



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.

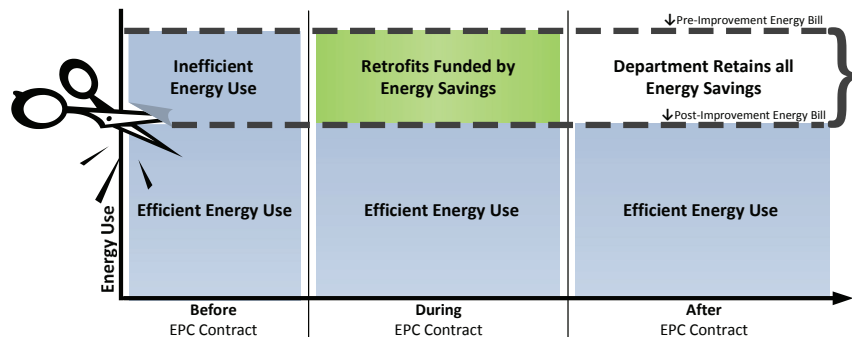
ESPC Benefits

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 Municipalities Using Energy Service Performance Contracts (ESPC)



Town of Newmarket

- \$1.5M Energy and Facility Renewal Program including 9 facilities
- Self-funded program that guaranteed annual savings of more than \$157,000 over nine years
- Resulted in reduced electrical, natural gas and water consumption



City of London

- \$2.3 million project included retrofit of 19 city buildings
- Included 8.5kW solar pv system
- Greenhouse gas savings equivalent of taking 3,500 cars off the road



Town of Orangeville

- \$1.2 million project for 7 facilities
- Guaranteed savings of \$176,000/year – 7 year payback
- Measurement & Verification found project performing above expectations



City of Timmins

- \$3.7 million project covered 59 facilities (office space to processes) with no disruption to users
- One of largest opportunities was variable pumps in water treatment facilities
- \$460,000 annual savings, 7 year payback



City of Toronto

- Project included retrofit of 8 solid waste transfer facilities
- Guaranteed 8 year pay back
- Improved occupant comfort as well as reduced operating costs



City of Windsor

- \$3.6 million project upgrading 48 facilities
- \$386,000 projected annual savings
- Actual savings (\$665,000/yr) outperformed by average of 55% across all 4 phases

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

www.energyservicesassociation.ca