



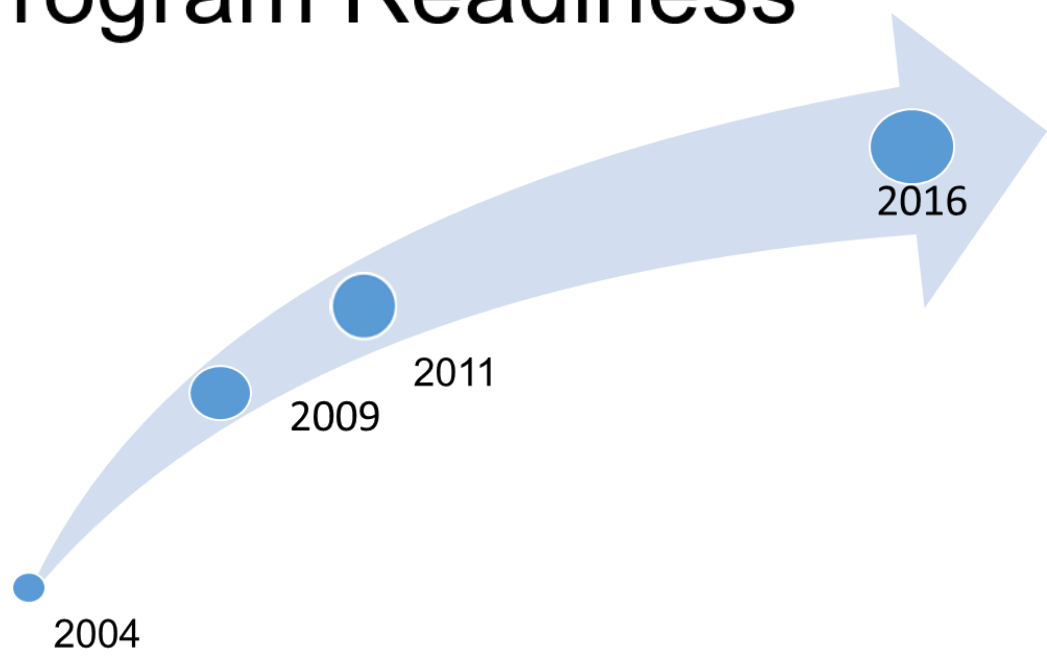
The Needs Assessment Analysis and Using ESC Resources

*Energy Services Coalition
Market Transformation Conference
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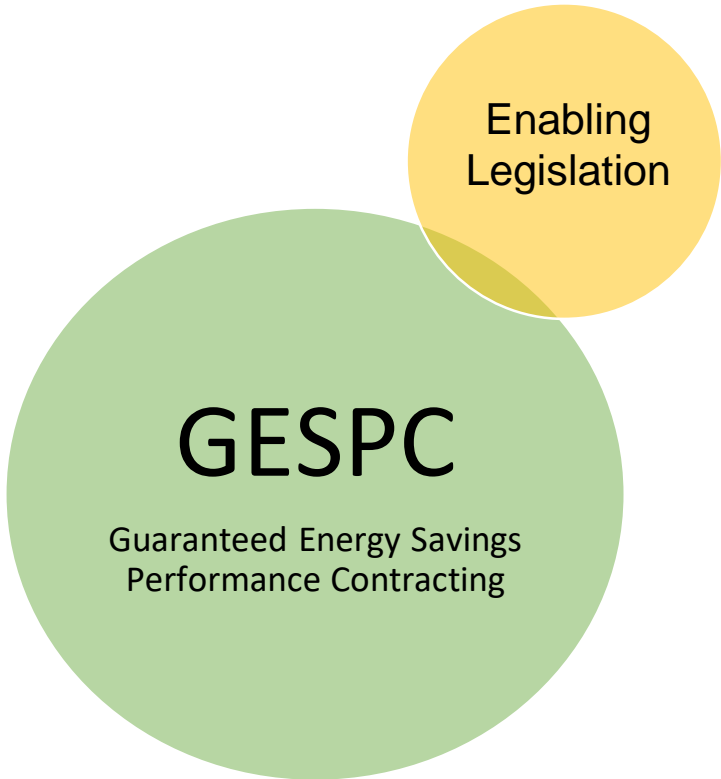
Key Attributes for GESPC Program Readiness



Energy Stewardship Champions -- Adoption of ESC Key Attributes

ESC	Leg.	Strong Gov. Support	Consensus Finance	Consensus Legal	Consensus Procure	Pgr. Adm.	Standard Contracts	App'd ESCOs	ESC Chpt	Funding	Awards	Benchmark	\$\$ Inv't
2016***	X	X	X	X	X	X	X	X	X	X	-	X	
2011**	X	X	X	X	X	X	X	X	X	X			
2009*	X	X	X	X	X	X	X	X	X	X			

* The 2009 information was obtained through one-on-one discussions with ESC members active in the state.
 ** The 2011 information was obtained as part of a survey of state energy offices on their GESPC program design.
 *** The 2016 information was obtained through a Needs Assessment administered by the ESC.



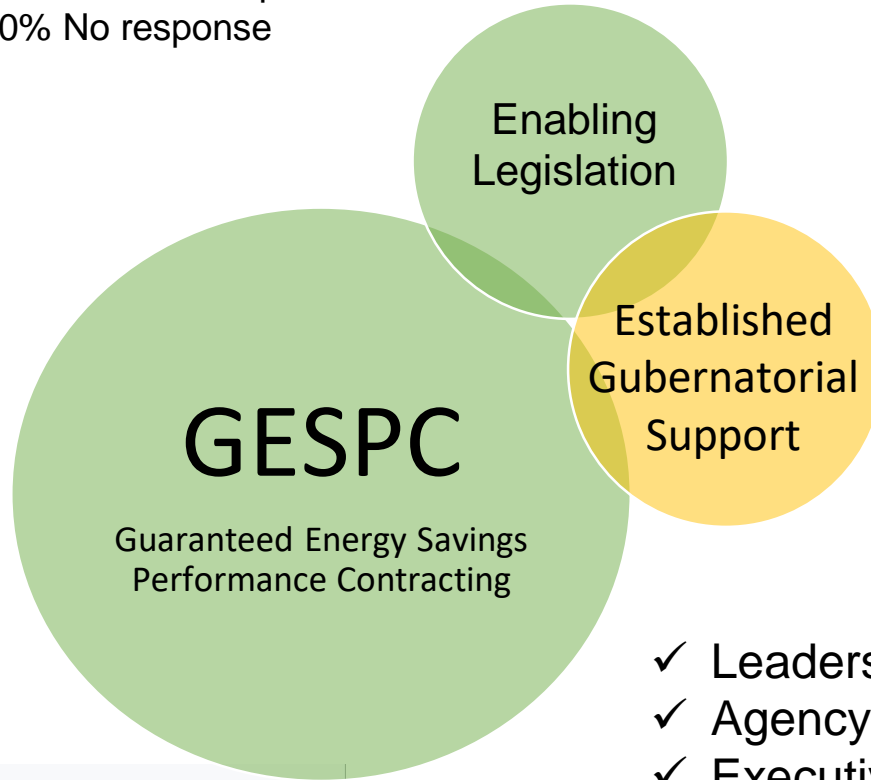
- ✓ Definitions
- ✓ Authorization
- ✓ Lead Agency
- ✓ Selection of Qualified Energy Services Providers
- ✓ Investment Grade Audit and Contract Execution
- ✓ Installment Payment and Lease-Purchase Agreements.
- ✓ Payment Schedule and Savings.
- ✓ Term of Contracts.
- ✓ Allocation of Obligations
- ✓ Use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

- All respondents have legislation.
- 57% cover schools
 - 57% cover local govt.
 - 47% cover universities
 - 43% one statute covers all markets

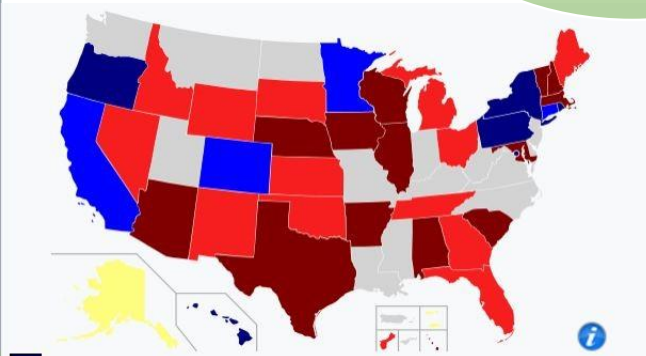


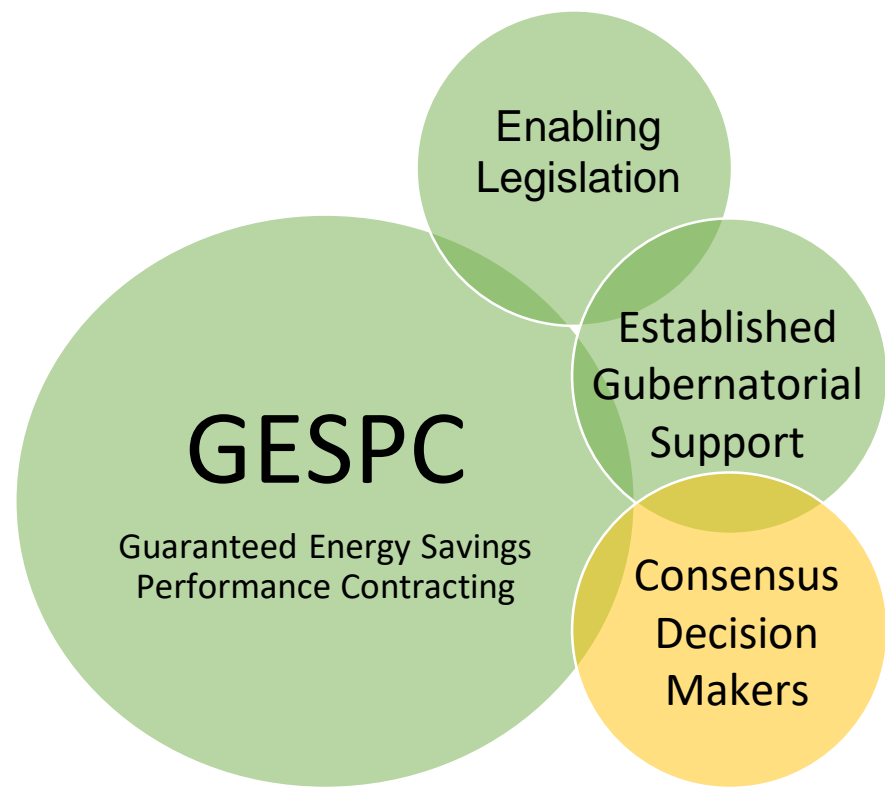
Gubernatorial Support

- 37% Knows benefits
- 7% Attend dedication
- 17% Issued press release
- 10% Receives reports
- 30% No response



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



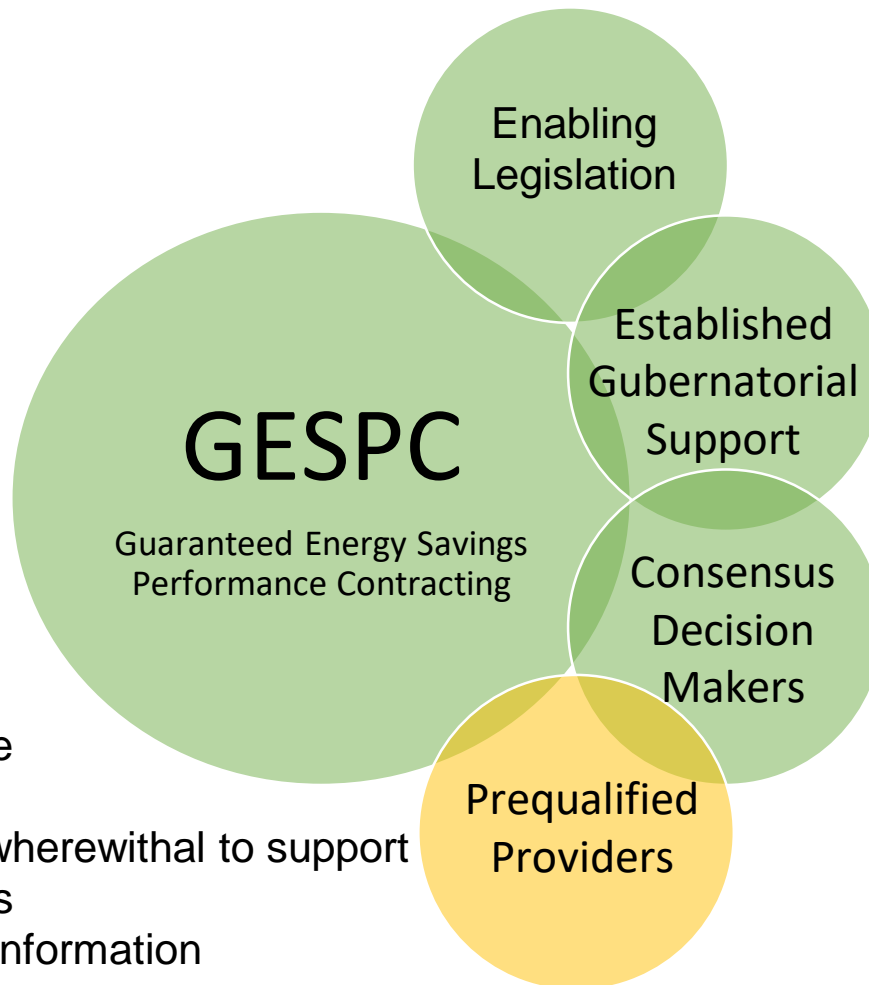


- ✓ Legal
- ✓ Procurement
- ✓ Finance and Budgeting
- ✓ Landlord Agency



90% of Champion States have prequalified providers

Only 39% of the Tier 2 States do

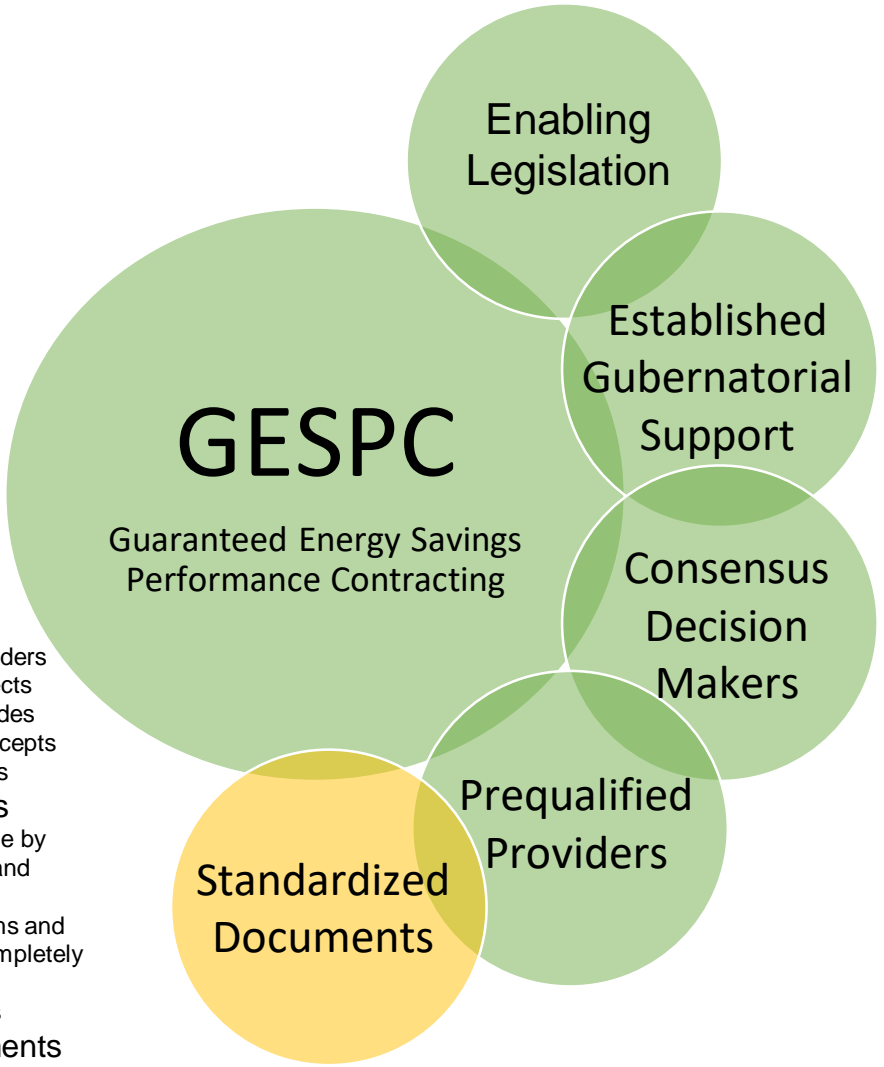


- ✓ Experience
- ✓ Expertise
- ✓ Financial wherewithal to support guarantees
- ✓ Managed information distribution
- ✓ Program commitment

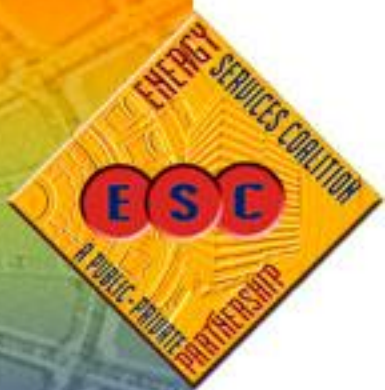


100% Champion States have one or more standardized document

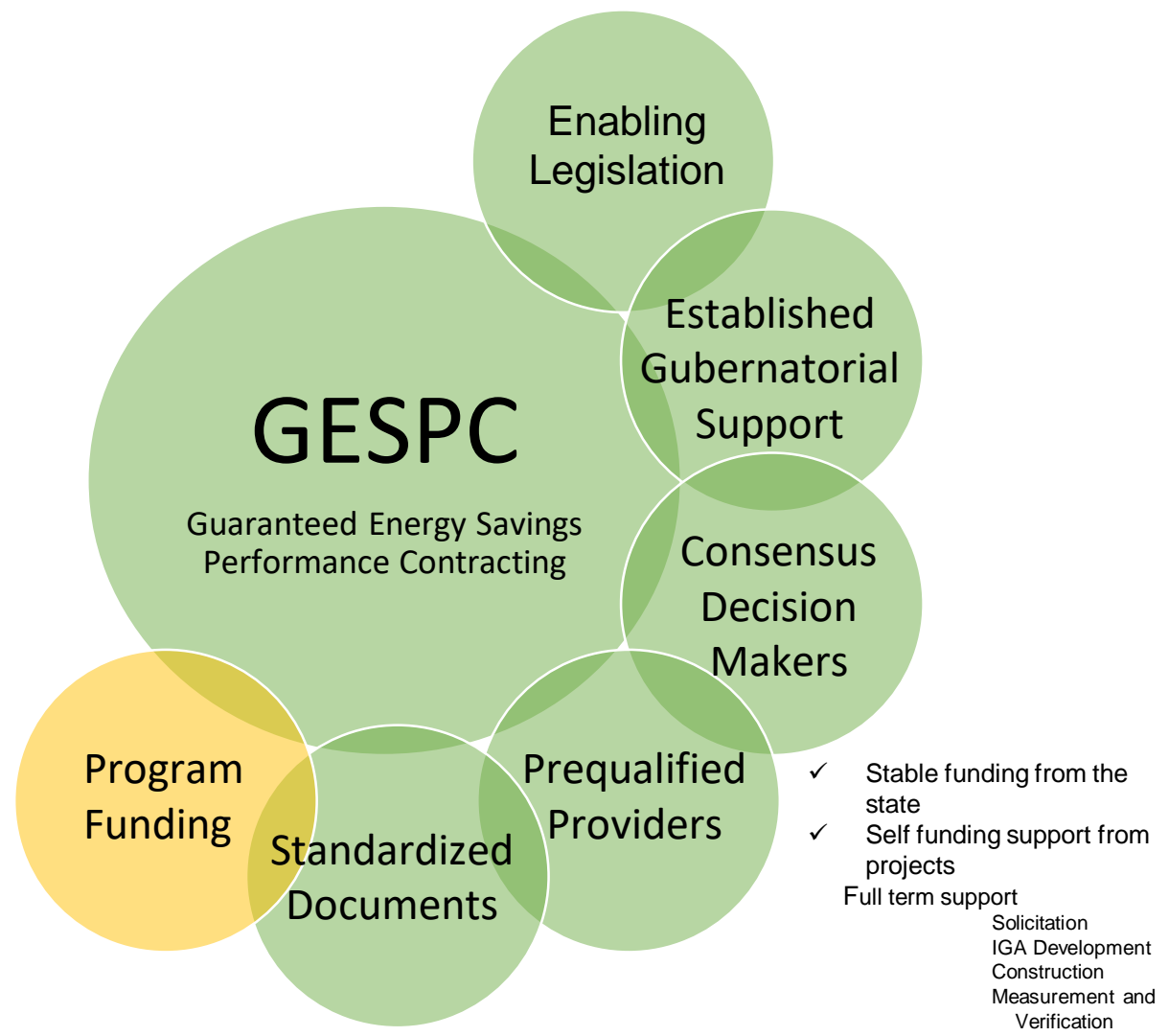
74% of Tier 2



- ✓ 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



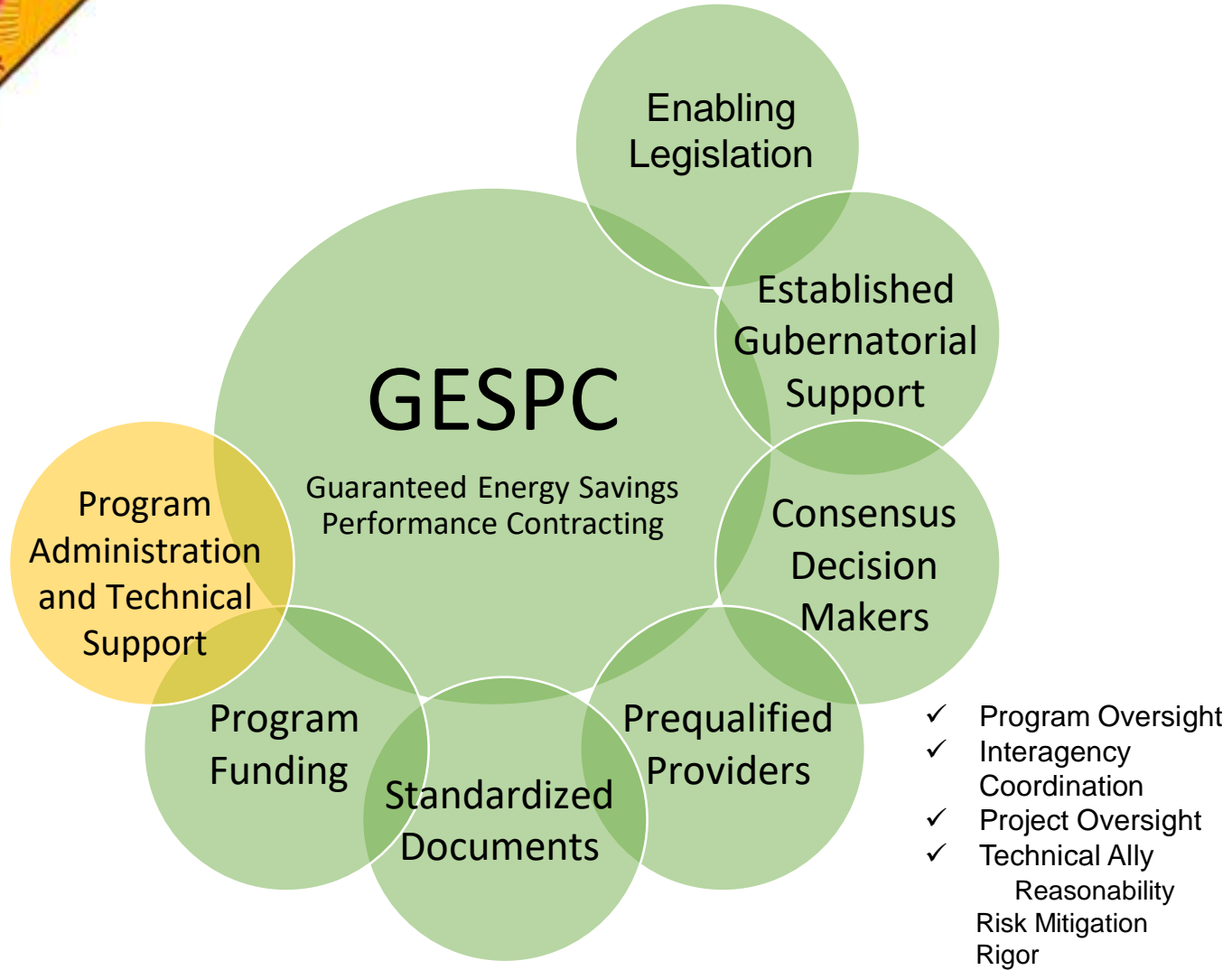
- 32% of states responding have adequate and continuous program funding
- 47% report sporadic program funding
- 20% have a self-funding mechanism



100% of Champion States have oversight

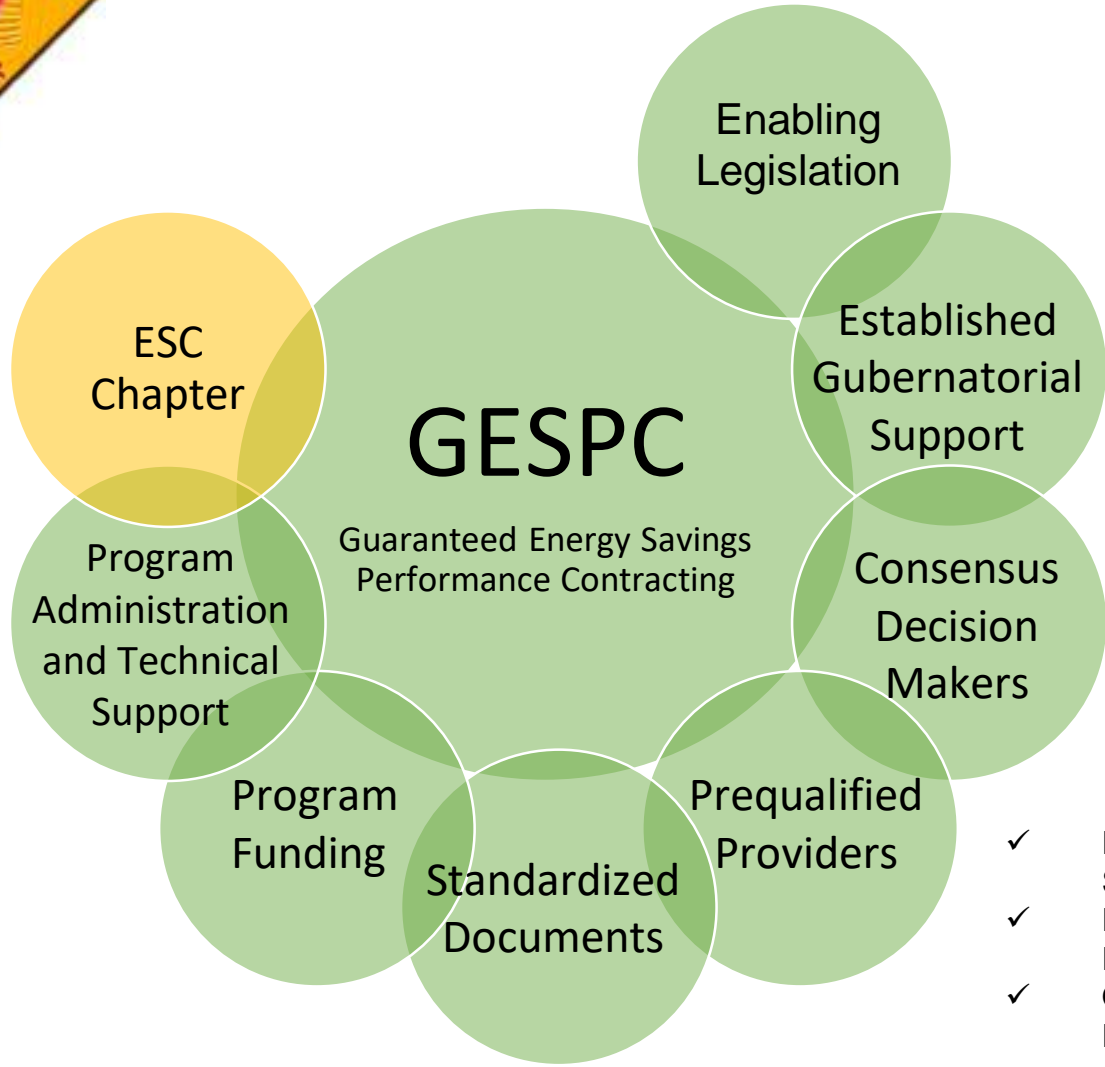
Program Administrator Training

- 50% of the Champion States are CEM trained
- 10% of the Champion States ESC trained





70% of the Energy
Stewardship Champion
States have ESC Chapters



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

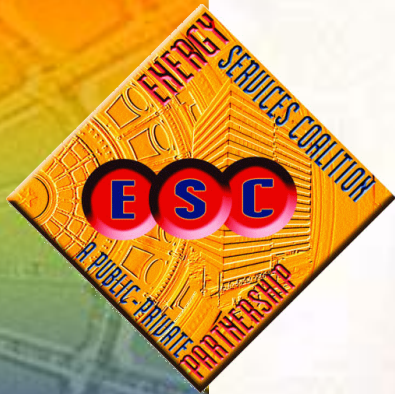
Of the Champion States,
50% benchmark and 70%
track data

80% of Champion States
require M & V Reports



- 4 recognize savings over guarantee
- 2 recognize completion of construction
- 4 recognize project announcement
- 4 link recognition to federal program
- 2 have public events





An Aha or 3!



The more Key Attributes a state has achieved the more prepared a state is for success; added with time these attributes have been in place, the higher reported amounts of project implementation (measured in dollars).

Many of the people who are supporting GESPC today, were not in place prior to programs being created and therefore have little contrast of how tools and processes have helped or hindered project development.

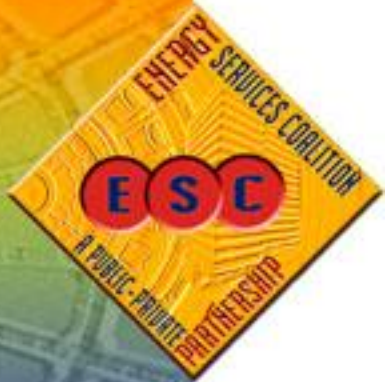
The rigor of tracking the receipt of project success as reported in annual measurement and verification reports has fallen off over time. Some programs report that they have succumbed to ignoring the requirement altogether even though it remains a legislative requirement and perhaps an obvious component of supporting a guarantee of savings achieved.

Or 4 or 5!



There is a significant disconnect between State Programs and local units of government with influencing success and tracking achievement.

Tools and resources can be put in place – but people make the difference. We recognize that the Energy Stewardship Champion states all have well known and respected program administrators with the background skills and experience to assist project participants in achieving the highest value while supporting a fair and equitable working business model for the providers.



Questions?

or

How Do I Find Out More About . . .

Thank you!



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