



Partnering today for a more efficient tomorrow

NAESCO NEWS

December, 2021

FROM THE DESK OF TIMOTHY D. UNRUH NAESCO EXECUTIVE DIRECTOR

As 2021 draws to a close, I wanted to reflect back upon an interesting year. At NAESCO, we returned to in-person events, holding our June Members meeting in Orlando, and our Annual Meeting, Renovate, Retrofit, Reduce in Austin Texas in November. Both meetings were a great success. We also held 29 webinars throughout the year, including our new series "Federal Update with Jeff Genzer." With all of the legislative activity happening in Washington that affects states and local governments, it just fit to start having Jeff Genzer give a monthly update.

In 2021, we saw funding from the Federal Government in the form of Elementary and Secondary School Emergency Relief (ESSER) funds, Fiscal Recovery Funds and recently, the Infrastructure Investment and Jobs Act. That last one does contain some funding that contains references to energy savings performance contracts, but we have to wait for the Department of Energy to issue guidance to know how well our industry can compete for this money. Stay tuned with NAESCO, and we will keep you posted. Members reported in 2021 that they were seeing a great year in the state and local markets, while the federal market was down.



Also of great importance this year was the growth of NAESCO! At the close of 2021, we had 128 members, with Affiliate Member growth really taking off in 2021. Finally, this year, at the recommendation of our Affiliate and Membership committees, we started the NAESCO Annual Awards. In November, we awarded Johnson Controls our first ever Annual Award. Their award submission was for a Department of Corrections project that created a training program for HVAC technicians. Not only does this help our market by supplying much needed labor, but it also reduced the recidivism rate of the correctional facility. Be sure to watch your inboxes for the 2022 nomination cycle.

2022 is shaping up to be a busy year for the Association. We are planning four Regional Meetings, with the first planned for February 2, 2022 in Berkeley California for the western states of the nation. We also have our Federal Workshop in March, a Members Meeting in June in Golden Colorado and our Annual Meeting in November in Orlando Florida. I know many of you were homebound for many months, so I look forward to seeing many of you in my travels, as well as at our events.

NAESCO ADVOCACY UPDATE **MarM**

Federal Advocacy

During the last quarter of 2021, NAESCO has been concentrating on the implementation of the federal Stimulus and Infrastructure bills, because there is an unprecedented amount of funding available in the Stimulus and Infrastructure bills, even if the Reconciliation bill will not be enacted this year. We have retained Cascade Associates (the firm that manages the Federal Performance Contracting Coalition) and are working with coalitions of national EE organizations to directly engage the federal agencies that are writing the implementation rules and distributing the funds.

A chart outlining EE funding is here:

EE Funding Available in Federal Infrastructure Bill

State Advocacy

Most state legislatures have adjourned for 2021, and NAESCO had significant legislative victories in Tennessee, Texas, Illinois and California. As the year ends, we are working on the implementation of the new state buildings ESPC program in Tennessee, the 2022 iteration of the AIA's anti-ESCO legislation in Illinois, and a potential problem in Missouri with architects claiming that ESCOs are improperly implementing new construction under the GESC law.

Ceres Energy Optimization Workgroup: works with this group to expand our advocacy beyond our standalone capabilities to work for Clean Energy legislation and regulations in Arizona, Colorado, Minnesota, Nevada, New Jersey, North Carolina, Ohio, and Pennsylvania.

NAESCO WELCOMES NEW COMPANY MEMBERS

Welcome to our new members as of September:

Energy Service Affiliates

Avi-on

For over eight years, Avi-on has been providing the most advanced and easy to use IoT platform for wireless lighting controls in the industry. With over 500,000 nodes installed, Avi-on's patented no gateway architecture and industry leading commissioning and scalability management tools make lighting controls easy to install, easy to use, and cost effective...even for multi-thousand device systems. Avi-on offers a complete package of fixture controllers, switches, sensors, mobile apps, cloud services, and long term support, meeting the most demanding design codes and rebate standards.

Lighting Services, Inc.

Lighting Services, Inc. (LSI) is a full service lighting retrofit contractor focused on serving the ESCO community in the MUSH and Federal markets. Since 1998, our experienced in-house team of lighting designers, project managers and installers build high-quality lighting projects that incorporate the latest LED and controls technology. We build strong, lasting relationships with our ESCO partners by earning their trust through integrity and great communication. LSI is a Women Owned Small Business certified by the SBA.

Lightserve Corporation

Headquartered in North Carolina, Lightserve is an industry leader in national lighting, electrical and controls projects and service, delivering enterprise-level program management with a unique commitment to logistical expertise and operational excellence. From LED Retrofits and smart ceilings to electrical rollouts and EV charging stations, we've developed an unparalleled reputation for nationwide coverage and managed services, featuring 24/7 live support and emergency electrical service with a 4-hour response time.

MEMBER NEWS AND RECENT PROJECTS

Click here for Member News



Executive Director, Timothy Unruh with Steve Siverson of Climatec at Climatec Meeting held in CA in October.



Executive Director, Timothy Unruh, presented to the Southern California DBIA chapter about ESCO work and the potential funding in the recent federal spending bills.

EVENTS



Registration is now open and the preliminary Agenda is posted.

There are still some great sponsorships!

Monthly Webinars and Regional Meetings are back!
See our [event calendar](#) for details!

R3 Conference & Innovation Expo a Success!

Over 300 attended, exhibited, celebrated National ESCO Week, and presented in Austin this year, exceeding all expectations. Thank you to everyone who was able to participate! **Photos are available [here](#).**

We hope to see you in Orlando, November 7-9, 2022!

Thank you to our Sponsors!

Legend Power Systems - Platinum

Enlighted, Inc. - Gold

GE Current, a Daintree Company - Gold

Kyotherm Inc. - Gold

Steam Management, Inc. - Gold

Facility Solutions Group - Silver

Propane Education & Research Council - Silver

TLL Solutions - Silver

Constellation - Bronze

Eco Engineering - Bronze

Snapcount - Bronze

Envocore - 5K Fun Run

eProject eXpress (ePX) Introductory Training Webinar - January 10

LBL is offering an Advanced training on eProject Builder on January 18

NAESCO Presents Award to JCI

Johnson Controls received NAESCO's first award for a Distinguished Member with an Outstanding Project which was presented at the R3 Conference.

Johnson Controls was recognized for their Green HVAC Training Program that helps their correctional clients rehabilitate inmates by providing job training that transfers to employable skills outside the correctional environment and contributes to a reduction in recidivism.

L to R: Cheryl Aquadro, Chuck McGinnis and Maureen Blase

photo by Randy Martin



Dues Renewal

2022 Dues renewals were emailed on December 7 and are due January 31, 2022. Please contact heidi.kurtz@naesco.org if you need it resent or have any questions regarding your company's membership. Thank you.

MEMBER SPOTLIGHT

NAESCO's new **Member Spotlight** series is one of several initiatives designed to enhance NAESCO's membership experience and increase overall brand awareness.

2G Energy: Net Zero CHP Optimized for the ESCO Model

2G is the global Combined Heat and Power (CHP) market leader. 2G works on traditional CHP projects with natural gas for energy savings and, in turn, carbon emissions savings. Globally, half of the 2G fleet has been deployed on a type of renewable fuel, namely biogas. 2G is also exploring other energy alternatives and net-zero fuels for its CHP projects, including synthetic natural gas (syngas), renewable natural gas (RNG), and hydrogen – fuels that will contribute to the efficient and affordable decarbonization of the industrial and buildings sectors. In fact, 2G is the first CHP project developer and equipment supplier to deploy CHP plants that 100% fueled by green hydrogen globally. Focused in the ESCO space, 2G is an equipment provider and operations and maintenance (O&M) partner working with the majority of ESCOs to deploy equipment into their projects and service them over their lifetimes. [Read more here](#)

NAESCO ACCREDITATION

NAESCO's voluntary [Accreditation Program](#) is open to NAESCO members in good standing. Accreditation is offered twice a year. **The Spring Accreditation process begins in January** and the



Fall Accreditation begins in July.

Contact Michelle.Yoon@naesco.org for more information or go to www.naesco.org/accreditation.

Click to see a list of [NAESCO Accredited Members](#).

Congratulations to **Climatec**, **Sitelogiq** and **Veregy** for becoming Accredited Energy Service Providers.

To **Entegrity** for becoming an accredited ESCO, **Steam Management** for becoming an accredited Energy Efficiency Contractor and to **ABM** and **Wendel** on ESCO re-accreditation.

FEATURED MEMBER PRODUCTS AND SERVICES

NGS:

It's Time for Greener Buildings: Improve Building Energy Efficiency with 3M™ Sun Control Window Film

Stay tuned for a new ***Preferred Partners*** page coming to NAESCO's website in January! This page will feature a menu allowing you to select the kinds of products and services you seek for your projects from our Affiliate members. It can sort by category, sub-categories, and attributes like "women-owned" etc. Check your inbox next month!

THANK YOU TO OUR **2021** ANNUAL SPONSORS FOR PROVIDING SUPPORT THROUGHOUT THE YEAR!

Platinum



Gold



Silver



If you would like more info about becoming a 2022 NAESCO Annual Sponsor, click [HERE](#)



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