



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.

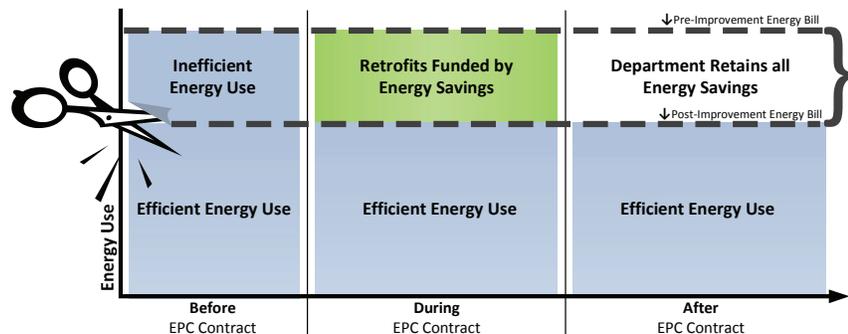
ESPC Benefits

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 Private Companies Using Energy Performance Contracts (EPC)



438 University Avenue, Toronto

- 420,000 sq foot existing office building
- EPC used to upgrade building to LEED EB: O&M
- Now able to market space to companies with commitments to sustainability



Dorchester Square, Calgary

- Update to 30 year old building in downtown Calgary
- Automated building system, variable speed technologies, HVAC upgrade
- Final savings over \$90,000/year, \$20,000 more than predicted



Empire State Building, New York

- Part of \$500 million building retrofit
- 38% energy reduction (3.1 year payback) on initial \$20 million project
- Creation of hundreds of jobs
- Clinton Climate Initiative involved
- Success confirmed as 1st year savings exceeded



League Asset Corporation, Ottawa

- \$2 million project resulted in savings \$245,000/yr or about 40% of base
- Life safety, accessibility and elevators also brought up to current code
- Increased asset value from \$15 to \$22 million



TD Center, Toronto

- \$30 million retrofit undertaken in 1999
- Undertaken without disturbing 20,000 tenants
- Focus on creating comfortable, healthy and productive environment while also saving money
- Toronto's Better Building Partnership part of public-private collaboration



Vista Cargo Terminals, Toronto

- Mile long building with 12 bay doors and offices on 2nd floor
- \$1.3 million project completed in July 2009
- Lighting and HVAC upgrades
- 17% energy savings
- Performing above the guaranteed level

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

www.energyservicesassociation.ca