



CLASP.

A brief introduction to ESCos

Responding to Climate Change

Supported Learning Group seminar

6 July 2010

Early definition

“An ESCO, or Energy Service Company, is a business that develops, installs, and arranges financing for projects designed to improve the energy efficiency and maintenance costs for facilities over a seven to twenty year time period. “

(National Association of Energy Services Companies - US)

Evolving definitions in the UK

- Energy Service Company to Energy Services Company
- No-longer single building operator based
- Not just energy efficiency
- Not necessarily arranging finance, developing and installing projects

ESCos and MUSCos

- ESCo - energy focused
(efficiency/renewable/affordable/low carbon)
- MUSCo (Multi-utility Service Company) –
energy + water + waste + comms +.....+

How do ESCos differ from traditional energy companies?

	Energy Company	ESCo
Primary purpose	Return profit on investment	Environmental and social benefits (as well as financial)
Scope	Generating, distributing and selling energy	Generating, distributing and selling energy, promoting energy efficiency, tackling fuel poverty, carbon reduction/renewable energy objectives, O&M
Structure	Plc FTSE listed	SPV/JV/Co. Ltd by Guarantee/CIC... etc
Scale	Scottish and Southern Energy Turnover : £25 billion 17,000 employees	Annual turnover £million? Less than 30 employees
Territory	Multi-regional/national	Single development/town/city
Origins	Nationalised companies/investor-owned, growth through mergers/acquisitions	Established by public sector/JV/PFI

Creating new patterns of ownership (ESCOs and MUSCOs)

<http://www.cabe.org.uk/sustainable-cities/advice/escos-and-muscoss>

London Energy Partnership - Making ESCos Work

www.lep.org.uk/uploads/lep_making_escos_work.pdf



Escos: One of our team is missing

www.building.co.uk/escos-one-of-our-team-is-missing/3143473.article