

**ESC's Foundations of Energy Savings Performance Contracting**  
**Live Interactive Training**  
**June 24, 2020**  
**1:00 – 2:30 PM EDT**

**GoToMeeting Access Link:**

<https://global.gotomeeting.com/join/285021517>

**Phone Dial-in Numbers:**

United States (Toll Free): [1 877 309 2073](tel:18773092073)

United States: [+1 \(646\) 749-3129](tel:+16467493129)

**Access Code:** 285-021-517

**Objective:** The Energy Services Coalition’s live interactive *Foundations of Energy Savings Performance Contracting* (ESPC) training takes participants from “zero to sixty” in understanding the art and science of this foundational public facility energy efficiency tool. During ESC’s 90-minute training participants will learn about the key ingredients for successful ESPC projects, such as how to select an ESCO, components of an Investment Grade Audit, and Measurement and Verification. NASEO is hosting this training at no-cost to the State and Territory Energy Offices to aid in building a better understanding of ESPC concepts, pitfalls, and opportunities.

<b>June 24, 2020</b>	
1:00 pm – 1:05 pm	<b>Opening Remarks</b> <ul style="list-style-type: none"> <li>• David Terry, NASEO</li> <li>• Jim Arwood, Energy Services Coalition</li> </ul>
1:05 pm – 1:20 pm	<b>Introduction to ESPC: What It Is, and Why You Use It</b> ESC will provide an overview of ESPC, how it works, why a building owner would want to consider ESPC to finance retrofits and the value it can provide to the state. <ul style="list-style-type: none"> <li>• Dale Hahs, Energy Services Coalition</li> </ul>
1:20 pm – 1:35 pm	<b>Discussion</b> <ul style="list-style-type: none"> <li>• What do you want ESPC to accomplish in your state?</li> <li>• What challenges prevent the use or expansion of ESPC for projects in your state?</li> </ul>
1:35 pm – 2:05 pm	<b>The ESPC Process and Where State Energy Offices Can Get Involved</b> This session discusses the ESPC process, from Preliminary Assessments, through the IGA, Implementation and M&V, pinpointing key areas where State Energy Office involvement and support is critical to successful project completion. <ul style="list-style-type: none"> <li>• Dale Hahs, Energy Services Coalition</li> </ul>
1:55 pm – 2:10 pm	<b>Discussion</b> <ul style="list-style-type: none"> <li>• What resources do you provide or need to better support projects in your state?</li> </ul>

	<ul style="list-style-type: none"><li>• What barriers stand in the way of providing support?</li></ul>
2:10 pm – 2:25 pm	<b>Successful ESPC Case Studies and How SEO Involvement Made GESPC Work</b> ESC will share examples of where SEO support has proven important in getting the building owners through the ESPC process. <ul style="list-style-type: none"><li>• Dale Hahs, Energy Services Coalition</li></ul>
2:25 pm – 2:30 pm	<b>Next Steps and Assistance</b> <ul style="list-style-type: none"><li>• Dale Hahs, Energy Services Coalition</li></ul>