



# SCEP

STATE & COMMUNITY ENERGY PROGRAMS

## Energy Savings Performance Contracting (ESPC) Campaign

Kickoff Webinar

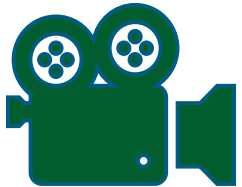
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January 16, 2024





Use the Q&A function to ask questions



We're recording!

# Agenda

- Welcome!
- ESPC Overview and Benefits
- ESPC Campaign Overview
- Technical Assistance Resources
- Achieving \$1 Billion in M&V Savings
- Partner Categories
- Partner Welcome
- Looking Ahead
- Closeout

# Welcome Message



**Dr. Kathleen Hogan**

Principal Deputy Under Secretary for  
Infrastructure



**Dr. Henry McKoy**

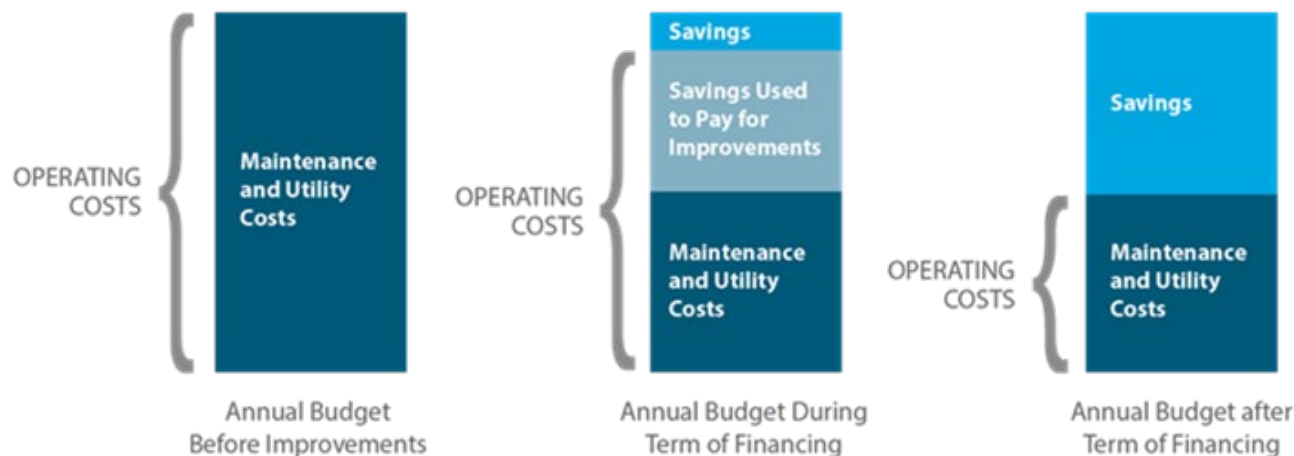
Director, Office of State and  
Community Energy Programs

# Agenda

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# Energy Savings Performance Contracting | What is it?

- Proven, budget-neutral **contracting and financing method** for public sector building owners
- Supports energy and water efficiency, renewable energy projects, and other upgrades in public facilities
- Projects are contracted to an energy service company (ESCO)
- ESCO guarantees the energy savings, making up any shortfall
- Projects funded and/or financed by customer and repaid with cost savings



Organizations can pay for *today's* building upgrades with *tomorrow's* guaranteed energy savings with ESPC

# Energy Savings Performance Contracting | Benefits



**Extend the capabilities of existing budgets:** no need for operating budget allocation or capital budget appropriation; leveraging effect on contributed funds



**Tackle deferred maintenance** and avoid disruption from equipment failure



**Improve indoor environment:** air quality, lighting, temperature control, and productivity



**Stop the waste of energy dollars** and achieve budget savings



**Reduce emissions** of carbon dioxide, sulfur, and other pollutants



**Increase resilience** for reliable use of community facilities



**Create jobs** and support local economic development

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# 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, expand, and enhance the use of ESPC to achieve significant energy, environmental, and cost savings benefits

## Goals:

- 1) Increase awareness of the benefits of performance contracting
- 2) Share practical resources and best practice approaches to strengthen ESPC and measurement and verification (M&V) knowledge across the public sector
- 3) Help partners maximize the impact of funding and financing resources to modernize buildings, save energy, lower utility and operational expenses, reduce greenhouse gas emissions, increase resilience, and support local jobs
- 4) Demonstrate impact and smooth future investments using a national database of ESPC project and M&V data

**Savings Goal:** Partners will collectively achieve **\$1 billion** in measured and verified savings

# ESPC Campaign Overview

**Campaign Timeline:** January 2024 – December 2028  
Training Series delivered annually

**Enrollment:** Rolling through January 2028

## ESPC Campaign Partners:

- Access DOE resources and technical assistance
- Share and implement best practice approaches for ESPC programs and projects
- Demonstrate impact with measurement and verification (M&V) data
- Showcase achievements and receive recognition for exemplary projects and programs
- Form a growing network of experienced practitioners using ESPC to make transformative investments in communities nationwide

# Technical Assistance (TA) Resources



## TRAINING SERIES

Live training on  
ESPC and M&V for  
public sector  
partners



## WEBINARS

Focused on  
partner topics of  
interest, and  
featuring partner  
case studies



## OFFICE HOURS

“Ask-an-Expert”  
opportunity for  
public sector  
partners



## PEER EXCHANGE SESSIONS

Connect with peer public  
sector organizations, of  
similar institution type or  
geographic location



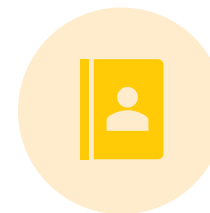
## TARGETED DIRECT TECHNICAL ASSISTANCE

Tailored technical  
assistance for State ESPC  
Programs



## RESOURCE LIBRARY

Locate DOE and  
other relevant  
resources from the  
ESPC Campaign  
website



## SUPPORTER DIRECTORY

Leverage Supporter  
Directory to connect with  
industry contacts

# Achieving \$1 Billion in M&V Savings

- Public sector partners share with DOE at least **4 years of measurement & verification data** for projects implemented during the ESPC Campaign
  - Completed projects with ongoing M&V activities can count towards the savings goal too!
- DOE to rollup and track progress from Guaranteed Savings → Measured & Verified Savings
- Streamlined reporting achieved through DOE's **eProject eXpress** web-based platform, designed specifically for state and local ESPC project data management



- |  |                                   |
|--|-----------------------------------|
| • Electricity Savings (kWh, \$)            | • CO <sup>2</sup> Savings (tons)  |
| • Electric Demand Savings (\$)             | • CH <sup>4</sup> Savings (tons)  |
| • Fuel Savings (Units, \$)                 | • SOX Savings (tons)              |
| • Water Savings (kGal, \$)                 | • NOX Savings (tons)              |
| • Operational and Maintenance Savings (\$) | • Jobs (# FTE)                    |
| • Total Project Cost Savings (\$)          | • Custom Savings (type, unit, \$) |
|  | • Custom Savings (type, unit, \$) |

# Partner Categories

## Campaign Leaders

- State Energy Offices or other organizations ready to establish, strengthen, and/or expand technical assistance programs to support others in using ESPC, and recruit ESPC Champions

Access all  
ESPC  
Campaign  
technical  
assistance

## ESPC Champions

- State and local agencies, K-12 school districts, institutions of higher education, hospitals, and other public sector entities seeking to connect with peers and ESPC resources

Access  
webinars,  
resource library,  
and option to  
join Supporter  
Directory

## Supporters

- Market stakeholders that support the goals of the ESPC Campaign and promote this program as a resource to the public sector

# Welcome Partners!

## Campaign Leaders

- Energize Delaware
- Georgia Environmental Finance Authority
- Mississippi Development Authority
- North Carolina Department of Environmental Quality

## ESPC Champions

- City of Saint Paul, MN
- Miami-Dade County, FL

## Supporters

- Energy Services Coalition
- National Association of State Energy Officials
- National Association of Energy Service Companies
- Efficiency Valuation Organization
- Association of Energy Services Professionals
- 2KB Energy Services
- Energia
- ENERlite Consulting
- Green CHP
- HASI
- NV5
- Principal Engineering
- Renu Energy Solutions
- Trane U.S.
- Upper 90

# ESPC Campaign | Looking Ahead

January	February	March	April
Partner Resource: ESPC Campaign Amplification Toolkit	Webinar: ESPC Practitioner Perspectives and eProject eXpress (ePX) Introduction	Webinar: IRA, BIL, and Utility/Government Incentives as Drivers for ESPC Projects	Training: Foundations of ESPC
	Campaign Leader Direct TA One-On-Ones		Peer Exchange and Networking Opportunity: Better Buildings, Better Plants Summit

**ESPC Campaign Newsletter:** Subscribe for monthly program updates and schedule information



# Closeout | Call to Action

**Sign Up:** Obtain a Partner Agreement from DOE or a Campaign Leader in your state and email the signed form to the ESPC Campaign inbox

**Learn More:** Fill out the Expression of Interest Form on the ESPC Campaign website, or email the ESPC Campaign team

[www.energy.gov/scep/espc-campaign](http://www.energy.gov/scep/espc-campaign)

[ESPCcampaign@hq.doe.gov](mailto:ESPCcampaign@hq.doe.gov)



**Join  
Today!**



Thank You!

[ESPCcampaign@hq.doe.gov](mailto:ESPCcampaign@hq.doe.gov)