

Success in Energy Performance Contracts



Achieving Your EPC Successes

- Overview of 3 Projects
- Keys to Successes
- Implementing the Keys
- Discussion

Pitt
County

City of
Greensboro

Appalachian
State
University

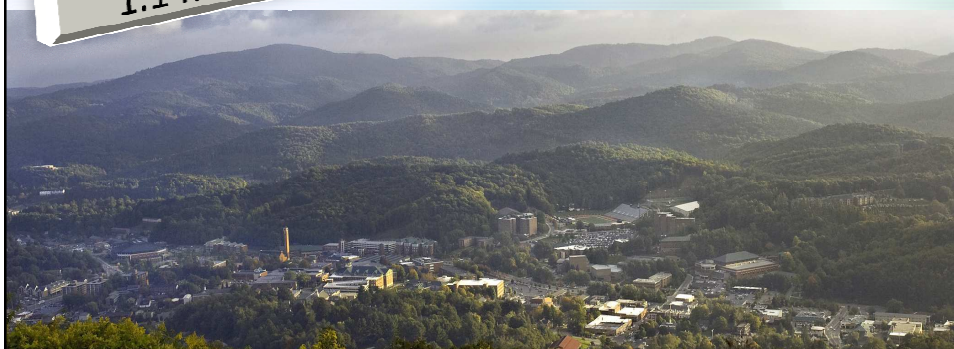
What Does Best Value Look Like?



Mike O'Connor Director of Physical Plant

\$5.4 Million Value
25 ECMs
16 Buildings
1.1 Million SF

Appalachian[®]
STATE UNIVERSITY



Butch Simmons Director of Engineering and Inspections



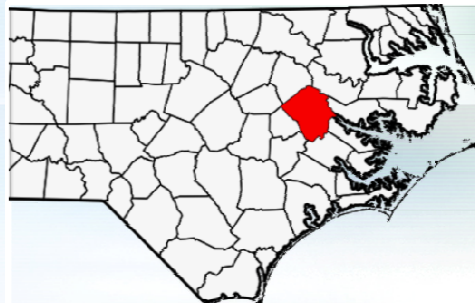
City of Greensboro

\$6.1 Million Value
16 ECMs
46 Buildings
1.5 Million SF



Phil Dickerson County Engineer

\$2.8 Million Value
8 ECMs
29 Buildings



Keys to Success on Your Project

Owner – ESCO Relationship

- How To Establish Teamwork / Discover Savings

Understand Delivery Method Advantages

- Understand What You Want and Why
 - Tailoring / Adjusting

Organize a Results Focused Team

- Strong, Involved Team = Big Results
 - Do the Selection Homework

Early Buy-in

- Your Management and Finance Side

Help Regulators

- Previews to SCO, Treasurer, OMB

For More Information NC Energy Services Coalition or -

City of Greensboro

Butch Simmons

Director of Engineering &
Inspections

(336) 373-2329

butch.simmons@greensboro-nc.gov

Appalachian State University

Michael J. O'Connor, PE

Director, Physical Plant

(828) 262-3190 x 106

oconnormj@appstate.edu

Pitt County

Phil Dickerson

Assistant County Manager

(252) 902-3150

pgdickerson@co.pitt.nc.us

Pepco Energy Services

Joe Christie

Business Development

Manager, Southeast

(919) 619-2786

jchristie@pepcoenergy.com

Success in Energy Performance Contracts

