



ENERGY SERVICES ASSOCIATION OF CANADA

PROMOTING
PERFORMANCE
BASED SOLUTIONS

Energy Performance Contracts (EPC) Taking the risks out of energy efficiency building retrofits.

*The Energy Services
Association of Canada
Founding Members:*



The EPC Advantage

The eight founding members of the Energy Services Association of Canada represent **greater than 90% of the \$450 million per year market** for guaranteed Energy Performance Contracts (EPC).

Benefits of EPC

For over 25 years, EPC has been used successfully in organizations across Canada, providing them with a turnkey operation and releasing pressure on capital funding allocations. When all staff and management costs are included, **EPC is less expensive** than alternatives.

Relative Cost of EPC

When EPC procurement is compared to traditional “piecemeal” procurement, **EPC comes out on top**. According to Natural Resources Canada, the advantage of EPC is in its simple two-step process comprised of the performance guarantee fee and financing charges. The older piecemeal model requires additional procurement processes, additional human resources, opportunity costs for deferred projects and less energy savings resulting in lost time, a fragmented approach, no monitoring and verification and no savings guarantee.

Deferred Maintenance and EPC

Typically achieved by extending the term of the EPC contract, projects or facilities can be bundled to increase scope and energy savings.

Guaranteed energy savings from EPC

can also be used to fund deferred maintenance priorities.

*The Energy Services
Association of Canada
was incorporated
August 2010 by
the eight founding
independent energy
service companies.*

Energy Efficiency Benefits

Employment

Local jobs to design, build, manufacture, wholesale, retail and install conservation products and services.

Economy

Conservation saves money in homes, schools, hospitals, office buildings and industries. Savings can be reinvested in the economy.

Environment

Conserving energy avoids the emissions and other environmental impacts. 82% of Canada’s man-made green house gas emissions come from the production and use of energy.

Contact: Peter Love, President, Energy Services Association of Canada
Phone: 416-644-1788 Email: peter@energyservicesassociation.ca

www.energyservicesassociation.ca

Case Studies of Universities/Colleges Using Energy Performance Contracts (EPC)



Algonquin College, Ottawa

- Expected energy savings of 20% or \$6,000,000 over 10 years of contract
- No upfront capital outlay by College
- Education & awareness campaign also used to cut energy use



Lakehead University, Thunder Bay

- Replaced aging building systems and improved indoor comfort
- \$23 million EPC project with guaranteed savings of \$1.3 million (\$31 million over 20-year contract)
- Actual savings exceeded the guarantee by 45%



Memorial University of Newfoundland, St. John's

- 14 year, \$13 million Energy and Facilities Renewal Program
- \$13 million EPC
- More than \$1.5 million in annual energy savings



University of British Columbia, Vancouver

- Objective was to bring entire campus to energy index of a new building
- Program became focal identity and flagship example for sustainability
- \$37.5 million EPC generated \$3.4 million annual savings
- Payback full 4 years ahead of schedule



York University, Toronto

- \$40 million project, 85 buildings, 2 campuses
- Started with campus-wide energy audit and utility analysis
- Phased implementation over 4 years
- Demonstrated 25% savings (\$5 million/yr)

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

www.energyservicesassociation.ca