



Performance Contracting for State Energy Offices

A Perspective on Best Practices and Trends

Presented by the Energy Services Coalition
2006 NASEO Annual Meeting



Our Speakers

- Mr. Jim Ploger
 - Director of the Kansas Energy Office
 - Charter Member of the Energy Services Coalition
 - Best Practices and Success Examples
- Mr. Donald Gilligan
 - President of NAESCO
 - ESC Member
 - ESCO Perspectives on Trends and Observations
- Mrs. Chris Youngs
 - Vice President, CitiCapital
 - Secretary of the Colorado ESC chapter
 - Financial Opportunities and Overview



Performance Contracting a definition

A diversion of utility dollars to effect . . .

- Infrastructure Modernization
- Long term reduction in energy consumption
- Environmental Stewardship
- Our Nation's Safety



Energy Services Coalition

- A NASEO Affiliate Member
- Public Private Partnership of Individuals Promoting Performance Contracting
- Outreach, Information Sharing, Resource Repository



Best Practices

- Enabling Legislation
- Strong Gubernatorial Support
- Consensus support from
 - Legal
 - Procurement
 - Finance



Best Practices

- Pre approved contract instruments
 - Energy Study Contracts
 - Construction Contract
 - Finance agreement
- Pre approved providers
 - Energy Services Companies
 - Financial Alternatives



Best Practices

- A Program with Processes
 - How to
 - When to
 - What next
- A Program Administrator
 - Cheerleader
 - Information Provider
 - Trusted ally for Agencies and Department Heads
 - The Resource to Answer Questions
 - Construction, Measurement and Verification Oversight



Best Practices

- ESC State Chapter
 - Free Education and Outreach Vehicle
 - Peer to Peer Information Exchange
 - Resource for programmatic support



Results Returned Include

- Minnesota, 3 projects, 850 k Square Feet, \$1.1 M
- Idaho, 21 projects, over 14.5 M Square Feet, \$33.7 M
- Arizona, 10 projects, 22.8 M Square Feet, over \$39 M
- Kentucky, 19 projects, just under \$60 M
- Mississippi, 33 projects, nearly \$104 M
- Kansas, 36 projects, \$120 M
- Colorado, 68 projects, \$140 M
- Texas – 52 projects, \$200 M
- New York, 256 projects, \$330 M