



ENERGY SERVICES ASSOCIATION OF CANADA

PROMOTING PERFORMANCE BASED SOLUTIONS

Energy Service Performance Contracts (ESPC) Taking the risks out of energy efficiency building retrofits.

The Energy Services Association of Canada was incorporated in 2010.

Founding Members:



Members:

Ainsworth
Airtron Canada
Énergère
Blackstone Energy Services
Minimise Energy
Nedco
Sylvania Lighting Solutions

The ESPC Advantage

In the last 30 years, the ESPC market space has grown to represent a \$450 million/year industry. In that time, over 90% of the ESPC business has been delivered by ESAC's founding members.

For many organizations in Canada, an ESPC is an effective way to upgrade their facilities without adding cost. With an ESPC, facility improvements are funded through energy savings and the results are guaranteed.

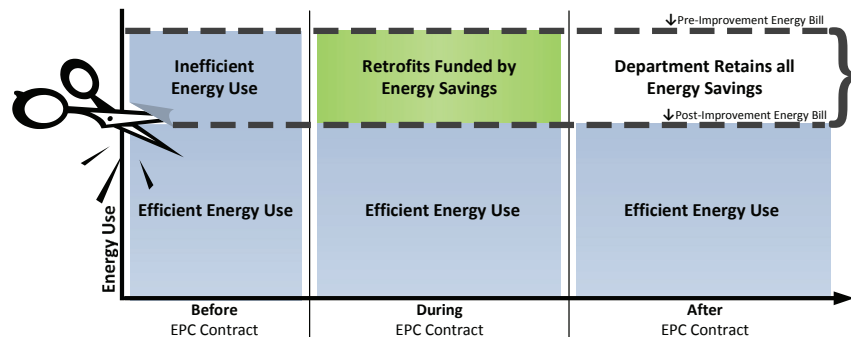
ESPC Benefits

The ESPC model offers many benefits not available through a traditional "piece meal" approach to facility renewal. Benefits include:

- A proven and successful procurement model for over 30 years
- A self-funded program that requires no upfront capital costs
- A turnkey approach that streamlines the process
- Program performance and savings results are guaranteed
- Program risk is transferred to the Energy Services Company
- Facilities/projects can be bundled to lower costs and optimize savings
- Program savings can be used to fund deferred maintenance priorities
- Promotes environmental leadership

ESPC FUNDING MODEL*

BUDGET-NEUTRAL APPROACH TO FUNDING ENERGY EFFICIENCY IMPROVEMENTS



*GRAPHIC COURTESY OF NATURAL RESOURCES CANADA

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Case Studies of Federal Projects Using Energy Service Performance Contracts (ESPC)



Banff National Park of Canada

- Project covered 88 buildings over 10 years
- \$500,000 project generates over \$70,000 annual savings
- Information displays for more than 3 million visitors/year



Canadian Centre for Inland Waters

- Before contract, 50% of operating budget spent on energy and water - \$1.5 million/year
- \$9.1 million in total savings during contract period
- Project included 800 kW cogeneration unit



Canadian Forces Base Halifax

- \$9.5 million investment in 130 buildings
- \$1.4 million guaranteed annual savings
- Included on-site training for building personnel



Communications Research Centre Canada

- Project included retrofits to 35 buildings at Shirley Bay campus
- Reduced energy costs by 41% and water costs by 59%
- Guaranteed savings of \$530,000/year



Place du Portage Phase

- \$1.62 million performance contract
- Annual guaranteed savings of over \$450,000
- Part of the FBI program, currently encompassing over 86 federal buildings and \$43 million in annual savings



Public Service Alliance of Canada

- \$1.2 million performance contract
- Annual guaranteed savings of over \$150,000
- 7 year contract



Royal Canadian Mint

- Multi-use building consisting of offices, lab, refinery and production areas
- \$8 million contract
- \$1 million energy savings achieved/year



Royal Canadian Mounted Police Regional Headquarters

- First Energy Service Performance Contract implemented by the RCMP
- \$900,000 project cost fully paid in 10 years through lower energy and water bills

Further information on these and other case studies can be found at:

www.energyservicesassociation.ca