



EXPECT  
CLARITY



EXPECT  
EFFICIENCY



EXPECT  
COMFORT



MacDonald-Miller  
FACILITY SOLUTIONS®

## Public Sector Performance Contracting

### Are you...

**Tired** of not getting the capital funds for your critical infrastructure projects?

**Disappointed** with the results from your current design, low bid, build procurement process?

**Unhappy** with the speed of the design and construction process?

**Aggravated** at engineering and contracting teams pointing fingers?

### The solution...

An alternative delivery method known as Energy Savings Performance Contracting (ESPC).

As a State of Washington qualified Energy Services Contractor (ESCO), MacDonald-Miller has the technology, talent and certification to make your buildings work better.

"I just wanted to note my pleasure with your entire team! MacDonald-Miller makes it happen and they have bent over backwards to ensure interruptions to instruction were minimized and that we were back in operation when planned. It makes our Facilities team look really good when we have top notch contractors leading the charge!"

*Barry Holldorf  
Director of Facilities & Operations  
Highline College*



### Why choose

### MacDonald-Miller

### as your ESCO?

- ▶ No double mark-ups. MacDonald-Miller can self-perform 95% of most scopes of work.
- ▶ The ability to maximize project budgets by fully leveraging incentives, grants and operational savings.
- ▶ Single point of accountability to provide you with a guaranteed project cost, guaranteed savings and guaranteed performance.
- ▶ 55 years of delivering mechanical and electrical services with a track record for extending the life expectancy of equipment by 30%.
- ▶ Full service design-build-optimize contractor. We are an integral part of your community with over 1,000 talented industry professionals.



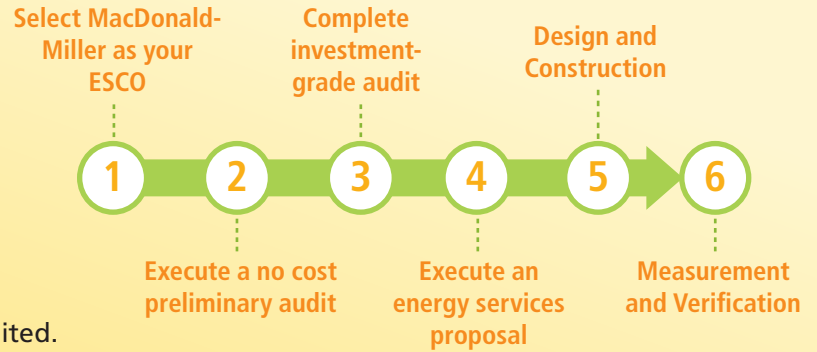
*We make buildings work better.*

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## STEPS to success

1. Select MacDonald-Miller as your ESCO.
2. Execute a no cost Preliminary Audit.
3. Complete an Investment Grade Audit (IGA) to further define scopes, cost, savings and construction timelines.
4. Execute an Energy Services Proposal for the design and construction of approved scopes of work. Maximum project cost is guaranteed, and actual costs are substantiated. Any unused budget is credited.
5. Validate savings outcomes.

## SEQUENCE OF AN ESCO PROJECT



## HOW TO direct select MacDonald-Miller as your ESCO

Simply use the Department of Enterprise Services (DES) Inter-Agency Agreement (RCW 39.34.080, RCW 39.35C.101, RCW 39.35A).

### This method allows you to:

- Accelerate replacement for end of useful life equipment and systems
- Mitigate your project risk and save time
- Streamline project design & delivery process
- Reduce operational burden on your staff
- Avoid costly and time-consuming design-low bid-build public procurement process
- Have DES serve as your 3rd-party Project Manager
- Only incur costs if the project and/or financial criteria are met

## SCOPES for consideration

- Mechanical & electrical infrastructure improvements
- LED lighting retrofits
- Building envelope upgrades
- Building automaton & lighting control modernization projects
- Smart campus analytics platform & practices
- Electric vehicle charging infrastructure & renewable energy projects

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