

North Carolina - Background



- **Active ESC and PC Program**

- Developed processes, procedures and documents
- PC well utilized by State Universities and Agencies
 - 19 of 21 universities and affiliates have done one PC or participated in lighting PC
 - 5 of 16 state agencies have done at least one or are in process
 - Larger scale projects and these entities usually have experienced staff



North Carolina - Background



- **Opportunities**

- Identified that Local Government, K-12 Schools, Community Colleges activity not coordinated
- Needed to help because they have less staff and resources
- Local support and buy-in needed to make smaller projects feasible to expand market in the state



DOE – 2012 SEP Grant



- **Funding focused on:**
 - Expanding PC for Local Government, K-12 Schools, Community Colleges
 - Improving processes, procedures and documents
 - Providing up front technical assistance
 - Making smaller projects more viable
- **ESC provided letter of support in grant application**



Collaboration with ESC



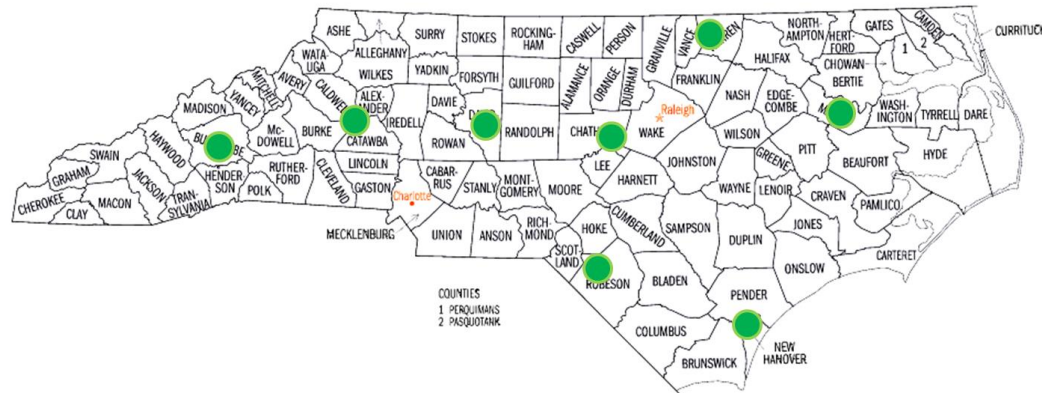
- **Improving process and procedure**
 - Legislation change (2013)
 - Reduce timeline for proposal
 - Refined RFP, IGA, ESA templates (2013-14)
 - Defined Qualified Reviewer and third party engineer expectations (2014)





Collaboration with ESC

- Partnership for eight education workshops (2014)
- ESC members developed and delivered together
- Lessons learned (DENR, ESCOs, Engineering)
- Lunch provided networking time – courtesy of ESC



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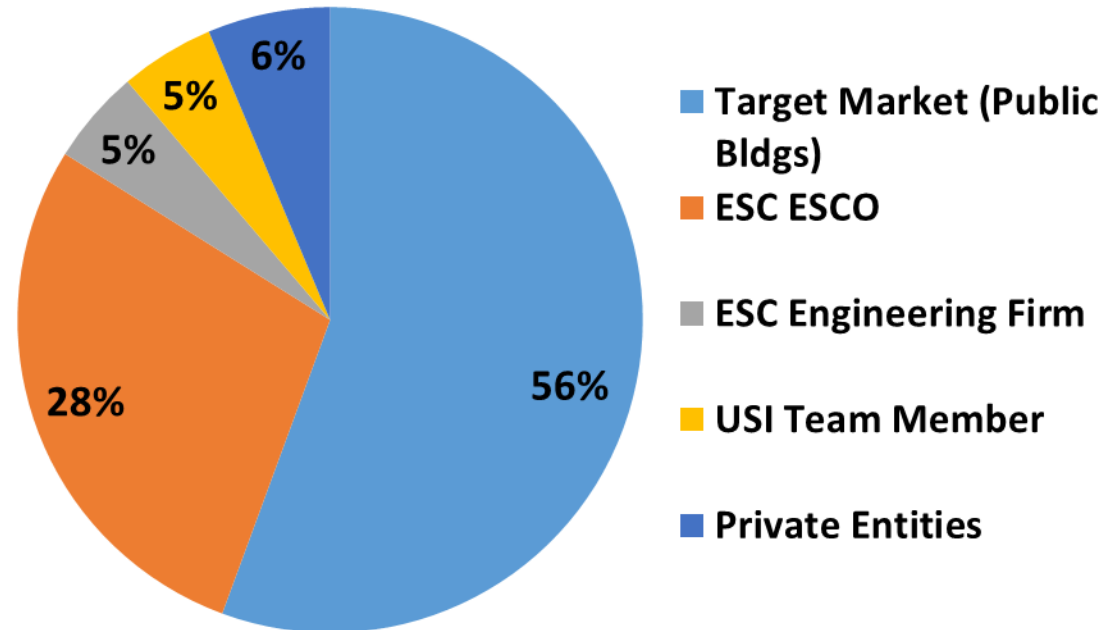


Educational Workshop Results

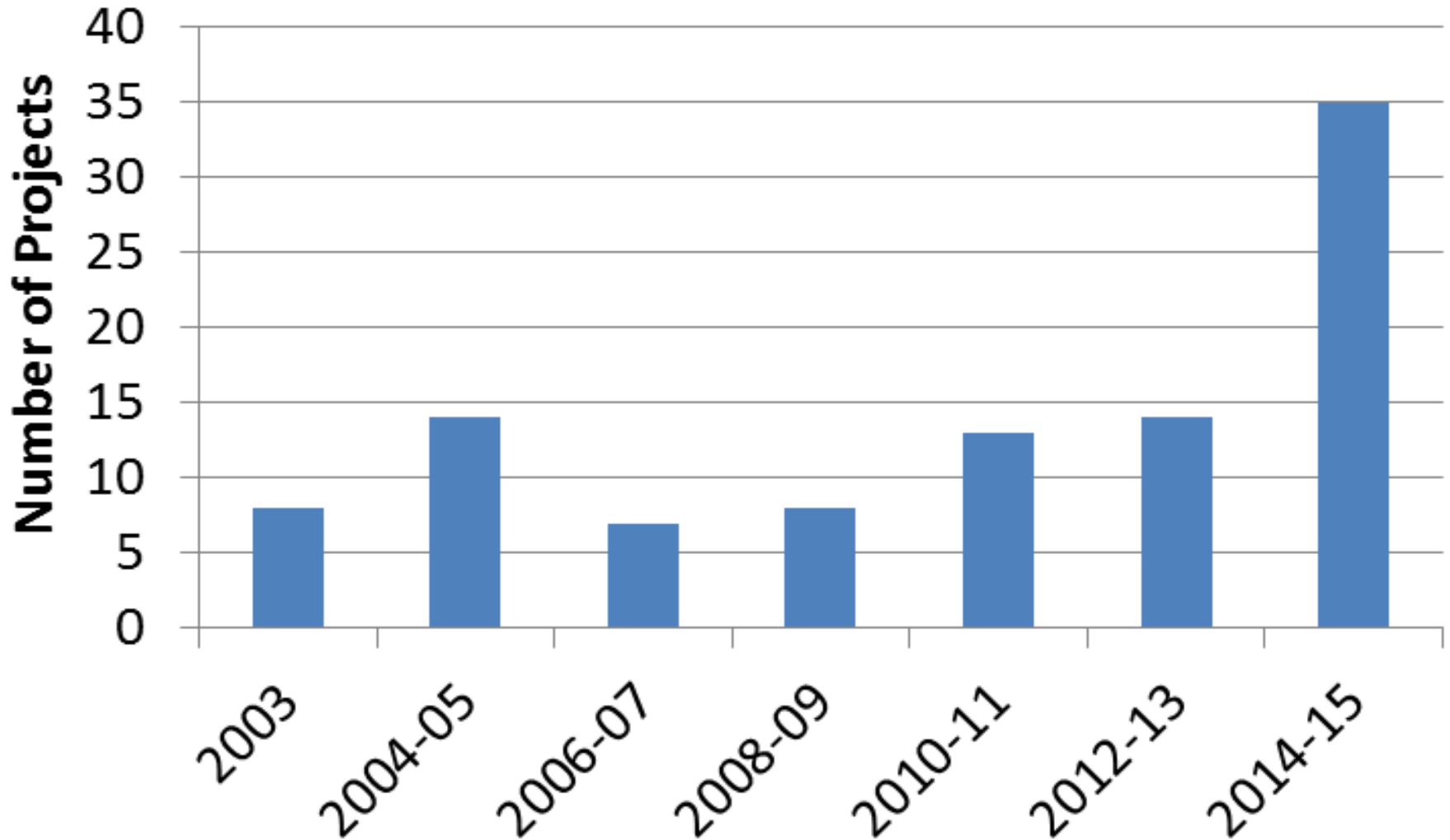


- Participants had chance to meet USI team and ESCOs
- Received one-on-one follow-up
- Continue to share activities with ESC members

205 Workshop Participants



PC Projects in NC 2003-2015



Follow-Up with Customers



- Meet customers where they are
 - Presentations at target places around the state
 - Association of Community College Facility Operations
 - Association of Community College Business Officers
 - NC Public School Maintenance Association
- On average - 8 visits per customer
 - Provide reassurance and confidence building
- Results - 28 interested, 20 moving forward
 - Of those that went to RFP after workshop, 8 now signed IGA, 1 in construction
 - Some terminated process



Roanoke Chowan Community College PC



- Why? – Limited resources, aging equipment, emergency repairs, growing student population/campus
- Initial involvement - workshop attendance
- Process and Partnerships
 - Creating committee and board consensus
 - Involvement at local county
 - NC DENR/USI – project consultants, templates and education
 - Cannon Foundation grant
 - Local utilities - electric rebates and gas line infrastructure



RCCC - Third Party



- Funded by DOE grant
 - One on one consultative services
 - Initial assessment
 - Review of RFP
 - Consultation on ESCO selection process
 - Review and comment on initial cash flow projections
 - Review of IGA
 - Initial M&V approach
 - Agreement on baseline energy
 - ECM selection
 - Final review for project approval
 - Reconciliation report review





RCCC - Next Steps

- Wrapping up IGA phase
- Board final approval
- County resolution on funding
- Bank financing – interest rate lock-in
- Local Government Commission approval
- ESA phase and construction



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Highlights – Lessons Learned



- Success with this market requires working together with Customers, State, ESCOs, Engineering!

