



Assisting State and Territory Energy Offices in Accelerating ESPC

Presented by the Energy Services Coalition

NASEO 2008 Annual Meeting

September 9, 2008



State Energy Challenges

- **Meeting multiple goals**
 - Energy Efficiency
 - Greenhouse Gas Emissions
 - Economic Development
 - Infrastructure Modernization
- **Key to meeting these goals**
 - Ensuring state and local facilities are on a path to operating more efficiently
- ***Path to Success – ESPC***



Energy Services Coalition

- **A Public-Private Partnership**
 - State Energy Offices working with Energy Service Company Representatives
- **To Increase Energy Efficiency in Buildings through:**
 - **Energy Savings Performance Contracting**



ESPC Accelerated Program

Provides State and Territory Energy Offices Hands-On ESPC Best Practices Assistance

- ESC partnership with NASEO, NAESCO, and NCSL, supported by DOE
- Provide interested State Energy Offices and State ESC Chapters with hands-on assistance and Best Practices Tools to accelerate ESPC
- Created Best Practices Tools



ESPC Best Practices Tools:

www.energyservicescoalition.org

- 1 [State Enabling Legislation](#)
- 2 [Strong Legislative & Gubernatorial Support](#)
- 3 [Consensus Support from](#)
 - Legal
 - Procurement
 - Finance
 - Landlord Agency
- 4 [ESC State Chapter or Similar Stakeholder Group](#)



ESPC Best Practices Tools:

www.energyservicescoalition.org

- 5 [State Program Administrator](#)
- 6 [Pre-qualified ESCOs](#)
- 7 [Pre-approved Contracts](#)
- 8 [Project Oversight & Technical Assistance](#)
- 9 [Education and Outreach](#)
- 10 [Tracking Project Implementation Progress](#)
- 11 [Encouragement and Promotion of Programmatic Success](#)



Best Practices Summary

Best Practices	Description	Activities
State Enabling Legislation	Codify best practices & eliminate procurement & contracting barriers	State annotated model legislation
Strong Legislative & Gubernatorial Support	Utilize legislature and gubernatorial powers to establish ESPC as a priority for state agenda	Executive Orders authorizing ESPC -- State examples
Consensus Support for State Decision-makers	Establish consensus support among key state decision-makers (legal, procurement, finance)	Summary of State Consensus Needs for An Effective ESPC Program
ESC State Chapter or Similar Stakeholder Group	Establish an ESC state chapter or similar stakeholder group	State Chapter Workshop in a Box Starting an ESC State Chapter
State Program Administrator	State-level individual to promote ESPC program; provide information and serve as resource to all parties	Generic Job Responsibilities, Hiring Attributes, and Suggested Training
Pre-qualified ESCOs	One time competitive RFP to pre-qualify ESCOs	Model RFP Secondary Selection Process Evaluation Forms
Pre-approved Contracts	State attorney pre-approval of model contracts (audit, performance contracts; financing agreements)	Model Technical Energy Audit & Project Proposal Model Energy Performance Contract Model Finance Solicitation Pkg
Project Oversight & Technical Assistance	Ongoing support to facility owners doing ESPC projects	SEO-ESCO Base Contract Facility Owner MOU Monitoring & Verification Guidelines Sample RFP for Tech Assistance
Tracking Project Implementation Progress	Demonstrate measurable results	State-by-state ESPC program data
Encouragement & Promotion of Programmatic Success	Increasing visibility/promoting State-wide ESPC program	U.S. Map with Embedded State Information (Race to the Top)



ESPC Dollars Per Capita Map

- ESC's "Race to the Top" map allows State and Territory Energy Offices to provide estimated data on their ESPC project implementation.
- The per capita information, while not precise, provides a useful trend line over time on the level of ESPC activity.

www.energyservicescoalition.org/espc/map.aspx



ESC Works with the States

- **Recent Examples**
 - Wyoming
 - Alabama
 - Hawaii
 - South Carolina
 - Arizona
- **Presentations/Workshops on value of statewide ESPC programs and SEO leadership**
 - NCSL Energy Efficiency Institute Meeting, June 2008
 - State Clean Energy-Environment Technical Forum, April 2008



Resources

- **State Liaisons**
 - Linda Smith, ESC State Liaison, formerly of the Colorado SEO
 - Eddie Riddle, ESC State Liaison, formerly of the Kentucky SEO
- **State Chapter Public and Private Experts**
- **ESC State and Private Sector Board Members From Across the Nation**



Contact Us

Energy Services Coalition

www.energyservicescoalition.org

East

Eddie Riddle, State Technical Assistance Liaison

eriddle@energyservicescoalition.org

502-330-1134

West

Linda Smith, State Technical Assistance Liaison

lsmith@energyservicescoalition.org

303-582-5198