



Certified Performance Contracting & Financing

An Industry Recognized Certification for Facility and Energy Managers, Building Owners and Energy Efficiency Consultants

Who are Certified PCF Professionals?

- Are you a consultant specializing in energy efficiency projects for buildings and facilities looking to understand PCF fundamentals, avoid funding pitfalls and get projects turned around faster?
- Are you an energy manager, facility manager, or building owner that has difficulty funding your energy improvement projects?
- Do you contract with ESCOs, utilities, banking, financing, or government organizations to fund energy projects?
- Are you looking to validate your experience, knowledge, and competency in funding best practices or programs, such as PC, PACE, OBF, etc?

Performance contracting and funding professionals are specialists that can mitigate upfront capital cost barriers to get more critical energy-saving projects funded and completed - on time. They understand the pitfalls of financing and contracting, finding and applying smart financing options, and applying best practices for a loan, lease, or buy. In the innovative project financing arena, certified PCF professionals make the difference when "selling" a project's financial viability and getting more projects done.



What does the Performance Contracting & Financing (PCF™) Certification Program offer?

This program helps educate and qualify individuals involved in energy project development, funding and implementation. The program also raises the professional standards of these individuals. By obtaining the PCF certification, candidates gain industry and peer recognition by demonstrating their understanding of performance contracting and financing principles and best practices.

What is the bottom line for me or my company?

Gaining a wide-reaching and industry-recognized certification is always a personal and financial investment. Individuals report career improvements in the form of salary and responsibility increases. The certification shows individuals hold a fundamental understanding of the profession and a commitment to the highest standards of quality. Companies, organizations, and consultants with a PCF on-staff often see a higher affinity with their customers because PCFs understand project financing requirements in depth, speak the language performance contracting, and are trusted to report and validate ROI metrics and benefits. Perhaps even more valuable is their ability to avoid common pitfalls that can be worth millions of dollars.

aeecenter.org/pcf

What functional areas does the PCF™ Certification Program cover?

The certification program requires fundamental knowledge across four core principles and practices specific to performance contracting and financing. These include:

- Traditional Financial Arrangements & Terminology
- Performance Contracts
- Advanced Financial Evaluation of Financing and PC Options
- Advanced Presentation Techniques

Each section is divided into subsections as provided in the certification program's Body of Knowledge.

How do I become eligible for AEE's PCF™ certification?

Every certification program offered by AEE is defined by strict standards to ensure the program maintains its industry-wide recognition and credibility. To that end, AEE stipulates three criteria that all PCF candidates must meet. Firstly, applicants must have relevant experience or educational credentials (see below). Secondly, candidates must undergo a defined training program that aligns with the fundamental knowledge base of the program, and the principles and practices of the industry as a whole. Thirdly, candidates must pass the associated exam to demonstrate their technical knowledge, proficiency, and abilities in the area of energy efficiency.

Experience & Education

Applicants must meet one of the following eligibility criteria:

- 4-year engineering or architectural degree
- 4-year business or related degree, and 3+ years related** work experience.
- 2-year associate degree, and 5+ years related** work experience.
- Have 8+ years related** work experience
- Current status of Certified Energy Manager® (CEM®)

*or equivalent degree.

**Related experience in performance contracting or energy project funding or financing.

Why would I want to take a training program when I believe I already have the knowledge and experience required to pass an exam?

A PCF training program provides more value than only preparing individuals to take the associated exam. It brings all candidates to a base level of understanding across a wide variety of topics.

For those entrenched in their normal daily activities, attending a training program, held away from the office, in a classroom environment can be a catalyst for improvement and change. For many, the chance to network, connect, and learn from other like-minded individuals is incredibly valuable.

I obtained my PCF™ Certification, where do I go next?

The PCF certification can help define your status as an industry professional and help progress your career. Once complete, make sure you maintain your account and keep track of your certification on aeecenter.org. You can also keep up to date on energy management practices and technologies by joining your local AEE Chapter. Energy professionals continuously tell us that they stay ahead in the industry by getting involved in their local community.

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