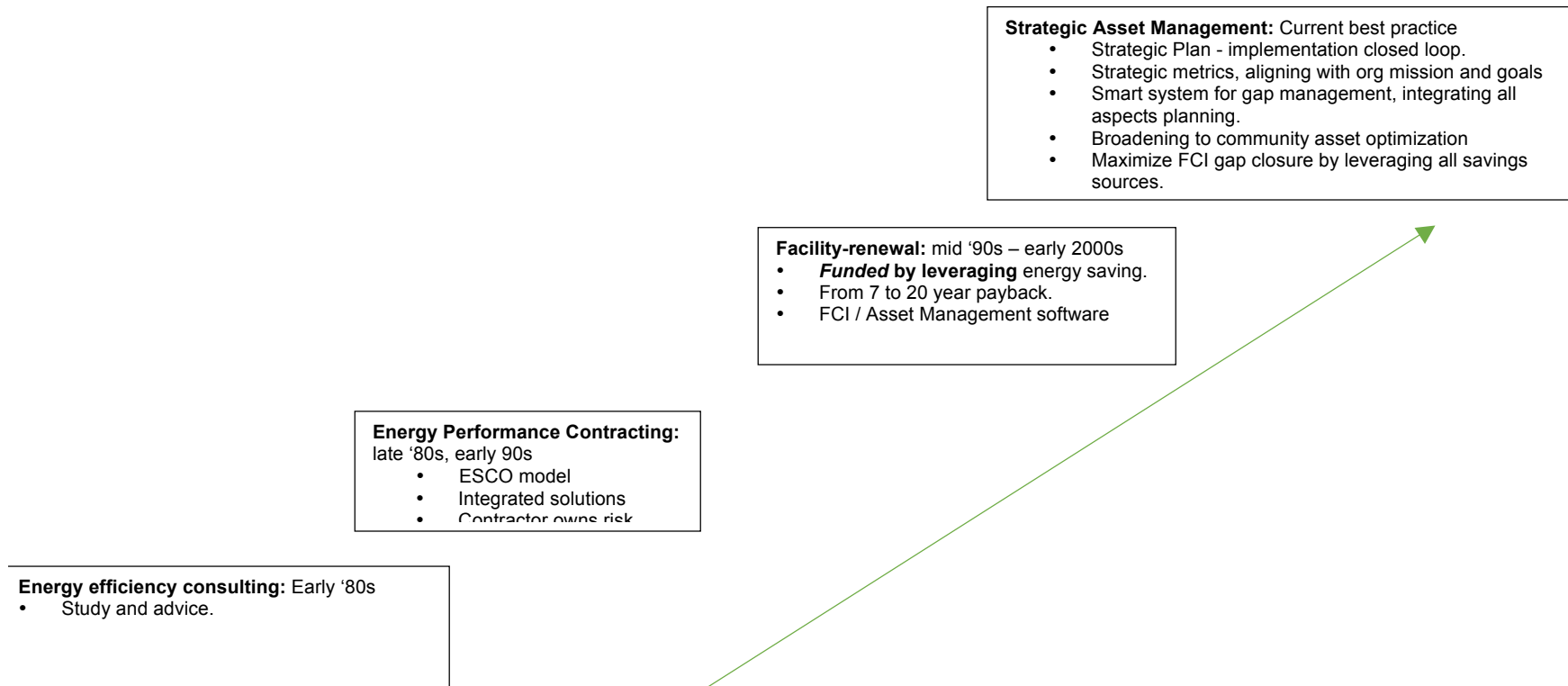


EVOLUTION OF ENERGY MANAGEMENT TO ASSET MANAGEMENT

From focus on energy savings to leveraging energy savings as primary funding strategy



Note: "ENERGY SERVICE COMPANIES: Energy performance contracting is a savings-financing arrangement that provides energy management and project development services to organizations such as public agencies on a performance basis. In general terms, an energy service company (ESCO) assesses energy systems and equipment, identifies possible energy savings opportunities, recommends energy efficiency improvements and monitors the results, with no upfront cost. The ESCO is then paid with the annual savings generated by the energy efficiency project. Working with an ESCO is an option for public agencies that do not have access to upfront capital for energy efficiency upgrades, or that require more assistance in identifying their technical measures." - *A GUIDE TO PREPARING CONSERVATION AND DEMAND MANAGEMENT PLANS* -Ontario Government.