



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.

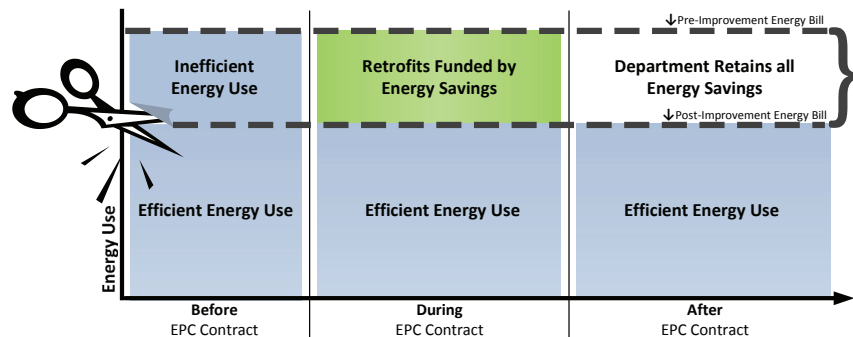
ESPC Benefits

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 School Boards Using Energy Service Performance Contracts (ESPC)



Kawartha Pine Ridge District School Board

- \$5.8 million contract for 3.8 million sq. ft.
- Projected savings were \$505,000, 80% guaranteed
- Included conversion from electric heat to hot water
- Project completed on schedule



Lester B. Pearson School Board

- Largest English school board on island of Montreal
- \$1.1 million guaranteed through 10 year contract term
- Initial project with 6 schools expanded to 27
- Includes Energy Education Program to allow students to participate in achieving greater energy efficiency



Ottawa-Carleton District School Board

- 2 phases, all 152 schools
- Savings in 1st phase 13% above expectations
- \$4.4 million/year energy savings



Rainbow District School Board – Valley View

- \$15 million project
- Completed on time and on budget
- First green/sustainable school in northern Ontario
- Operates at about 10 ekWh/sq. ft.



Regina School Board

- Facility renewal program at 9 schools, expanded to 19
- Pays for itself through energy savings generated by the improvements
- \$3 million contract resulted in improved comfort and savings of \$340,000/year
- Actual savings exceeded guaranteed amount



Winnipeg School Division – Phase III

- \$5.6 million project for 16 schools
- \$450,000 (27%) projected annual savings
- Included \$390,000 investment in building renewal

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

www.energyservicesassociation.ca