

ENERGY PROGRAMS

ENERGY SAVINGS PERFORMANCE CONTRACTING (ESPC)

SCAN FOR MORE INFO



Energy Savings Performance Contracting (ESPC) is a budget-neutral approach that implements facility improvements using guaranteed energy and water savings to cover financing costs, eliminating the need for capital budget funds. ESPC can also effectively leverage existing capital or alternative funding sources to expand project scope and impact.

By choosing from a list of pre-qualified Energy Service Companies (ESCOs), state agencies and public bodies can skip lengthy procurement steps and tap into proven industry expertise. These vetted contractors specialize in innovative, reliable solutions tailored for Virginia's public sector needs.

ESPC PROJECT PHASES

PHASE 1: INITIAL CONSULTATION

- Connect with Virginia Energy's experts
- Understand contract requirements

PHASE 2: BACK-OF-ENVELOPE (BOE) AUDIT

- Conduct an assessment to spot major savings opportunities
- Choose a pre-qualified Energy Service Company (ESCO) partner

PHASE 3: MOU & INVESTMENT GRADE AUDIT (IGA)

- Sign a Memorandum of Understanding (MOU)
- ESCO defines energy conservation measures (ECMs), projected savings, and project costs

PHASE 4: CONTRACT & CONSTRUCTION

- Negotiate terms, secure approvals, and start improvements
- Modernize equipment without tapping capital budgets

PHASE 5: MEASUREMENT & VERIFICATION

- Confirm guaranteed savings
- Receive regular performance reports

IS ESPC RIGHT FOR YOU?

Designed to assist facilities with...



Outdated or inefficient equipment



Multiple budgetary demands



Staffing or operational constraints



Compliance or maintenance challenges

BENEFITS & PERKS

Free Project Support

Comprehensive guidance from Virginia Energy—at zero cost.

Document Templates

Pre-developed forms streamline every step, so you can focus on results.

Project Guarantee

Savings are guaranteed for the life of the project—risk-free.

Annual Performance Validation

Ongoing measurement ensures projected benefits become real, year after year.



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CONTACT VIRGINIA ENERGY

Mason Trimble
VEMP Coordinator

mason.Trimble@energy.virginia.gov