

How to Participate

1. Sign a non-binding Letter of Interest and begin discussions with the SCWA-FREE Team to identify your goals and concerns.

Your LOI will be shared with the SCEF Program's pre-qualified ESCO list.

2. Attend the Education Day organized by SCWA and FREE.

You will get an opportunity to meet ESCO representatives on Education Day. The SCWA-FREE Team will review in detail how the financing works.

3. Provide the ESCO(s) with access to your site, facilities staff and energy and water bills

We are working with PG&E to help make access to electric bills from multiple sites a simple process.

4. Select a single ESCO to perform a pre-contract audit and present an initial proposal

Total dollar savings provided in the pre-contract audit must equal at least 90% of the value of the ESCO's eventual Investment Grade Audit.

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5. Move forward with an investment grade audit or opt out. If you move forward, the ESCO will conduct a 2nd, detailed audit and present its dollar savings guarantee.

6. Sign the Guaranteed Savings Agreement which spells out how the guarantee works and how savings are monitored and verified.

7. Retrofit work is completed by the ESCO, and all equipment is regularly checked to ensure performance specifications are met.

8. Your financial savings are verified over a minimum period of time needed to pay off all retrofit costs

The investment grade audit is used by the ESCO to establish its dollar savings guarantee to you. If you then opt out, you will need to pay part of the cost of the IGA.

The SCWA-FREE Team will provide comparative metrics so that you can compare your guarantee to ones provided to other Participants. This creates a competitive process in your favor!

You sign off on payments after you are provided functional testing and commissioning documentation.

The verification of savings is extremely important, and you will receive regular reports from ESCOs documenting them.