



National Association of Energy Services Companies

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ESCO Advocacy and Support:
Federal, State and Global
ESCO Advocacy and Support Organizations

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Energy Services Coalition

➤ **What is it?**

➤ **Who is it?**

➤ **What can ESC do for you?**



What is the Energy Services Coalition?

- **A 501(c)3 not-for-profit coalition**
- **People with a mission, a set of bylaws and a two decade history of success**
 - **One organization with 25 chapters**
 - **Focused on outreach and education**



What is the Energy Services Coalition?

- **Poised to build successful state GESPC programs modeled from the most successful states**



Who is the Energy Services Coalition?

- **Individuals from both public and private sectors gathered to grow the benefits that can be achieved through Guaranteed Energy Savings Performance Contracting.**



Who is the Energy Services Coalition?

- **Individuals meeting together to overcome hurdles and/or objections in state and local markets**
- **A training partner for eProject Builder; the national repository of energy efficiency project data**



Who is the Energy Services Coalition?

- **The host of the nation's Race to the Top; a per capita contrast of GESPC success**
- **The host of the nation's only annual event focused solely on performance contracting**
- **The host of the nation's GESPC public sector OnLine Community designed as virtual technical support for program managers and project owners**



Who is the Energy Services Coalition?

- **A resource for model documents, guides, templates and instruments for GESPC collected from the most successful state programs**
- **A resource for project case studies**
 - **Folks just like you!**



What can ESC do for you?

- **State public sector:**
 - ✓ **Help you meet your goals; energy, environmental and economic**
 - ✓ **Enlist an outreach army to deliver your message to public institutions**
 - ✓ **Provide the marketplace education on GESPC and your program**



What can ESC do for you?

- **Local units of government, public sector:**
 - ✓ **Help you meet your goals; sustainability and environmental, energy and economic**
 - ✓ **Show you how to fix stuff by repurposing dollars planned to pay the local utility**
 - ✓ **Introduce and interface with providers in a non-threatening setting**
 - ✓ **Demonstrate how to leverage energy dollars to support resiliency needs**



What can ESC do for you?

- **Private sector; Energy Services Companies, manufacturer's representatives, subcontractors, financial providers, utility personnel and others**
 - ✓ **Provide a platform to educate prospective GESPC users via conferences, conventions, regional gatherings or by webinar**
 - ✓ **Afford you the opportunity to be seen as a market educator**



What can ESC do for you?

- **Private sector; Energy Services Companies, manufacturer's representatives, subcontractors, financial providers, utility personnel and others**
 - ✓ **Meet with your peers public and private, to resolve bottlenecks, address objections, plan outreach and education**
 - ✓ **Be a part of the solution!**



What can ESC do for you?

➤ All stakeholders

✓ **Grow the achievements that can be reached through GESPC**

❖ **Improve efficiency in utilities and water**

❖ **Reduce deferred maintenance**

❖ **Grow local economies, create jobs**

❖ **Reduce greenhouse gases**

❖ **Improve working and learning environments**



What can ESC do for you?

➤ All stakeholders

✓ **Grow the achievements that can be reached through GESPC (continued)**

❖ **Enhance resiliency**

❖ **Prepare structures and systems for pandemic management**

❖ **Join together to find solutions!**



What's next for ESC?

- **Continue to grow chapters and their education and outreach impact**
- **Continue our work with the nation's MUSH Working Group (US Department of Energy; FEMP and WIP, National Association of Energy Service Companies, National Association of State Energy Officials, Efficiency Valuation Organization, Lawrence Berkley and Oak Ridge National Labs)**
- **Modernize model instruments & other resources**



What's next for ESC?

- **Help move eProjectBuilder to *Business as Usual* incorporating **new** streamlined state and local governments templates and tools (coming soon) helping the nation track the impact and success of projects and programs**



Thank you!

www.energyservicescoalition.org

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