

## Making the Most of Financed Energy Projects

The energy engineers in the Residential, Commercial, and Industrial Energy Efficiency Group are experts in the technical, financial, and contractual aspects of ESPCs.

Energy savings performance contracts (ESPCs) and other financing mechanisms can deliver infrastructure improvements and reduce energy and maintenance costs, with no up-front capital costs to the customer. A comprehensive energy project can help organizations solve problems and meet goals.

Most organizations have limited experience with ESPCs, so they appreciate the value of having an experienced consultant sitting on their side of the table, ensuring that the partnership with the ESCO is balanced and works in the customer's best interest. Through 2003, ORNL provided comprehensive technical assistance and objective, unbiased consultation for more than \$230 million worth of financed energy efficiency projects.

The ORNL team provides assistance tailored to the customer's needs, helping with the following.

- Staff orientation and ESPC training
- Baseline definition and savings calculations
- Technical/design reviews—audits, surveys, proposals
- Developing measurement & verification (M&V) plans
- Developing the RFP
- Assuring fair and reasonable pricing
- Minimizing financing costs
- Maintaining project momentum
- Assessing annual M&V reports during the performance period to ensure that guaranteed savings are being delivered



*ORNL helps organizations with training an acquisition team, technical assistance, and leveling the playing field for ESPC customers.*

**Contact:**

Julia Kelley

Oak Ridge National Laboratory

Energy and Transportation Science Division

Residential, Commercial, and Industrial Energy Efficiency Group

(865) 574-1013

[kellyjs@ornl.gov](mailto:kellyjs@ornl.gov)