

# Energy Savings Performance Contract



With an ESPC, you can leverage energy savings to generate capital to renew facilities and building systems.

Energy savings performance contracting (ESPC) provides a simple solution to a big challenge: completing necessary infrastructure upgrades when budgets are too tight or non-existent.

An ESPC is budget-neutral in that you use the money you are already spending on monthly utility bills to finance your energy infrastructure and facility improvements. During the contract, energy-efficient upgrades yield savings that pay for the work. When the performance contract is complete, you receive the full benefit of energy-efficiency savings, providing capital for further facility improvements.

As your trusted sustainability partner, Ameresco has all the resources needed to plan and execute a comprehensive energy program that will create real, sustained economic benefit.

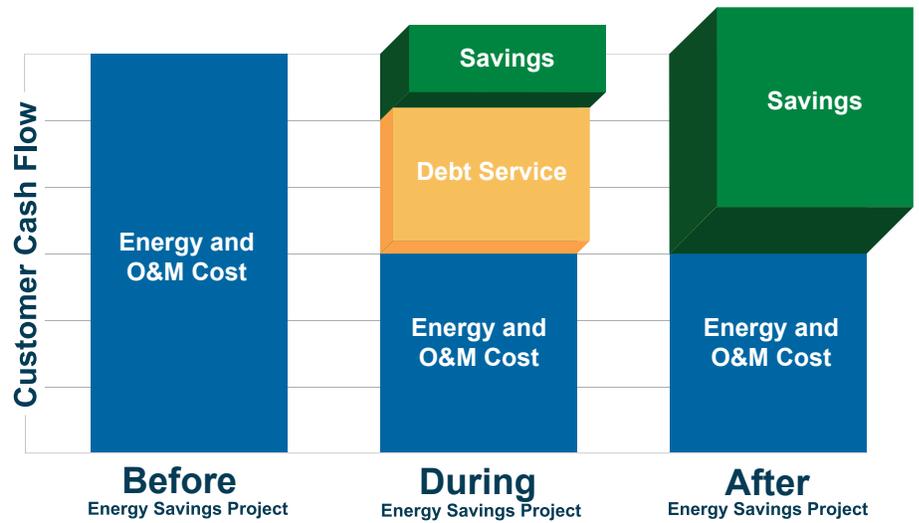


Illustration only. % of savings varies from project-to-project

## Benefits

- Renew Aging Infrastructure
- Reduce Energy Costs
- Reduce Operating Costs
- Enhance Building Comfort
- Support Sustainability Initiatives
- Achieve LEED and other Certifications
- Reduce Carbon Emissions and Carbon Footprint

## Sample Energy Efficiency Improvements

- Energy Management Systems
- Water Conservation
- Renewable Energy
- Ventilation
- Fuel Switching
- Building Envelope Improvements
- Cooling System Improvements
- Heating System Improvements
- HVAC Distribution Systems
- Lighting Systems
- Power Systems
- Operations and Maintenance (O&M)
- Measurement and Verification

# Why Ameresco?

Our team of energy experts will develop customized solutions that meet your unique financial, environmental and sustainability goals through efficiency services. Ameresco coordinates the upfront project costs and the customer repays that investment out of their energy savings over time.

## Improvements Without Sacrifice

ESPCs allow facility owners to make energy and facility improvements when faced with budget cuts and other financial restraints. This enables completion of facility upgrade projects that would otherwise wait until critical failure, while controlling consumption as utility costs rise.

## Better Buildings

Replacing aging equipment with high-efficiency technologies delivers benefits beyond lower utility bills and reduced maintenance costs. Improved lighting, better air quality, and more comfortable room temperatures are also proven to be happier, more productive environments with higher performance results.

## Cost Savings

Ameresco ESPC programs produce energy savings while reducing long-term maintenance costs. The facility owner is the beneficiary of all savings during the term of repayment and beyond.

## Packaged Solutions

Performance contracting streamlines facility improvements. With a single contract, you can address multiple energy-efficiency projects rather than doing one project at a time. Ameresco provides a full range of services and continues working with our clients once the projects are implemented to ensure optimal long-term energy performance.

## Our Approach

Our comprehensive approach to managing an ESPC is designed to ensure that we deliver the maximum value for the lowest possible cost. We will identify the best solution for the project based on each customer's unique project priorities. As an independent energy services provider, we provide unbiased recommendations based solely on the needs of the specific facilities and project priorities.

1

### Project Development

- Customer Needs Identification
- Field Data Acquisition
- Energy Analysis, Costing, Energy Conservation Measure (ECM) Definition
- Financial Modeling
- Contract Execution

2

### Design & Engineering

- Detailed ECM Design
- Equipment Specification
- Submittals, Construction Schedule, Customer Approval

3

### Project Implementation

- Customer Coordination, Pre-Construction Meetings
- Equipment Procurement
- Subcontract Solicitations/ Executions
- ECM Construction
- Commissioning, Testing, Customer Acceptance

4

### Performance Period Services

- Customer Training
- Optional Operations & Maintenance Services
- Permanent Financing
- Long-Term Measurement & Verification, Annual Reconciliation

Ameresco's team of energy experts can assist you in identifying the solution that fits your needs.

For more information about Ameresco and our full-range of energy efficiency and renewable energy solutions, please call **1-866-AMERESCO** or visit **ameresco.com**.

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