

Esco energy

The National Association of Energy Service Companies, (NAESCO) is the leading ...

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ESCOs offer performance-based contracts (i.e., contracts that tie the compensation ...

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An energy service company (ESCO) is a company that provides a broad range of energy solutions including designs and implementation of energy savings projects, retrofitting, energy conservation, energy infrastructure outsourcing, power generation, energy supply, and risk management.

With the rising cost of energy and the availability of efficiency technologies in lighting, HVAC (heating, ventilation and air conditioning), and building energy management, ESCO projects became much more commonplace. The term ESCO has also become more widely known among potential clients looking to upgrade their building systems that are either outdated and need to be replaced, or for campus and district energy plant upgrades.

In the wake of the Enron collapse in 2001, and the sputtering or reverse of deregulation efforts, many utilities shut down or sold their energy services businesses. There was a significant consolidation among the remaining independent firms. According to the industry group NAESCO, revenues of ESCOs in the U.S. grew by 22% in 2006, reaching \$3.6 billion.&#91;7&#93;

An energy service company (ESCO) is a company that provides comprehensive energy solutions to its customers, including auditing, redesigning and implementing changes to the ways the customer consumes energy, the main goal being improved efficiency. Other possible services provided include energy infrastructure outsourcing, energy supply, financing and risk management. It is this comprehensiveness of services that differentiates an ESCO from a common energy company, whose main business is solely providing energy to its customers. Typically compensation to the ESCO is performance based so that the benefits of improved energy efficiency are shared between the client and the ESCO.

ESCOs often use performance contracting, meaning that if the project does not provide returns on the investment, the ESCO is responsible to pay the difference, thus assuring their clients of the energy and cost savings. Therefore, ESCOs are fundamentally different from consulting engineers and equipment contractors: the former are typically paid for their advice, whereas the latter are paid for the equipment, and neither accept

any project risk. The risk-free nature of the service the ESCOs provide offers a convincing incentive for their clients to invest.

Some typical characteristic of ESCOs are as follows:

This next phase is referred to as the engineering and design phase, which further defines the project and can provide more firm cost and savings estimates. The engineers are responsible for creating cost-effective measures to obtain the highest potential of energy savings. These measures can range from highly efficient lighting and heating/air conditioning upgrades, to more productive motors with variable speed drives and centralized energy management systems. There is a wide array of measures that can produce large energy savings.

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