



Briarcliff Manor Union Free School District



# ENERGY PERFORMANCE CONTRACT (EPC)



**BBS** ARCHITECTS  
LANDSCAPE ARCHITECTS  
ENGINEERS

[WWW.BBSARCHITECTURE.COM](http://WWW.BBSARCHITECTURE.COM)

# WHAT IS AN EPC?



An agreement for the provision of energy services, including, but not limited to, electricity, heating, ventilation, cooling, steam or hot water, in which a person agrees to install, maintain, and/or manage energy systems or equipment to improve the energy efficiency of, or produce energy in connection with a building or facility in exchange for a portion of the energy savings or revenues.”



# WHAT IS AN EPC IN PLAIN ENGLISH?



An agreement that allows the School District to take the dollars that would typically have been paid to your electric, natural gas and local fuel oil suppliers, and invest that money back into the District's buildings and infrastructure."



# TYPICAL ADVANTAGES OF AN EPC

- Guaranteed 18-year or less blended payback;
- Self-funding from a portion of the energy savings;
- Up to an 18-year Measurement & Verification period to ensure guaranteed savings;
- More control over contractors and sub-contractors;
- More control over product being installed;
- No Construction Manager is typically required;
- No Change Orders typically;
- Contingent expenses – not subject to voter approval.

# TYPICAL ADVANTAGES OF AN EPC

- Systems commissioned by Energy Service Company (ESCO);
- Preventative maintenance may be built into the EPC;
- Each item must show payback;
- Extensive SED review - governed by NYS Energy Code;
- Most attractive when energy costs are higher;
- Reduced maintenance on new systems;
- Maintenance items allowed, but not calculated in payback.

# TYPICAL ENERGY CONSERVATION MEASURES (ECMs) \* Your potential scope items

- Lighting/Lighting Controls\*
- Condensing Boilers\*
- Gas Service Upgrades
- Boiler Replacement
- Burner Control System Upgrades
- Domestic Water Heaters\*
- Steam Trap Replacement
- Temperature Controls/EMS/DCV\*
- Unit Ventilator Reconstruction/Replacement
- Building Envelope Improvements
- Solar Panels (PVs)\*
- Wind Generation
- Cogeneration
- Roof Insulation/Replacement\*
- HVAC Unit Replacement
- Window & Door Replacement/Window Film
- Chiller Replacement
- Computer Controllers
- Vending Machine Controllers
- Wireless Clocks

# TYPICAL BBS RESPONSIBILITIES

- Perform a preliminary energy audit of the District;
- Prepare Request for Proposals (RFP) and tailor RFP to District needs;
- Conduct mandatory pre-RFP conference;
- Issue any required addenda/clarifications;
- Analyze RFP responses;
- Review proposals with the District and the Energy Service Company (ESCO);
- Develop an Energy Savings Plan and negotiate scope.

# TYPICAL BBS RESPONSIBILITIES

- Provide weighted comparisons;
- Provide recommendation;
- Meet with the Board of Education to review findings;
- Prepare design documents for submission to NYSED;
- Prepare NYSED paperwork;
- Provide Construction Administration services;
- Conduct final punch-list inspection / Certificate of Substantial Completion;
- Supervise Measurement & Verification (M&V) process.



# POSSIBLE TIMELINE FOR YOUR EPC

Issue RFP .....	January 2021
Proposals Submitted .....	March 2021
Analysis / Award Phase .....	May 2021
Investment Grade Energy Audit .....	July 2021
Design Phase .....	October 2021
NYSED Approval Phase .....	March 2022
Construction Begins .....	May 2022
Completion .....	December 2022



# AN EPC – WHY NOW?

You are our client = We protect your best interests;  
Knowledge of the District, staff and buildings;  
Experience with NYSED;  
Extensive LEED/CHPS experience;  
BBS (Designer) conducts preliminary energy audit;  
Fees paid for by guaranteed energy savings;  
Interest rates at historical lows (+/- 3.00%);  
Construction costs competitive.

# YOUR EPC TEAM



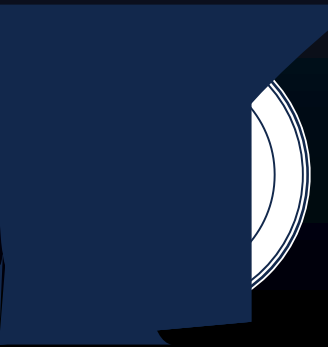
**Fred Seeba, PE, LEED AP,  
NCEES**  
**Managing Partner**  
Director of Engineering



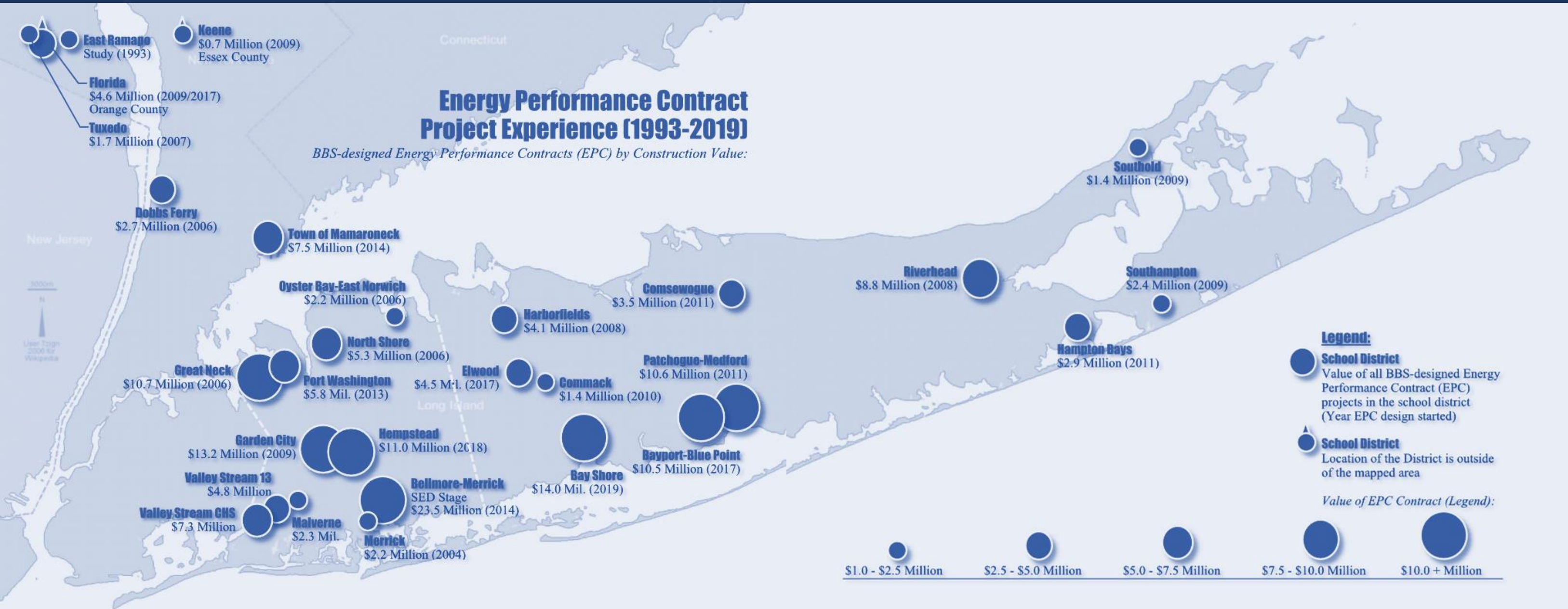
**Ken Schupner, AIA  
Partner**  
Principal in Charge



**Joe Rettig, AIA, LEED AP  
Partner**  
Director of Architecture



# OUR EXPERIENCE WITH EPCs



# OUR EXPERIENCE WITH EPCs



In our entire history of performing EPCs, we have not had a project where the client did not realize the energy savings guaranteed by the ESCO. The only instance where we have encountered minor complications was when an ESCO was not able to provide the total amount of the guaranteed rebate dollars, and, therefore, had to write a check to the client for the cost difference.”



**ANY QUESTIONS?**



**THANK YOU.**

**BBS** ARCHITECTS  
LANDSCAPE ARCHITECTS  
ENGINEERS

[WWW.BBSARCHITECTURE.COM](http://WWW.BBSARCHITECTURE.COM)