



MICHIGAN DEPARTMENT OF
ENVIRONMENT, GREAT LAKES, AND ENERGY



GRAHAM
SUSTAINABILITY INSTITUTE
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CLEAN ENERGY & ENERGY MANAGEMENT WEBINAR SERIES

Financing Efficiency Improvements using Energy Savings Performance Contracts

Have a question?

Use the “Questions”
function to pose questions
throughout the webinar



A screenshot of a webinar interface. The top part shows the 'Audio' settings panel with options for 'Computer audio' (selected) and 'Phone call'. Below this, it indicates the audio is 'MUTED' and shows the selected microphone as 'Transmit (2- Plantronics Savi 7xx)'. A volume level indicator is visible. The bottom part of the screenshot shows the 'Questions' section, which includes a text input field with the placeholder text '[Enter a question for staff]' and a 'Send' button. At the very bottom, there is a 'Webinar Now' section displaying the 'Webinar ID: 200-167-467' and the 'GoToWebinar' logo.

Today's Speakers

- **Jake Wilkinson** - EGLE Engineer
- **Ted Dearing** - Battle Creek Assistant City Manager
- **Wendy Goodreau** - Baraga County Clerk



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Energy Savings Performance Contracting

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Recommended Energy Management Path

Energy management is the process of tracking the energy you use, finding opportunities to reduce the amount of energy needed, take action on those opportunities, and keep monitoring your energy.



Energy Services Coalition – Michigan Chapter

- Membership is Energy Service Companies and other related companies
- Goal of promoting ESPC as viable option for building upgrades in Michigan.
- 2-3 education sessions per year for members
- Annual Awards event to recognize exceptional projects completed in Michigan
- <https://mi.energyservicescoalition.org/>

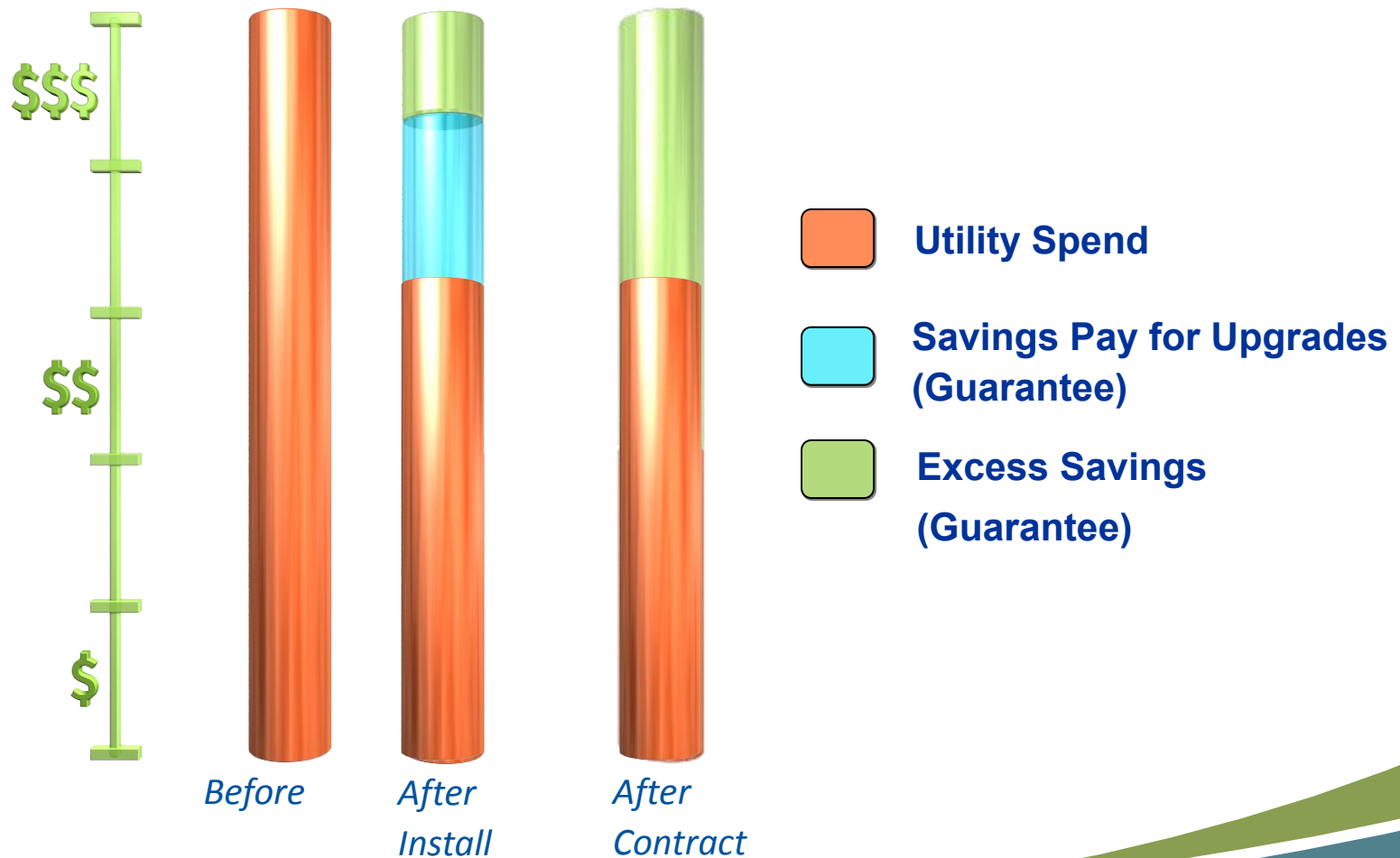
What is Energy Savings Performance Contracting

- Energy Savings Performance Contracting (ESPC) is a budget-neutral approach to make building improvements that reduce energy and water use and increase operational efficiency
- By partnering with an energy service company (ESCO), a facility owner can use an ESPC to pay for facility upgrades with future energy savings—without tapping into capital budgets.

Financing Options

- Energy Services Company can finance the project
- Bonds
- Bank Loans
- Grants and Incentives

How does the Money Flow?



Why Use Energy Performance Contracting?

- Speed of the process from beginning to post construction
- Single point accountability before, during, and after the construction period
- Quality Assurance – Performance and savings are guaranteed
- Budget neutral financing option

Benefits

- Contractually guaranteed measured savings
- Integrated project analysis, design, and construction
- Long term monitoring of savings and performance
- Services and materials based upon quality and life cycle value, rather than lowest first cost
- Elimination of Deferred Maintenance lists and Avoids emergency replacement of failing or near end-of-life equipment and systems

Eligible Measures for GESPC

- All measures that pay for themselves
- Operational savings
- Future cost avoidance
- Water savings
- Renewables
- Behavioral Training
- Buy down

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