or to provide continued support to units of local government?
- or introduce emerging technologies?

Take Aways



- Jobs
- Taxes collected
- Mitigating impact of increasing utility costs
- A program that pays for its oversight and administration
- A free outreach team awaiting your delegation
- Available technical assistance



For more information on how to create or enhance an Energy Savings Performance Contracting Program in your state contact:

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