



ENERGY SERVICES COALITION

A PUBLIC-PRIVATE PARTNERSHIP

State Success - Kansas

Kansas has a true success story for the ESC. When Jim Ploger, Director of the state's energy office, came to an Energy Services Coalition (ESC) meeting he recognized that the various resources ESC had developed, along with the groundwork broken by other states already having success, provided the needed foundation to start a performance contracting-based program in Kansas. His step by step program development process set the stage for ESC's recommended Best Practices. He started with enabling legislation, simplified the procurement and contracting processes by pre-qualifying ESCOs and engaging state attorneys, and developed a self-funding program by charging a fee in exchange for technical assistance to universities, school districts and others. Years later, the successes are many: 64 projects totaling \$151 million in capital investment with \$11 million in guaranteed annual savings, and several hundred thousand dollars in revenues coming back to the office that will support technical assistance for future performance contracting projects. Ploger remains on the ESC Board and is actively involved in the ESC Market Transformation initiative intended to help other states achieve such success.

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