

THOUGHT LEADERSHIP SERIES

HOW TO EXECUTE A SUCCESSFUL ESPC

Enlisting 3rd party experts, Owners Reps, to maximize the value of your project and minimize risk

FRIDAY

July 1, 2022

1:30-2:30 PM

(EASTERN STANDARD TIME)

REGISTER TODAY

<https://bit.ly/3znSWWI>

ga.energyservicescoalition.org

Moderated by Walter Reid
Sales Director, ECO-Engineering
ESC Education Committee Chair



AVOID COMMON ESPC PITFALLS

George Buchanan

Founder & CEO, 2KB Energy Services

Experienced owner's reps protect customers' interests; from assistance in RFP development, contract negotiation, and technical verifications, ORs ensure dispute avoidance and cost savings.



CREATING MUTUAL ACCOUNTABILITY

Melissa Hargrove

President & CEO, HARHAN

A successful ESPC relies on clear communication and outlined responsibilities as well as construction oversight and effective commissioning. ORs expand the capacity of the client team and monitor ESCO performance.



GEORGIA FINANCE OPPORTUNITES

Kris Anderson

Energy Resources Director, GA Energy Finance Authority

Updates from the State Energy Office (GEFA) regarding energy efficiency programs, including a discussion on recent successes from the State's perspective.