

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

BEFORE

Planned Capital Expense

Current Operational Costs

AFTER

Capital Cost Avoidance

Energy Savings

Operations and Maintenance Savings

New Operational Costs

Savings

a typical project will have some level of guaranteed savings thus funding the project in part or in full Annual Program Payment

> Operational Costs After Debt Retired

TYPICAL TIMEFRAME

Initial Assessment

Identify Goals

Data Collection & Survey

Collaborative Workshop

Preliminary Report

Results Presentation

Partner Selection & Agreement Execution

Upon Completion of Procurement Process, select Final Partner

Grant & Rebate Applications

Final Report & Presentation

Final Selection of Projects

Execute Agreement

Final Project Design

Final Engineering

Permit Submission

Final Design Review by Customer

Procure Equipment

Order Major Equipment

Construction & Ongoing Service

Installation Coordination

System Commissioning

Customer Training

Measurement & Verification

Ongoing Service Support

1-2 MONTHS

1-2 MONTHS

1-2 MONTHS

3-12 MONTHS

COMMON FACILITY ENHANCEMENTS

Traditional Energy Savings Measures

Lighting Upgrades

Building Automation Systems

Mechanical System Upgrades

Roof Replacements

Window Replacements

Building Envelope Updates

Emergency / On-Site Power Generation

Electrical System Upgrades

Renewable Energy Systems

Non-Traditional Measures Executed Through GESA Legislation

Surveillance Systems Replacements

Environmental Remediation

Access Control System Installation

Auditorium / Multi-purpose Room Renovations

Carpet and Tile Replacements

Painting

ADA Compliance Issues

Paving & Exterior Signage

Athletic Facilities Improvements (Indoor/Outdoor)

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BUILDING SOLUTIONS

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SECURITY

COMMUNICATIONS