



SCEP

STATE & COMMUNITY ENERGY PROGRAMS

Workshop: Getting Started on your ESPC

July 30, 2025



**ENERGY SERVICES
— COALITION —**

A Public Private Partnership

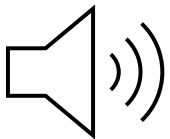
www.energyservicescoalition.org



Virtual Housekeeping



Drop your questions in the Chat box – or raise your hand



Unmute your microphone to ask questions or join the conversation

Non-Registered Supporters Please Join ESPC Campaign

If your company is not a member, please join the ESPC campaign as a Supporter!

- [ESPC Campaign - Expression of Interest to Join](#)

Campaign Leaders

- State Energy Offices or similar organizations ready to establish, strengthen, and/or expand technical assistance programs to support others in using ESPC

ESPC Champions

- MUSH organizations seeking to connect with peers and access and share ESPC resources

Supporters

- Market stakeholders that support the objectives of the ESPC Campaign, promote this program as a resource to the public sector, and assist their clients with reporting and tracking data in ePX

Agenda

Learning Objective: Help a Municipal / University / School / Hospital (MUSH) market participant quickly frame an Energy Savings Performance Contract (ESPC) opportunity, identify priority measures, and round up the people and data needed to generate and keep momentum.

Review a "worksheet" that helps you get started as an effective and impactful Champion for your Agency's ESPC Project.

- Introductions
- Thinking through ESPC Program (Scope and Stakeholders)
- To-Do list and Next Steps
- Resources

[Link to worksheet](#)

Introductions

Speakers



Dub Taylor
Executive Director,
Energy Services Coalition
dtaylor@energyservicescoalition.org

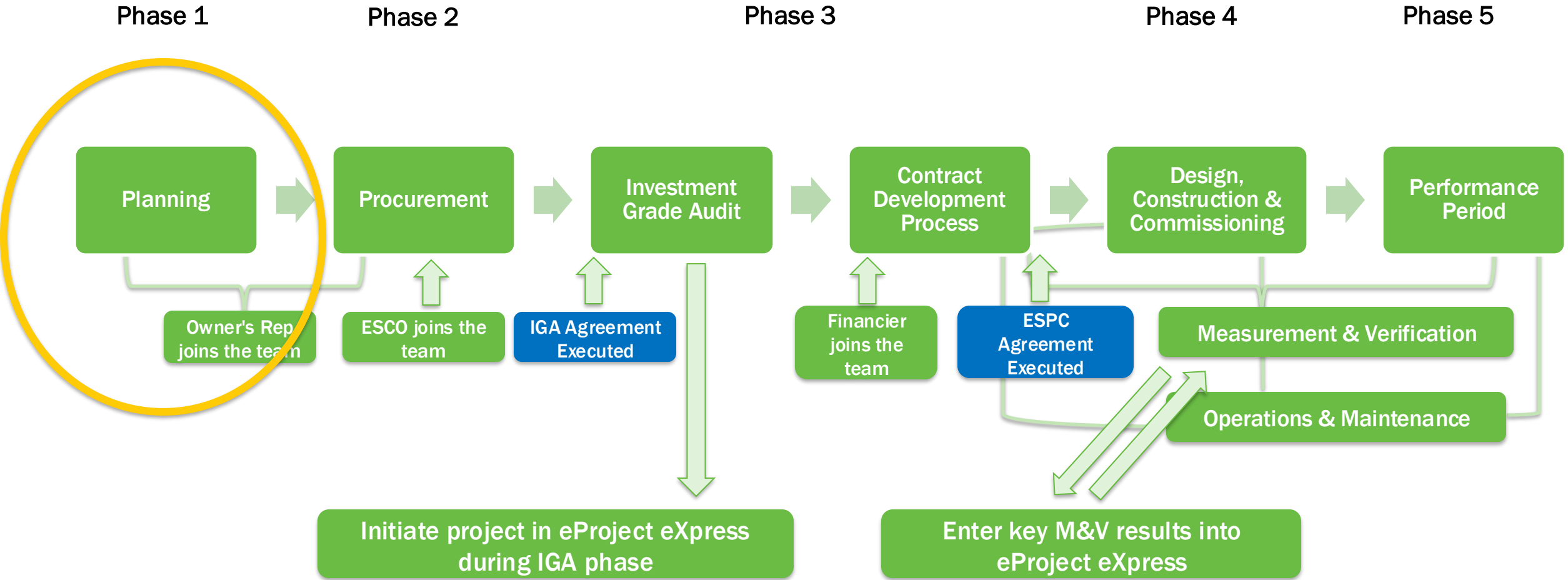


Chris Halpin
Celtic Energy, PLLC
ESC Consultant
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The Energy Services Coalition (ESC) is a national nonprofit organization composed of a network of experts from a wide range of organizations working together at the state and local level to increase energy efficiency and building upgrades through **E**nergy **S**avings **P**erformance **C**ontracting.

Local chapters; public and private sector individuals coming together to provide outreach and education.

ESPC Program Phases



Process

1. Take stock of today
2. Picture the Possibilities
3. Stakeholder Map
4. 30-Day Action Plan

Goal: Understand IF an ESPC is right for you.

And if so...

Within 90 days, secure approval to issue RFQs for Owners Rep and ESCOs.

Check back on the ESC website soon for U.S. DOE created model solicitation and agreement template documents.

1. Take Stock of Today

Fill in what you already know. Gaps are OK—you can circle back.

System / Area	What's Broken or Under-performing?	Symptoms (complaints, outages...)	Criticality (1–5)
Lighting			
HVAC			
Boilers/Chillers			
Controls/BAS			
Water & Sewer			
Other _____			

Annual Utility Spend (water, sewer, energy) (approx.) \$_____

Number of Buildings_____

Square Feet of Buildings (approx.) _____

Quick Win(s) I see right now: _____

2. Picture the Possibilities

Brainstorm improvements needed or wanted, based on published plans or Board/Council goals.

Mark anything you're unsure about with a “?”

Energy Conservation Measures (ECMs):

- ☐ LED lighting & controls
- ☐ HVAC retro-commissioning or replacement
- ☐ Heat-pump chillers/water heaters/ electrification
- ☐ Building automation system upgrades
- ☐ Demand response
- ☐ Water fixture/irrigation retrofits
- ☐ Solar PV / carports
- ☐ Battery Energy Storage System
- ☐ Building Envelope
- ☐ ...add your own ideas:

Non-Energy Goals:

- ☐ Deferred Maintenance
- ☐ Comfort
- ☐ Carbon reduction goals
- ☐ Resiliency
- ☐ Compliance
- ☐ Training O&M Staff
- ☐ ...add your own ideas:

3. Stakeholder Map

List everyone who can block or boost the ESPC. (Identify those with "**veto power**" early!)

Role / Dept	Name	Why They Care (key interests)	Influence (H/M/L)	Engagement Tactic
Facilities Director		Uptime, budget		
Finance / CFO		Long-term savings		
Procurement		Contract compliance		
Legal		Risk & T&Cs		
City Council / Board		Public benefits		
Sustainability		Carbon goals		
Key Occupants		Comfort, disruption		
...others				

4. My 30-Day Action Plan

- ☐ Complete this worksheet
- ☐ Collect 12–24 months of utility bills (Due: ____ / ____ / ____)
- ☐ Schedule a *free* [technical assistance call](#) with ESC (Due: ____ / ____ / ____)
 - Schedule intro call with your state ESPC program (Due: ____ / ____ / ____)
 - Identify potential ORs/ESCOs (Due: ____ / ____ / ____)
 - Prep 1-page concept memo for leadership (Due: ____ / ____ / ____)
- ☐ Set follow-up meeting with Finance (Due: ____ / ____ / ____)

Goal: Understand IF an ESPC is right for you.

And if so...

Within 90 days, **secure approval to issue RFQs** for Owners Reps and ESCOs

Direct Technical Assistance with Chris

- State and local ESPC Campaign partners are invited to set up a time to speak with Chris. Discussion topics can be anything regarding an ESPC program or project, including specific questions on your project. **To request a meeting time**, please complete this [Technical Assistance Sign-Up Form](#).



Featured Case Study:

Rockingham County School District, North Carolina

The Rockingham County School District was facing the challenge of aging facilities and systems. A Guaranteed Energy Savings Performance Contract including lighting and HVAC upgrades, water conservation, and enhanced indoor air quality breathed new life into Rockingham County Schools and provided the District significantly more control over its facilities.

Scope and Benefits

- Improved indoor air quality
 - HVAC deferred maintenance
 - Installed a new chiller and replaced two Air Handler Units
- LED lighting upgrades
- Upgraded digital controls
- Water conservation
 - Upgraded plumbing fixtures
 - Submetering for irrigation
- Insulated chilled water piping (addressed deferred maintenance)
- Streamlined internal operational processes

[Link to more information on this case study](#)

[Case study submission form](#)



- 21 School Sites, 6 District Locations
- 12K+ student population
- 2,330,216 sq feet addressed as part of project

ESCO: Johnson Controls Inc.
OR: Locklear, Locklear, and Jacobs

Resources

Energy Services Coalition Resources

- [Workshop 2 – Engaging Internal and External Stakeholders](#)
- [Webinar: ESPC Resource Tour](#)

ePX Resources

- How to Get Started with ePX, user guide, training videos: [ePX Help/Documentation page](#)
- Review the Deep-Dive Training [recording](#) ([see slides here](#))

U. S. DOE Better Buildings Program:

- [ESPC Toolkit](#)
 - [Evaluating ESPC Results](#)
 - [The Business Case for Conducting Measurement and Verification In State and Local Government Energy Savings Performance Contract Projects](#)

U.S DOE Federal Energy Management Program:

- [Performance Contracting National Resource Center](#) - Hub for ESPC resources: legislation by state, SEO contacts, trainings

Written Guides & Reports:

- [M&V and Energy Performance Contracting for Facility Owners](#)



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Thank you!

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