

How to Modernize Facilities using GESA/Performance Contracting Legislation

You may know that you can use Performance Contracting legislation as a budget-neutral approach to energy-efficiency projects at your facility. But, did you know that same legislation is available to **fund necessary capital projects?**

Established in Pennsylvania in 1998 under the Guaranteed Energy Savings Act (GESA), the law permits public / governmental entities to use Energy Performance Contracting to pursue necessary capital improvements that save energy and money without any upfront cost. Through the Performance Contract Legislation, traditional energy savings measures are combined with necessary facility capital / infrastructure projects to provide a larger scale facility improvement solution.

BENEFITS OF UTILIZING GESA LEGISLATION

Streamlined Project & Faster Delivery

Performance contracting provides a complete, turnkey solution, so that many capital needs can be accomplished under one umbrella project with a single source of execution responsibility. This delivers a faster approach to facility improvements and minimizes disruption to building occupants, activities, and schedules. And for public entities, there is no referendum required, further streamlining the process.

Maximized Rebate & Grant Programs

There is greater leverage in maximizing potential utility rebate programs to help fund these projects and an ability to seek out available grants associated with specific scope measures to further offset costs to the customer.

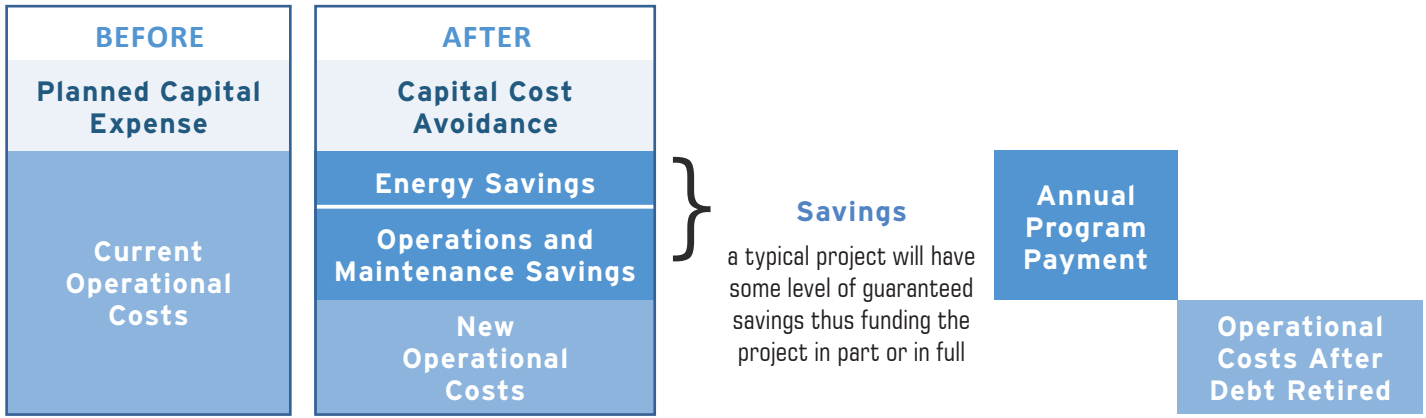
Greater Oversight, Cost, and Manufacturer Control

With this guaranteed delivery model, there are no change orders which delivers greater customer control. And for public entities, the performance contract method eliminates the low bid "...and or equal" aspects of the bid and spec procurement path. This enables greater flexibility in product selection and influence over project timeline.

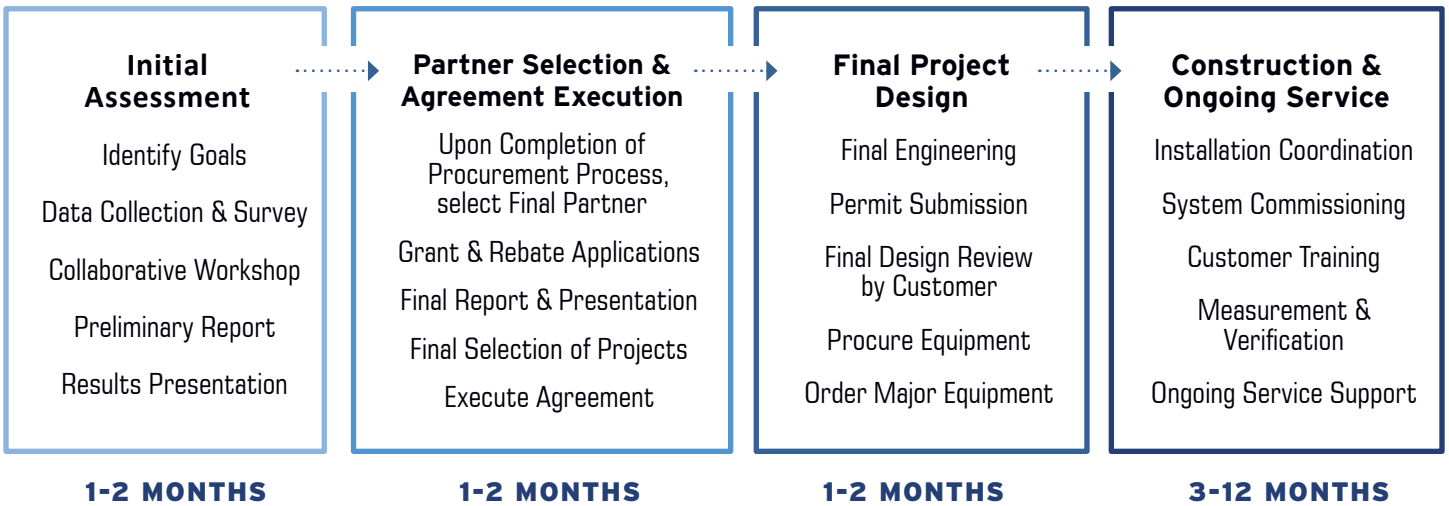
Guaranteed Performance

Unlike traditional bid/spec projects, performance contracts provide a guaranteed level of performance across every aspect of the project, including a defined energy/ operational savings, as well as having no change orders. This minimizes the customer's financial risk associated with the installation.

FINANCIAL OVERVIEW



TYPICAL TIMEFRAME



COMMON FACILITY ENHANCEMENTS

Traditional Energy Savings Measures	Non-Traditional Measures Executed Through GESA Legislation
Lighting Upgrades	Surveillance Systems Replacements
Building Automation Systems	Environmental Remediation
Mechanical System Upgrades	Access Control System Installation
Roof Replacements	Auditorium / Multi-purpose Room Renovations
Window Replacements	Carpet and Tile Replacements
Building Envelope Updates	Painting
Emergency / On-Site Power Generation	ADA Compliance Issues
Electrical System Upgrades	Paving & Exterior Signage
Renewable Energy Systems	Athletic Facilities Improvements (Indoor/Outdoor)