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June 2018

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**NAESCO** National Association of
Energy Service Companies**35th Annual Conference
& Vendor Showcase**

October 31-
November 2, 2018
Omni Orlando Resort
at ChampionsGate

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NAESCO ADVOCACY UPDATE

Summer 2018 Overview

NAESCO continues to work on legislation, regulations and policy issues that affect the ESCO industry at the federal and state level.

Federal Issues

On the federal level, NAESCO works with coalitions of national EE organizations to promote energy efficiency, renewables, distributed generation and demand response in federal legislation and federal regulatory rulemaking.

An area where the Administration is focusing, and where ESCOs could have an interest, is in the field of building to grid integration issues. The Administration is interested in trying to connect the R&D to deployment of new technologies. The introduction of new technologies, energy storage, cyber controls on energy management systems, micro-grids, two-way communication, the use of buildings for delivering energy in a timed manner, are all new areas where regulation is slipping behind technology development.

On May 17, 2018, the White House issued an executive order on "Efficient Federal Operations." The order does not set forth an annual energy efficiency reduction goal, but orders the agencies to achieve annual reductions, implement energy efficiency measures and reduce costs. Section 2(d) explicitly encourages the use of performance contracting. Ninety days was given to prepare an agency plan, including consultation with CEQ and OMB.

Congress has also signed-off on the creation of the new CESER office (Cyber Security and Emergency Response office) at DOE, which was created out of the Office of Electricity. Large funding has been added in both the House and Senate to deal with cyber security.

The effects of the tax reform legislation passed in late 2017 on the ESCO industry are still developing. The most significant aspect of the legislation for ESCOs may be its effect on the tax equity market. A lower corporate tax rate means less appetite for tax exempt earnings, which may increase the cost of financing for ESCO projects. Congress does not appear to have the stomach to move forward with another major tax bill at this time, beyond the significant tax reform that was passed in late 2017. After the mid-term elections there has been discussion of passing a tax extenders package, which could include the 179D commercial building energy efficiency tax deduction. A recent New York Times article on 179D has not been helpful in building support for 179D. The House Ways and Means Committee has also discussed making the personal income tax reductions "permanent" and reducing capital gains taxes. However, the Senate appears to be in no mood to deal with taxes before the election. [Continue reading](#) the Federal and State updates.

HIGHLIGHTS FROM THE TECHNOLOGY & FINANCING

WORKSHOP

NAESCO is pleased to report the dual-track Technology and Financing Workshop held June 12–13, 2018, in Milwaukee, Wisconsin was a resounding success. The focus was on technological advances and new offerings that are commercially available and on the changes in the financing and development of energy efficiency projects which reflect new tax laws and heightened interest in creating better resiliency through energy efficiency.



*Workshop attendees enjoying the Networking Luncheon
Photo courtesy of Steve Champlin*

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INDUSTRY REPORTS

Energy Efficiency Can Help 32 States Meet Clean Air Rules by Cutting Pollution

Source: ACEEE, Cassandra Kubes, Senior Research Analyst, Health and Environment
Energy efficiency is a proven, low-cost way to reduce pollutants, and it can significantly help 32 states comply with US air quality regulations, according to ACEEE's new report, *Mission Attainment: Incorporating Pollution Reductions from Energy Efficiency in State Implementation Plans*.

Despite its value, many states are not taking credit for using energy efficiency to meet federal standards. The US Environmental Protection Agency's National Ambient Air Quality Standards (NAAQS) set limits on six criteria pollutants that are harmful to public health and welfare. States are required to develop state implementation plans to maintain or achieve these standards. While state air regulators can rely on energy efficiency to meet specific pollutant reductions required under NAAQS, many states are missing out on this opportunity.

To understand why more states are not taking credit for what they are already doing, ACEEE conducted a survey of state air regulators. Responses varied, but a key barrier involved the complex nature of the electric grid and the movement of pollutants through the atmosphere. The air quality benefits of reducing pollution extend throughout the country, but the exact location of air quality improvements depends on many complex factors...[continue reading blog post](#). Read the [full report](#).

Energy Sector Adds Over 130,000 Jobs in 2017 – Efficiency Leads in Job Creation, Accounting for Nearly Half of New Positions

Source: NASEO and Energy Futures Initiative

The nation's energy sector employed 6.5 million Americans in 2017, up 133,000

jobs from the year prior, according to a comprehensive report released by the Energy Futures Initiative (EFI) and the National Association of State Energy Officials (NASEO). This two percent growth rate exceeded the national average of 1.7 percent. Jobs in the energy sectors accounted for nearly 7 percent of all new jobs nationwide in 2017. The [2018 U.S. Energy & Employment Report](#) (USEER) is the third installment of the energy jobs survey established by the U.S. Department of Energy in 2016. This year, the report has been produced by former Energy Secretary Ernest Moniz's nonprofit think tank the Energy Futures Initiative, in partnership with NASEO. Both organizations secured private funding to continue the report this year. The USEER was previously issued by the Department of Energy. Other key takeaways from the report include:

- Energy Efficiency employers created the most new jobs of the four sectors, adding a net 67,000 new jobs.
- Natural gas electric generation jobs continued to grow, adding over 19,000 new jobs, as natural gas continued its climb as the number one fuel for electricity generation in the U.S.
- Solar energy firms employed, in whole or in part, 350,000 individuals in 2017. That represents a reduction of 24,000 jobs in solar in 2017 -- the first net job loss since solar jobs were first collated in 2010.
- Of the 7.1 million construction jobs in the U.S., over 2 million, or about 29%, are directly supported by traditional energy or energy efficiency firms.
- 70% of all surveyed employers reported difficulty hiring qualified workers over the last 12 months; 26% noted it was very difficult.
- Energy job growth rates slowed in 2017 to 2%, but still exceeded national average of 1.7%.
- In 2018, firms participating in the survey anticipate 6.1 percent expansion in employment, excluding the motor vehicle sector. [Click here for more information.](#)

Dynamic Pricing and Peak Usage

Source: Kevin Stark for Energy News Network

If utilities want to lower peak electricity loads, they might want to consider rate structures similar to the surge pricing used by ride-hailing services such as Uber and Lyft.

Thus a new [study](#) from the University of Chicago concludes that "dynamic" pricing is more effective than moral persuasion on its own for changing customer behaviors in the long run.

The research team, led by Koichiro Ito, a professor at the Harris School of Public Policy at the University of Chicago, compared the effectiveness of dynamic pricing against other behavior change strategies, such as sending text messages asking customers to turn off lights and appliances during peak hours.

Managing peak loads can be a costly challenge for utilities and ratepayers. Meeting electricity demand on hot summer afternoons or winter evenings can strain the grid's resources and require buying power from more expensive and less efficient peaking power plants.

The theory goes that if customers wait to charge devices or run appliances until off-peak, utilities could avoid paying for expensive power or infrastructure upgrades,

ultimately saving money for utilities and their ratepayers.

The new smart meters being installed by Illinois' largest utilities enable dynamic pricing because they provide a real-time window into a customer's energy use instead of a monthly snapshot. ComEd and Ameren both offer opt-in hourly pricing programs.

Ito's team found that customers initially responded to text messages asking them to conserve energy during peak hours but eventually started to ignore the alerts. In contrast, customers who were charged more for electricity during peak-demand hours formed longer-term habits that reduced energy consumption during those times.

Ultimately, researchers concluded that utilities should use a combination of both customer messaging and dynamic pricing.

Since 2007, ComEd and Ameren customers who participate in opt-in hourly pricing programs have saved \$27 million while reducing greenhouse gas emissions, according to Elevate Energy, who administers the program.

Still, today, most utility customers pay an average price for electricity. Policy makers and some consumer advocates say that flat-rate billing stabilizes energy markets and prevents skyrocketing electricity bills, particularly for low-income customers.

The goal of dynamic pricing is to encourage customers to conserve energy, but it requires them to take some initiative, so what happens to the person who doesn't turn off the dishwasher during those hot summer afternoons? Will they just end up paying more?

The Environmental Defense Fund and the Illinois Citizens Utility Board released a study last year that dug into these questions. It found the average ComEd customer who participates in certain hourly pricing programs could save an average of \$86.63 annually.

"The fact that ComEd customers would have benefited nearly universally from real-time pricing during 2016 indicates that this program can be a consumer asset on a much larger scale and across a far larger territory than it has been deployed to date," according to the group's white paper.

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NEW MEMBERS

Meet NAESCO's Newest Members in Their Own Words

ESCO



[Metco Engineering](#) has a wide spectrum of high quality engineering and energy solutions ranging from traditional MEP + Control Services to Design/Build, District Energy, and Distributed Generation Solutions. We always have resiliency and

reliability in mind. Our design team comes from a number of competing industries allowing us to collaborate and create unique solutions for our clients. In order to achieve true sustainability, we consider all forms of energy input and output and the vehicles driving those energy sources. We pay close attention to the usage of electric, gas, and water in order to reach maximum conservation and efficiency.

ESA



For 39 years, [EiKO Global, LLC](#) has delivered the industry's best lighting products. Carrying over 5,000 SKUs and the broadest selection of any manufacturer in its class, EiKO is committed to providing innovative products, unique solutions and unmatched support to its customers. With offices in Canada, China, Europe, Korea and Taiwan, EiKO is truly a global presence in the lighting industry.



[Linmore LED Lighting Labs](#) is focused on developing LED lighting solutions that are in the top 1% of performance in any product type offered. Ultra Performance Lighting is more than a tag line, it's a guiding principle. We design products with end-user value in mind. Businesses are seeking LED lighting solutions that will minimize energy consumption, minimize maintenance costs, elevate sustainability, improve aesthetics, and correct lighting levels. Linmore LED Labs delivers! We are led by a team that has been in the lighting industry for decades. Our management team is a collection of a wide breadth of backgrounds including lighting design, manufacturing, and contracting. This variety of perspectives allows Linmore LED Labs to bring to market smart, effective, high-value offerings. Our thoughtfulness to everything from cost, to performance, to ease of installation, to longevity makes for an Ultra Performance Lighting solution.

INTERNATIONAL



[Sustainable Environmental Engineering Solutions](#) (S.E.E. Solutions) brings environmental passion, engineering expertise and business best practice to assist green building stakeholders and suppliers in sustainably preserving our precious natural resources. We are engaged at the CEO and Board of Directors Level to set strategies and drive change initiatives.

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ACCREDITED MEMBER SPOTLIGHT:



The Brewer-Garrett Company provides single source performance contracting

and design-build solutions to their educational, governmental, commercial, and industrial customers. Headquartered in Middleburg Heights, Ohio, Brewer-Garrett guarantees cost effective solutions by utilizing their in-house team to provide engineering, design, installation, and service. They take pride in developing the best solution based on maximizing the return on investment to the customer. Brewer-Garrett was recently awarded the newest generation of the DOE ESPC IDIQ and has focused their efforts to provide quality solutions for the federal market.

"The Brewer-Garrett Company has been setting the standard for Design-Build for the past 60 years. We applied those successful guidelines to Performance Contracting over 22 years ago, and we continue to create, innovate, and thrive. The rigorous requirements of the NAESCO Accreditation were reflective of both the values of The Brewer-Garrett Company and the value of this NAESCO Accreditation." – Kelly Tisdale

For nine years, Brewer-Garrett (BG) has helped Kent State University (KSU) reduce its operating costs through a variety of energy conservation design/build projects. The most recent project, The Dix Stadium LED Lighting Project, helps add to the guaranteed savings of \$2,040,297 per year. Additional ECM's in the scope of Phase II, of the two-phase project, include Interior LED lighting retrofits, building automation and controls upgrades, HVAC upgrades, building envelope improvements, retro-commissioning, water conservation, window replacements, roof replacements, and power plant resiliency optimization. Brewer-Garrett is looking forward to continuing their on-going relationship with Kent State University and the completion of Phase II.



Kent State University Walkway

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MEMBER NEWS

Brady Services Becomes Building Clarity

Building Clarity, a member of the Brady Family of companies, is an end-to-

end solutions company in the smart buildings space that provides a suite of digital and physical engineering and technology offerings. Headquartered in the Research Triangle Park near Raleigh, North Carolina, our mission is to change the world, one building at a time by connecting the performance of our clients' buildings to their business results. Our latest offering, Automated Analytics powered by SAS, delivers the industry leading domain expertise of the Brady Family of companies combined with the power of the world leader in predictive analytics, SAS Institute. For more information, visit www.buildingclarity.io or call (919) 781-0458.

Energy Systems Group Opens New Corporate Headquarters

Indiana Lieutenant Governor Suzanne Crouch, Mayor of Evansville Lloyd Winnecke, and President of Vectren Energy Delivery South Brad Ellsworth among other local city and county officials and representatives joined **Energy Systems Group (ESG)** President Greg Collins to commemorate the opening of ESG's new corporate office located at 9877 Eastgate Court. Headquartered in Southwest Indiana since it began operations in April 1994, ESG specializes in energy efficiency, sustainability, and infrastructure improvement solutions in the government, education, healthcare, commercial, and industrial sectors. ESG also offers a full range of sustainable infrastructure solutions including waste-to-energy, distributed generation, and renewable energy. [Click here](#) to learn more about ESG's new corporate office.

ENGIE North America Acquires Unity International Group

ENGIE North America Inc. today announced it has acquired [Unity International Group](#), a premier electrical construction and maintenance provider. The company specializes in electrical system construction; data and telecommunications systems construction; management of mission-critical power infrastructure; building-wide maintenance of electrical, mechanical, and energy management equipment; and enterprise-scale IT infrastructure support and services. ENGIE Services U.S. leadership will help oversee ongoing transition of the Unity team into the ENGIE company of families in North America.

GEM Energy Associate Receives National Industry Recognition

Rick Grant, a **GEM Energy** service technician, received 3rd place/honorable mention in the 2018 James J. Willis Craftperson of the Year awards competition presented by The Association of Union Contractors (TAUC). Grant joined GEM Energy in 2015 and is a 20-year member of Local 50 Plumbers, Steamfitters & Service Mechanics. The James J. Willis Craftperson of the Year Award was created in 1989 to honor outstanding labor-management cooperation and quality craftsmanship in the construction industry.

Universal Lighting Technologies Announces Partnership with Specified Lighting Sales

Universal Lighting Technologies, a global leader in lighting and a member of the Panasonic family of companies, recently announced a partnership with Clearwater, Florida based Specified Lighting Sales. The agency will represent Universal in the Tampa, Florida area, providing local distributors advanced LED and ballast retrofit and replacement solutions. For more information on Specified Lighting Sales,

visit specifiedlightingsales.com/

Wendel Achieves ISO 9001:2015 Quality Certification

Wendel is proud to announce they have achieved certification to the new ISO 9001:2015 Quality Management System standard through DNV GL – Business Assurance.

ISO 9001 is the most widely used quality management standard, and has recently undergone a periodic update to better reflect modern business challenges. The current standard requires greater involvement of senior management, broader understanding of processes, and more focus on stakeholder, not just customer, expectations.

"Being ISO certified means our clients can have full confidence in Wendel's commitment to quality and focus on continuous improvement" said Stewart Haney, President and CEO of Wendel. In a thorough independent review process, DNV GL spent two weeks, with multiple auditors, auditing Wendel's offices in Minneapolis, Alexandria, Buffalo, and Williamsville, to assess each of their processes related to design, project management, construction, and energy efficiency services. Through these audits, Wendel had no non-conformances and were given seven "Noteworthy" findings as compliments for exceptional work.

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MEMBER PROJECTS

ABM to Save Oglethorpe County Schools in Georgia More than \$9.4 Million in Operating Costs

ABM has initiated an Energy Performance Contracting program for Oglethorpe County Schools in Lexington, Georgia. ABM's customized solution is projected to save Oglethorpe County Schools more than \$9.4 million in energy and operating costs over a 20-year period, which the school system will utilize to make facility upgrades, including the creation of a performing arts classroom at Oglethorpe County High School and improve its athletic facilities. The project launched on May 1, 2018, and is scheduled for completion in April 2019.

Energy and operations savings will be achieved by implementing lighting and HVAC upgrades at each of the school system's facilities. Energy-efficiency enhancements will include retrofitting lighting systems to energy-efficient LED lighting; upgrading all HVAC systems, including the replacement of seven roof top units, six split systems, 17 packaged terminal units, two mini split units and 71 wall-hung pump units at Oglethorpe County High School; upgrading ventilation systems at each of the school system's buildings and sealing each building; repairing or upgrading roofing; and installing water conservation systems and hand dryers across the entire school system.

Ameresco Partners with the City of Atlanta

Ameresco, Inc., recently announced that the company entered into a

Guaranteed Energy Savings Performance Contract (GESPC) with the City of Atlanta for more than \$7 million to provide energy efficiency and infrastructure upgrades to 19 City-owned buildings encompassing over 1.25 million square feet of space. This project also contributes to the City's sustainability goals.

The GESPC consists of 13 Energy Conservation Measures (ECMs) that are expected to be entirely self-funded within the 14-year repayment term and reduce energy use by 5,604,200 kWh annually. Funded through annual energy and operational cost savings of \$696,000, this project upgrades the City's energy infrastructure while also addressing critical capital improvement needs without any capital cost. Some key building improvements include interior and exterior lighting upgrades to LED technology, new chillers, HVAC control re-commissioning and upgrades, new energy efficient transformers, water conservation measures, and new premium efficiency motor installations.

Brewer-Garrett continues existing relationship with the Ohio Department of Rehabilitation and Correction.

Brewer-Garrett, (BG) was recently selected by the Ohio Department of Rehabilitation and Correction (ODRC) for an energy conservation project at Southeastern Correctional Complex located in Lancaster, Ohio. This will be the third ODRC project Brewer-Garrett has been awarded in the last three years. All sixty-eight buildings in the complex will receive a complete LED retrofit for both interior and exterior lighting. Just a fraction of the 419,000 square feet to be touched includes the chapel, 4 dorms, 4 warehouses / storage spaces, 13 barns, infirmary, administrative offices, laundry, food services, and the powerhouse building. Steam distribution systems will receive improvements throughout the facility, as well as a variety of improvements to building controls. BG is excited to begin the work that is projected to save Southeastern Correctional Complex more than \$224,500 annually over the next 15 years.

CTS Group Continues Partnership with Union R-XI School District

CTS Group and Union R-XI School District, located in Union, Missouri, have begun the second phase of a comprehensive energy-efficiency project. The \$1.3 million Guaranteed Energy Savings Performance Contract is forecasted to save the District \$95,767 per year in energy, operations and maintenance costs. Anticipated rebates total to \$46,864.

Enhancements across the District's five facilities will include a complete lighting retrofit, changing energy-inefficient fluorescent lamps to LED technology. The classrooms will also be installed with dual-technology non-switch mounted occupancy sensor systems, further increasing energy savings. The High School's main Gymnasium, Foyer, and Common/Cafeteria areas will include the installation of a complete wireless control system that will allow activation of individual high bay fixtures, setting scenes and adjusting light levels for events and presentations, as needed. The District will also be utilizing the CTS Facility Hawk Continual Commissioning System,

which will collect and analyze building performance data to improve the buildings' energy efficiency and operational performance. The project is expected to be completed by the beginning of the 2018–2019 school year and will improve the District's learning environments for many years to come.

Energy Solutions Professionals Helps City of Centralia Turn Utility Savings into Building Improvements

The City of Centralia, Missouri is guaranteed to save over \$24,500 annually in energy and operational costs after energy–saving improvements are made to City buildings over the next several months. City Administrators passed a bill unanimously authorizing signing an agreement with **Energy Solutions Professionals** that will result in \$254,00 in infrastructure upgrades. The goals of the project include improving building comfort, saving energy, and replacing aging technology.

The improvements include new LED lighting at City Hall, the Fire Station and the Recreation Center. Street lights will also be replaced with LED lamps. Windows and building joints will be sealed and new weather stripping will be installed around doors to greatly reduce air infiltration. Those buildings will also receive wifi enabled programmable thermostats to better manage the use of heating and air conditioning. De-stratification fans will be added in the Recreation Center to better mix air in order to save energy and improve comfort.

Additionally, the existing furnace and air conditioning units at City Hall will undergo retro–commissioning in order to optimize performance and useful life of the equipment.

Energy Systems Group and NASA's Lyndon B. Johnson Space Center Celebrate Completion of Mission–Critical Energy Islanding Project

The launch of a new combined heat and power (CHP) plant that will support the Johnson Space Center and its critical operations by generating approximately 70% of the center's electricity requirements was recently celebrated at a ribbon cutting event in May.

This CHP project will not only reduce JSC's energy intensity and energy costs, but it will also greatly increase security and reliability by generating a large percentage of JSC's electricity, steam, and peak chilled water loads onsite. The CHP plant and the chilled water plant improvements are the two energy conservation measures implemented via the \$47 million ESPC delivered through **Energy Systems Group**. This is NASA's first natural gas CHP project and their largest ESPC to date. The CHP plant will contribute almost 12 megawatts of power, which tap into the more than 40 gigawatts of cost–effective potential from CHP in this country.

Energy Systems Group began construction of NASA's first ever CHP plant in 2016 as part of an ESPC awarded in August 2015. Capable of operating as an islanded microgrid, the CHP plant will provide energy for critical mission

operations such as ISS Mission Control and the Orion program in the event of a utility power disruption. This represents a new way of thinking about utilities at JSC. As the JSC center changes, the new CHP system will allow JSC to adapt to new programs, new requirements, and new ways of being flexible.

Officials attending the celebration included, Dr. Ellen Ochoa, Director of the Lyndon B. Johnson Space Center (JSC), Calvin Williams, Associate Administrator of Strategic Infrastructure at National Aeronautics and Space Administration (NASA) Headquarters, Dr. Kathleen Hogan, Deputy Assistant Secretary for Energy Efficiency in the Office of Energy Efficiency and Renewable Energy, Joel Walker, Director of JSC Operations, Melissa McKinley, NASA Project Manager, and Greg Collins, ESG President.

ENGIE Services named Exclusive District Energy Partner for Downtown Westminster

ENGIE Services Inc. and the City of Westminster, Colorado are proud to announce an exclusive partnership to provide strategic energy solutions for the innovative Westminster Reduced Energy District (WRED) project.

ENGIE will work in close collaboration with the City of Westminster and prospective developers to create custom, cutting-edge Distributed Energy Solutions that provide a positive economic and environmentally sustainable impact on this new community. ENGIE will design, build, own, operate and maintain the district heating and cooling system which will consist of technologies such as ground source heat pumps, thermal energy storage, and latest generation boilers and chillers working together to serve multiple downtown buildings through a delivery system of hot water and chilled water pipes from the ENGIE system.

The WRED project includes working closely with Xcel Energy to streamline design options toward greater energy efficiency, reduce first costs for developers, incorporate renewable energy, and identify rebates and other financial resources to allow the downtown to be built in a more resource efficient and sustainable manner.

NORESCO Implementing \$97 Million Project for Department of Veterans Affairs

NORESCO, is implementing \$97 million in building system upgrades at the VA Great Lakes Health Care System, part of the U.S. Department of Veterans Affairs. Also known as Veterans Integrated Service Network (VISN) 12, the health care system provides services to more than 700,000 veterans in Illinois, Wisconsin, Michigan's Upper Peninsula and Northwest Indiana. The contract includes energy and water efficiency and facility improvements at six sites.

This ESPC project will help the VA make substantial progress toward meeting energy and water reduction goals, 16 percent and 28 percent, respectively,

resulting in more than \$156 million in cost savings that will be achieved over the course of the contract.

Infrastructure improvements that will be accomplished at VISN 12 under this project include a new chiller plant, upgrades to building automation systems, heating, ventilation and air conditioning system improvements, a comprehensive steam trap maintenance program, and lighting and domestic water system improvements. The ESPC project will also eliminate the introduction of more than 65 million pounds of emissions into the atmosphere annually, equivalent to removing 6,722 cars from the road.

Siemens to Give University of Maryland's Research Institute Boost towards Carbon Reduction Goals

Siemens has begun working on infrastructure improvements for the University of Maryland's Institute for Bioscience & Biotechnology Research (IBBR) campus in Rockville, MD. Valued at more than \$6 million, the 14-year performance contract is projected to generate annual energy savings through the use of two small-scale combined heat and power systems, LED lighting upgrades, and a demand response program, among other energy efficiency measures. The upgrades are expected to reduce energy usage by an estimated 2.9 million kW annually at all three of IBBR's specialized research laboratory buildings. The Maryland Clean Energy Center helped facilitate the project development by securing a \$4.6 million loan, backed by the projected energy savings of the performance contract.

Siemens will install its Navigator cloud-based energy and sustainability management platform, which will allow IBBR to collect and analyze large volumes of building performance data such as energy consumption, system performance, and energy supply. The data will be used for Energy Star reporting as well as for optimizing building performance and usage. In addition, Siemens will also provide capacity charge management services, which will involve retrofitting IBBR's natural gas generator to operate for non-emergency use during peak capacity periods. This energy usage alternative is expected to save IBBR more than \$104,000 over a three-year period.

Other facility improvement measures will include upgrades to the Siemens APOGEE® building automation system, as well as to LED lighting in the greenhouse and environmental growth chambers. Domestic water conservation retrofits and upgrades are expected to help reduce the water usage by 139,000 gallons annually, while two onsite natural gas micro-combined heat and power systems – at 10 kW and 35 kW – are being used to supplement the reheat hot water requirements. A modular magnetic levitation chiller will replace two existing reciprocating chillers in the oldest of the three buildings, and the existing plants in each of the three buildings will be interconnected to provide for chilled water redundancy across the campus. In addition, mechanical upgrades will be made to the existing walk-in coolers, and high efficiency transformer upgrades are being implemented.

Wendel Teams with the City of Oswego for Water Treatment Plant Upgrades

The City of Oswego, New York, in an attempt to improve upon the energy and operating efficiencies of its Water Treatment Plant, has teamed up with **Wendel Energy Services**. In order to obtain the savings and reductions requested by the city, Wendel identified several energy conservation measures for the city to move forward with in order to accomplish their goals. The proposed measures will also have a positive environmental impact by reducing the carbon footprint of the Water Treatment Plant.

No major upgrades have been made to the filtration system of the Water Treatment Plant since 1993, leaving much room for improvement. Since the City of Oswego draws its water from Lake Ontario, an updated filtration system is a necessity. With the system near the end of its useful life and a degradation in performance, Wendel assisted the city in completing major upgrades to the system which will not only allow for energy savings, but reduce operations and maintenance costs as well. There is also potential for increases in water revenue as the possibility exists for adding new industrial and commercial customers.

Although the filtration system upgrades contribute the most to the approximately \$2.1 million total project cost, the improvements made will generate over \$800,000 in savings between energy and O&M costs. Bundling this with the other measures being taken, the Water Treatment Plant upgrades will not only pay for themselves but also free up more capital for the City of Oswego for years to come.

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NEW PRODUCT AND SERVICES SHOWCASE

LFE Solutions Partners with ECM Holding Group; Launches LFE Professional Services Group, LLC

LFE Solutions, Inc. announced formation of LFE Professional Services Group, LLC, a joint venture with ECM Holding Group. This new offering allows ESCOs a new way to identify and implement lighting projects for their clients. According to Erik Larson, ECM President, "with our partnership with LFE PSG, we can now offer a cost-effective option to auditing and implementing lighting projects that eliminates margin stacking of an LED lighting project while allowing the ESCO to maintain control of the project through its lifecycle." The LFE PSG portfolio of services are available on an a-la-carte basis and include:

- Lighting audits with complete design. ESCO owns the data
- Data logging service
- Regional labor only contractors
- Project management
- Commissioning of wireless lighting controls
- Automated rebate processing
- Supply chain logistics management
- 10 year labor and material warranty

To discuss project opportunities, please contact Wes Fannin, VP Business Development for LFE PSG at 920-428-4813, or email at Wes@LFESolutions.com or

Robert Quintal, President LFE Solutions, LFE PSG at Rob@LFESolutions.com. For more about ECM and its technology partners, please visit www.ecmholdinggroup.com or elarson@ecmholdinggroup.com

SnapCount and Selling Energy Form Partnership

SnapCount retrofit software and Selling Energy have announced a partnership enabling SnapCount customers to integrate Selling Energy's award-winning sales training within the SnapCount platform. The integration of the Selling Energy and SnapCount platforms will enable users to experience the best of digital energy project development and award-winning sales training in the convenience of one platform.

Of the partnership, StreamLinx COO Jeff Seifert stated, "We've seen Selling Energy's graduates demonstrate a distinct advantage in the marketplace, and have worked with many of them to help incorporate some of their learning into their SnapCount experience. Merging Selling Energy's innovative one-page proposal format and its industry-specific sales guidance with our retrofit software provides a powerful combination that will generate extensive revenue growth for our customers."

[Learn more about SnapCount.](#)

Universal EVERLINE PW Linear LED Drivers Offer Functionality and Flexibility with Wireless Programming



Universal Lighting Technologies, Inc., recently introduced its PW Series of wirelessly programmable EVERLINE LED drivers for indoor linear lighting applications. The PW Series of programmable LED drivers are available in 20, 30, 55 and 80 Watt power levels. They feature programmable output current and relative 1 percent dimming with optional dim-to-off functionality. Notable programmable features include output current, dimming level, dimming curves and dimming set points. OEM partners can use Universal's EVERset software and tuning wand to quickly program the drivers, providing greater functionality and flexibility for fixture design-ins.

With easy programmability and read back functionality, OEM partners can configure customized lumen levels and dimming curves for their specific customers' needs. PW Series LED drivers are UL Class P listed and are rated for Class 1 and Class 2 control wiring. For more information on Universal Lighting Technologies, visit www.unvlt.com.

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White House Issues Executive Order on *Efficient Federal Operations*

On May 17, 2018, the White House issued an executive order on "Efficient Federal Operations." The order does not set forth an annual energy efficiency reduction goal, but orders the agencies to achieve annual reductions, implement energy efficiency measures and reduce costs. Section 2(d) explicitly encourages the use of performance contracting. Ninety days was given to prepare an agency plan, including consultation with CEQ and OMB. Read the [Executive Order Regarding Efficient Federal Operations](#).

Mid-Atlantic PACE Alliance Publishes Regional C-PACE Program Toolkit

Mid-Atlantic PACE Alliance Publishes Regional C-PACE Program Toolkit

The Mid-Atlantic PACE Alliance (MAPA) is pleased to announce publication of the Regional C-PACE Program Toolkit. The Toolkit is a comprehensive resource on C-PACE programs--from basics to best practices--designed to help start up new programs and foster growth of existing programs in the region. <https://www.pacealliance.org/toolkit>

eProject Builder Announces July Webinars

The eProject Builder (ePB) team hosts regular webinars to introduce ESCOs, ESPC customers and other interested parties to ePB and provide a forum to ask questions. All webinars cover the benefits of using ePB, project workflow, a walk-through of the data template, and a demonstration.

- **Introductory demonstration and training webinar: Wednesday, July 18, 1:00pm-2:30pm EDT**
- **Advanced training webinar on the M&V module and reporting/analysis feature: Tuesday, July 24, 1:00pm-2:30pm EDT**

To participate in the session, log into www.readytalk.com by clicking the "join meeting" button, and entering Access Code 4952370 shortly before the start of the webinar. The call-in line is 866-740-1260. If you would like further information on the sessions or to receive a calendar invitation, please e-mail epb-support@lbl.gov. For more information go to <https://eprojectbuilder.lbl.gov>.

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