Training 6: Recap of Trainings 1-5 on Energy Savings Performance Contracting

March 18th, 2025

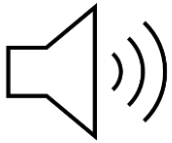
A copy of the slides from today's presentation will be provided to you for reference.

ENERGY SERVICES COALITION
A Public Private Partnership
www.energyservicescoalition.org

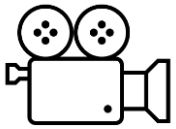
ESPC Campaign

Virtual Housekeeping

Drop your questions in the Q&A box – or raise your hand at the end!



Unmute your microphone to ask questions or join the conversation



A recording of this training (minus the Q&A) will be posted online

Speakers

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Presenter's Bio

- 40 years' experience in energy efficiency industry, including engineering, management, marketing, and sales at several engineering firms and energy service companies (ESCOs)
- Founded and ran an ESPC Owner's Rep firm for 18+ years
- U.S. Department of Energy Project Facilitator for Federal ESPCs for 20+ years
- Quality Assurance on $2.5 billion of ESPCs for dozens of state and local governments, K-12, and higher education clients, as well as DOE, DOD, FBI, FDA, GSA, DHS, and others
- BSME from University of South Florida
- Registered Professional Engineer in Nevada
- Certified by the Association of Energy Engineers (AEE) as a Certified Energy Manager (CEM) and Certified Measurement & Verification Professional (CMVP).

About ESC

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
Energy **S**avings **P**erformance **C**ontracting.

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

Agenda

Learning Objective: This training is a recap of trainings 1-5. It is an overview of the Energy Savings Performance Contracting process, from planning through construction.

- Introductions
- What is ESPC
- Streamlined Procurement
- ESPC Features and Benefits
- Getting Started
- Developing a Project Scope
- Selecting an ESCO Partner and Executing an IGAA
- Conducting an IGA
- Selecting a Financing Partner
- Executing a Performance Contract
- Construction and Commissioning
- M&V, O&M, and Reporting

This symbol indicates that more information on this topic will be featured in future trainings.

Designed by Freepik

Acronyms Explained

- BESS = Battery Energy Storage System
- Cx = commissioning
- DBB = Design, bid, build
- DOE = Department of Energy
- ECM = Energy conservation measure
- ESCO = Energy services company
- ESPC = Energy savings performance contract
- GHG = Greenhouse gas
- HVAC = Heating, ventilation & air conditioning
- IGA = Investment grade audit
- IGAA = Investment grade audit agreement
- M&V = measurement & verification
- OMR&R = operations, maintenance, repair and replacement
- PV = photovoltaic
- RFP/Q = Request for Proposal/Qualifications

HELP!

- The community is asking for solar panels
- Staff is complaining about the uneven HVAC system
- Our streetlights need repair or replacement

And

- We have **no budget** to do these projects!

What is Energy Savings Performance Contracting

The use of **guaranteed** savings from the maintenance and operations budget (utilities) as capital to make needed upgrades and modernizations to your building environmental systems, financed over a specified period of time."

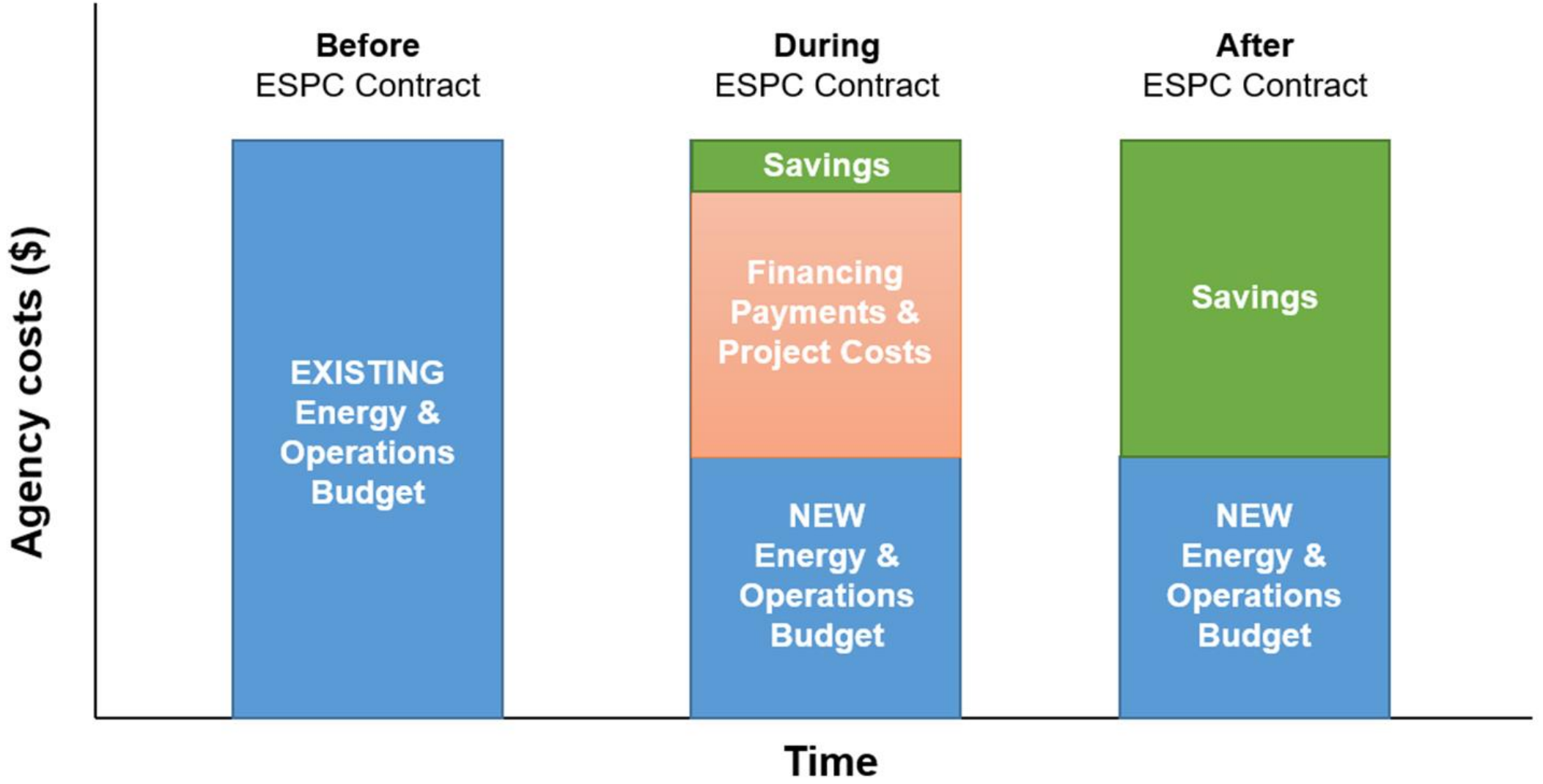
- United States Department of Energy - 1999

"ESPC is a financial mechanism used to pay for today's facility upgrades with tomorrow's energy savings – without tapping your organization's capital budget. Done properly, it has the performance of a hedge fund, with the risk of a T-bill."

- Chris Halpin - seems like every day

A version of **design-build** contracting, with a focus on guaranteed energy savings.

ESPC allows a Budget Cost Neutral project



- Procurement is always a lengthy process, should I do separate stand-alone projects for each technology?
- Securing the funding for an energy auditor, design team, cost estimator, commissioning agent, then construction contractor can take years...Ugh!
- This is going to take so much of my staff's and my time. I already have five jobs!

Is there a way to do all of this in one project?

ESPC Allows Streamlined Procurement

ESPC is a fully integrated vehicle that results in only one technical and one financial procurement!

Design-Bid-Build (~2-3 years)

RFP for energy auditing firm ($$)
- No guarantees of savings or costs

→

RFP for design/engineering consultant
- Prepares plans and specs, no M&V, O&M, Cx plans!! Owner pays from budget (lots of $$)

→

RFP for Commissioning Agent and Cost Estimator

→

RFP for contractor
- Usually low bid
- Change orders possible
- No ongoing M&V

Design-Build ESPC (~6-12 months)

RFP/Q for ESCO
- Based on qualifications (usually) and "indicative" pricing.

→

RFP for Financier
- Once scope is established

How do I know if ESPC is right for my City?

- We don’t like risk
- We have no budget
- We have a lot of deferred maintenance
- We need more resilient equipment
- Energy prices are rising

Have other Cities done this type of project?

Addressing your City's (Many) Wants and Needs

•We don't like risk	•An iterative project, with a turn-key partner, clear roles and responsibilities, open book pricing, and performance guarantees will help!
We have no budget	ESPC requires no upfront capital, and any financing is paid back through savings
We have a lot of deferred maintenance	Energy Savings can "fund" deferred maintenance
We need more resilient equipment	Updated equipment with O&M and M&V contracts can help! e.g., PV+BESS creates resilience!
Energy prices are rising	Energy efficiency will lower energy bills, and onsite renewables can hedge against rising rates

ESPC is Tried and True

Public Sector agencies have been using ESPC for over 40 years

Over 6,000 ESPC projects installed between 1990-2017

Between 1997 and 2020, DOE IDIQ ESPCs leveraged $7.5 billion in project investment to save more than $17 billion in total guaranteed savings.

State by State data here (as of 2021)

Contact your State Energy Office!

Case Studies

Bullitt County Public Schools, VA

- Rapidly rising utility rates and failing essential building equipment.
- ESPCs in 2008 and 2018
- ~$20M in financing
- >$10M in savings since 2008
- ECMs: enhanced data tracking, lighting, HVAC, boilers, BAS upgrades
- No effect on debt capacity
- Hired an Energy Manager, implemented low cost and capital upgrades

West Palm Beach Streetlights, FL

- Maximize energy efficiency and operational performance while reducing their carbon footprint
- $6.8M ESPC in 2011
- 6,800 city and utility owned lights converted to LED and induction
- 54% energy savings per LED
- 11% GHG reduction
- Residents and police dept. happy with improved light levels
- LEDs are "Dark Sky" compliant, reducing "light

City of Fort Worth Service Center, TX

- Solutions that generate annual cost-avoidance sufficient to pay for the turn-key implementation, including development, financing, M&V
- 63,000 SF building from 1987
- 47% energy reduction
- Part of a $10.9M ESPC
- Lighting, air-conditioning, controls, and water system improvements

How do I get started?

Where to Start?

1. Consider DOE's Office Hours to speak one-on-one with an ESPC Subject Matter Expert (SME). Discussion topics can be anything regarding an ESPC project, including specific questions regarding your project.
2. Identify an internal Project Champion to lead your ESPC effort.
3. Consider hiring an Owner's Representative (OR)
4. Assemble and educate internal team about ESPC processes. Gain commitment!

ESPC Program Phases

Training 2: Getting Started

Phase 1 | Phase 2 | Phase 3 | Phase 4 | Phase 5

Planning

Procurement

Investment Grade Audit

Contract Development Process

Design, Construction & Commissioning

Performance Period

OR joins the team

ESCO joins the team

IGA Agreement Executed

Financier joins the team

ESPC Agreement Executed

Measurement & Verification

Operations & Maintenance

Initiate project in eProject eXpress during IGA phase

Enter key M&V results into eProject eXpress

Identify a Project Champion - Maybe it's You!

A project champion...

- Drives progress
- Builds site and owner support
- Educates decision makers and stakeholders
- Addresses decision makers' priorities
- Ensures the right people engage at the right time
- Works closely with Owner's Representative to assist with heavy lifting and address questions/concerns
- Understands the organization's processes

The champion is someone internal to the customer's organization!

Consider an Owner's Representative (OR)

Overarching role of the OR is to ensure that the project:

- Offers good long-term value to customer and meets their objectives
- Has been explained to all primary Owner stakeholders (from leadership to O&M staff)
- Is built upon a strong baseline and sound engineering analysis
- Identifies, manages, and minimizes customer risk
- Offers a high probability of long-term success
- Has a clear division of responsibilities for future construction, O&M of new systems, etc.
- DOE Whitepaper: An Ally in Your Corner: Benefits of using Owner's Representatives

Additional information on the role of the OR is available through the PCNRC (Performance Contracting National Resource Center)

Best Practices for utilizing an OR:

- Best to hire them as early as possible. As soon as you start thinking about upgrading facilities.
- An OR should not also be working for ESCOs as it creates a conflict of interest.
- Lawrence Berkeley Lab (lbl.gov) is developing template OR solicitation and contract docs to use.

Assembling an Internal ESPC Team

Workshop: Working with Stakeholders

APPROVING AUTHORITIES

You need these folks fully bought in and supportive of the rigor the team will provide to help mitigate risk and see that you get what you set out to achieve.

ENERGY CHAMPION

Typically, the ringleader or champion for the concept. Required to help assemble needed resources, tools, topical expertise.

OVERSIGHT

This role is becoming far more common. Provide experience, insight and education along every step of the way. Professional ESPC Owner's Reps can save time, money, and aggravation.

LEGAL

Customize documents, review all ESCO-provided input to ensure compliance and avoid contradictions.

CONSTRUCTION

Require that these projects meet or exceed your quality standards and BAU documentation and process. Assist with witnessing, approvals and invoice review.

FINANCE

Know how the money moves from operating cost to note repayment and how to manage incentives or other revenues. Commit to full term budgeting.

MAINTENANCE

Know what's needed, where the challenges are today and what will be required of you in the future to maintain guarantee and savings.

PROCUREMENT

Ensure a competitive procurement. Generally, this is two step; first for prequalified providers and later for each project.

We have so much we ~~want~~ **need** to do!

How do I narrow down a project scope?

Narrowing down a Project Scope

1. Identify project goals and objectives
2. Survey internal staff about needs and wants around maintenance, etc.
3. Engage community (external to your organization) about their wants and needs
4. Work with OR to develop a high-level pre-qualification study to determine if there is a viable, self-funding project.
    - This includes identifying potential funding and financing mechanisms, according to scope

ECM Matrix

Key	
Investigated and Included in proposed project	X
Investigated and not Included in proposed project	O
Not investigated	

Training 3: IGA, contract & project execution

Show everything being evaluated, even if not recommended.

ECM	ECM Number	New Milford High School	Schaghticoke Middle School	Sarah Noble Intermediate School	Northville Elementary School	Hill & Plain Elementary School	Pettibone Community Center	Town Hall	DPW Building 1-6	DPW - Facilities Maintenance Office	Lanesville Fire	Ambulance Barn	Police	Richmond (Senior Center)	Probate Court & IT	The Maxx	Lynn Deming Park Bath house	Railroad Station - The Gallery	P&R Barn - Behind Town Hall	WWTP - WPCA
Boiler Replacement - All Condensing Boiler Option (w/ HW Reset)	TC.1.1B	X		X			O							O						
High Efficiency Boiler Replacement - Fuel Oil Only	TC.1.2		O										O							
Boiler System Optimization	TC.1.2	X		X	O															
Fuel Oil to Propane Furnace Replacement/Conversion	TC.1.3										O									
Fuel Oil to Natural Gas Conversion	TC.1.4							O	O											
Cogeneration	TC.10.1	X		O																
Solar PV	TC.11.1	O	O	X	O	X			O		O	O	X			O				X
Transformer Replacement	TC.12.1	X		X	X															
Water Conservation	TC.13.1	X	X	X	X	X	O	X	O	O	O	O	O	O	O	O	O	O	O	O
Demand Response	TC.14	X	X	O	O	O														
Plug Load Controls	TC.19.1	X	X	X	X	X	O	X	X	O	O	O	X	X	X	X	O	O	O	X
Walk-In Cooler/Freezer Controllers	TC.19.2	O	O	O	O	O														
Air Cooled Chiller Replacement	TC.2.1		X	X																
Chilled Water System Optimization	TC.2.2	O		O																
Condenser Water System Optimization	TC.2.3	X																		
Install DDC System; Town	TC.3.1						O	X	O	O	O	O	X	X	X	O	O	O	O	O

ESPC Project Financials

Training 4: Paying for your Project

ESPCs work by using **guaranteed annual energy savings to pay for energy-saving improvements.** The energy service company (ESCO) designs and installs the necessary upgrades, and the facility pays for the project through reduced utility and other operating expenditures.

Key financial aspects include:

- No up-front investments required from the facility.
- Owner can leverage capital funds with private financing.
- Projects are financed utilizing the guaranteed annual savings as the source of repayment.
- Contractors must guarantee that savings will at least equal payments for upgrades.
- Typical contract terms range from 15 - 25 years.
- Many financiers are very interested in ESPC because their risk of non-payment is very low due to the savings guarantee.

The Power of Leveraging Funds in ESPC

Snapshot of Summary Slide from March ESPC Campaign webinar about leveraging funds to optimize financing of an ESPC project.

Line	Factor	Base	Add Rebates	Add ITC for Solar	Add Owner Funds
A	Annual Savings	$1.3M	$1.45M	$1.47M	$1.53M
B	Total Project Cost funded by savings only	$16.4M	$19.3M	$19.8M	$20.6M
C	Total Project Cost funded by savings and leveraged funds	$16.4M	$21.9M	$23.1M	$28.1M
D	Additional Scope Funded Beyond Base $16.4M Project	$0	$5.5M	$6.7M	$11.7M
E	Total Funds Leveraged	$0	$2.5M	$3.25M	$7.50M
F = D/E	**Leveraging Ratio**	**N/A**	**2.20**	**2.06**	**1.56**

- Per Oak Ridge National Laboratory, the Leveraging Ratio is defined as the ratio of the total amount of new investment (Line D) to the funds contributed (Line E).
- Typical Leveraging Ratios are 1.3 – 2.1. For every $1 leveraged, 1.3-2.1x of scope can be added to the project.

We have a viable project and staff departments are on board… now what?

Time to select your ESCO Partner

An ESCO will be your long-term, turnkey provider of professional, construction, commissioning, measurement & verification, and operations & maintenance services

What does an ESCO do?

- Conducts audit (IGA) for savings opportunities and scope
- Provides guaranteed maximum construction cost, no change orders, and minimum annual guaranteed savings for contract term
- Assumes construction and performance risk
- Performs commissioning; on-going verification to confirm performance & savings

How to select an ESCO Partner

Issue RFP/Q (Request for Proposals)

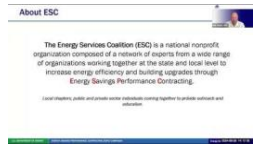
and select Energy Services Company (ESCO)

U.S. DOE Better Buildings Solutions Center:

Best Practices for Selecting an ESCO

ESPC Program Phases

Training 3: IGA, Contract, Implementation



Phase 1 | Phase 2 | Phase 3 | Phase 4 | Phase 5

Planning → Procurement → Investment Grade Audit → Contract Development Process → Design, Construction & Commissioning → Performance Period

OR joins the team

ESCO joins the team

IGA Agreement Executed

Financier joins the team

ESPC Agreement Executed

Measurement & Verification

Operations & Maintenance

Initiate project in eProject eXpress during IGA phase

Enter key M&V results into eProject eXpress

Executing an IGA Agreement with ESCO

Investment Grade Audit Agreement (IGAA) should be executed between the Client and the ESCO. This agreement authorizes the ESCO to conduct Investment Grade Audit (IGA), and provides:

- Audit scope and report requirements
- Guidance on maximum contract term, allowed funding streams, cash flow statements, etc.
- Termination and compensation provisions
- Timeline for ESCO report submission
- Timeline for execution of the Energy Performance Contract Agreement negotiation
- Responsibilities of each party

Investment Grade Audit and Contract Components

The Investment Grade Audit (IGA) is the baseline of the ESPC process. It involves a detailed assessment and analysis of a facility's energy use and potential for energy savings.

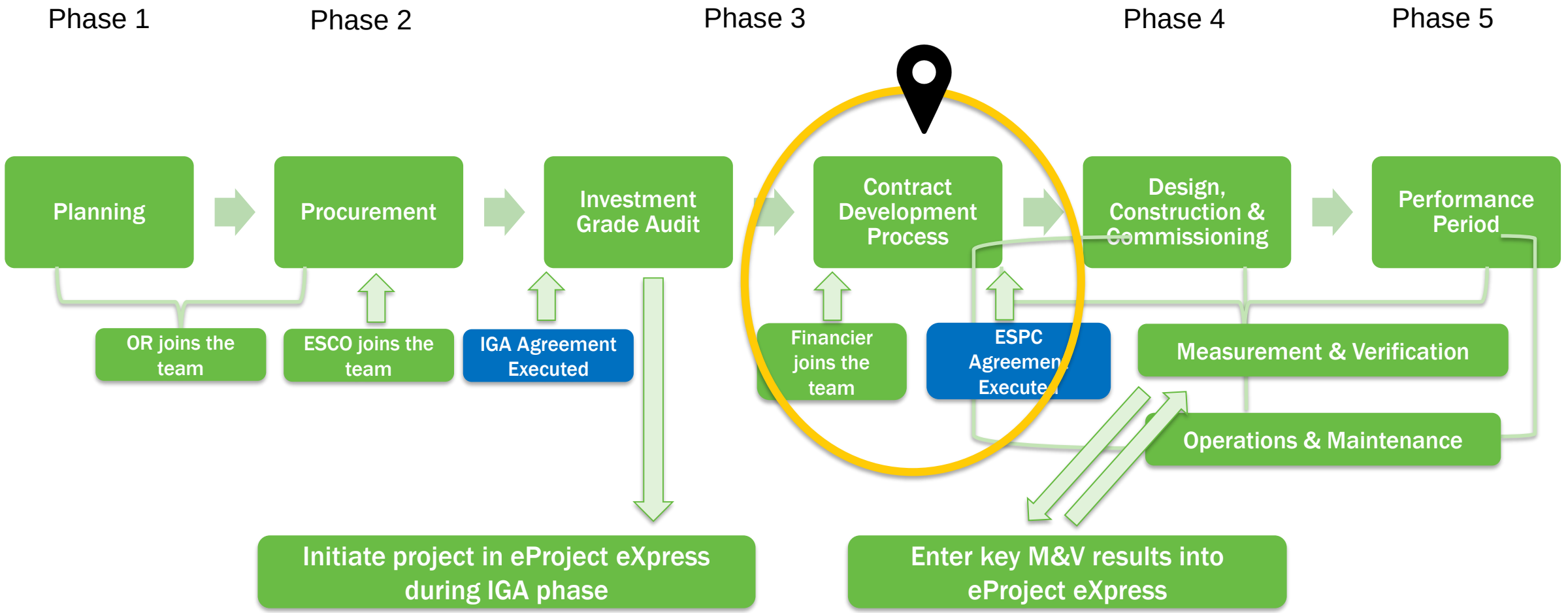
IGA reports serve as the technical basis for the ESPC project development and justify the economic feasibility of the project to secure financing.

These elements work together to ensure that the project and is well-planned, financially viable, and Contract delivers the intended energy savings.

1. Energy Audit (IGA)
2. M&V & Commissioning Plan
3. Financial Analysis
4. Risk Analysis
5. Project Scope, Proposal, and Implementation Plan
6. Review and Approval

How do I select a Financing Partner?

ESPC Program Phases



Selecting a Financing Partner

- Work closely with your in-house financial leadership (and outside advisor) to set goals and requirements, and develop and RDP
- Issue an RFP that includes the following:
  - Project goals and timelines
  - "Ballpark" financing principal amount
  - Requirements for stability, background in ESPC, flexibility, long-ter commitment, sample agreement
- Engage key stakeholders, such as financial advisors and Chief Financial Officers, in the evaluation process to ensure a comprehensive assessment of potential finance partners.
- Optional: Utilize your financier to model various options early on the IGA process.

Training 4: Paying for your Project

Review and Contract Approval

The final step in the IGA process where the audit findings, proposed ECMs, financial analysis, and implementation plan are reviewed by stakeholders. Approval is needed to move forward with the ESPC project.

This may include:

- Identification of stakeholders with influence
  - Can include state energy office or other authoritative bodies as applicable
- Stakeholder meetings
- Presentation of IGA results
- Formal approval process (Council/Board Vote)

Executing a Performance Contract: Best Practices

- Stakeholder engagement - early and often - to avoid surprises and delays.
  - "Authorities Having Jurisdiction" (AHJs).
  - Enlist the assistance of your legal counsel, finance staff, and facilities personnel - have them review Terms and Conditions.
  - Use a Comment/Response/Resolution document to ensure all issues are addressed (Owner's Rep can help).
- Ensure robust savings guarantee.
  - Covers the annual debt service.
  - Requires the ESCO to pay any remaining balance if expected annual savings are not reached.
  - Remedies for deficiencies if ECM performance compromised.
- Operation & Maintenance
  - Indicate who performs (ESCO or Owner).
  - Clearly lay out Risks & Responsibilities.
  - Performance requirements (what and when) (monitoring, documentation and reporting performance).
  - Requirements for record keeping.
- Ensure the entire IGA is incorporated into the ESPC Agreement by reference.

Risk, Responsibility & Performance Matrix (RRPM)

The purpose of the RRPM is to help public entities:

- Understand how key contract elements affect costs and savings,
- Understand how to tailor the contract to match their own needs and priorities,
- Give some structure to the decision making and negotiations, and
- Document the decisions in these areas.

The RRPM is a summary only. The details of these agreements are in the M&V Plan, RFP, and the ESCO's management approach. The RRPM in the final contract summarizes the agreements.

The following is a list of the 14 areas of risk and responsibility in the RRPM. The website discusses some of the implications of choosing some options over others.

Resource: Recognizing and Assigning ESPC Risks and Responsibilities Using the Risk, Responsibility, and Performance Matrix (RRPM)

Financial

- Interest rates
- Construction costs
- M&V confidence
- Energy-related (one-time) savings
- Delays

Operational

- Operating hours
- Loads
- Weather
- User Participation

Performance

- Equipment Performance
- Operations
- Preventive Maintenance
- Equipment repair and replacement

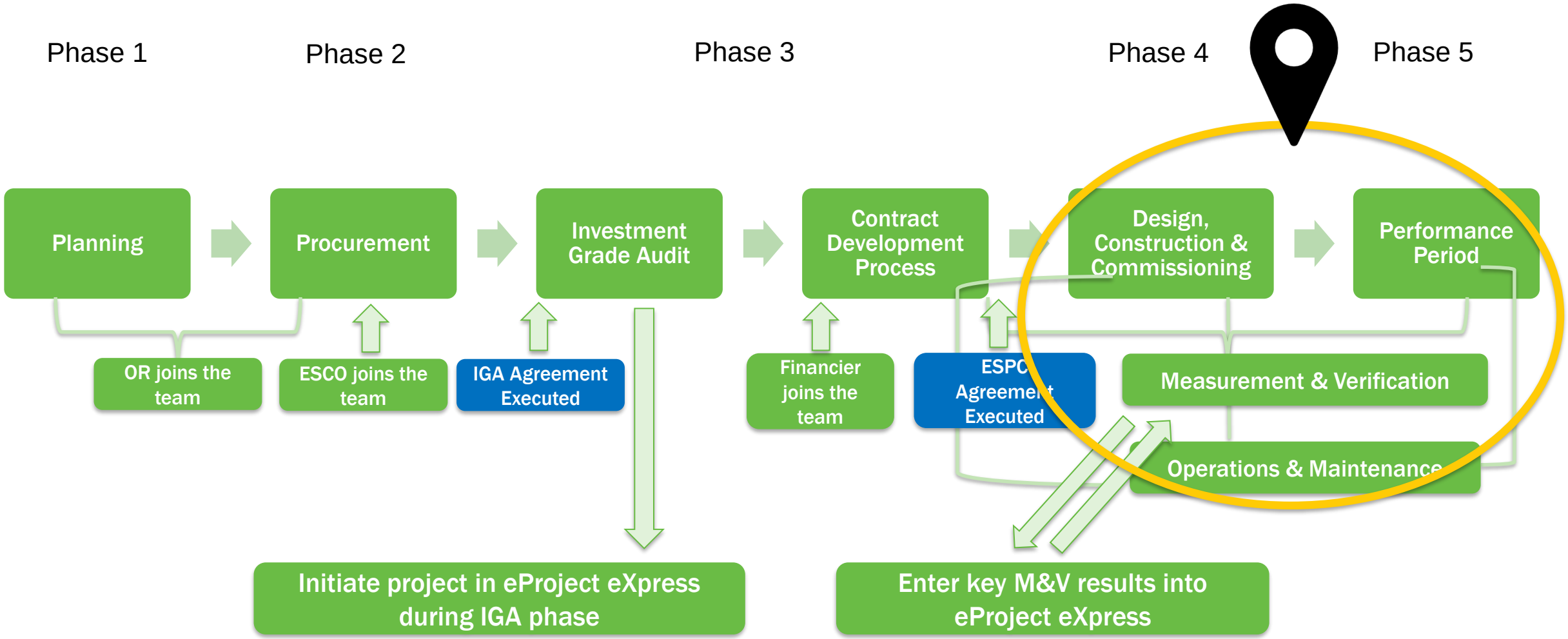
- We have our ESCO Partner
- We executed the IGAA
- We completed the IGA and agreed upon a scope with a firm, fixed price
- We have our Financing Partner
- Our ESPC Agreement has been executed

Let's start building!

Checklist to the finish line!

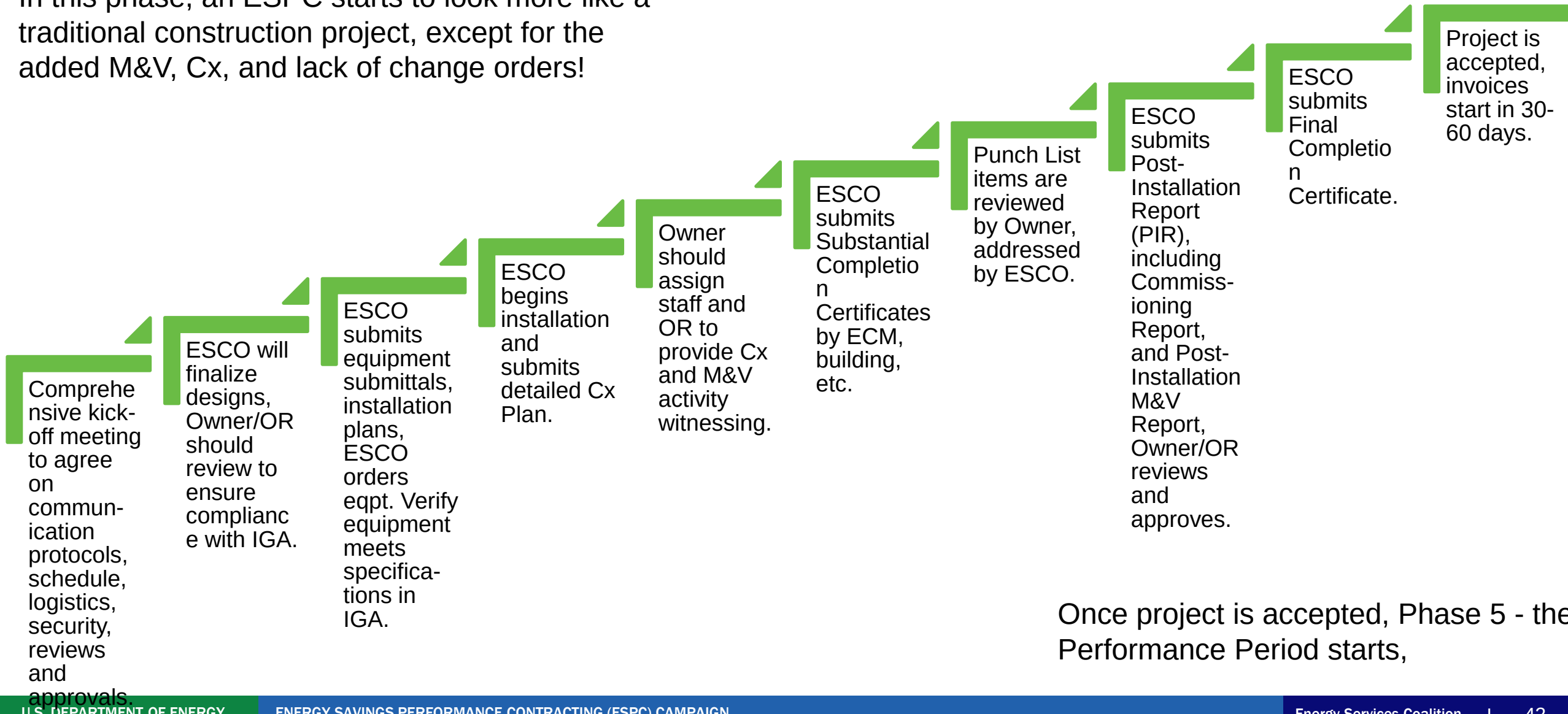
- Final Design
- Equipment Submittals
- Construction
- Commissioning
- Project Acceptance
- M&V and O&M
- eProject eXpress (ePX)

ESPC Program Phases



Final Design, Submittals, Construction, Commissioning, Acceptance

In this phase, an ESPC starts to look more like a traditional construction project, except for the added M&V, Cx, and lack of change orders!



Once project is accepted, Phase 5 - the Performance Period starts,

- How can we be sure things perform as promised?
- How do we make sure we are tracking savings, especially if we need to report for grants or other funding initiatives?
- Cities have turnover in staff. How do I make sure information and data is transferred?

Measurement & Verification (M&V) Best Practices

M&V is critical for long-term ESPC project success!

- M&V requirements in ESPC contract must be strong enough to hold ESCO accountable
- Customer must review and understand M&V strategy
  - Recognize that the goal is reduced savings uncertainty… but more rigorous M&V adds cost
  - Importance of witnessing cannot be overstated
  - Use a graded approach, focusing on critical systems and highest energy savings
- ESPCs are long-term contracts, and changes during the term are inevitable
  - Ensure sustained performance through close engagement with ESCO

What you don't measure, you can't manage.

Training 5: Best Practices for Measuring ESPC Impact and Ensuring Success

Operations, Maintenance, Repair, and Replacement (OMR&R)

Many ESPC projects utilize OMR&R savings to help fund a project. Key considerations of OMR&R:

Savings:

- Baseline costs should be developed, agreed to, and documented during IGA development.
- Typical sources of savings are reduction of maintenance costs due to decreased need for OMR&R of all new equipment

Responsibilities:

- Contract specifies who (ESCO or Owner) will perform O&M/R&R for each ECM
- ESCO
  - Provides manuals and training
  - Notifies site of any deficiencies in O&M or R&R, works with customer to remedy any deficiencies
- Facility owner must ensure proper O&M is carried out, especially if they keep OMR&R
  - Performance requirements (what and when) and for customer record keeping
  - Provisions for ESCO to monitor, document and report customer performance
  - Remedies for deficiencies in customer's O&M conduct if ECM performance compromised

Verification

- Owner should document their tasks and witness/verify ESCO tasks to avoid disputes

Save EVERYTHING in ePX

- RFP and Response
- Contracts: Base, IGA, ESPC
- Spreadsheets, witness reports, meeting minutes, checklists, commissioning reports, communication – all decisions

ePX is a secure, web-based system that enables states, agencies, institutions and ESCOs to preserve, track, and report information for their project or portfolio of energy services projects. ePX is a free resource developed and maintained by Lawrence Berkeley National Laboratory on behalf of the U.S. Department of Energy (DOE). There are ePX user guides and informational/training videos available on the Help page here.

Let's Celebrate!

I can't wait to promote the many benefits of ESPC!

- Dollar savings
- Local economic development
- New, reliable equipment that works!
- Improved safety and air quality
- Community education and engagement
- Environmental benefits like GHG reduction

I am celebrating all our hard work through:

- Groundbreaking
- Ribbon cutting
- Case studies
- Webinars
- Awards and Recognition

Closing Thoughts

DOE's Office Hours

State and local ESPC Campaign partners are invited to set up a time to speak with a Department of Energy Project Facilitator (Owner's Representative) during virtual office hours.

These Q&A sessions will allow you to speak one-on-one with a live Subject Matter Expert (SME). Discussion topics can be anything regarding an ESPC project, including specific questions regarding your project.

Questions to consider

- We have been thinking of doing an ESPC project but are unsure how to get started. How do I get my internal team on board?
- How can we hire a qualified and independent ESPC Owner's Rep?
- How do I manage & review an investment grade audit and contract?
- How can I include my organization's decarbonization and electrification goals in my ESPC project?
- With storms, floods, fires, etc., becoming much more common, how can I use an ESPC to improve the resilience of my critical assets?
- How do I know I am getting a fair financial deal from my ESCO?

Recent example: *DOE helped a state agency resolve some IGA issues, which will lead to a higher quality project.*

Sign up here: Office Hours Sign-Up Form

Resources

- ESPC Campaign YouTube Channel
- ESPC Podcasts | Energy Services Coalition
- Energy Savings Performance Contracting (ESPC) Toolkit | U.S. DOE
- Performance Contracting National Resource Center | U.S. DOE
- ENERGY STAR Portfolio Manager | U.S. EPA
- Funding and Incentives Resource Hub | U.S. DOE
- Financing Navigator | U.S. DOE

ESPC Campaign Overview

The **Energy Savings Performance Contracting (ESPC) Campaign** engages states, local governments, school districts, universities and colleges, hospitals, and other market stakeholders to:

- **Support** the use of performance contracting to increase efficiency, modernize public buildings, reduce utility expenses, increase resilience, and meet lead-by-example goals
- **Share and Leverage Practical Resources** to strengthen ESPC and measurement & verification (M&V)
- **Amplify and Implement Best Practice Approaches** for ESPC projects and programs
- **Demonstrate Impact** with measured and verified energy and cost savings
- **Showcase Achievements** and share examples of successful ESPC implementation

- ✓ *Expert-led Trainings*
- ✓ *Webinars*
- ✓ *Peer Exchanges*
- ✓ *"Ask-an-Expert" Office Hours*
- ✓ *Resource Library*

Complete the Expression of Interest form to obtain a Partner Agreement

Upcoming Events

Peer Exchange

- We are planning a Peer Exchange in **April** which will feature MUSH market ESPC practitioners sharing helpful suggestions from their projects. The date, speakers, and topics will be shared soon.

Webinar

- **Tuesday, April 29th, 1-2PM ET - ESPC and eProject eXpress for state agencies** – This webinar will feature an interview with Courtney Bonas from the California Department of General Services Office of Sustainability. Attendees will also learn how eProject eXpress (ePX) makes it easy for project owners and their ESCOs to manage project documents, track data, and report on project achievements.

Office Hours

- State and local ESPC Campaign partners are invited to set up a time to speak with a U.S. DOE-approved Project Facilitator (Owner's Representative) during virtual office hours. Discussion topics can be anything regarding an ESPC project, including specific questions on your project. **To request a meeting time,** please complete this **Office Hours Sign-Up Form**.

Case Study Collection

DOE is collecting case studies to share examples of impactful ESPC projects and programs and highlight your efforts to accomplish your goals.

To share a case study, please provide preliminary information via this Submission Form.

ESC will draft the document and work with you to review and finalize before DOE publication.

Questions, Discussion

SCEP
STATE & COMMUNITY ENERGY PROGRAMS

ENERGY SERVICES COALITION
A Public Private Partnership

Thank you!

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ESPC Campaign

A copy of the slides from today's presentation will be provided to you for reference