

Washington State's Self-funded ESPC Program

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Washington State Department of
Enterprise Services

Washington ESPC Program

- 12 Engineers/Project Managers
- 2 Management Analysts
- 1 Program Manager
- Headquarters in Olympia, WA
- Regional Office in Spokane, WA
- The self-funded program recovers all costs including salaries & benefits, training, travel, and agency overheads.



Legislative Authority

RCW 39.35C.020(2)

- The state department of enterprise services shall assist state agencies and school districts in identifying, evaluating and implementing cost-effective conservation projects at their facilities. The assistance shall include providing technical support, including procurement of performance-based contracting services.



Legislative Authority

RCW 39.35C.020(5)

- The department shall recover any costs and expenses associated with providing assistance pursuant to this section, including reimbursement from third parties participating in conservation projects.



Fee Schedule

- The program fee schedule is included in the written Interagency Agreement (IAA) established with each public-sector client before we provide ESPC program services.
- Services provided include biennial ESCO qualification, client project identification and development, contract execution, construction oversight, invoice review, project closeout, and measurement and verification.



Fee Schedule

- Project fees are based on ESPC total project cost
- Larger projects = lower overall fee percentage.
- Fees were established based on the number of hours spent by the project manager on a “typical project”.
- An average project at \$1.5 million total cost would generate a DES fee of \$49,500.



Total Project Value	Project Management Fee
\$5,000,001 to \$6,000,000	\$66,000
\$4,000,001 to \$5,000,000	\$65,000
\$3,000,001 to \$4,000,000	\$64,000
\$2,000,001 to \$3,000,000	\$60,000
\$1,500,001 to \$2,000,000	\$56,000
\$1,000,001 to \$1,500,000	\$49,500
\$900,001 to \$1,000,000	\$42,000
\$800,001 to \$900,000	\$39,600
\$700,001 to \$800,000	\$36,800
\$600,001 to \$700,000	\$35,000
\$500,001 to \$600,000	\$32,400
\$400,001 to \$500,000	\$29,000
\$300,001 to \$400,000	\$24,800
\$200,001 to \$300,000	\$19,800
\$100,001 to \$200,000	\$13,800
\$50,001 to \$100,000	\$7,500
\$20,000 to \$50,000	\$4,000



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