

# 04 ESCO EXPRESSION OF INTEREST

For ESCOs to use in responding to Federal agency ESPC Notices of Opportunity (NOO). Tailor this letter to meet the requirements of the NOO.

## TEMPLATE

Insert company name

Address 1

Address 2

City, State Zip Code

Dear Insert Agency name:

In response to your Notice of Opportunity, [Insert company name] would like to develop an Energy Savings Performance Contracting (ESPC) project at the [Insert project name].

1) ESPC Project Approach

INSERT 1-2 PAGE NARRATIVE OF HOW YOUR COMPANY WILL HELP THE PROPOSED PROJECT MEET ITS ENERGY POTENTIAL.

2) Qualifications for Conducting an Investment Grade Audit (IGA )

INSERT 1-2 PAGE DISCUSSION OF QUALIFICATIONS FOR PERFORMING INVESTMENT-GRADE AUDITS. SUMMARIZE TECHNICAL CAPABILITY FOR PERFORMING SITE SURVEYS, FEASIBILITY DESIGNS, AND STUDIES. CITE REFERENCES USED FOR DATA, ASSUMPTIONS, ETC.

3) Information about Specific ESPC Projects

INSERT EXAMPLES OF COMPANY'S PAST ESPC PROJECTS, INCLUDE ALL PROJECT(S) WITH SAVINGS SHORTFALLS OR OTHER ISSUES; PROJECT(S) IN LITIGATION AND HOW THEY WERE RESOLVED; PROJECT FINANCING SPREAD (PROJECT RATE LESS LIKE TERM TREASURY) ON LAST 3 TRANSACTIONS.

FACILITIES & LOCATIONS	ECMs	PROJECT INVESTMENT	GUARANTEED SAVINGS

4) Response to Specific Requirements in the Notice of Opportunity

RESPOND TO ADDITIONAL SPECIFIC REQUIREMENTS IN THE NOTICE OF OPPORTUNITY (E.G., SITE-SPECIFIC REQUIREMENTS, SELECTION CRITERIA REQUIRING YOUR RESPONSE). USE THIS SECTION TO BRIEFLY STATE HOW COMPANY HAS OR WILL ADDRESS THE REQUIREMENTS AND/OR QUALIFICATIONS FOR THE SELECTION CRITERIA.

5) Primary and Secondary Company Contacts

NAME OF PRIMARY CONTACT  
 LOCATION  
 MAILING ADDRESS  
 PHONE NUMBER  
 EMAIL ADDRESS

NAME OF SECONDARY CONTACT  
 LOCATION  
 MAILING ADDRESS  
 PHONE NUMBER  
 EMAIL ADDRESS

**SAMPLE EXPRESSION OF INTEREST**

Mr. Joe Submitter  
 Save Energy Company  
 1000 Right of Way  
 Any City, Any State Zip Code

Dear DOE Contract Officer:

In response to your Notice of Opportunity dated March 1, 2011, BILDITHERE would like to submit an Energy Savings Performance Contracting (ESPC) expression of interest for Ft. Raup.

1) ESPC Project Approach

[Company] develops solutions with our customer, not for our customer. This approach ensures that our customer requirements are identified at each step along the performance contracting process.

2) Qualifications for Conducting an IGA

[Company] has conducted numerous Investment Grade Audits (IGA). [Company] will augment, refine and update the preliminary site survey data for [Project Name] and establish the energy and operations and maintenance baselines, verifying information in the Preliminary Assessment. We take the time to understand the relevant existing conditions of the facilities we are invited to audit.....

3) Information about Specific ESPC Projects

THE FOLLOWING ARE EXAMPLES OF OUR ESPC PROJECTS:

FACILITIES & LOCATIONS	ECMs	PROJECT INVESTMENT	GUARANTEED SAVINGS
Navy Bay, Long Island, NY	Chillers, Lighting	\$21,467,988	\$42,935,976
Fort Raup, Washington, DC	Lighting, HVAC	\$5,233,801	\$10,467,602
GSA Services, Fort Washington, MD	HVAC Upgrades, Distributed Generation, Radiant Heat,	\$2,130,555	\$4,261,110

FACILITIES & LOCATIONS	ECMs	PROJECT INVESTMENT	GUARANTEED SAVINGS
	Steam Trap Replacement		

We encountered an issue related to O&M. We negotiated with the site to transfer O&M responsibilities to their third-party contractor following training of their staff. The site failed to perform O&M on installed equipment as agreed upon, which compromised savings guarantee. Our staff did not notify site of any deficiencies in O&M in time to make early adjustments. Consequently the first two years resulted in savings shortfalls. We understood that we still were responsible for assuring O&M and subsequently made up the shortfall. The agency also made provisions for our staff to monitor their third-party contractor performance of O&M.

None of our projects went into litigation.

The two projects awarded to Bilditthere in the Federal Government within the last year were financed at an average APR of 6.2% or 150 basis points above like-term Treasury notes. Bilditthere receives highly competitive financing bids based on our low debt-ratios and triple A rating.

4) Response to Specific Requirements in the Notice of Opportunity

As noted in the NOO, [Company] understands that the project sites handle sensitive materials requiring clean room air quality. [Company] has several projects in our portfolio with successful implementations of HVAC systems compatible with the clean room requirements of the project sites.

5) Primary and Secondary Company Contacts

PRIMARY:  
P.M. BILDITHERE  
123 MAIN STREET  
ANYTOWN, ZA ZIP CODE  
212-555-1212  
PMBILDITHERE@COMPANY.COM

SECONDARY:  
C.S. BUYITHERE,  
123 MAIN STREET  
ANYTOWN, ZA ZIP CODE  
212-555-2121  
CSBUYITHERE@COMPANY.COM