

## WYECIP Pre-Qualified Energy Services Company: About the ESCo

Company Name: McKinstry Essention, LLC

Corporate Address: 5005 Third Avenue South, Seattle, WA 98134

Address of Regional Office Serving Wyoming (if different than corporate):

16025 Table Mountain Parkway Suite 100, Golden, CO 80403

Company web link: [www.mckinstry.com](http://www.mckinstry.com)

Primary Regional Contact: Dan Gacnik, Business Development Manager – (303) 215-4048,  
[dang@mckinstry.com](mailto:dang@mckinstry.com)

Years in Energy Business: 30+

Energy Performance Contracting Experience in Rocky Mountain Region:

	Total Number of Projects started from 2008-2017	Range of Total Project Costs (Millions)	Average First Year Cost Savings (\$)	Average Finance Term (years)	Number of projects that implemented renewable energy
K-12 School	15	\$0.5 - 10M	\$125,100	10-15	2
Higher Education – Universities	7	\$2-11M	\$348,000	10-15	1
Higher Education – community colleges	1	\$1M	\$99,000	10-15	0
Cities (>25,000 population)	4	\$1.5-8M	\$260,000	10-15	3
Towns (<25,000 population)	12	\$1-4.8M	\$93,000	10-15	4
Counties	5	\$1.5-5.4M	\$207,000	10-15	2
Other Local Government	5	\$.8-5M	\$162,000	10-15	2
State Entities					

Non EPC Energy Efficiency and Renewable Energy Project Experience: **All non-EPC projects were performed outside of State EPC programs. More information about non-EPC projects can be provided upon request.**

	Total Number of Projects started from 2008-2010 (3 years)	Range of Total Project Costs (Millions)	Average Annual Utility Bill Savings Guaranteed (%)*	Average Finance Term (years)	Number of projects that implemented renewable energy
K-12 School					
Higher Education – Universities					
Higher Education – community colleges					
Cities (>25,000 population)					
Towns (<25,000 population)					
Counties					
Other Local Government					
State Entities					

\*If under States Performance Contracts Legislation

## McKinstry's Value

With our deep in-house bench of over 2,000 employees and over 50 of them located within the Rocky Mountain Region, you can be confident that your team will have a partner with internal expertise and deep technical knowledge, and not rely on this from a subcontractor (with markup) to the ESCO. This will allow McKinstry to continue to be a long-term partner with client in the State.

McKinstry's value statement is simple: we listen to our clients, we're confident in our recommendations, we're passionate about our work, we're empowered to do what's right for our clients, and our people are capable problem-solvers. Our partnership-oriented approach to performance contracting ensures that WYECIP stakeholders are active participants in project development and management.

In addition, our value includes:

### TALENTED PEOPLE

Our people have the technical knowledge and experience to provide valuable insight on energy management solutions, renewable energy installations, retro-commissioning, and a number of other services.

### CERTAINTY

McKinstry is committed to establishing and maintaining for you a sense of safety, trust, stability, and certainty in your investment with us. We're dedicated *For the Life of Your Building*.

### COMMITMENT

We believe in serving as your trusted partner, and are invested in ensuring that the stakeholders in your organization feel secure with McKinstry's approach to your desired facility improvements. We care and think about the life of your building—not lucrative short-term projects that fail to meet the needs of the communities you support.

### ROCKY MOUNTAIN EXPERIENCE

Since 2009, McKinstry has performed over \$1.4 billion in guaranteed Energy Performance Contracts nationally and with more than 40 Rocky Mountain public sector clients, including local and state governments.

### SINGLE-POINT OF ACCOUNTABILITY

By having a single-point of accountability with McKinstry, the cost and burden on the numerous stakeholders will be dramatically reduced. We use the depth and breadth of our resources and experience to ensure a successful project.

### GENERAL CONTRACTOR MENTALITY

This approach provides for the highest quality construction at the lowest project cost to our client by allowing us to break apart scopes of work to each trade, avoiding markups on top of markups.

### TOTAL COST OF OWNERSHIP

McKinstry's Total Cost of Ownership (TCO) modeling is a replicable, self-documenting decision-making process that considers first costs, life-cycle costs, and sustainability. The goal of TCO is to make design and construction choices that optimize the present value of all costs incurred and all of the value delivered over the life of your facility asset.

### UTILITY FUNDING

Since 2007, McKinstry has implemented over \$150 million in energy performance contracts in the Rocky Mountain states and approximately 20% of these project dollars have been provided through grants and rebates.

### FULL CYCLE OF SERVICES & EXPERTISE

No other company offers the suite of services McKinstry provides. Many ESCOs focus exclusively on ESPC. McKinstry is a leader in ESPC, but we also have a wealth of internal services such as design and energy engineering, commissioning and retro-commissioning, measurement and verification, warranty and issue management, utility bill tracking, and behavior-based energy savings programs.

### BOTTOM LINE

In summary, we are excited to assist clients within the State of Wyoming in achieving its energy, sustainability, and climate goals. We are confident in our team's ability to deliver a high-integrity project with unparalleled benchmarks for performance, quality, transparency, trust and service especially with our previous experience in working within city facilities.