



U.S. Department of Energy  
Energy Efficiency and Renewable Energy

# Key Steps in Developing a Successful Energy Project

*Presented by*

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# Agenda

- Determine Drivers
- Develop Your Management Team
- Investigate Procurement Options
- How To Finance
- Analyze Key Partners
- Perform Investment Grade Audit
- Prepare To Implement



# Determine Drivers

- Inefficient Buildings
- Lack of Comfort
- Lack of Capital
- Regulatory Compliance
- Peace of Mind





# Develop Your Management Team

- Operations
- Finance
- Purchasing
- Building Occupants
- Others



# Investigate Procurement Options

- Bid and Spec
- Design/Build
- Performance Contracting
- Turn-Key
- Any Other?





# How To Finance

- Capital Dollars
- Rebate Money
- Municipal Funding
- Donor Funded
- *Could Be A Combination*



# Analyze Key Partners

- RBA
- State Energy Office
- Industry Organizations
  - ASHRAE
  - NAESCO
  - ESC
  - Established Partners



# Perform Investment Grade Audit

- In House Staff
- Qualified Outside Firm
- Analyze **ALL** Energy Consuming Equipment
- Key Personnel Involvement
- Notification
- Sufficient Time





# Prepare to Implement

























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