



U.S. DEPARTMENT  
*of* **ENERGY**

Federal Energy  
Management Program

# Performance Contracting 101

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FEMP Summer Camp

T01 – S01, August 5<sup>th</sup>, 2025

**FEMP Summer CAMP** (Courses Aligned with Mission Priorities)



# Sharon Conger

Program Manager

Oak Ridge National Laboratory (ORNL)

# Training Team

## Moderator



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Manager  
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## Speakers



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# Agenda

- Session Learning Objectives
- Overview of Performance Contracting
- Key Elements of Energy Savings Performance Contracts (ESPCs) and Debunking ESPC Myths
- Key Elements of Utility Energy Service Contracts (UESCs)
- Choosing a Performance Contracting Vehicle: Interactive Discussion
- FEMP Resources and Getting Started
- Question and Answers

# Session Learning Outcomes

1. Recognize the fundamentals of energy performance contracting and its application within federal agencies.
2. Identify the various procurement-based mechanisms available for implementing energy and water management projects.
3. Explore best practices and strategies for evaluating performance contracting options.
4. Assess the suitability of different performance contracting vehicles for specific federal projects.
5. Recognize alternative procurement methods such as power purchase agreements, enhanced use leases, and utility privatization.



# Performance Contracting Overview

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# Kurmit Rockwell, PE, CEM, LEED AP, PMVA

Team Lead, Performance Contracting

Department of Energy (DOE) / Federal Energy Management Program (FEMP)

# FEMP Mission

The Federal Energy Management Program (FEMP) helps the country's largest energy consumer—the federal government—achieve **efficient, secure, and resilient energy use** in mission-critical facilities and fleets, saving billions in taxpayer money.

FEMP has helped the federal government achieve a **50% energy intensity reduction in federal** buildings since 1975.

The U.S. government is on track to reach **\$60 billion in taxpayer savings** by 2030.



# Energy Performance Contracting Provides Value

All federal projects (ESPC and UESC) since 1998:

More than  
**\$2 billion**  
in annual cost-savings  
with \$38.6 billion  
cumulative

More than  
**\$18 billion**  
in project investments  
awarded

More than  
**142,000**  
job-years created  
(direct jobs)

Data analysis as of July 18, 2025

# What are Energy Performance Contracts?

**A type of *performance-based services* contract, authorized by statute, that permits agencies to implement energy and water efficiency projects with little to no up-front costs or appropriations from Congress.**

- Capital costs for a variety of measures are paid through financing and available agency funds
  - Infrastructure upgrades
  - Replacement of aging, inefficient equipment
  - On-site energy systems
- Annual contract payments are made from savings due to reduced consumption and improved efficiency
- Energy Performance Contracts include Energy Savings Performance Contracts (ESPCs) and Utility Energy Service Contracts (UESCs)



# Why Energy Performance Contracts?



## Improve Facilities & Reduce Costs Without Upfront Spending

Capital costs paid by the contractor. Payments made from cost savings, so agencies can improve facilities without needing extra budget.



## Fix Old Equipment & Reduce Maintenance

Replace outdated systems like lighting or HVAC with modern, efficient technology, lowering energy use and avoiding expensive repairs.



## Meet Requirements & Support Federal Energy Goals

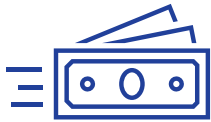
ESPCs/UWSCs make it easier to meet federal energy targets while improving facilities.



## Cut Energy Bills for the Long Term

New systems reduce energy waste, helping facilities save money year after year.

# Energy Performance Contracting by the Numbers



## Actual Savings<sup>1</sup>:

- Average performance contracts reduce site energy use by **at least 20%**
- On average, performance contracts save approximately **2,750 BTU per dollar invested**
- **\$2.1M median annual cost savings** per project



## Potential Savings:

- Average **investment opportunity of ~\$2.5M** in lifecycle cost effective energy and water conservation measures identified in agency-reported Energy Independence and Security Act (EISA) audits<sup>2</sup>
- Estimated **average annual savings of ~\$300K/site**.



## Maximizing Investment

- Over **\$18 billion<sup>3</sup>** in project investments to date
- Applying appropriations to an ESPC or UESC can as much as **double the impact of funds** as compared to standard, fully funded project.

1. DOE ESPC IDIQ awards 2014 to 2025, not counting contract modifications | 2. 2025 Compliance Tracking System Data, only accounting for nonexpired EISA evaluations | 3. Inclusive of all performance contracting projects through Fiscal Year Q3 FY 2025

# How Do Energy Performance Contracts Work?



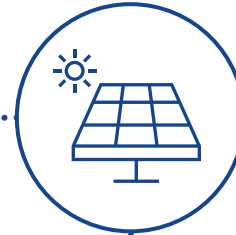
## Select contractor

Pre-qualified Energy Service Company (ESCO) for ESPC  
Serving distribution Utility for UESC



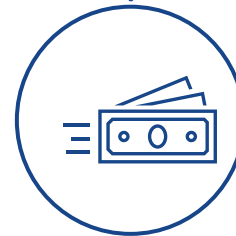
## Conduct assessments to evaluate energy/water savings opportunities

Contractor identifies cost effective ECMs



## Implement ECMs

ESCO/Utility secures financing and installs measures



## Make payments from energy and cost savings

Contract term of up to 25 years to pay for ECMs

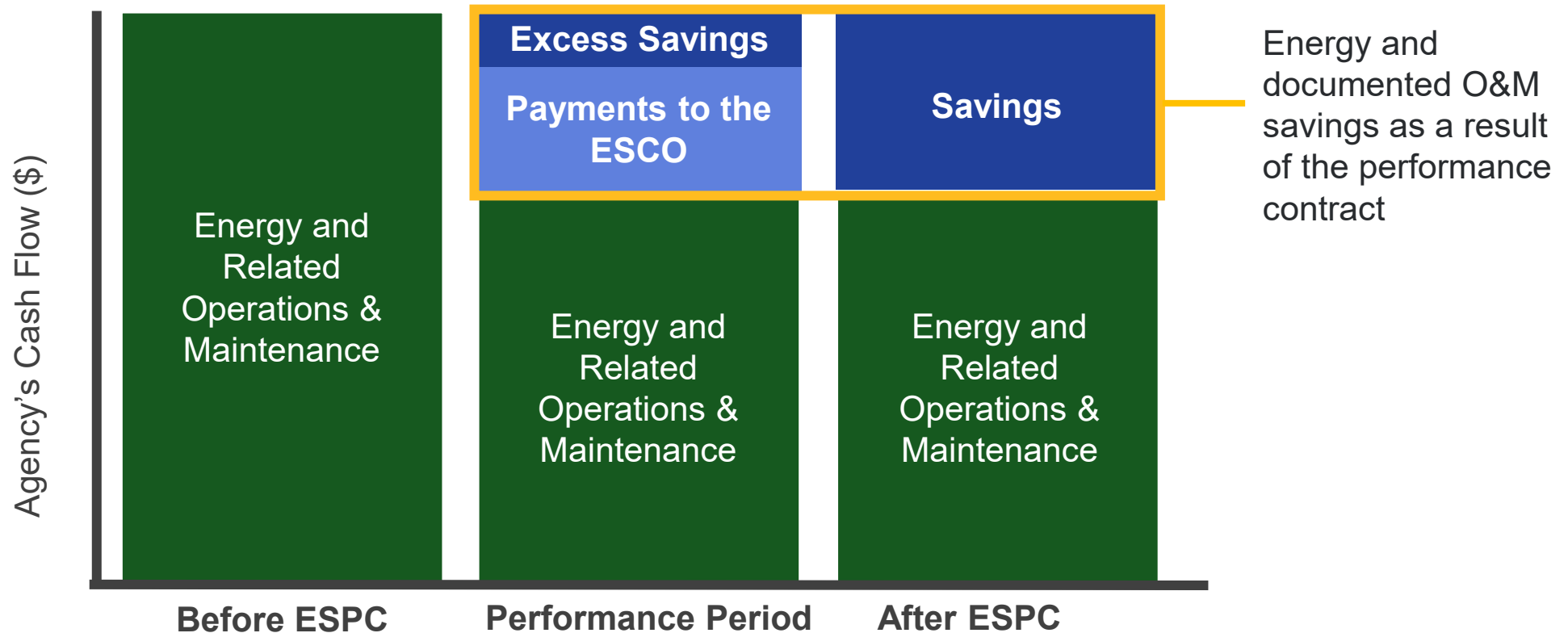


## Monitor and sustain savings

Via operations and maintenance/measurement and verification

# Reallocate Agency Utility Bill

Stop paying for wasted energy and water consumption.  
Start paying for efficiency and resiliency solutions.



# Funding Legislation

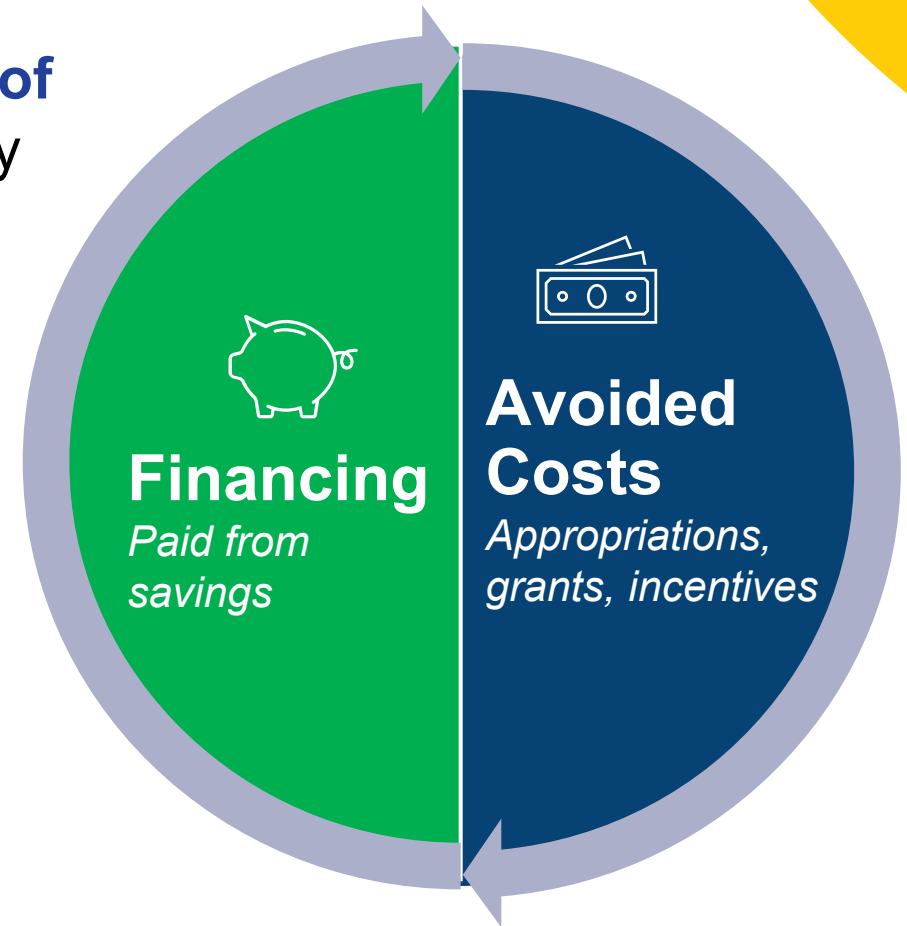
Agencies are authorized to use “**any combination**” of **appropriated funds and financing** to pay for energy performance contracts.

- *ESPCs*: [42 U.S.C. § 8287\(a\)\(2\)\(E\)](#)
- *UESCs*: [42 U.S.C. § 8253\(f\)\(10\)\(B\)](#)



## What is an avoided cost?

Energy- or water-related appropriations, grants, or incentives that are counted as savings because they constitute offsets to capital expenses in the project.



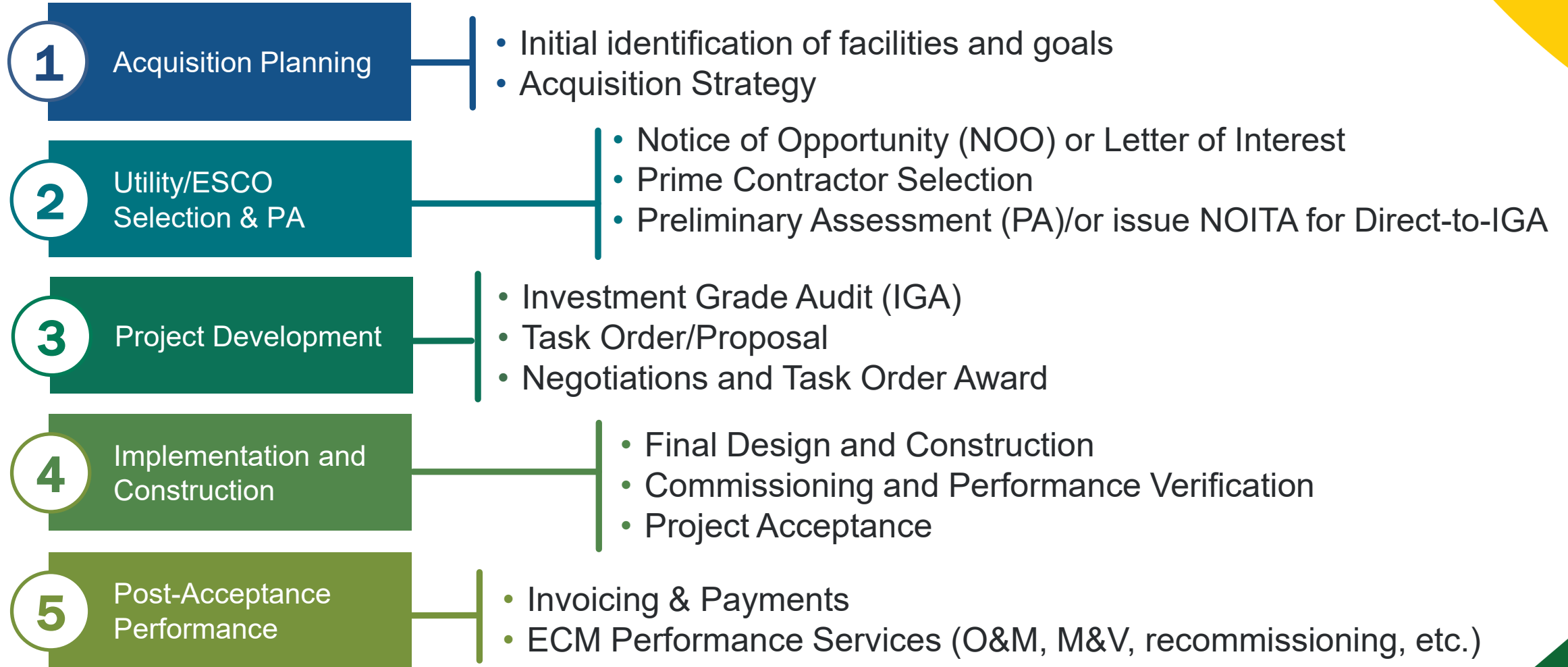
# Energy Performance Contracts Comparison

	DOE IDIQ Energy Savings Performance Contracts (ESPC)*	Utility Energy Service Contracts (UESC)	ESPC Energy Sales Agreements (ESA)
<b>Contract Type</b>	Task Orders under DOE ESPC IDIQ contract	GSA Areawide Contracts; Basic Ordering Agreement or separate contract	ECM in DOE ESPC IDIQ, or site-specific/stand-alone
<b>Partner</b>	Energy Services Company (ESCO)	Serving distribution utility (electric, gas or water)	ESCO on DOE Qualified List
<b>Eligible Facilities</b>	Federally-owned and leased worldwide	Federally-owned and leased facilities	Federally-owned leased facilities or on Federally-owned land
<b>Project Size</b>	\$2 million or larger	Any size	Typically, at least 1 MW
<b>Savings Guarantee / Performance Assurance</b>	Savings guarantee required	Performance assurance plan required; Savings guarantee not required but negotiable	Savings guarantee required; metering (Option B) is recommended

\* Other agencies have ESPC contracts that may have different characteristics (e.g., Army MATOC, VA IDIQ)



# Project Process and Key Milestones





# ESPC Key Features and Debunking ESPC Myths

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# John Shonder

Director of Business Development  
Lindahl Reed

# ESPC Authorizing Legislation



See [FEMP ESPC web page](#) for more information.



Authorized and encouraged by legislation since EPCACT 1992



ESPC statute: 42 U.S.C. § 8287



Regulations governing ESPCs

DOE Rule: 10 CFR 436 Subpart B  
FAR Part 23.2



**Latest: Energy Act of 2020 §1002**

Implement 50 percent of ECMs identified through Energy Performance Contract (EPC), 42 U.S.C. § 8253(f)(4) and ESPC amendments strengthening and clarifying the authority

# Key Features of ESPCs

- DOE FEMP ESPC IDIQ contracts awarded competitively to ESCOs
  - Agencies award task orders (TOs) under the IDIQs
  - ESCO is responsible for obtaining financing
  - ESCO is responsible for performance of an ECM regardless of who performs O&M
- US Army Corps of Engineers – Huntsville National Center (CEHNC) ESPC Multiple Award Task Order Contract (MATOC) awarded competitively to ESCOs
- Max contract term is 25 years (includes construction and performance period)
- Can cover multiple sites, worldwide, multiple states, and/or multiple utility service areas
- Financing and appropriations may be combined
- Savings guarantees and M&V are required – savings must equal or exceed payments each year
- Allows for Operation and Maintenance (O&M) savings
- Contracts are firm-fixed-price

# Savings Guarantees

- Specified level of cost savings (subject to measurements and agreed-to parameters) and measure of performance (e.g., temperature, lighting levels)
- **Key Contract Documents:**
  - [Risk, Responsibility, and Performance Matrix \(RRPM\)](#)
  - Measurement and Verification (M&V) Plan
- **FEMP Life of Contract Services**
  - Oak Ridge National Laboratory reviews active DOE IDIQ ESPC projects semi-annually, provides feedback to agencies through semi-annually check-ins
    - Proactively identify project issues
    - Provide data for agencies to use in Base/ESCO discussions

# Energy Conservation Measures (ECMs)\*

**ECMs must produce measurable energy, water, or demand reduction**



- Boiler and chiller plants
- Energy management control systems
- Building envelope
- HVAC
- Chilled/hot water and steam distribution
- Lighting
- Electric motors/drives
- Refrigeration
- Distributed generation
- Renewable energy
- Energy/utility distribution
- Water and sewer
- Electrical peak shaving/load shifting
- Rate adjustments
- Energy-related process improvements
- Commissioning
- Advanced metering
- Appliance/plug load reductions

*\*List taken from DOE ESPC IDIQ but has broad applicability.*

# 20 DOE ESPC IDIQ Gen 4 ESCOs

ABM Facility Support Services, LLC

AECOM Technical Services, Inc.

Ameresco, Inc.

The Brewer-Garrett Company

CEG Solutions LLC

Centrica Business Solutions Services (Formerly SmartWatt Energy)

CMTA Inc

Constellation NewEnergy, Inc.

Energy Systems Group, LLC

ENGIE Services Inc.

Honeywell International, Inc

Johnson Controls Government Systems, LLC

NORESCO, LLC

RWE Clean Energy Solutions, Inc

Schneider Electric Buildings Americas

SitelogIQ Government Solutions, LLC

Southland Industries

The Efficiency Network, Inc

Trane U.S. Inc.

Veregy, LLC



# 18 Army ESPC MATOC IV ESCOs

AECOM Technical Services, Inc.

Ameresco, Inc.

The Brewer-Garrett Company

CEG Solutions LLC

Centrica Business Solutions Services

CMTA Inc

Constellation NewEnergy, Inc.

Energy Systems Group, LLC

ENGIE Services Inc.

Green Generation Solutions

Honeywell International, Inc

Johnson Controls Government Systems, LLC

M.C. Dean

NORESCO, LLC

Schneider Electric Building Americas

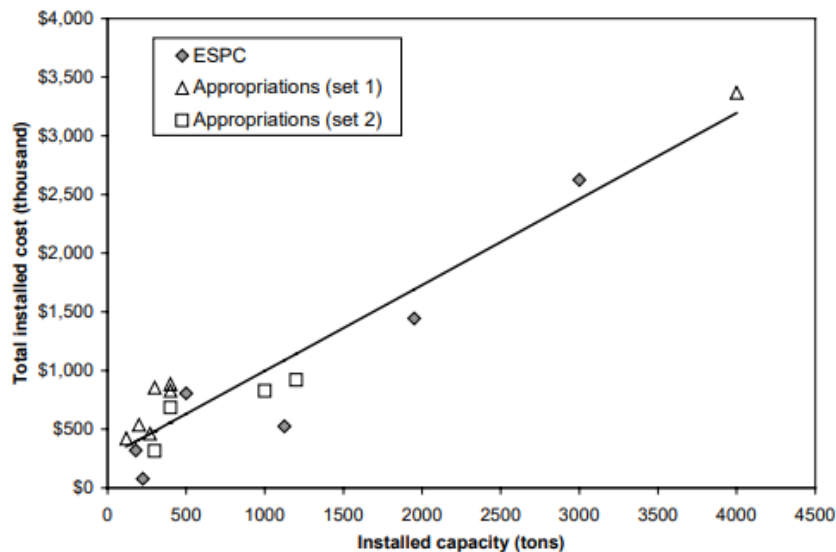
Southland Industries

Trane U.S. Inc.

Veregy, LLC

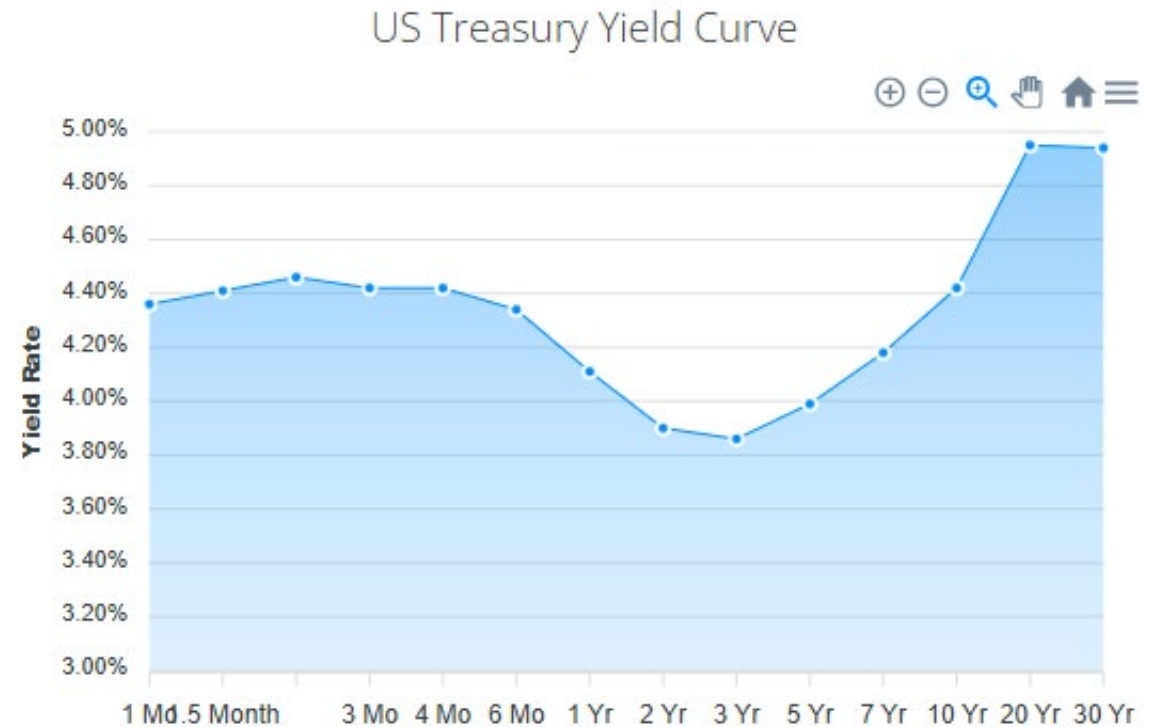
# Myth: ECMs Cost More in a Performance Contract

- Comparing pricing in different projects requires careful analysis
- When that analysis has been done, it's shown that underlying ECM prices are the same
- Multiple bids for equipment and installation are solicited in both ESPC and appropriations-funded projects



# Myth: Appropriations Projects Incur No Interest

- The marginal dollar of federal funding is borrowed through the sale of Treasury Securities
- These instruments pay interest to investors
- Foreign investors do not pay tax on the interest
- Appropriations-funded projects require construction loans as well



# Myth: Appropriations should be Used for Quick Payback ECMs

- Nothing could be further from the truth
- When available, appropriations should always be combined with ESPC
  - ESPCs allow savings from short-payback ECMs to be capitalized, allowing further investment
- Using appropriations to fund short-payback ECMs outside of ESPC has a detrimental impact on the project
- Contributing \$1 in appropriations in an ESPC generates \$2 in additional capital
  - Savings generated by the \$1 are capitalized into another \$1 of investment

# Myth: Performance Contracts Don't Reduce Costs

- It's true that most of the utility savings is paid to the ESCO during the contract, but:
- ESCOs don't guarantee all of the savings – government-wide, ESCOs achieve 105% to 109% of guaranteed savings
- When the contract ends, all savings goes to the government
- Had existing equipment not been replaced, performance would have degraded, with higher utility costs, maintenance costs, and potential equipment failure
- NIST utility price escalation rates are conservative
- Result is that actual benefits to the government are on the order of double the guaranteed savings

# Myth: Resilience ECMs not Viable with ESPC

- ESPC has been used to fund resilience measures across the federal government
  - On-site generation/CHP
  - Solar PV
  - Microgrids
  - Energy storage
- Depends on utility rate/structure, availability of capital contributions, and other factors
- Efficiency measures contribute to resilience as well
- The most resilient kW is the one you don't use

# Conclusion: ESPCs Make Sense for the Government

- No up-front capital required
- No need to apply/wait for appropriations
- Savings are measured and guaranteed in ESPC
- Projects generate savings beyond the guarantee
- O&M can be included
- Reduce exposure to fluctuations in energy prices



# Utility Energy Service Contracts (UESCs)

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# Jeff Gingrich

Project Manager, ESPC & Utility Program Support  
National Renewable Energy Laboratory (NREL)

# UESC Authorization and Definition

**Authorized and encouraged under the Energy Policy Act of 1992**  
*(42 U.S.C. § 8256 - Incentives for agencies and 10 U.S.C. § 2913)*

- Defined as a limited-source acquisition between a federal agency and serving utility for energy management services, including:
  - Energy efficiency improvements
  - Water efficiency improvements
  - Demand reduction services
  - Distributed energy
- Agencies are authorized to participate in utility incentive programs and accept any financial incentives, goods, or services generally available



# Unique Features of UESCs

**Contracts are awarded competitively with a utility (electric, gas, water) who serves the location**

- Task Orders typically awarded via GSA Areawide Contract (most common) or Basic Ordering Agreement
- Utility is responsible for obtaining financing
- If multiple sites, the same utility must serve all sites
- Not applicable OCONUS
- Utility companies often partner with ESCOs to implement the work
- Contracts are firm-fixed-price

**Performance Assurance/Savings Guarantee:** Required to establish plan for ensuring long-term savings (savings guarantee negotiable with utility, not required)



# Eligible Utility Contractors



**Competition is limited to utility companies that own the wires and pipes for distribution of electricity, natural gas, or water in the geographic area where the site is located.**



**Investor-Owned**



**Rural Coops**



**Municipal**



**Federal (TVA)**

- Site(s) must be located within the utility's franchise service territory
- Water utilities typically don't offer UESCs
- Energy commodity suppliers are not eligible
- Utility Privatization contractors may be eligible, specific to Department of Defense (DoD) facilities
- Solutions are fuel neutral

References: 42 USC 8256 (c) and [FAR Part 41](#)



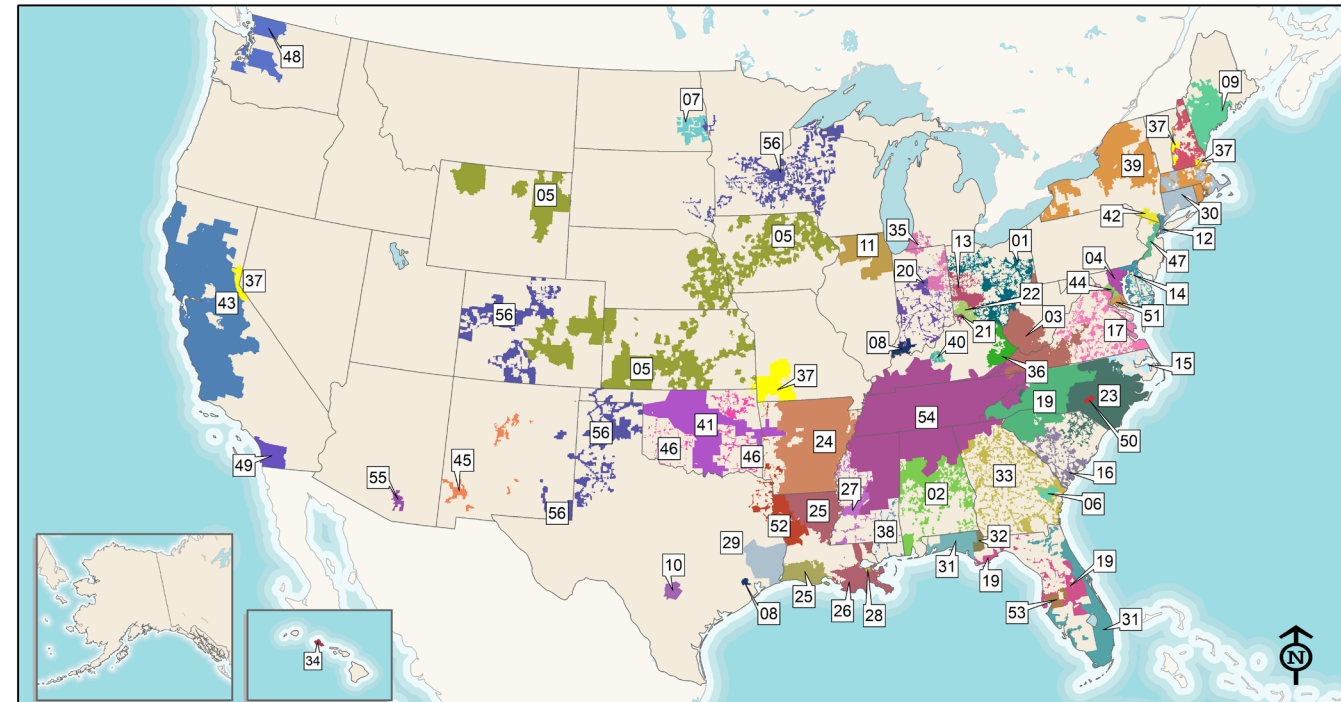
# Utilities Offering UESCs



[View the UESC Maps](#)

[Identify Utility POCs](#)

## Electric Utilities



Source: Energy Velocity Suite ©2018-24 Hitachi Energy, HIFLD Open Electric Service Territories, utility-provided data

### Utilities with UESCs

- |                                  |                                     |                                      |
|----------------------------------|-------------------------------------|--------------------------------------|
| 01. AEP Ohio                     | 16. Dominion Energy South Carolina* | 31. Florida Power & Light Co         |
| 02. Alabama Power Co             | 17. Dominion Energy Virginia        | 32. Florida Public Utilities         |
| 03. Appalachian Power            | 18. Duke Energy Carolinas           | 33. Georgia Power Co                 |
| 04. Baltimore Gas & Electric Co  | 19. Duke Energy Florida             | 34. Hawaiian Electric Co, Inc        |
| 05. Black Hills Electric         | 20. Duke Energy Indiana             | 35. Indiana Michigan Power           |
| 06. Canoochee EMC                | 21. Duke Energy Kentucky            | 36. Kentucky Power                   |
| 07. Cass County Electric Coop    | 22. Duke Energy Ohio                | 37. Liberty Utilities                |
| 08. CenterPoint Energy           | 23. Duke Energy Progress            | 38. Mississippi Power Co             |
| 09. Central Maine Power Co       | 24. Entergy Arkansas                | 39. National Grid                    |
| 10. City Public Service Energy   | 25. Entergy Gulf States Louisiana   | 40. Nolin Rural Electric Coop        |
| 11. Commonwealth Edison Co       | 26. Entergy Louisiana               | 41. Oklahoma Gas & Electric Co       |
| 12. Consolidated Edison New York | 27. Entergy Mississippi             | 42. Orange & Rockland Utilities      |
| 13. Dayton Light & Power Co      | 28. Entergy New Orleans             | 43. Pacific Gas & Electric Co        |
| 14. Delmarva Power & Light Co    | 29. Entergy Texas                   | 44. Potomac Electric Power Co        |
| 15. Dominion Energy N. Carolina  | 30. Eversource Energy               | 45. Public Service Co of New Mexico  |
|                                  |                                     | 46. Public Service Co of Oklahoma    |
|                                  |                                     | 47. Public Service Electric & Gas Co |
|                                  |                                     | 48. Puget Sound Energy               |
|                                  |                                     | 49. San Diego Gas & Electric         |
|                                  |                                     | 50. Sandhills Utility Services, LLC  |
|                                  |                                     | 51. Southern Maryland Electric Coop  |
|                                  |                                     | 52. Southwestern Electric Power Co   |
|                                  |                                     | 53. Tampa Electric                   |
|                                  |                                     | 54. Tennessee Valley Authority       |
|                                  |                                     | 55. Tucson Electric Power            |
|                                  |                                     | 56. Xcel Energy*                     |

\* = Incentives Only

This map was produced by the  
National Renewable Energy Laboratory  
for the Department of Energy.  
December, 2024.



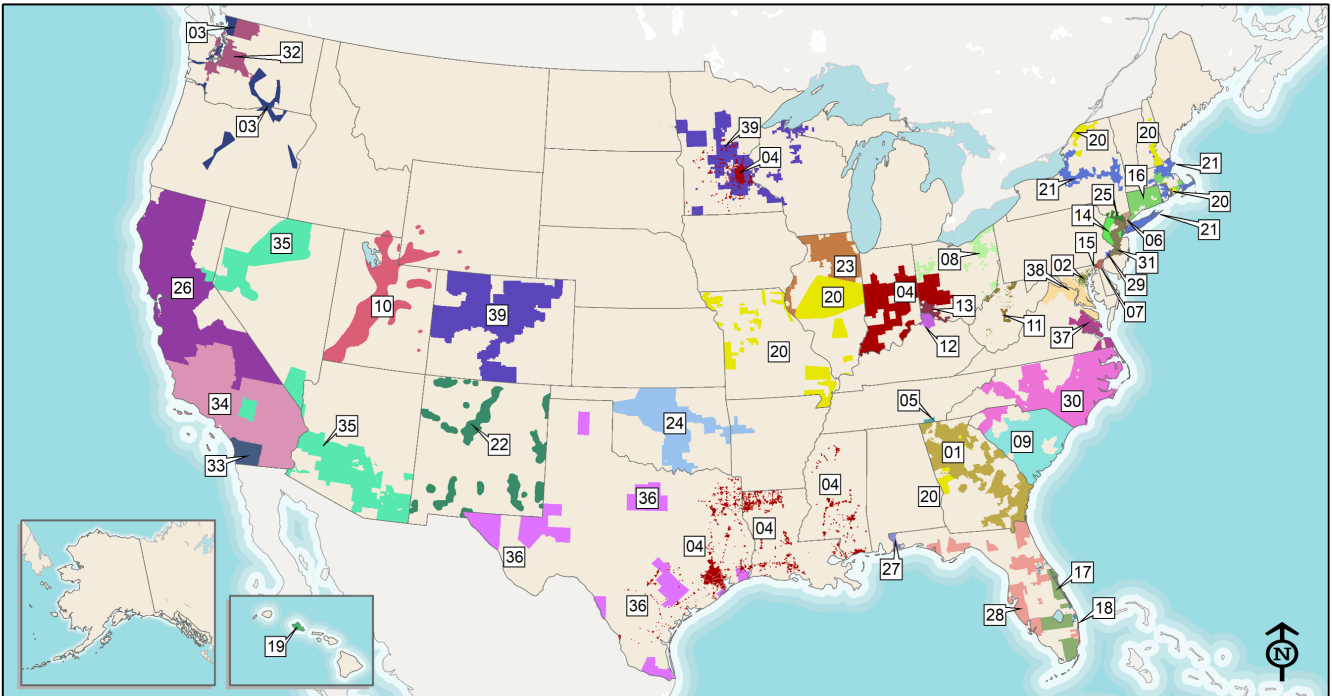
# Utilities Offering UESCs



[View the UESC Maps](#)

[Identify Utility POCs](#)

## Gas Utilities



Source: Energy Velocity Suite ©2018-24 Hitachi Energy and utility-provided data

### Utilities with UESCs

- |                                    |                                 |                                 |                                      |
|------------------------------------|---------------------------------|---------------------------------|--------------------------------------|
| 01. Atlanta Gas Light              | 11. Dominion Energy W. Virginia | 21. National Grid               | 31. Public Service Electric & Gas Co |
| 02. Baltimore Gas & Electric Co    | 12. Duke Energy Kentucky        | 22. New Mexico Gas              | 32. Puget Sound Energy               |
| 03. Cascade Natural Gas Corp       | 13. Duke Energy Ohio            | 23. Nicor Gas                   | 33. San Diego Gas & Electric         |
| 04. CenterPoint Energy             | 14. Elizabethtown Gas           | 24. Oklahoma Gas & Electric Co  | 34. Southern California Gas Co       |
| 05. Chattanooga Gas                | 15. Elkton Gas                  | 25. Orange & Rockland Utilities | 35. Southwest Gas Corp               |
| 06. Consolidated Edison Inc        | 16. Eversource Energy           | 26. Pacific Gas & Electric Co   | 36. Texas Gas Service                |
| 07. Delmarva Power & Light Co      | 17. Florida City Gas            | 27. Pensacola Energy            | 37. Virginia Natural Gas             |
| 08. Dominion Energy Ohio           | 18. Florida Public Utilities    | 28. Peoples Gas                 | 38. Washington Gas Light Co          |
| 09. Dominion Energy South Carolina | 19. Hawaiian Electric Co        | 29. Philadelphia Gas Works      | 39. Xcel Energy Inc *                |
| 10. Dominion Energy Utah           | 20. Liberty Utilities           | 30. Piedmont Natural Gas Co     |                                      |

\* = Incentives Only

1 in = 379 miles  
0 120 240 480 Miles

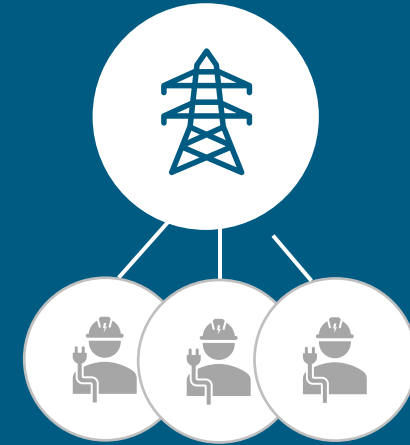
This map was produced by the  
National Renewable Energy Laboratory  
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August, 2024.

**NREL**  
Transforming ENERGY

# Utility Responsibilities and Implementation Approach

## Utility may self-perform or assign implementation responsibilities to an ESCO

- Analysis and assessments (PA, IGA, etc.)
- Engineering and design
- Performance Assurance Plan development
- Competitive subcontractor selection
- Obtaining financing (as needed)
- Project management and construction
- Performance period services (as assigned in the TO)

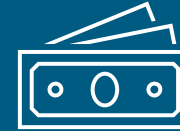


- **Utility is always the prime contractor**
- ESCOs should be competitively selected

# Performance Assurance

The Performance Assurance Plan establishes protocols, responsibilities, and requirements for monitoring, measuring, and sustaining long-term ECM performance.

- Reduces uncertainty of savings and ensures compliance with legislative and OMB requirements:
  - [42 U.S.C. § 8253\(f\)\(5\) Follow-up on Implemented Measures](#)
  - [OMB Memo 12-21 \(Sep. 2012\)](#)
  - [42 U.S.C. 8258 – Federal Agency Annual Reports](#)
- Performance Assurance Plan Highlights:
  - ECM baselines and key performance indicators
  - Commissioning at installation and recommissioning
  - O&M and repair & replacement (R&R)
  - Measurement and verification (M&V)
  - ECM training



## **Savings guarantees are not required for UESCs (*by legislation*)**

- May be negotiated as part of performance assurance plan
- A plan for measurement and verification of savings should be developed regardless



# UESC Case Study: DOD, Fort Bliss (2022)

- **Location:** Fort Bliss, Texas
- **Utility Partner:** New Mexico Gas Company
- **Contract Term:** 24 years
- **Investment Value:** \$58.3M
- **Grants/Incentives:** \$1M AFFECT\* Grant
- **Savings:** ~\$132.8M estimated over performance period

## Energy Conservation Measures:

- Micro-grid serving 142 buildings (102 mission critical)
- 14 MW of distributed energy resources (DERs)
- 8 MW of battery storage
- LED lighting upgrades
- Refurbishment of existing water well and transmission lines
- Retrofit over 500 domestic plumbing fixtures

\* AFFECT = Assisting Federal Facilities with Energy Conservation Technologies grant



*Awarded in June 2022, the project is intended to improve resilience, address critical infrastructure needs, and decrease energy and water consumption.*

*Supports the utility's broader service area by supplying more available capacity to serve utility customers during critical peak load events.*

*For more information, see the [ESG press release](#).*

# Upcoming UESC Events

## Cutting Costs and Advancing Resilience: UESC Success Stories

Thursday, August 21st | 1:00-2:30 PM

- **Where:** Webinar
- **What:** VA and Army will discuss how recent UESCs are helping them meet federal energy priorities by enhancing resilience and reducing costs, including sharing best practices and lessons learned to replicate success across the federal government.
- **Registration:**  
<https://www.wbdg.org/course/femplw08212025a>

## Utility Open House with Pepco

Thursday, September 4<sup>th</sup> | 10:00 AM-12:30 PM

- **Where:** Hybrid (in-person and virtual) hosted at Pepco HQ in downtown D.C.
- **What:** Event co-hosted with FEMP to help federal customers learn about Pepco's UESC program and other incentives that support federal energy goals
- **Registration:**  
<https://www.wbdg.org/course/femplw09042025>

**Register Soon!**

*In-Person attendance is limited*



# Choosing a Performance Contracting Vehicle

**FEMP Summer CAMP** (Courses Aligned with Mission Priorities)



## Scott Wolf

FEMP Federal Project Executive  
Oak Ridge National Lab (ORNL)



## Kurmit Rockwell

Team Lead, Performance Contracting  
DOE/FEMP

# Pathways to Consider: ESPC and UESC

- Factors to consider when choosing a contracting option:
- Geographic scope – multi-site or single facility; locations of sites (dispersed or in same utility territory)
- Risk tolerance – savings guarantee vs performance assurance
- Serving Utility UESC program availability and strength
  - Not all utilities offer programs
  - Not all utilities have the same level of experience with performance contracts
- Simple ECMs vs complex
- Energy Sales Agreement ECMs - only possible via ESPC

# Determining Pathway: Example A

- **Site Info: 2 large campus locations, ~100 miles apart**
  - Mission critical tasks related to food safety
- **ECMs/Priorities under considerations:**
  - Site 1: address failing steam boiler, leaking distribution system, and gain resiliency
  - Site 2: replace failing rooftop PV units, onsite generation
- **Other Factors:**
  - Have had success with both ESPC and UESC
  - Interested in working with a utility
  - Would like to take advantage of available land to add PV, especially if the ESA is possible
  - Sites are served by different utilities

**The site would like to engage a utility.**

**Do you think that is a good idea or should they consider an ESPC ?**

# Determining Pathway: Example B

- **Site Info: Large DOD facility (20,000+ acres)**
  - 50+ buildings, ~20 million SF of conditioned space
  - Building types – residential, industrial, commercial
- **ECMs/Priorities under considerations:**
  - Objective to minimize energy/water consumption, minimize costs
  - Lighting conversion from T8 to LED, BAS upgrades, HVAC improvements, building envelope improvements, water conservation measures
  - Renewable energy opportunities, including ESAs
- **Other Factors:**
  - Limited appropriations available

**Which performance  
contract vehicle might best  
fit?**



# Determining Pathway: Example C

- **Site Info: Facility with light industrial-type activities, offices and dormitories**
  - 40 buildings with varying degrees of building condition, backlog of deferred maintenance
  - Overall spend of about \$12M on utilities (natural gas, electricity and water)
- **ECMs under consideration:**
  - Old steam system, outdated pneumatic controls - steam tunnels in terrible condition with many leaks  
Need a steam trap maintenance program because our guys can't keep up on the repairs
  - Boiler plant at the end of its useful life; some newer chillers that don't operate as efficiently as they could. Several cooling towers need to be replaced or rebuilt
  - T-8 lights are ready to be replaced with LEDs
  - Our backup fuel is fuel oil. Have small CHP, but studies indicate positive economics if expanded
- **Other Factors:**
  - Repair and modernization funds available to contribute
  - Thinking about applying for an AFFECT grant
  - Have done several performance contracts over the past 20 years, including UESCs



# Considerations for Choosing a Performance Contracting Vehicle

- Is the site integrating an AFPECT grant? Other possible funds to help the project cash-flow?
- Is the site interested in DER? Resiliency? Renewables? Other advanced technologies where the best ESCOs needs to be picked?



# Resources and Project Support

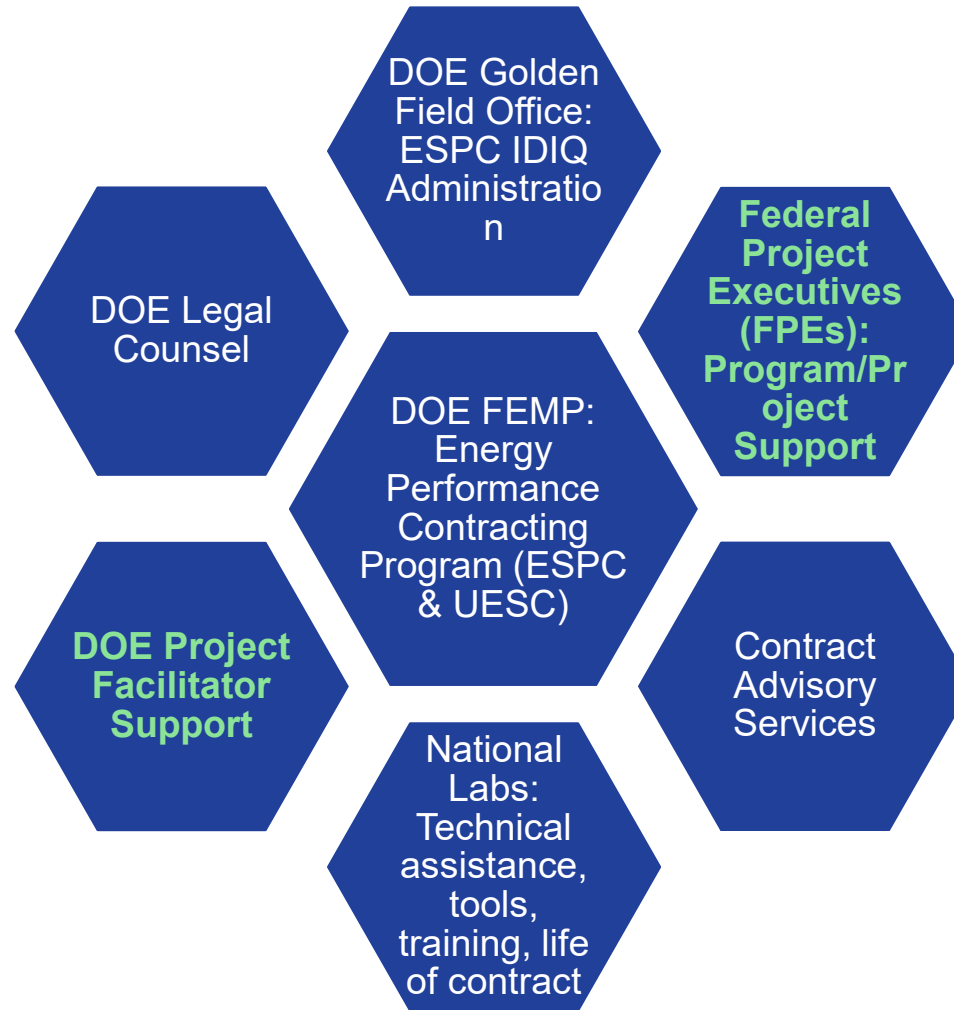
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# Scott Wolf

FEMP Federal Project Executive  
Oak Ridge National Lab (ORNL)

# FEMP Offers Support for Performance Contacts



# FEMP Project Support Services

- Help with all performance contracting: ESPC and UESCs
- Connect you with lab, subject matter experts, resources



## Western Region

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**Western Region**  
(Plus AK and HI)

**Midwest Region**

**Northeast Region**

**Southeast Region**

■ Scott Wolf  
■ Michael Mungal  
■ Brad Gustafson  
■ Bridgette Rodgers  
■ Brad Gustafson & Bridgette Rodgers

Click [here](#) for more  
information about how  
FPEs can help you.

# Questions?

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U.S. DEPARTMENT  
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**FEMP Summer Workshops**

# This Training Is Accredited

How to obtain your CEUs:

1. Log in to <https://edu.wbdg.org/> using your WBDG credentials
  - The assessment and evaluation will be made available to attendees at 8:00am ET on Monday, August 11<sup>th</sup>
  - The assessment and evaluation will close on September 22<sup>nd</sup>
2. In the list of trainings you attended, click on the Visit link by the course you wish to complete
  - If the course you're looking for is not listed, click on My Account in the top right menu
  - If you still can't find your course, contact the WBDG support team to check your eligibility
3. Complete the assessment with a score of 80% or above
4. Upon passing the assessment, click the Post-Evaluation Survey button
5. Complete and submit the evaluation
6. Click Download Your Certificate to generate your certificate of completion, which can be downloaded for your records

Questions or issues? Contact WBDG Support at [wbdg@nibs.org](mailto:wbdg@nibs.org).



## What's an IACET CEU?

A continuing education unit (CEU) from the International Association for Continuing Education and Training (IACET) equals 10 hours of learning in an approved program for licensed or certified professionals.

# Thank You

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**FEMP Summer CAMP** (Courses Aligned with Mission Priorities)



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