

# PERFORMANCE CONTRACTING

## ENERGY. INTEGRITY.

Entegrity is a sustainability and energy services company specializing in the implementation of energy conservation and renewable energy projects. Entegrity is uniquely qualified to deliver innovative and sustainable solutions to Optimize Building Performance.

### AGING EQUIPMENT AND HIGH UTILITY COSTS?

Are you facing outdated equipment, increasing maintenance and energy costs, and limited budgets? Energy Savings Performance Contracting (ESPC) is a tool for paying for upgrades through the savings stream over time.

Energy Savings Performance Contracting (ESPC) is a legislated financing tool that allows public entities to use guaranteed energy and operational savings as revenue. The ESPC approach allows schools, universities, and state/local governments to fund comprehensive facility improvements on a revenue-neutral basis, simply by re-directing existing and operational waste in their budgets. With an annual growth of over 13%, the ESPC concept has emerged as a preferred alternative to design-bid-build procurement, with over \$7 billion invested by public entities in the U.S. each year.

### BENEFITS OF ESPC

- **No Risk:** Contractual savings guarantee eliminates risk of revenue shortfall for public entity
- **Leverage:** Combining qualifying improvements such as lighting, water, HVAC, and building envelope improvements allows for comprehensive improvements
- **Revenue-Neutral:** Using ESPC requires no tax increase or request for additional appropriations
- **Stewardship:** ESPC projects typically save millions of taxpayer dollars over their lifetime
- **Comfort and Aesthetics:** High-efficiency equipment lasts longer, looks better, and provides more comfort to building occupants

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# HOW IT WORKS



## STEP 1: INTRO

If you're interested in using ESPC to address your facility needs, Entegriety will conduct a cost-free preliminary analysis to determine annual savings potential and identify possible facility improvement measures. This step includes a brief assessment of your facilities, along with a basic ranking of your facility(s) based on annual energy expense.

## STEP 2: AUDIT AND PROJECT DEVELOPMENT

Once the preliminary analysis has confirmed the viability of an ESPC project for your facility(s), the next step is to formally advertise the project in accordance with procurement regulations in your state.

## STEP 3: NEGOTIATE ENERGY PERFORMANCE CONTRACT

Entegriety will work with facility owners and finance providers to develop a contract and the financing. You may choose to combine capital, grants, or rebates into one package to stretch your dollars.

## STEP 4: CONSTRUCTION AND COMMISSIONING

Entegriety will manage the construction process, and commission projects to ensure proper operations.

## STEP 5: PROJECT PERFORMANCE MONITORING

Once construction is completed, the performance period begins. Entegriety will monitor and verify that the savings are occurring as expected. If there is any shortfall, Entegriety will write you a check!

## STEP 6: SHARE RESULTS

Entegriety will work with you to develop a case study so you can share your success and lessons learned with your peers.

