


Performance Contracting - Fountain

Question: How can we upgrade our facilities without any new financial resources??


Answer: Energy Performance Contracting . . .



Scott Trainor, CM, Conference, June 21, 2018

Fountain's Story

- Few resources for Facilities, but aging infrastructure.
- Team – CM, Deputy CM, Facilities Manager, City Attorney, Finance Director.
- 2011 – Feasibility Assessment (free) by Johnson Controls, identified opportunities:
 - HVAC updates
 - Efficiency lighting needs
 - Better insulation
 - New Water Meters
 - Updated controls
 - Energy Efficient Windows
 - Roofing issues
 - Street Light LED upgrades




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- 2016 – Updated Assessment (Siemens)
- 2016 – MOU with Colorado Energy Office.

Financial Commitment begins here


- **2017** – Technical Energy Audit (Siemens) – set price based on square footage = \$41,000 for Fountain. If feasible project identified, costs are incorporated into project. If no project identified, fee waived. \$1 million project identified.
- **2017** – Energy Performance Contract Executed
- 2017-2018 – Project work completed
- 2018 + -- Measurement and verification period



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Important Minutiae

- Financing Mechanism – COP's; lease purchase; internal financing, etc. Use Financial advisor familiar with perf. contracting.
- Colorado Energy Office – These experts will hold your hand and ensure savings will pay for project.
- Selection of Energy Service Company (ESCO) – RFQ?
- Savings from both energy AND operational savings means you need to commit to operational changes.
- You may have the skill to do improvements in house, but do you have the organizational capacity?



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