Energy Savings Performance Contracting
Energy Services Coalition

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Share with you what we have learned:

- Relationship between Key Attributes and Success
- What Works
- What’s Waning?
- Did you know?
Relationship between Key Attributes and Success

- What we know from the past to be the key components of a successful program.
- 2016 Preliminary Update.
What Works

• The People
  • Gubernatorial Support
  • Program Administrator/Oversight
  • ESC Chapter
• The Pieces
  • Standard contracts (pre-approved)
  • Pre-Qualified Vendors (pre-approved)
  • Enabling Legislation
  • Consensus
  • Program Funding
• The Process
  • Tracking/Reporting/Measurement and Verification
  • Awards and Recognition
What’s Waning?

- Guarantees
- Cost/Value
- Oversight rigor
- Reporting requirements that validate persistence
  - Who wants them and why?
  - Who doesn’t and why?
Did you know . . .

- 1 in 5 respondents report having adequate funding for program support.
- 1 in 3 respondents have extended their program to local units of government.
- 30% of respondents have multiple team members providing program oversight.
- 25% of respondents have 3rd Party/Owners Rep as part of program.
- More than half track GESPC in state buildings but less than 20% track projects in K-12.
Thank You!

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