

# HACC & FREE Webinar

Organized by the Pennsylvania Sustainable  
Energy Finance Program (PennSEF)



This webinar will cover:

- HACC's \$12.6M energy investment paid from guaranteed savings;
- Self-financing from energy savings explained;
- Cost and energy savings for community colleges;
- Questions and answers with HACC and FREE experts

MONDAY

DEC 18

2 PM

<https://us02web.zoom.us/j/83439179253>

## Harrisburg Area Community College (HACC)



John J. "SKI" Sygielski

President  
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Kathleen M. Brickner

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## Foundation for Renewable Energy & Environment (FREE)



John Byrne

Chairman & President  
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Executive Assistant  
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# Collegewide GESA

- Welcome
- Guaranteed Energy Savings Agreement (GESA)
- Development of the GESA
- GESA Partners
  - Pennsylvania Sustainable Energy Finance (PennSEF)
  - Foundation for Renewable Energy & Environment (FREE)
  - Schneider Electric, LLC



# GESA Scope



- Enhance Water Conservation
- Upgrade Lighting
- Modernize Heating Ventilation & Air Conditioning
- Expand Geothermal Field
- Modernize Building Automation Systems
- Install Solar Arrays



# Solar Project

- Solar PPA
- Campus Arrays
- Schedule



# How to Get Started? Ask PennSEF



## GESA PROJECT

**Short term mess,  
long term progress.**

We're creating a more energy efficient campus which means brighter and more comfortable learning environments for our students.

*In partnership with...*



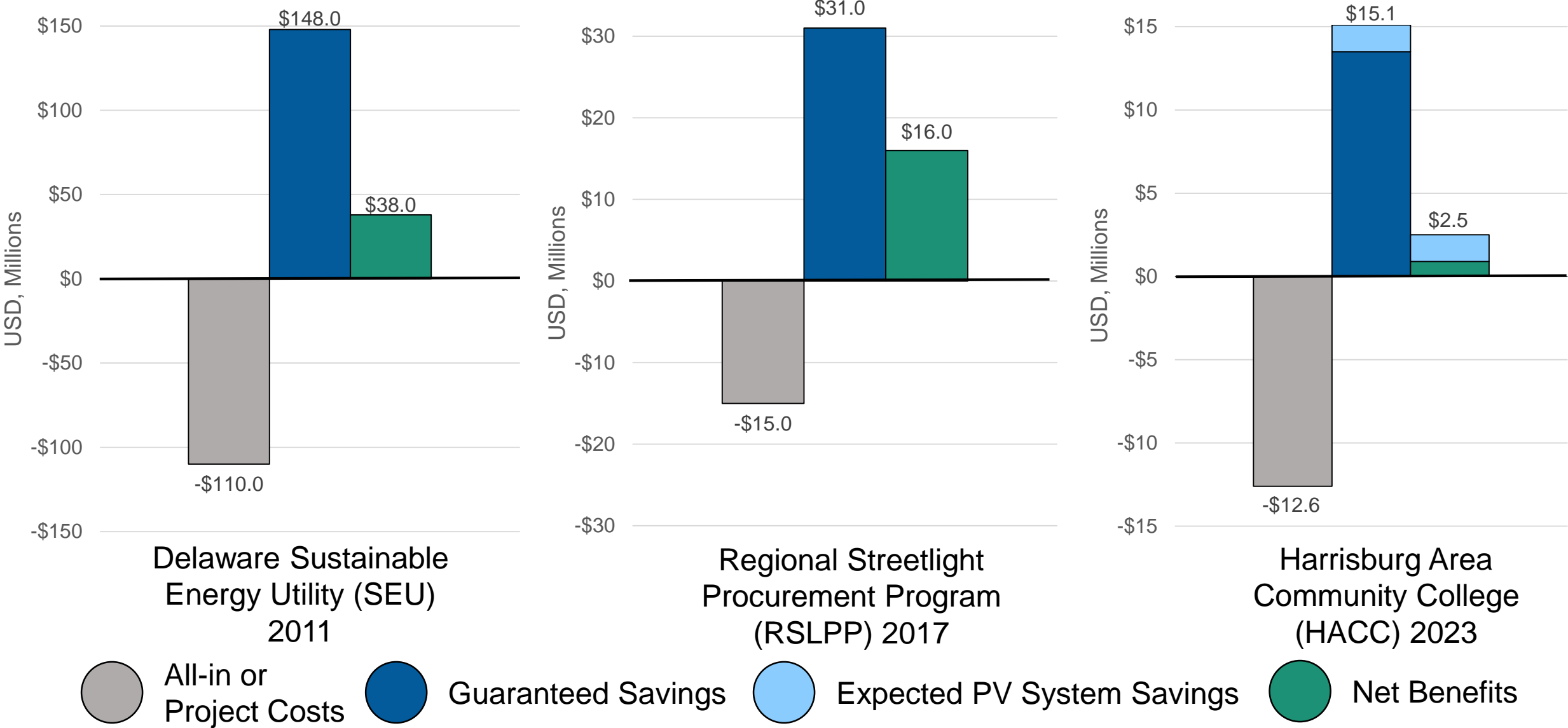
# The Pennsylvania Sustainable Energy Finance Program (PennSEF): What is it?

*PennSEF is a program that pairs sophisticated technical, legal, and procurement support with access to low-cost financing to assist universities and colleges (including two-year institutions) in developing and implementing clean energy/energy efficiency measures that are guaranteed to pay for themselves. Administered by FREE.*

<https://freefutures.org/pennsef/>

# Infrastructure-scale Financing that Guarantees Savings

## Significant Net Savings from Beginning to End

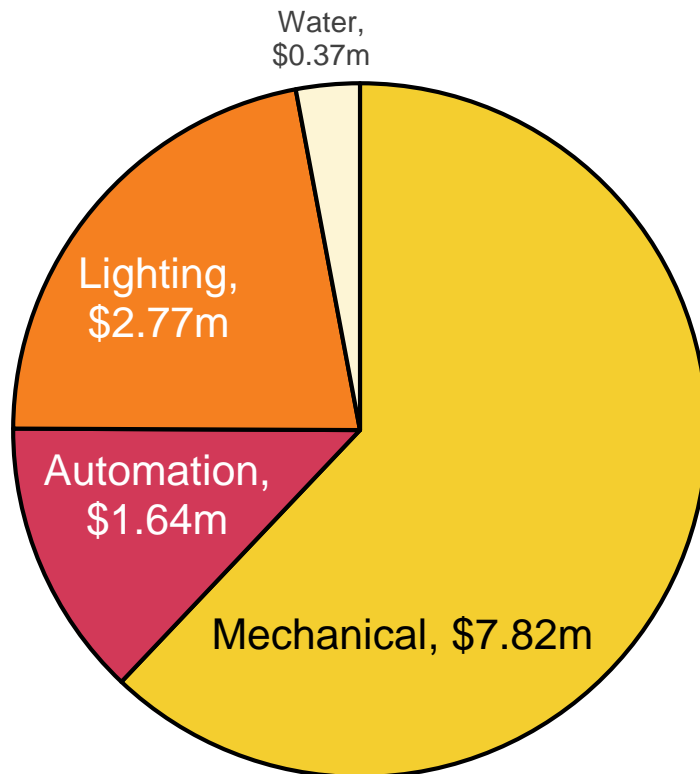




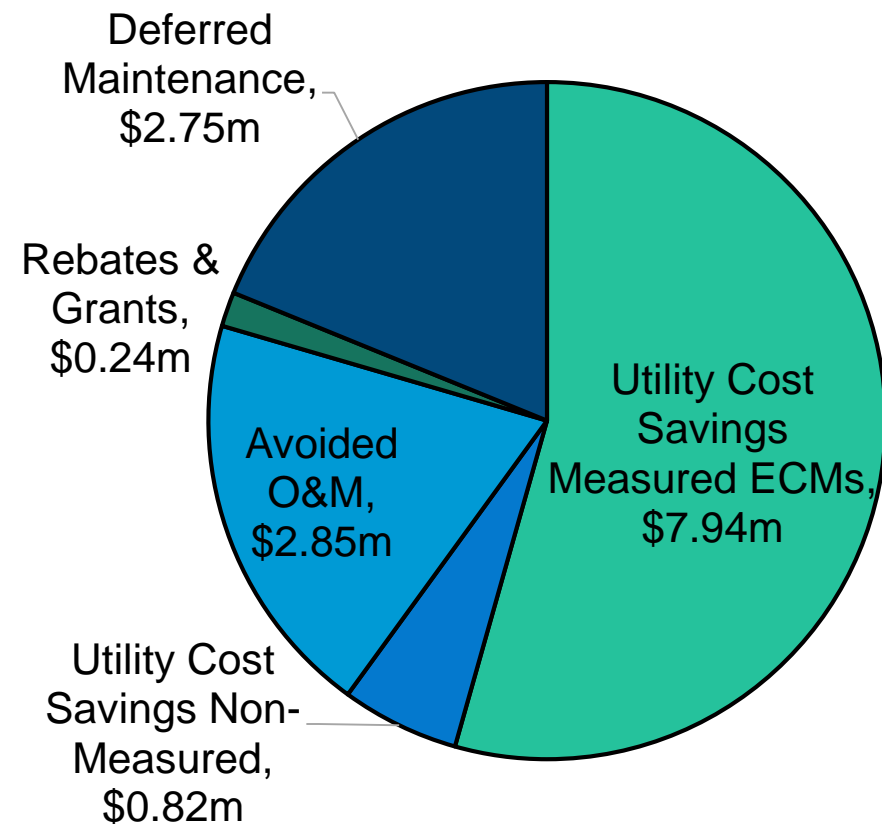
## Campus-wide Energy Upgrade at Harrisburg Area Community College (HACC) (2023)

Breakdown of energy conservation measure (ECM) investments and resulting savings

HACC Project Investments by ECM  
Category (Millions)



HACC Project Savings  
Breakdown (Millions)





# PennSEF Project Steps

At a glance

## START

- Sign Letter of Interest (LOI) with PennSEF
- Discuss initial project ideas with PennSEF expert
- PennSEF helps your team prepare an RFP

## REQUEST PROPOSALS

- Review PennSEF template RFP
- Discuss PennSEF template Guaranteed Savings Agreement (GSA)
- Send RFP to PennSEF's Pre-Qualified ESCOs

## ESCO SELECTION

- Review PennSEF's template Cost and Savings Estimate (CSE) and learn its importance
- Ask pre-qualified ESCOs who respond to the RFP to submit CSEs
- Go over CSEs with PennSEF expert
- Select ESCO to begin work

## NO-COST PRELIMINARY AUDIT

- ESCO conducts preliminary audit at no cost to you
- Decide whether to request ESCO to submit GSA based on PennSEF template
- Assisted by PennSEF team, negotiate a GSA, and a monitoring and verification (M&V) plan

## FINALIZE GSA & IGA

- PennSEF's team works with you and the ESCO on an Investment Grade Audit (IGA)
- The IGA **must guarantee** energy savings whose value is equal to or greater than the project investment (including financing and fees)
- PennSEF team conducts independent review of costs and savings in the IGA regarding their reasonableness
- If you are satisfied with the GSA and IGA, both documents are prepared for signature
- PennSEF team develops a Financing Plan, or you may use your own financing

# Key Benefits of Participation in PennSEF

## TEMPLATE DOCUMENTS

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PennSEF Model documents designed to protect your interests and adapted to your technology and facility upgrade goals

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## PRE-QUALIFIED ESCO LIST

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PennSEF arranges and invites pre-qualified ESCOs that can successfully complete the project

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## EXPERT ADVICE & GUIDANCE

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PennSEF offers expert advice and guidance on ESCO selection, including testing CSE submissions against publicly reported cost and savings in similar projects

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## INDEPENDENT REVIEW

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PennSEF provides expert advice and insight to help evaluate preliminary audit results and guide GSA negotiation

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## EXPERT ANALYSIS

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PennSEF experts employ advanced analysis, modeling, and benchmarking to evaluate IGA and can offer analysis and recommendation for financing options

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# Interested?

## First Step!



### **Download, Review and Sign Letter of Interest (LOI)**

You can find the LOI template here:  
<https://tinyurl.com/bdamvpec>

For a list of multiple PennSEF documents:  
<https://freefutures.org/pennsef/documents/>

### **FREE Will Follow-up With You**

Darlene Rothwell, Executive  
Assistant of FREE, will contact you  
in response to the LOI you submit.

Darlene Rothwell  
Executive Assistant, FREE  
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