

Performance Contracting Workshop

Agenda

Fairfield Electric Cooperative, Blythewood

February 20, 2014

1:00 PM to 4:30 PM

- 12:30** **Registration opens**
- 1:00** **Welcome and Background**
- 1:15** **Energy Performance Contract Procurement 101**
A step-by-step interactive discussion of the EPC procurement process. Discussion will be informal and no question is too small to be considered.
- 2:15** **Implementation Panel**
***Where do the savings go?** – Ashlie Lancaster*
A case study of an agency that requested SCEO documentation of savings in order to use them for future projects.

***What is an Owner’s Representative and how can one help?** – Matt Pesce, Facility Strategies Group*
An experienced Owner’s Representative will clarify what one can and can’t do for a project and share experiences with a local government project in Greenville.

***What about K-12 Schools?** – Delisa Clark, Office of School Facilities*
Public K-12 schools are not subject to the state procurement code directly, nor does Office of School Facilities assist in procurement. The office will, however, review facility improvements.
- 3:00** **Break**
- 3:15** **Options for Funding a Performance Contract**
Greg Montgomery, SC Saves/Abundant Power – Qualified Energy Conservation Bonds
Geoff Culm, Banc of America Public Capital Corp. – Financial Institution Assistance
Kimberly Smith, Johnson Controls Inc. – Traditional ESCO Financing
- 4:00** **Next Steps:**
Suggestions from participants
SCEO PEER grant
Next meeting
- 4:30** **Adjourn**

Have comments about Performance Contracting in South Carolina?

Please contact the SC State Engineer’s Office:

John White

803.737.0768

jswhite@mmo.sc.gov