

# Arkansas Energy Performance Contracting

## Arkansas Energy Performance Contracting Program

### Aging equipment and high utility costs?

Are you facing outdated equipment, increasing maintenance and energy costs, and limited budgets? Energy Performance Contracting (EPC) is a tool for paying for upgrades through the savings stream over time.

### New Program from the Arkansas Energy Office provides assistance

The Arkansas Energy Office offers no-cost assistance to state agencies through the new Arkansas Energy Performance Contracting (AEPC) Program for state agencies, institutions of higher learning, municipalities, and counties. The program provides an effective and user-friendly process with standard documents and help every step of the way. The AEPC Program was directed by law in 2013 and approved in 2014, with the program developed by a number of industry professionals, state agencies, and financial representatives.



University of Arkansas  
Three Phases of EPC  
(2001, 2008, 2011)  
\$17 million

*"EPC provided us a way to improve comfort, save energy and replace aging equipment."*

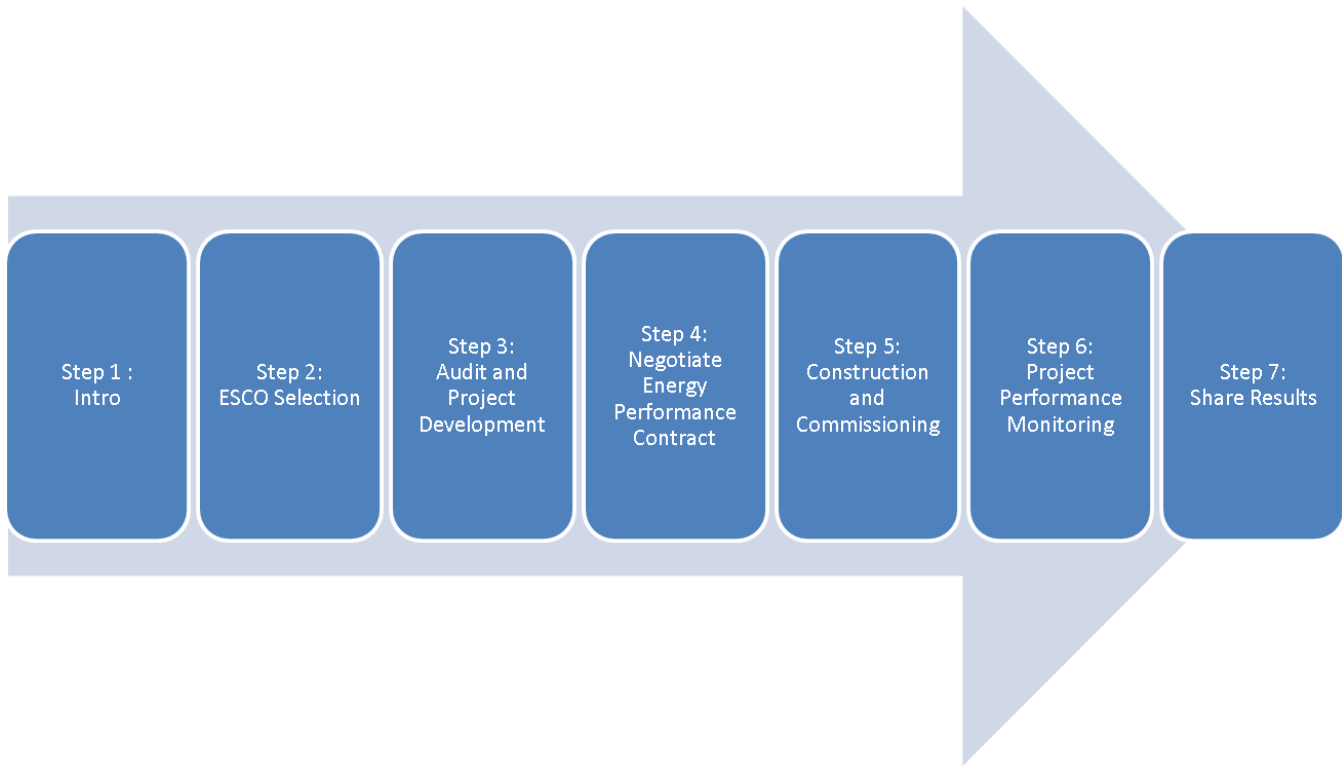
- Bob Beeler, University of Arkansas



### How do I get started?

Contact Chet Howland, Program Manager  
E-mail: [CHowland@ArkansasEDC.com](mailto:CHowland@ArkansasEDC.com)  
Phone: 501-682-7319

Visit [www.arkansasenergy.org](http://www.arkansasenergy.org)



### Help every step of the way!

The AEPC Program is designed to offer you a simple step-by-step approach. With pre-approved contract documents, procedures and technical support, you have help every step of the way.

#### **Step 1: Find out if EPC is right for you.**

Talk with the AEPC program team and/or pre-qualified Energy Service Companies (ESCOs). If you're ready to go forward, sign a Memorandum of Understanding (MOU) and get started.

#### **Step 2: You select an ESCO.**

Choose from pre-qualified ESCOs, who have already agreed to use the AEPC contracts and procedures. Invite three or more ESCOs to tour your facilities. Interview and select an ESCO.

#### **Step 3: Your ESCO performs an in-depth audit.**

Your selected ESCO will perform a detailed audit, complete with guaranteed costs and savings. Together, you'll choose which measures to include and your ESCO will complete an Investment Grade Audit (IGA).

#### **Step 4: Negotiate a Performance Contract.**

Work with your ESCO and finance providers to develop a contract and the financing. You may choose to combine capital, grants, or rebates into one package to stretch your dollars.

#### **Step 5: Your ESCO completes the improvements.**

Your ESCO will manage the construction process, and commission projects to ensure proper operations.

#### **Step 6: See the results.**

Following construction, the performance period begins. The ESCO monitors and verifies that the savings are occurring as expected. If there is any shortfall, the ESCO will write you a check!

#### **Step 7: Share your story.**

Work with AEO and your ESCO to develop a case study. Share your success and lessons learned with your peers.

## Get started saving energy!

Request a free assessment to find out if EPC is right for you. Contact Chet Howland, Program Manager at [chowland@arkansasedc.com](mailto:chowland@arkansasedc.com) or (501) 831-4215