

Disclaimer

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Utah Office of Energy Service - ESCO Financing Experience - Public Buildings

| Institution | Initial Problem | # of bldgs | Type of Financing | Type of Procurement Chosen | ESCO |
|------------------------------------|--|------------|---|---|------------------------------|
| Utah State Hospital - Provo | The hospital had received a federal ICP retrofit grant for 2 buildings, but chose to enlarge the scope of work to include the full campus. | 11 | ICP Retrofit Grant = \$33,865 ESCO = \$620,898 | Energy audits funded under the grant were a basis for a general solicitation (RFB) for ESCO proposals from state-prequalified ESCOs. Savings is \$66,000 per year compared to repayment rate of \$58,000 per year to the financial partner. | Johnson Controls |
| Grand School District - Moab | The district only had sufficient district match for a lighting ICP grant. To upgrade building controls, the district chose the ESCO approach. | 6 | ICP Retrofit Grant = \$48,452 Local = \$48,452 ESCO = \$92,200 Office of Energy Services = \$7,500 | The district utilized a 2-step procurement process suggested by the Office of Energy Services. Three ESCOs completed energy audits and submitted proposals. The final ESCO selection was based upon NPV. | Utah Controls, Inc. |
| Utah National Guard - Draper | The main facility in Draper was built in the 1970s and possessed outdated lighting technology. The National Guard lacked the capital necessary for a full building retrofit. The project included Camp Williams. | 2 | ESCO = \$395,000 Pacifcorp = \$150,000 | The Guard utilized a RFP to solicit proposals from a list of prequalified ESCOs. Pacific Corp provided a buy-down of \$150,000 through demand side funding as part of Onsite Energy Corporation's proposal. | On-site Energy Corp. |
| Granite School District | The district contracted with Wasatch Elec. and Honeywell for lighting and power factor upgrades. The project demonstrates the use of ESCO-based financing at an area high school. | 1 | ESCO = \$450,000 | This competitive procurement was handled by Granite School District procurement office. Estimated savings by GSD = \$75,167 per year. Lighting levels were doubled and electrical costs cut in half. | Wasatch Electric & Honeywell |
| Sevier School District - Richfield | Two ICP Retrofit grants had been awarded, but matching funds were lost. The district decided to solicit proposals | 13 | ICP Retrofit Grant = \$98,288 ESCO = \$688,000 Office of Energy Services | A modified 2-step procurement process was used: detailed RFQ, walkthrough audits and oral interviews of short-listed ESCOs. | Johnson Controls |

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| | from ESCOs to match the ICP funds & retrofit 11 other buildings besides. | | = \$7,000 | The finalist completed full energy audits as basis for contract negotiation. | |
| Cache School District | The district received a small ICP grant for 2 schools, but lacked the full match to retrofit all other schools. The procurement approach suggested by the Utah Office of Energy was followed. | 23 | ICP Retrofit Grant = \$193,144 ESCO = Est. \$2,000,000 Local Match = \$20,850 Office of Energy Services = \$20,850 | Modified 2-step process: detailed RFQ, walk-thru audits and oral interview of short-listed ESCOs. The finalist completed energy audits as basis for contract negotiation. | Johnson Control |
| University of Utah - Salt Lake City | The University lacked sufficient funding to upgrade chillers and for construction of a new central plant for upper campus. The lighting measures will help finance the other upgrades & construction. Total GSF = 1.3 million | 7 | University Hospital = \$1.5 million ESCO = est. \$13-17 million Office of Energy Services = \$27,739 State Facilities = \$27,739 Campus Planning = \$27,739 | Three-step procurement process was used: a general RFQ was issued to establish a bidder's list followed by a detailed RFQ and oral interviews for the final ESCO selection. The finalist is completing energy audits preparatory to final contract negotiations. | Viron |