



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.

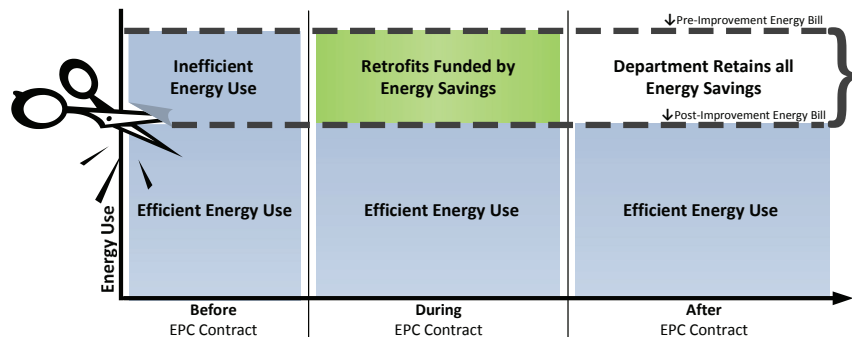
ESPC Benefits

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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www.energyservicesassociation.ca

Case Studies of Hospitals in Ontario Using Energy Service Performance Contracts (ESPC)



Hamilton Health Sciences

- Family of 5 facilities serving more than 2.3 million residents
- Projected to save \$55 million over 10 years
- No additional funding required from Ontario government
- On track to become best practices benchmark



London Health Sciences Centre

- Multi-phase project for 3.5 million sq. ft. of property
- Completion of 5th Phase expected to reach \$3 million in annual savings
- Potential to be relatively energy self-sufficient at one campus



The Ottawa Hospital

- \$17 million, 15 year performance contract
- Guaranteed savings of \$2.6 million/year
- Savings reinvested in patient care



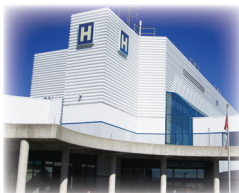
St. Michael's Hospital

- Founded in 1892, transformed a 90,000 sq. ft. building into a “green” facility
- \$258,000 contract
- Resulted in reduced energy consumption as well as improved light levels and space conditions for patients and staff



Sunnybrook Health Sciences Centre

- \$11 million/year spent on energy
- Target is to reduce energy use by 50% from 2006 base year
- Process to select ESCO was compliant with Broader Public Sector (BPS) guidelines



Timmins and District Hospital

- Following detailed assessment, major energy components replaced and enhanced
- Expected to result in savings of more than \$4.2 million over the next 8 years
- 2009 recipient of the Annual Energy Efficiency Award from the Ontario Hospital Association

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

www.energyservicesassociation.ca