Agency notifies SEU of interest in Energize Delaware Performance Contracting Program

Agency executes Letter of Intent with SEU

Agency selects ESCO or Notice of Opportunity issued to selected ESCO pool participants

A. Direct ESCO selection
B. Streamlined qualifications based ESCO selection
C. Comprehensive Request for Proposals (RFP) based ESCO selection

ESCO Interview

Select ESCO

ESCO RFP Response Received & Evaluated

ESCO selected by Agency to perform Investment Grade Audit (IGA)

Agency and ESCO execute Investment Grade Audit Agreement

ESCO performs IGA and submits IGA Report to Agency, OMB and SEU

Agency, OMB and SEU review IGA Report and accept or request modifications

ESCO finalizes IGA Report

Agency opts out

If IGA Report fails to meet 3.2(a), no fee per 4.2(b)

Agency pays ESCO IGA fee

ESCO NOO Response

RFP issued to interested ESCOs

Bond Financing Agreements
- Guaranteed Energy Savings Agreement (ESCO & Agency): OMB approval
- Installment Payment Agreement (SEU & Agency)
- Program Agreement (ESCO, SEU & Agency)
- Agency Agreement (Agency, OMB & SEU)

ESCO submits annual Energy Savings Statement to Agency, OMB and SEU

Agency makes payment out of savings (installation payments to SEU and annual service fee payments to ESCO)

Project installation completion, M&V, commissioning, acceptance

SEU pays construction draws

ESCO performs final engineering design phase

SEU pays construction draws

Agency makes payment out of savings (installation payments to SEU and annual service fee payments to ESCO)

Agency and SEU review

Statement accepted?

Savings less than guaranteed – ESCO makes payment to Agency

Final engineering design phase

OMB review & approval procedures

SEU aggregates GESA projects, obtains bond financing

Project installation / construction

Agency, OMB and SEU review ESCO IGA Report and accept or request modifications

ESCO finalizes IGA Report

Agency opts out

If IGA Report fails to meet 3.2(a), no fee per 4.2(b)

Agency pays ESCO IGA fee

ESCO NOO Response

RFP issued to interested ESCOs

Bond Financing Agreements
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