ICCCFO Spring Conference ‘07

The “First, Second and Left” of Energy Performance Contracting

April 19, 2007
“First” is Energy Solutions Professionals
“Second” is Performance Contracting
“Left” Use Performance Contracting (“Center”)
“First” Could/Should Consider EPC
Open Q&A
“First” is Energy Solutions Professionals?

ESP is an Energy SERVICE Company

- Our Company
  - Small and Singly Focused
  - Vendor & Commodity Independent

- Our People
  - Highly Skilled Professionals
  - Practical Experience
    (Over 110 Clients and $245M of Improvements)
  - Purpose Driven and Committed to Service

- Our Mission
  - To provide exceptional energy-efficiency and facility improvement services in a professional, people-oriented and cost effective manner, with an emphasis on integrity and excellence
“Second” is Performance Contracting?

EPC is a Procurement **TOOL**:

- Concept
  - Identify & Implement Cost-Saving Measures
  - Invest in Your College not Utility Company

- Illinois Enabling Legislation
  - Community Colleges: 110ILCS 805/Art V-A

- Attributes of the Tool
  - Single source Responsibility
  - College has Greater Control (negotiated process)
“Left” Use Performance Contracting?

EPC Offers Unique Solutions

► Value
  – Lowest Cost to Own not Install
  – Quality & Timely Implementation
  – Guaranteed Results

► Benefits
  – Financial:
    Savings, Fiscal Stewardship & Creativity
  – Operational:
    New Equipment & Achieve Strategic Goals
  – Environmental:
    Campus & Global Impact
“First” Could/Should Consider EPC?

Factors That May Prompt an EPC

- Energy Concerns
- Infrastructure Needs
- Financial Constraints
- Master Planning
- “Green” Considerations

Many Colleges Have Utilized This TOOL
Summary

What’s in a NAME?

► Energy:
  – power source, ability to do things

► Solutions:
  – successfully dealing with a problem / challenge

► Professionals:
  – skilled and competent

ESP:
  ► “We have the ability to do things that will help you successfully deal with your challenges; in a value-oriented and competent manner”