

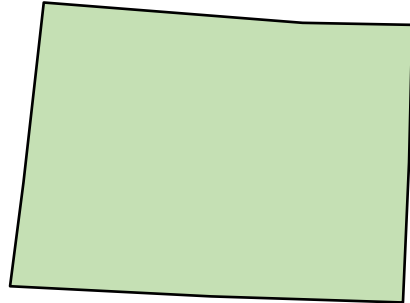
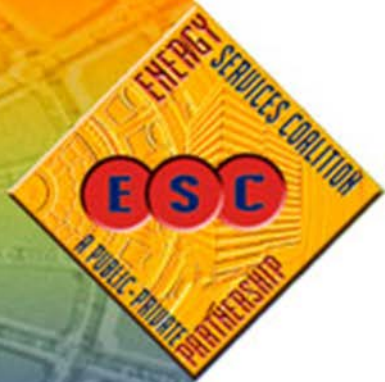


Building the ESPC Infrastructure

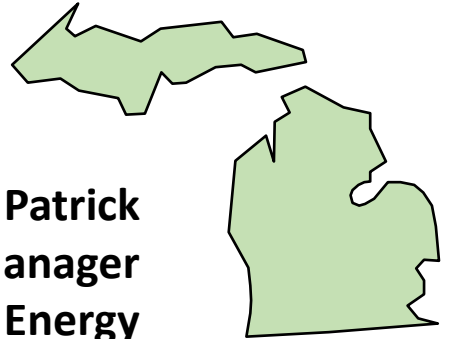
Jan Patrick (MI), Jeanna Paluzzi (CO), Dale Hahs (Energy Services Coalition)

May 11, 2016

Moderator: Alice Dasek, US DOE



Jeanna M. Paluzzi
Energy Performance
Contracting Program Manager
Colorado Energy Office



Jan Patrick
Manager
Michigan Agency for Energy



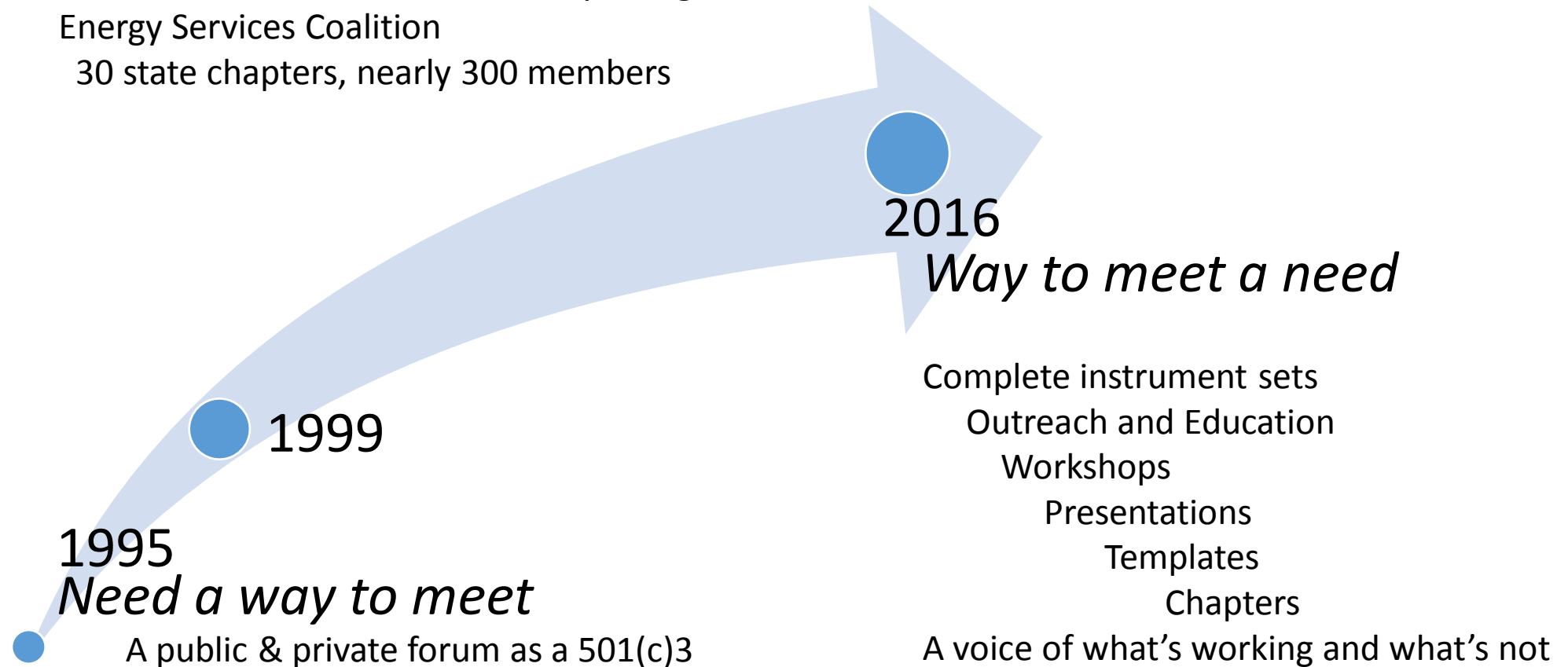
Dale L. Hahs
State Technical Liaison Team Manager
Energy Services Coalition

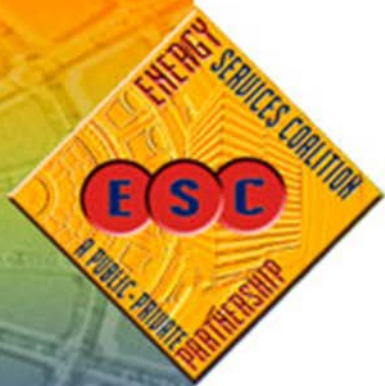
Through the collaborative efforts and diverse knowledge of its public and private members, the Energy Services Coalition aims to make guaranteed energy savings performance contracting one of the primary means of increasing energy efficiency, reducing energy consumption, and improving air quality in all types of facilities in every market segment.

The Energy Services Coalition



A Beehive beginning
Western Regional Coalition
Utah, Colorado, North Dakota, Wyoming, Montana
Energy Services Coalition
30 state chapters, nearly 300 members





GESPC

Guaranteed Energy Savings
Performance Contracting

- ✓ Infrastructure Modernization
- ✓ Environmental Stewardship
- ✓ Economic Development

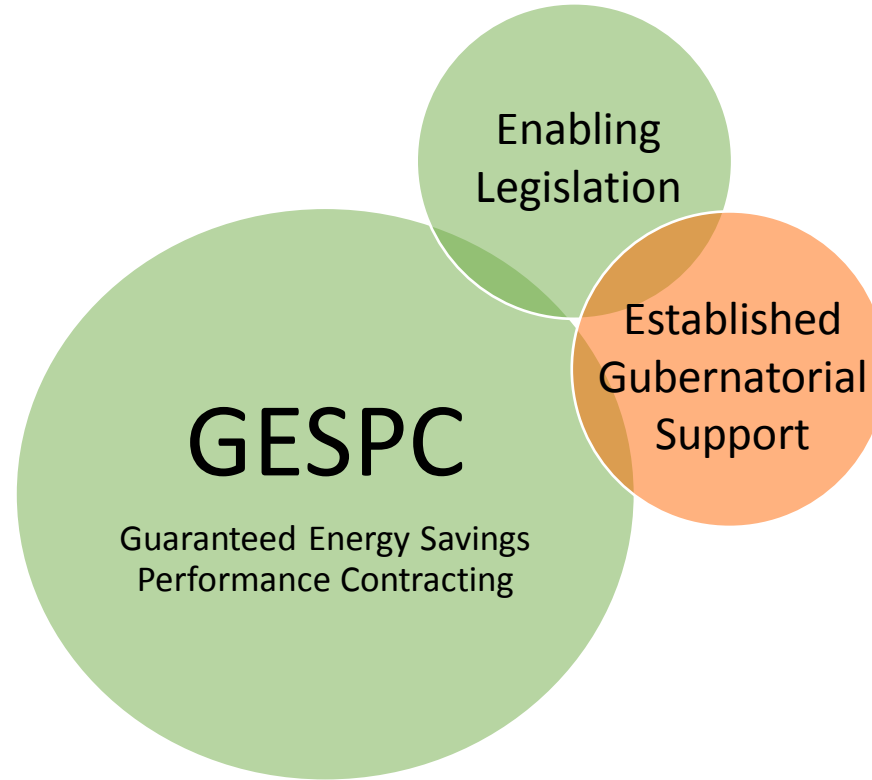
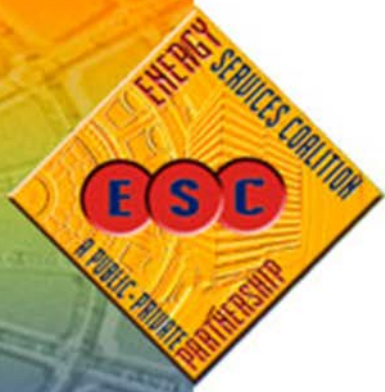


Enabling
Legislation

GESPC

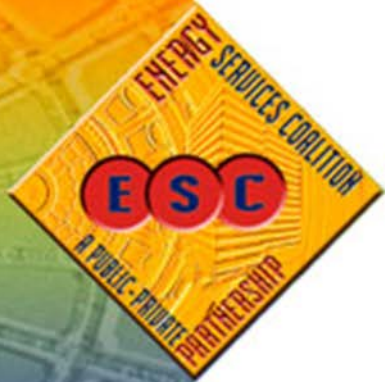
Guaranteed Energy Savings
Performance Contracting

- ✓ Definitions
- ✓ Authorization
- ✓ Lead Agency
- ✓ Selection of Qualified Energy Services Providers
- ✓ Investment Grade Audit and Contract Execution
- ✓ Installment Payment and Lease-Purchase Agreements
- ✓ Payment Schedule and Savings
- ✓ Term of Contracts
- ✓ Allocation of Obligations
- ✓ Use of Money/Reconciliation
- ✓ Monitoring and Reports
- ✓ Contingency Provisions
- ✓ Use of Savings from Performance Contracts
- ✓ Repeal of Prior Conflicting Statutes
- ✓ Balance of Capital Contributions vs. Savings



- ✓ Leadership
- ✓ Agency Directives
- ✓ Executive Orders
- ✓ GESPC First

Colorado's **bipartisan** support since program inception



Roy R. Romer
39th Governor
1987 – 1999

State
Rep House
Rep Senate

US Senators
3 Democrats
3 Republicans



William F. Owens
40th Governor
1999-2007

State
Rep Dem House
Rep Dem Senate

US Senators
1 Democrat
1 Republican



Bill Ritter
41th Governor
2007-2011

State
Dem House
Dem Senate

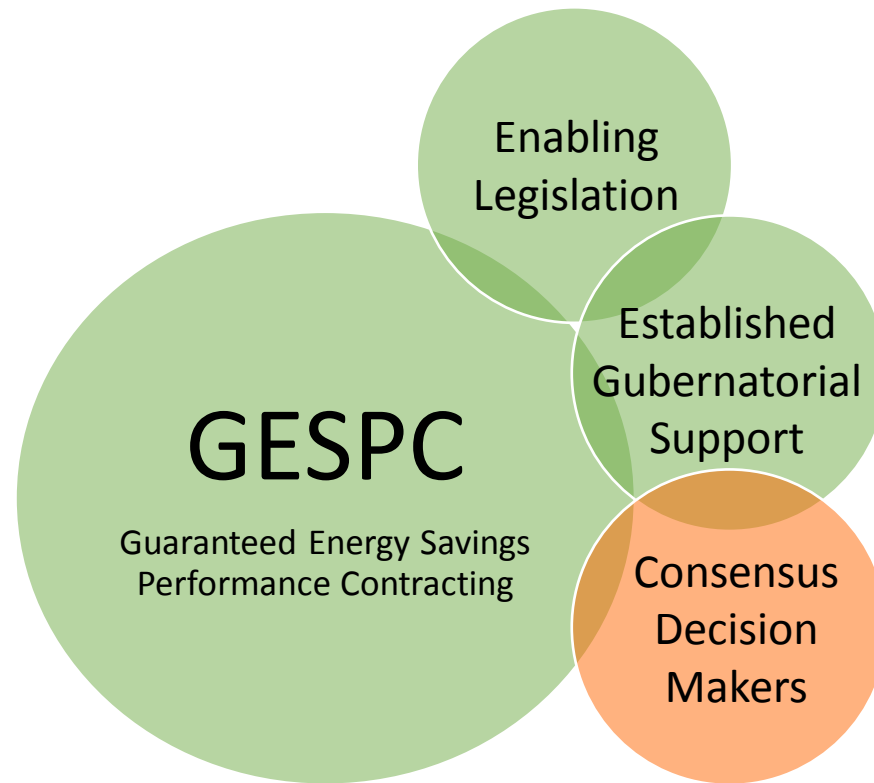
US Senators
2 Democrats
1 Republican



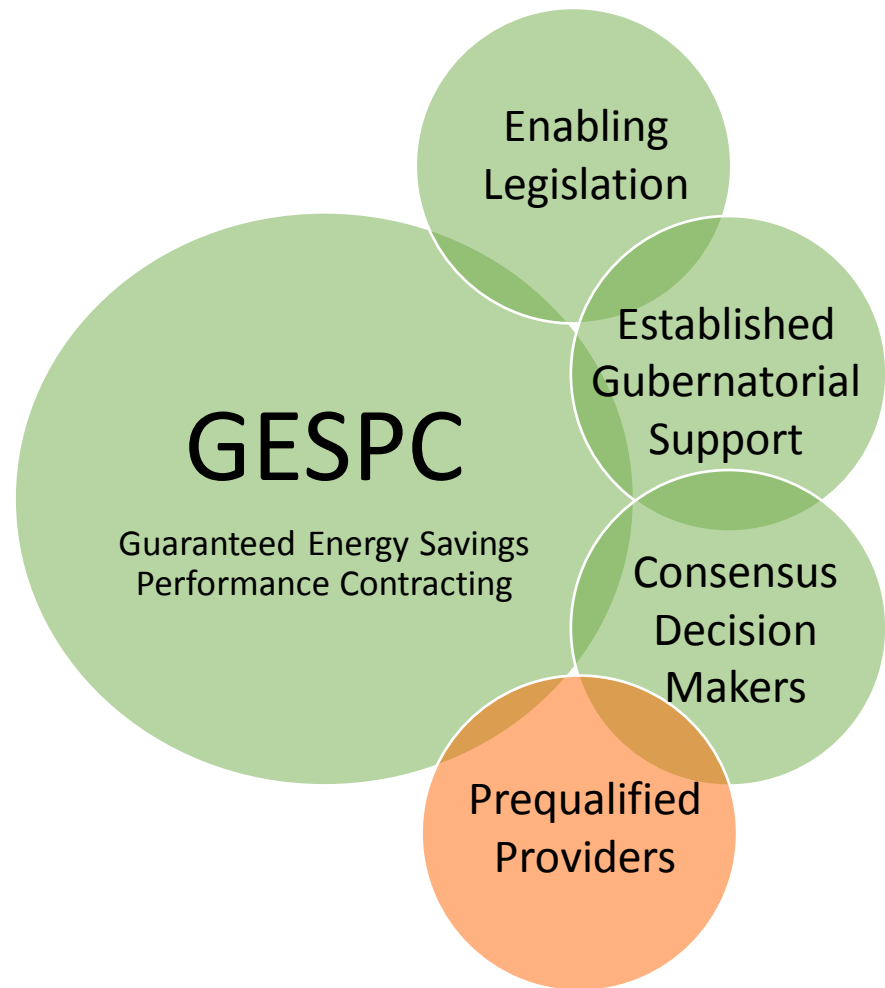
John Hickenlooper
42th Governor
2011- 2019

State
Rep Dem House
Dem Senate

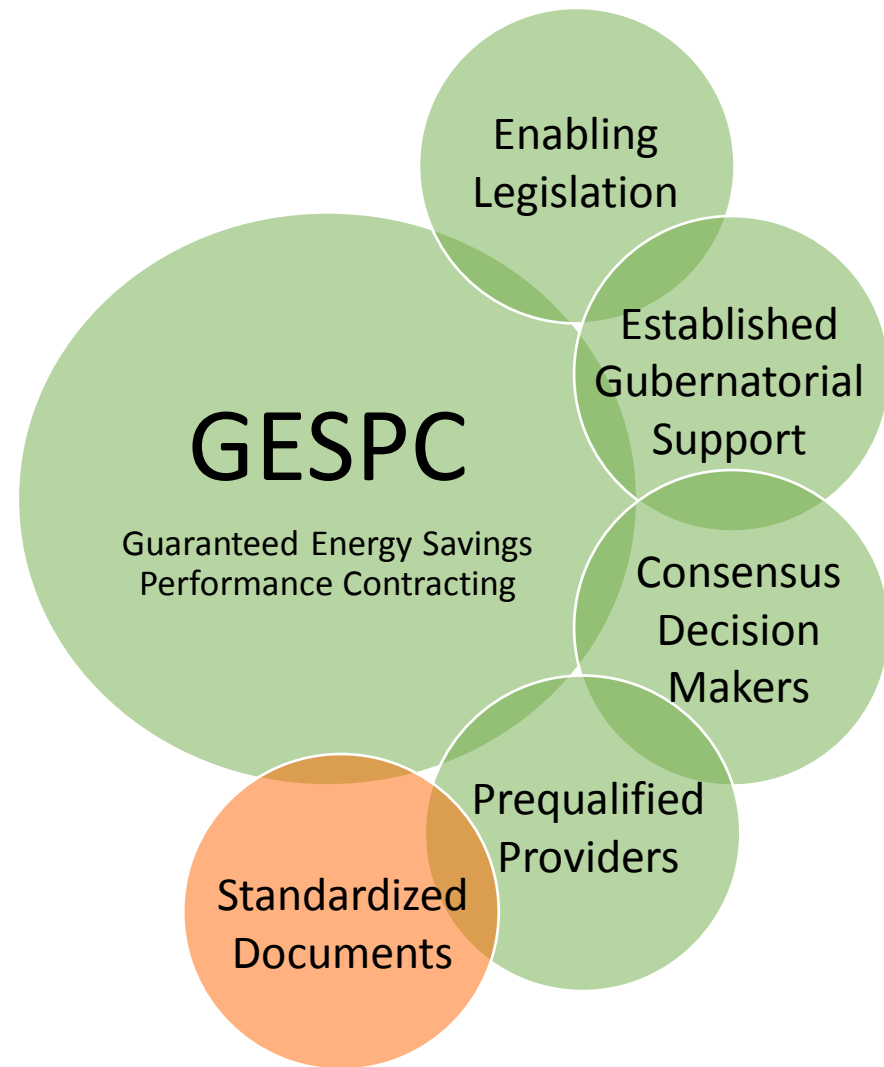
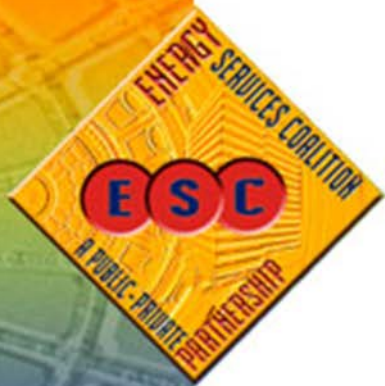
US Senators
2 Democrats
1 Republican



- ✓ Legal
- ✓ Procurement
- ✓ Finance and Budgeting
- ✓ Landlord Agency



- ✓ Experience
- ✓ Expertise
- ✓ Financial wherewithal to support guarantees
- ✓ Managed information distribution
- ✓ Program commitment



✓ Procurement Agreements

- ✓ RFQ for Providers
- ✓ RFQ for Projects
- ✓ Selection Guides
- ✓ Interview Concepts and Questions

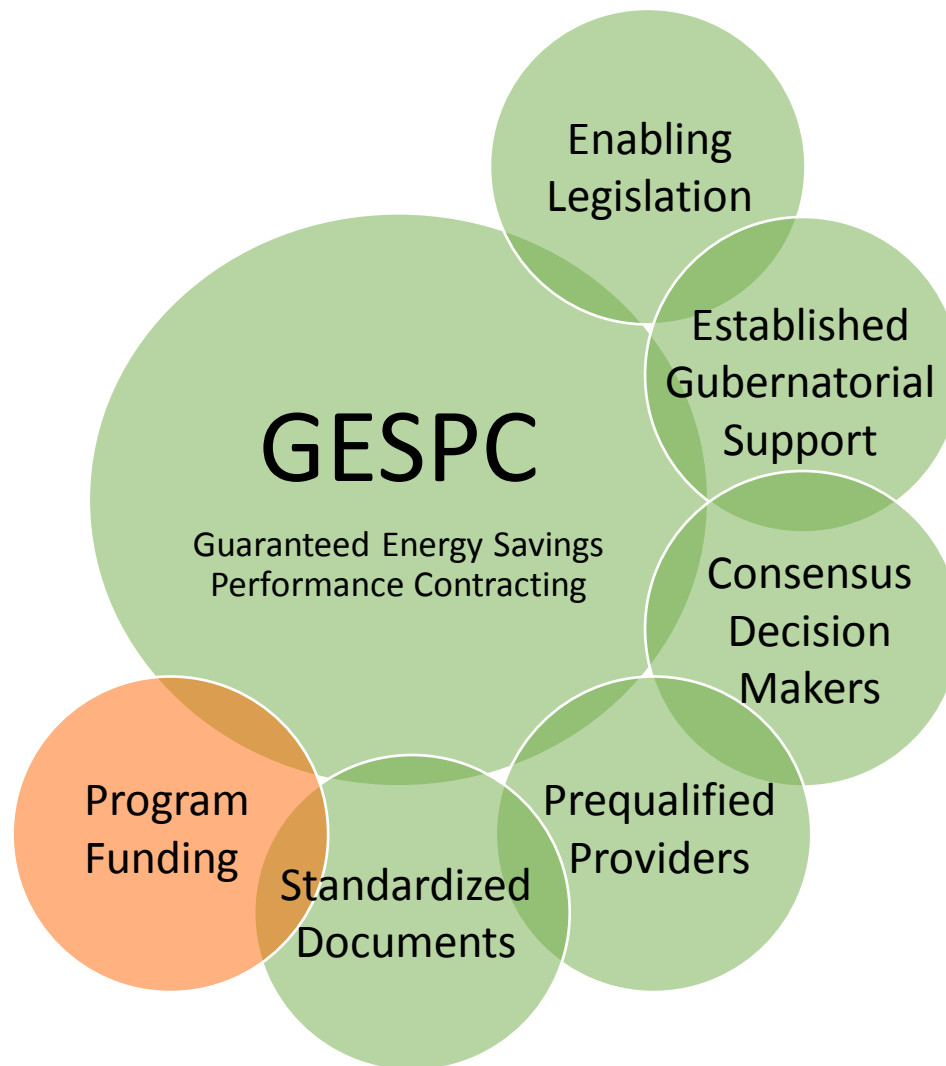
✓ Legal Instruments

- ✓ Vetted to abide by state statute and practices
- ✓ Resolves terms and conditions completely
- ✓ Schedules for completeness

✓ Guidance

Documents

✓ Reporting Templates



✓ Stable funding from the state

✓ Self-funding support from projects

full-term support

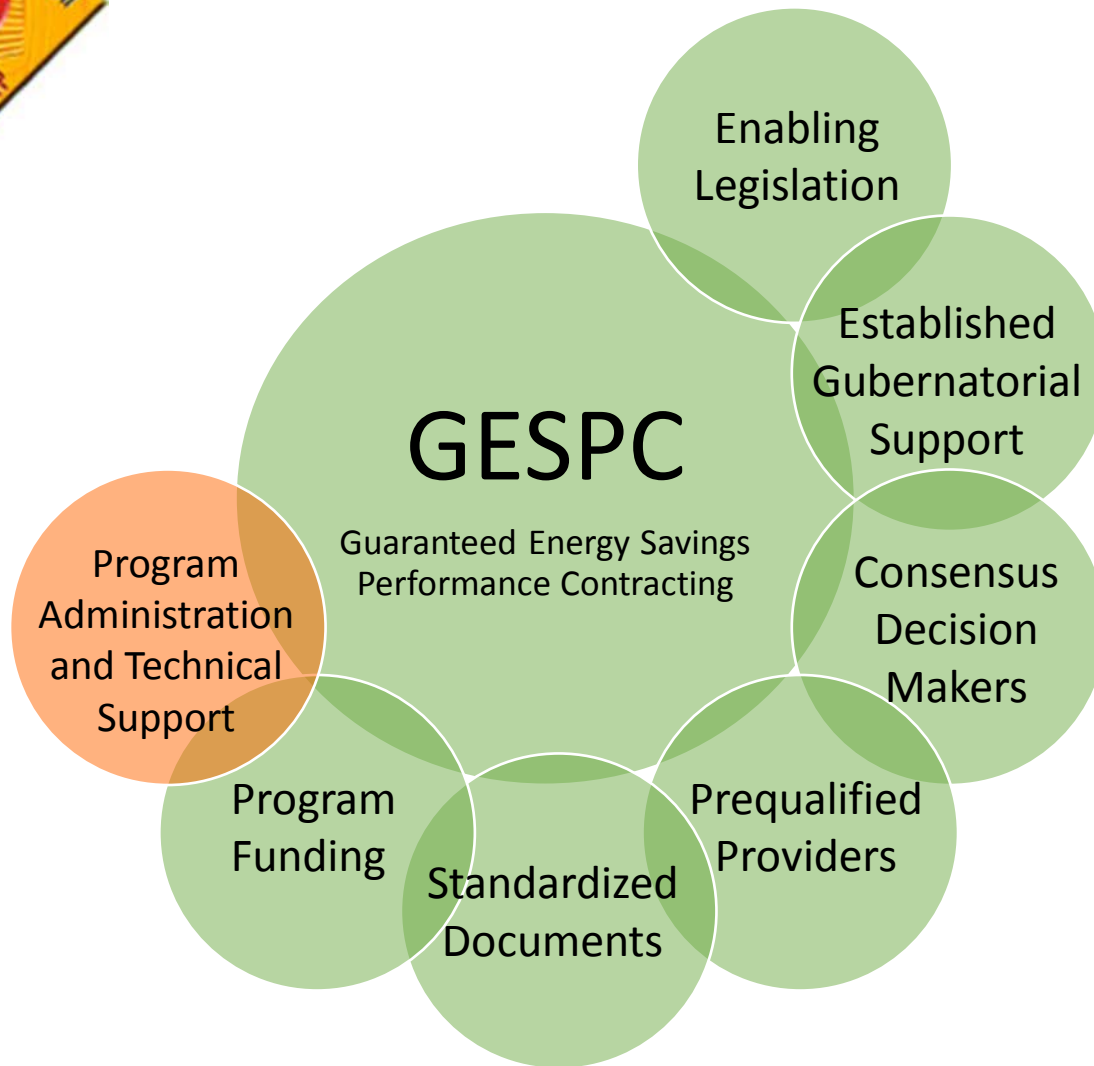
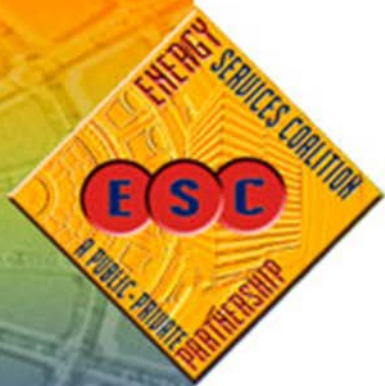
Solicitation

IGA Development

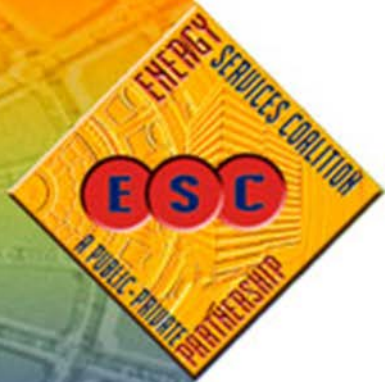
Construction

Measurement and

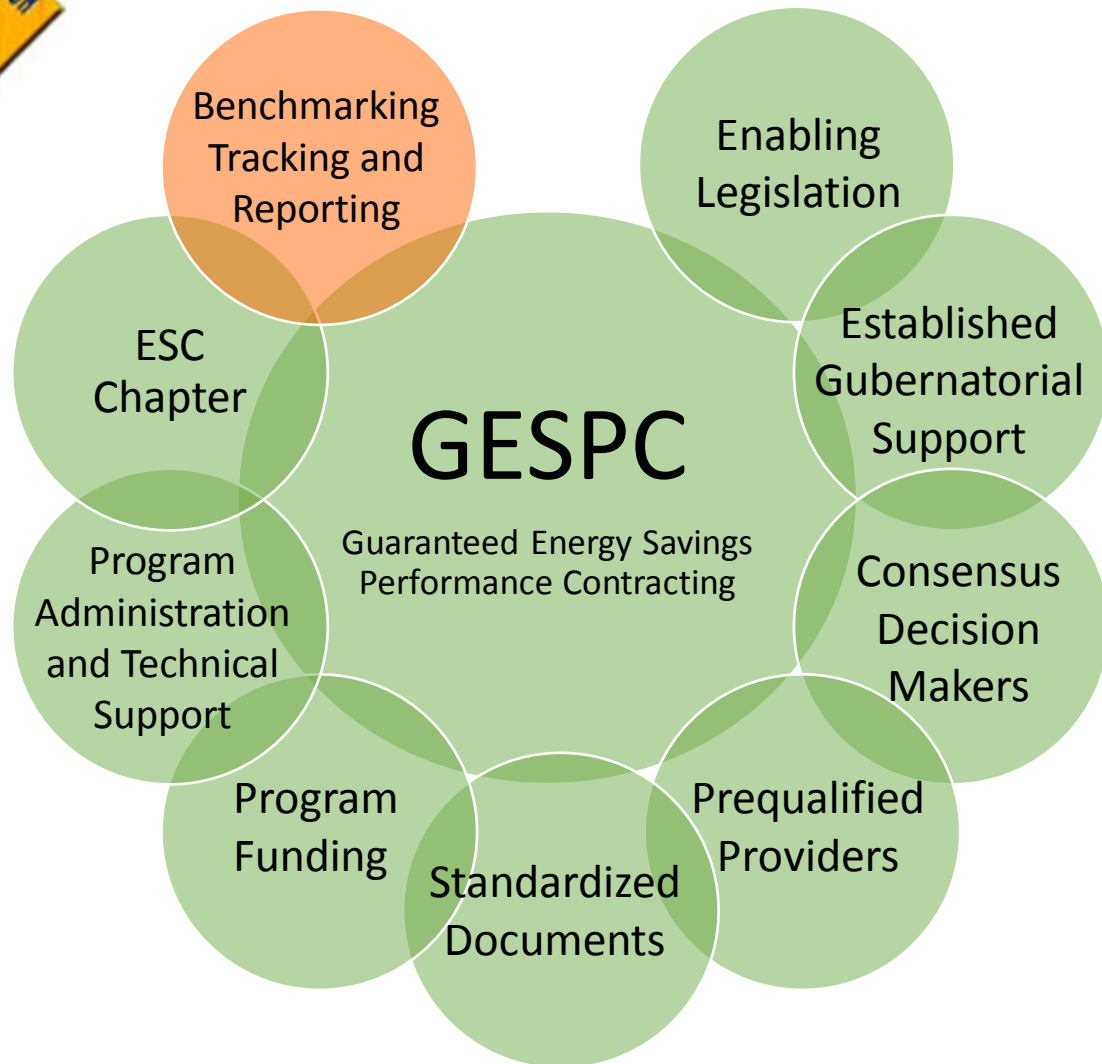
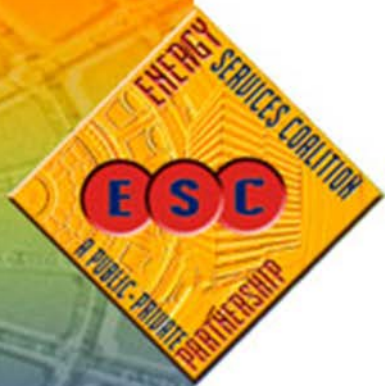
Verification (M&V)



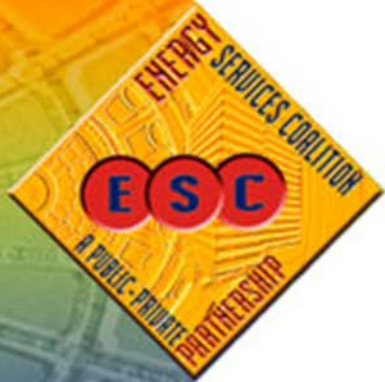
- ✓ Program Oversight
- ✓ Interagency Coordination
- ✓ Project Oversight
- ✓ Technical Ally
 - Reasonability
 - Risk Mitigation
 - Rigor



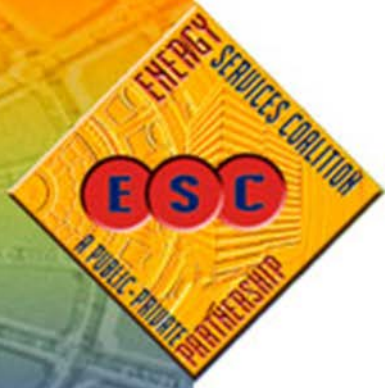
- ✓ Public-Private Stakeholder Group
- ✓ Forum for Open Exchange
- ✓ Outreach and Education



- ✓ Charting Opportunity
- ✓ Mapping Success
- ✓ Demonstrating Program Effectiveness
- ✓ Validating Model
- ✓ Illustrating Persistence

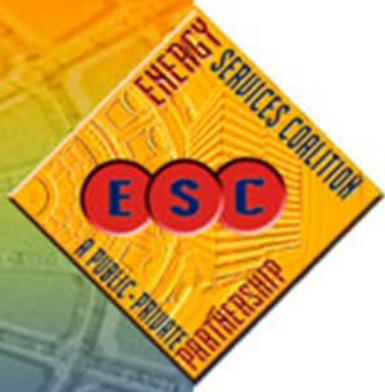


- ✓ Rewards Stewardship
- ✓ Program Endorsement
- ✓ Top of Mind
- ✓ Reinforces Leadership
- ✓ Encourages Uptake



Building on Success Recognition

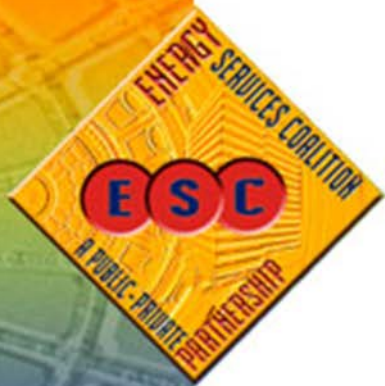
Energy Services Coalition - Michigan Chapter's Annual Awards



✓ Event Design & Structure

✓ Purpose/Goals

- ✓ Build Member Value
- ✓ Showcase Project Success
- ✓ Sustain Governor's Support
- ✓ Involve Consensus Makers
- ✓ Expand Outreach & Education



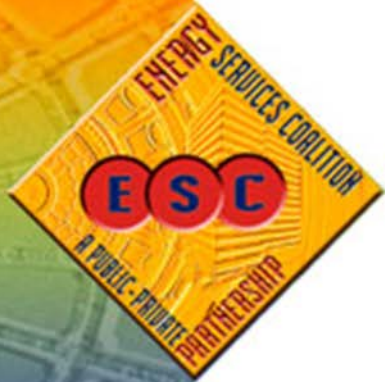
Success
Recognition

GESPC

Guaranteed Energy Savings
Performance Contracting

✓ Awards Event Results

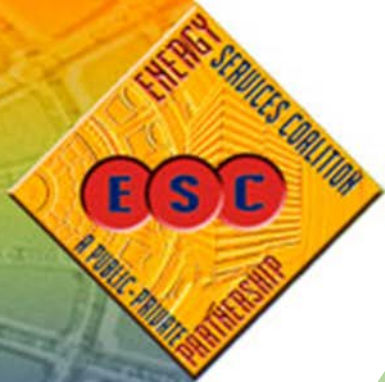
- ✓ Chapter Members/Customers interest and participation up.
- ✓ 5 new GESPC projects annually highlighted statewide.
- ✓ Governor's Office support continues to evolve.
- ✓ More engaged with public member associations on ESC.
- ✓ 30+ Michigan case studies and videos created and in use.



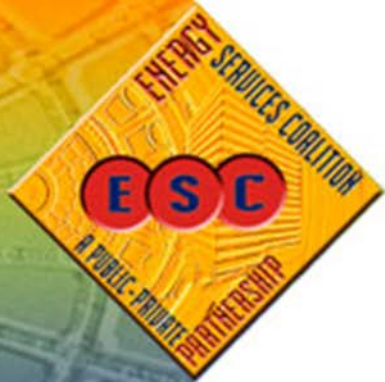
2015 ESC - MI Chapter Awards Event -Virtual Panel – Scott Adkins, City Manager, City of Roseville, MI



2015 Energy Services Coalition - Michigan Chapter Awards Event - Highlights



The Attributes of Successful Programs



Questions?

or

How Do I Find Out More About . . .



Thank you!