

WA State ESPC Program

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Washington State Department of
Enterprise Services

WA State ESPC Program

- Washington's Program Background
- Expanding the Boundaries
- Lessons Learned



Washington's Program

- Why Clients Do Projects
 - Energy Savings
 - Infrastructure Improvements
- ESCO Participation
 - Biennial Selection/Qualification
 - ESCOs Market Program



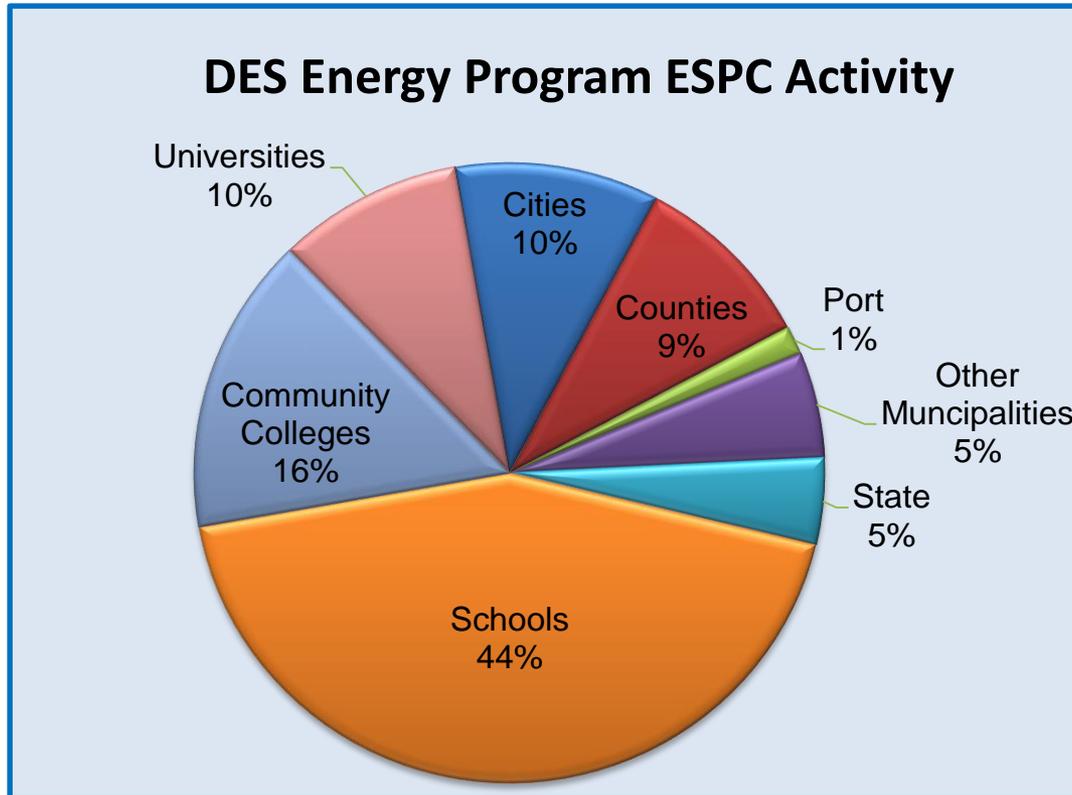
Washington's Program

- More than 25 years of experience developing and managing complicated contracts
- Completed in excess of \$500 million dollars in performance contracts
- Satisfied clients in over 400 public facilities
- Saved over 1 trillion Btu's per year and 58.5k Tons CO₂
- An annual cost avoidance savings in excess of \$30 million dollars
- Helped customers receive \$46 Million in Utility Incentives



Washington's Program

- Client Demographics



| Cities | Counties | Port | Other Municipalities | State | Schools | Community Colleges | Universities |
|--------|----------|------|----------------------|-------|---------|--------------------|--------------|
| 21 | 19 | 3 | 11 | 9 | 90 | 31 | 19 |



Washington's Program

- **Current Program Highlights:**
 - Managing over 200 active projects
 - Generating \$270 Million in Construction
 - Saving customers \$9 Million in avoided utilities expenses
 - Program Biennial Revenue ~ \$5M



Expanding the Boundaries

- Client mix has changed. Working with more special districts.
- Examples of projects with special districts:
 - Valley Transit Natural gas refueling station
 - Port of Sunnyside Solar powered mixers on WWT lagoon
 - Harborview Hospital Fan Wall System
 - LOTT Cogen Facility



Expanding the Boundaries

- Non Traditional projects with Traditional Clients
 - City of Bremerton WWT facility
 - WSU New Chilled Water Plant
 - Olympia SD Community Solar
 - WWCC/WSP Wind Turbine
 - Prosser Research Station Lighting



Lessons Learned

- What to Watch Out For to Have Better Projects
 - WSU In Vessel Composter
 - A Tale of Two Hospitals
 - Project Cost Overruns
 - Over Saturated Market



Thank you

Questions?

www.des.wa.gov/services/facilities/energy

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