



# Technical Guidelines

If you are experiencing technical difficulties, please contact Theresa Sifuentes @

(512) 463-1896 or email:

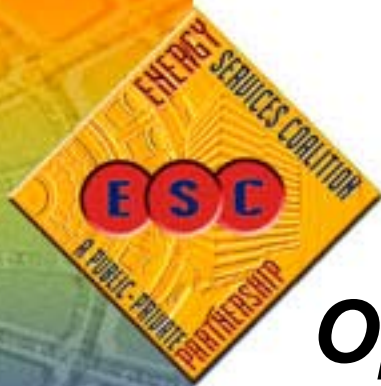
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Please accept our invitation to pose questions through the webinar system. We will address as many as possible at the close of the presentation. Questions not answered, will be posted on the ESC website

A copy of this presentation is posted on the ESC website for your convenience @

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Phone number 484-589-1010 access code 491424523  
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# ***Optimizing Economic Stimulus Dollars Through Energy Savings Performance Contracting***

**Hosted by the Energy Services Coalition  
“The ESC – Inside & Out” Webinar Series**

**March 6, 2009**



The Energy Services Coalition presents a national education forum through the use of webinars to enhance the learning and awareness of performance contracting.



## Who is The Energy Services Coalition?

(ESC) is a national nonprofit organization composed of a network of experts from a wide range of organizations working together at the state and local level to increase energy efficiency and building upgrades through energy savings performance contracting.



## Accelerating ESPC – Best Practices Tools and Race to the Top

- ESC Partnership Program with National Association of State Energy Officials, National Association of Energy Service Companies, and National Council of State Legislatures, supported by the U.S Department of Energy
- ESC and its Partners Created a Set of Energy Saving Performance Contracting Program Best Practices Tools
- Assembled the tools as a “Program in Box” to aid States in Accelerating Energy Efficiency Improvements of Public Facilities



## Accelerating ESPC – Best Practices Tools and Race to the Top

- Momentum is Growing as ESC’s “Race to the Top” Map Captures Energy Efficiency Investments in the State and Local Public Buildings Sector.
  - ESPC Dollars Per Capita, Kansas Performance Contracting Completed – \$151 million or \$55.12 per capita
  - ESPC Dollars Per Capita, Colorado Performance Contracting Completed \$202 million or \$43.40 per capita



# Optimizing Economic Stimulus Dollars through Energy Savings Performance Contracting

Speaker for Today's Webinar:



Dale L. Hahs

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## ARRA'S Impact

# The American Recovery and Reinvestment Act of 2009

- State Energy Program - \$3.1b
- Energy Efficiency and Conservation Block Grant - \$3.2b
- State Fiscal Stabilization - \$9.75b



## Where Will It Go?

- Public Agencies
- Cities and Counties
- Schools



## Application Alternatives

- Dollars In – Dollars Out
- Leveraged Incentive
- Revolving Funds





## WIIFM? What's in it For Me, You Ask?

- State Energy Office
- City Manager, Mayor, Council Member
- County Commissioner
- Manufacturer
- Energy Services Company
- Building Owner or Manager

## Why Offer These Tools



- Who Needs Them
- Why Use Them
  - Reliability
  - Proven
  - Speed
- How Can They Be Used
- How Can They Be Improved Upon



## Benefits of Performance Contracting

- Infrastructure Modernization
- Environmental Stewardship
- Economic Development – Real Jobs Now
- Long Term Reduction in Operating Costs
- Improved Working and Learning Environments
- National Security
- Elimination of Deferred Maintenance Lists
- Distribution Grid Relief
- Avoidance of Generation Requirements

## Market Potential



- Over \$32 Trillion in Performance Contracting in Municipal, University, School and Public Hospital Market Alone
- Representing Over ½ Trillion Tons Carbon
- Real Jobs for Real People Now

## Programmatic Leadership



- State Energy Office Program Director
- City, County Program Director
  
- State Program Administrator
- City, County Program Administrator

## Strong Legislative and Gubernatorial Support

- Model Legislation
- Sample Executive Orders





# Consensus Support



- Legal
- Procurement
- Finance

## Pre-Qualified ESCOs



- Model Request for Qualification for Pre-Qualifying a Team of Energy Services Companies (ESCOs)
- Evaluation and Selection Process and Forms

## Pre-Approved Contracts



- Model Energy Performance Contract
- Model Technical Energy Audit and Project Proposal
- Model Finance Solicitation Package
- State Energy Office – ESCO Base Contract
- Facility Owner Memorandum of Understanding

## Project Oversight and Technical Assistance

- Monitoring and Verification Guidelines
- Technical Assistance



## Education and Outreach



- What is Performance Contracting?
- Five Steps to a Successful Performance Contract
- Workshop in a Box
- Starting an ESC State Chapter

# Program Funding Strategies



- Self-funded Programs
- Other Program Funding Strategies

## Tracking and Comparing Project Progress

- State Project Data Collection Form
- Race to the Top – State by State Comparison
- Tracking and Reporting Requirements  
as required for the use of stimulus funds





## Technical Support Availability

- Program Manager, David Terry  
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- Energy Services Coalition State Chapters  
<http://energyservicescoalition.org/chapters/index.html>
- Energy Services Coalition Board Members  
<http://energyservicescoalition.org/about/board.htm>





- Invigorate the Economy
- Maximize Environmental Impact
- Multiply the Effect of Stimulus Funds

Restore our Nation to a  
*NEW ENERGY ECONOMY*  
and Revel in the Pride of Accomplishment!

Take This Opportunity to Visit the ESC Website at:  
[www.energyservicescoalition.org](http://www.energyservicescoalition.org)

## Your Questions



This Webinar Series is Hosted by the

Education Committee  
of the  
Energy Services Coalition

If you have any questions or need additional information, or would like to participate, please contact Rhonda Courtney at 615-642-5828