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July 2019

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From the desk of Timothy D. Unruh, NAESCO Executive Director

The first half of 2019 has proven an exciting period for NAESCO. As your new Executive Director, I have had the honor to preside over three key events so far this year. Early on, we held the sold-out Federal Workshop in Washington, D.C. We were able to follow that with the first meeting of our new series of Regional Meetings. Finally, we ended the first half of 2019 with the Technology and Financing Conference. The Regional Meeting and Technology and Financing Conference have a different spin to them, so I want to talk about them in detail.



NAESCO's regional approach is designed to proactively identify and resolve issues affecting the market. The regional meeting held in Madison, WI, NAESCO was geared to local or regional business development representatives from member companies. We invited representatives from ESCOs to lead each state discussion.

The first meeting had a maximum attendance of 40 persons and was sold out very early. In that meeting, members talked about the market challenges, and in many cases, education of the stakeholders was a common theme – especially where new state and local staff have been added. NAESCO is now working to develop plans to address the issues identified. Our next regional meeting will be held in Denver on August 21 – it is limited to 40 registrants and is likely to sell out.

In June, we held the Technology and Financing Conference and, held our first ever pool tournament! The conference had over 135 registrants, and the pool tournament the night prior was a great success. The winning team of Chuck McGinnis (JCI) and Andrew Bond (WESCO) rose to the top among nearly 40 teams! As we look to the future, we already have the 2020 Technology and Financing Conference in the works for Chicago and will be planning a social event alongside this meeting as well.

Events like the pool tournament and regional meetings are developed to create an environment for members to interact, develop business relationships and to identify industry needs. As we move forward in planning events, look for more occasions where this will happen. We are planning to have more regional meetings in 2020.

I remain excited for our annual event, "Renovate, Retrofit, Reduce – Recreating our Building Infrastructure." This is the NAESCO marquee event of the year and will provide key information to help the industry understand where the market is going, and what developments will shape the industry. This event will take place November 13-15 at the Hilton Torrey Pines in La Jolla, California.

As I talk to members, I get the strong sense of commitment to the Energy Savings Performance Contracting market, and the desire to make the industry strong. I see NAESCO's role to create the pathways for our industry to succeed, and to promote the value of performance-based contracting.

Best wishes for a safe and happy summer.



Tim sends a video message to JAESCO – Japan Association of Energy Service Companies for their 20th Anniversary



Power Forward Forum Panel: A New Vision for the Kansas Clean Energy Future – Kansas Clean Energy Business Council, June 2019

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NAESCO ADVOCACY UPDATE - June 2019

NAESCO continues to work on legislation, regulations and policy issues that affect the ESCO industry at the federal and state level. Here are some of the highlights of our 2019 advocacy this year.

Proactive Efforts:

NAESCO is pursuing four avenues to shift from a defensive to a proactive stance:

1. **Regional Meetings:** NAESCO is holding regional meetings in location around the country to help tease out local/state level issues. NAESCO held the first regional meeting in May in Madison, Wisconsin; the second is scheduled for August 21 in Denver.
2. **News Monitoring:** NAESCO has maintained subscriptions to E&E news, as well as national news posts to allow us to spot

opportunities for ESPC support around the nation. While this is not a thorough coverage, it has led to a proactive effort in Colorado.

3. **Advanced Energy Economy (AEE) Legislative**

Database: NAESCO used advocacy funds to purchase access to the AEE Legislative Database to allow for alerts to new legislation that will impact ESPC.

4. **Member Leads:** NAESCO's Executive Director has been forming personal contacts with each member company representative, encouraging them to make contact directly to the organization to provide earlier notification of issues.

Federal Performance Contracting Coalition (FPCC):

The FPCC is a sister organization to NAESCO that has as its members, a majority of the ESCOs that hold the Department of Energy's Super ESPC contract (Awarded mid-2017). The FPCC strictly focuses on Federal Advocacy to grow the Federal Performance Contracting market. The Executive Director has been working to coordinate NAESCO's efforts with the FPCC. Thus far, this has led to some joint meetings with their executive director, as well as a closer communication tie.

Continue reading [Federal update](#).

State Issues:

On the state level, NAESCO continues to defend the industry against legislative attacks, and is shifting its focus into a proactive mode – promoting performance contracting in states where we see an opportunity, because of new state Governors, state-level infrastructure programs, and/or utility industry restructuring.

California:

In California, which is the largest state market for ESCO projects, the California Public Utilities Commission (CPUC) has mandated that third parties replace utility administrators for program design and administration for most ratepayer incentive programs. This transition involves a multi-step bidding process, which has significant start-up problems, resulting in continuous setbacks in the schedule. The problems are being addressed by CPUC-mandated collaborative California Energy Efficiency Coordinating Council (CAEECC), which is not very effective, because the Commission mandated that its membership includes no financially-interested parties (companies like ESCOs that actually deliver programs and projects).

We need feedback from California ESCOs about their participation in any of the bidding programs.

Continue reading [State update](#).

NAESCO'S REGIONAL INITIATIVE

NAESCO is hosting a series of members-only, regionally-focused discussions in an effort to take a proactive approach to educating lawmakers and state decision-makers on ESPCs for market development. The first such meeting was held May 14 in Madison, WI, focusing on key states in that region. The next **Regional Meeting will be held Wednesday, August 21 in Denver, CO**, capitalizing on other industry events being held there the same week. The states to be discussed are CO, KS, NM, MO, NE, OK, TX and IA, with ESCO representatives leading each state discussion. Space is very limited, so be sure to register as soon as possible. To register and see the latest agenda go to [NAESCO Denver Regional Meeting](#).

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R3 CONFERENCE AND SHOW

Renovate Retrofit Reduce! NAESCO's Annual Conference and Show Set for November 13-15 in La Jolla, CA!



Let's rebuild America's infrastructure. **NAESCO's Conference and Show** will highlight the opportunity for energy infrastructure and upgrading the nation's building stock. The **Renovate, Retrofit, Reduce ("R3") Conference** will explore the latest innovations in the energy efficiency market in the built space, as well as market trends on developing microgrids, venture capital for energy project finance, innovative energy supply partnerships, and U.S. cities leadership on sustainability.

This conference will educate attendees on current market trends, project examples, and practices used by the U.S. energy services industry. The accompanying trade show will feature exhibits of the latest technologies and services supporting these efforts. This event is valuable and informative for a range of attendees from the energy sector, including the energy and utility services industries, governmental employees and officials, sustainability executives, building construction and renovation professionals, project finance executives, business development managers, energy engineers, technology vendors, and other professionals engaged in the development of energy efficiency solutions, mechanical systems, distributed energy and microgrids.

For more information including hotel, registration, exhibitors and sponsorships, please visit:
www.R3Conference.com

NEW MEMBERS

NAESCO welcomes its newest members (May to June).

Affiliate Members

[BluePath Finance](#)

BluePath finances sustainable infrastructure including energy retrofit, micro-grid, and new building projects. Technologies increasingly reduce, store, and generate energy where it is used. New and remodeled buildings need to satisfy tightening carbon emission standards. Financing structures must be nimble enough to capitalize on the cost and environmental savings generated.

We provide project funding for our energy service and contractor partners by offering a range of financing options, including municipal debt, PACE, and off-balance sheet structures. From municipalities and non-profits to commercial and industrial clients and across technologies, BluePath provides efficient, affordable, and sustainable infrastructure financing.

[Hunt Consulting](#)

Hunt Consulting is a lighting and solar contractor and consulting services company which has been offering electrical consumption analysis, new lighting design/build projects and traditional turn-key lighting retrofit, lighting controls and solar projects in the Mid-Atlantic and across the U.S. for more than 20 years.

Hunt Consulting has performed numerous projects for both ESCOs and individual clients and has saved more than 85,000,000 kWh annually. We are certified MBE/DBE with MD (home state), VA, PA, NC and can reciprocate to other states if project opportunity arises. We also have a teaming agreement with a Service-Disabled Veteran Owned firm as well.

[MaxLite](#)

MaxLite has been committed to providing energy-efficient lighting products since 1993. One of the first movers into LED technology in the industry, MaxLite offers an extensive line of quality, certified indoor and outdoor LED lamps and luminaires. A five-time recipient of the ENERGY STAR Partner of the Year Award for its industry leadership, MaxLite continues to be at the forefront of energy-efficient technologies through the innovative research and development capabilities of its New Jersey headquarters and California office.

[Zerodraft](#)

Since 2004, Zerodraft Commercial has provided expert building envelope services to the commercial building industry as well as numerous ESCO clients. Implementing energy conservation measures in Municipalities, Universities, Schools, Hospitals, Multiple Dwelling Units and countless other building types. We have developed valuable experience and specialized techniques to sometimes complex building envelope issues, delivering positive results in every case. In doing so, we have developed a reputation as trusted partners for ESCOs and owners alike.

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MEMBER NEWS AND RECENT PROJECTS

Ameresco Partners with Largest School District in North Carolina

Ameresco recently announced a partnership with the largest school district in North Carolina, Wake County Public School System (WCPSS) for a Guaranteed Energy Savings Performance Contract. The \$6.7M project will include ten individual energy conservation measures (ECMs) in twelve different school facilities.

Funded through energy and operational cost savings, the project is expected to save WCPSS more than \$690,000 annually over the 15-year contract term. Project ECMs include LED lighting system improvements, domestic water conversion, Building Automation System (BAS) upgrades, Variable Air Volume (VAV) air handling unit upgrades, boiler system replacement, pumping system upgrades, cooling tower Variable Frequency Drives (VFDs), demand control ventilation upgrades and air handling unit replacements. At completion the project is expected to reduce WCPSS energy usage by 7,209,000 kWh annually.

Ameresco's services for the contract include project development engineering, ESPC project modeling, ECM detailed design and engineering, project construction management, equipment and systems start-up and commissioning, post-construction monitoring, energy rebate application management, energy savings measurement and verification, and training of School staff on all installed equipment and systems.

Tulare County to Use Solar Energy at Several Facilities Through Partnership with Engie

With a flip of a switch, Tulare County, California is one step closer to using solar energy at several facilities. The project has been several years in the making with **ENGIE Services U.S.** Tulare County signed a 25-year contract with ENGIE that's expected to save the county \$40 million in electricity during that time. [Watch the video](#) and [read more here](#).

Entegrity Gets Global Recognition for Self-Powered HQ

From the compost and recycling bins on the floor to the bicycles on wall racks and the 50-kilowatt solar power array on the roof, **Entegrity's** headquarters in east Little Rock practically screams that its occupants care about the environment.

"It's the second building in the world to get LEED Zero certification, and the first in the United States," said Mahesh Ramanujam, president and CEO of the U.S. Green Building Council, who was in Little Rock to celebrate the sustainability and energy services company's achievement. "Of course it's a small world, with only 7.6 billion people."

LEED Zero is the highest distinction for building efficiency in the USGBC's ratings, the most widely used green building assessment system in the world, and Ramanujam gave Bell and Ladner a certification plaque, as well as leading a round of applause. "LEED," he said, referring to the Leadership in Energy and Environmental Design program, "demands leadership."

The USGBC chief said about 100,000 buildings in 174 countries have been LEED registered and certified, and he predicted a time when "green buildings" will be as antiquated a term as "color TVs." "They'll just be buildings; it will be expected," Ramanujam said.

The building has electrochromatic windows that tint at the command of a Wi-Fi signal from Bell's cell phone, not to mention high-control HVAC systems and all-LED lighting. "This building shows we practice what we preach," Bell said in giving Arkansas Business a tour last year. "One of the only net-zero buildings in the state."

FMI Advises The Efficiency Network on Sale to Duquesne Light Holdings

FMI Capital Advisors is pleased to announce the acquisition of **The Efficiency Network, Inc.** ("TEN") by Duquesne Light Holdings ("DLH"). FMI Capital Advisors served as the exclusive financial advisor to TEN for this transaction.

TEN, headquartered in Pittsburgh, Pennsylvania, is a provider of customized energy solutions for large businesses, governments, universities and hospital systems that enable those organizations to meet their energy efficiency and sustainability goals. Established in 2012, TEN has 35 employees who serve a diverse group of customers, with a significant concentration in western and central Pennsylvania. TEN's CEO, Troy Geanopoulos, and President and COO, Rob Campbell, will continue to lead the company and report directly to Steve Malnight, President and CEO of DLH and DLC.

This acquisition provides DLH a platform for growth and expansion, with a focus on energy efficiency services, distributed generation projects, and smart street lighting and smart city solutions in

Pennsylvania and elsewhere.

GRP Partners with Orchard Farm School District & Spire to Deliver Energy Efficiency – Reducing Costs for Schools

Earlier this year GRP won the competitive bid for the Orchard Farm School District HVAC system upgrade. This was a 5.5 million energy conservation project that GRP did with the Orchard Farm District in St. Charles, Missouri.

The major portion of this project was completed in June 2019 that consisted of building envelope improvements, LED lighting upgrades, control system installation, and HVAC demolition and replacement. The HVAC replacement included helicopter lifts spanning three buildings (High School, Middle School and Elementary) across one campus. This project included 220 unit moves of which 200 were completed in one day utilizing a helicopter lift. GRP worked to deliver the project quickly, efficiently, and as always with safety at the forefront.

The other major factor to this project was that GRP worked with Spire Energy to bring 2 miles of new, natural gas line to the main campus at no cost to the District. This allowed the new RTU's to no longer run off liquid propane, providing efficiencies and guaranteed energy savings within the project.



Hunt Consulting to Celebrate 20th Anniversary

Hunt Consulting is a lighting and solar contractor owned by Henry Hunt. Since first opening its doors in 1999, they have been providing consulting services including electrical consumption analysis, energy-efficient lighting design/build projects and traditional turn-key lighting retrofits, as well as lighting controls and solar projects, in the Mid-Atlantic states and across the United States.

"When a project presents itself, we also provide the installation services and project management to serve the entire execution of the contract," said Hunt. "We have our own professional crew of mechanics and project managers (all OSHA, High-Reach, Hazmat Handling and Confined Space trained and have all passed Federal Government Background Clearance) that have worked with us in hundreds of complexes that range from government, retail, commercial, educational, hospital and residential use."

Hunt Consulting is fully-licensed in multiple states, bonded, and insured with their original providers. They are certified as MBE/DBE in Maryland, Virginia and Pennsylvania and they hold a teaming agreement with a Service-Disabled Veteran-Owned firm. They employ Certified Energy Lighting Professionals and Management Consultants, as well as Master/Journeyman Electricians.

Johnson Controls Recognized by IoT Breakthrough

Johnson Controls announced that it has been named the "Industrial IoT Innovator of the Year" from IoT Breakthrough, an independent organization that recognizes the top companies, technologies and products in the global Internet of Things (IoT) market today.

"It's an honor to be recognized as a leading innovator in the IoT industry," said Sudhi Sinha, vice president and general manager of Digital Solutions at Johnson Controls. "While we are constantly working to enhance our products and solutions to drive innovation, it is equally as exciting to see increased interest from organizations who share our vision of bringing together the physical and digital worlds through IoT and data-driven software solutions."

The IoT Breakthrough Awards program recognizes the innovators, leaders and visionaries from around the globe in a range of IoT categories, including Industrial and Enterprise IoT, Smart City technology and more. This year's program attracted more than 3,500 global nominations.

Johnson Controls Digital Solutions works at the nexus of data and business, working with its customers to pull insights that allow for smarter buildings, increased efficiencies and new business value. From

using data from the customer's own environment—building systems and external sources—to uncovering insights which solve challenges and most importantly, helping our customers achieve their business missions is our highest priority.

"Not only surviving, but thriving in any business after 130 years is impressive by itself, but Johnson Controls stands out for driving digital transformation at an impressive rate with their broad portfolio of Industrial IoT and digital solutions," said James Johnson, managing director at IoT Breakthrough. "Congratulations to Johnson Controls for their significant achievements in driving IoT innovation and adoption throughout the year and we look forward to seeing continued success from the Company. We are pleased to award Johnson Controls a marquee 2019 IoT Breakthrough Award winner."

Keesler Air Force Base and NORESKO Boost Resiliency with \$32.7 Million ESPC

NORESCO is implementing self-funding facility improvements at Keesler Air Force Base (AFB) through a \$32.7 million guaranteed energy savings performance contract (ESPC). The project, contracted through DLA Energy and in collaboration with the Air Force Civil Engineer Center, will help the base advance resiliency, security and renewable energy usage while reducing deferred maintenance and energy costs.

The scope of work includes implementation of a 1.5MW solar photovoltaic (PV) carport array at the base commissary near the base's new primary entry gate – an excellent location to showcase the use of solar energy. NORESKO will also install chiller plant optimization controls, replace outdated building controls with more cyber-secure direct digital controls and upgrade nearly 30,000 light fixtures, including parking lot lights, with LEDs. Together these energy conservation measures will improve reliability and cost effectiveness while reducing energy consumption. The project also includes oversight of the controls and maintenance of the PV array throughout the contract term, reducing the maintenance burden and helping to ensure reliable operation.

"We are honored to be working with the Air Force in helping support its mission by improving resiliency, upgrading facility infrastructure and reducing energy consumption, while delivering renewable energy and cyber-secure solutions," said Natasha Shah, vice president federal business development, NORESKO. "NORESCO has implemented 22 ESPC projects with the Air Force, starting with our first Air Force project completed in 1998."

Willdan To Acquire Onsite Energy Corporation

Willdan Group recently announced that it has signed a letter of intent

to acquire substantially all of the assets of **Onsite Energy Corporation** (Onsite Energy). Onsite Energy is an energy efficiency services and project implementation firm based in Carlsbad, California that specializes in energy upgrades and commissioning for industrial facilities. Onsite Energy generated approximately \$20 million in revenue over the last year, and Willdan expects the acquisition to be accretive to earnings in 2019. The acquisition is expected to close in June 2019 and is subject to certain closing conditions and contract novations.

"The industrial sector represents nearly 45% of all facility energy use in the U.S., and is a market we currently do not address," said Tom Brisbin, Willdan's CEO and Chairman. "By combining Onsite Energy's knowledge of industrial customer needs, and our innovative software and engineering, we believe we can significantly expand into this market."

"As a part of Willdan, we're excited to offer our customers more comprehensive engineering, broader technical services, and national reach," said Rich Sperberg, Onsite Energy's President. "This exciting development will enable us to serve our existing base of S&P 500 class industrial customers and utilities on a nationwide basis with Willdan's expanded technologies and resources. Our customers will immediately benefit from the deeper capabilities of the combined companies."

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TECHNOLOGY AND FINANCING CONFERENCE HIGHLIGHTS

Technology and Financing Conference Features Pool Tournament and Networking Event

NAESCO's recent Technology and Financing Conference was held June 13-14 in Providence, RI. Those interested in viewing the speaker presentations may do so on the NAESCO website: [Presentations](#)

In lieu of a traditional reception, a Pool Tournament and Networking Event took place on the evening of June 13 at a nearby Pool Hall, Snooker's. The event was a huge success. The format provided a fun atmosphere for conversation and networking. The winning team members were Andrew Bond of WESCO and Chuck McGinnis of Johnson Controls and the second place team was comprised of Eric Elam of Envocore and Aaron Alibrio of Johnson Controls. Congratulations to the winning teams and thank you to all those who participated and attended.



L to R: Eric Elam, Chuck McGinnis, Aaron Alibrio and Andrew Bond

Thank you to our Sponsors of this year's conference!



Platinum Networking Luncheon Sponsor



Gold Welcome Breakfast Sponsor



Snooker's Pool Tournament and Networking Event Host



Pool Table Hosts

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NAESCO ACCREDITATION

Fall Round of NAESCO Accreditation Announced

NAESCO's voluntary Accreditation program is open to NAESCO members. Accreditation is offered twice annually. The Spring Accreditation process begins in January and the Fall Accreditation begins in July. The Fall round will take place July 9 to September 4, with final approvals voted on by the Board of Directors at the November meeting in La Jolla, CA.

NAESCO offers [three categories](#) of Accreditation for companies in the energy service business: Energy Service Company (ESCO), Energy Service Provider (ESP) and Energy Efficiency Contractor (EEC). Companies seeking NAESCO-Accredited status must apply to an independent committee of industry experts who are unaffiliated with any particular ESCO or any other company under consideration for accreditation, and undergo a rigorous examination of their core competencies and business practices. The committee carefully reviews the detailed documentation submitted and consults with selected customer references.

The committee looks at criteria including the following: the precise nature of the applicant's business; the range of measures and services offered to customers; the availability of a performance-based project approach; ethical business practice commitment; project engineering and design, financing, project management, operations, and maintenance capabilities; and the capability of verifying and monitoring energy cost savings.

For companies participating in the full accreditation or re-accreditation process, the 2019 participation fee is \$5,200. Payment of the participation fee does not in any way ensure accreditation will be granted; the fee is being imposed to cover the costs of the accreditation process including the data review and reference checking by independent reviewers. A \$250 non-refundable application deposit fee is due at the time the packet request is made and will, of course, be deducted from the balance of the participation fee which should accompany your completed application.

If you have questions about NAESCO Accreditation or are interested in the Fall round, contact Nina.Kogan@naesco.org for more information.

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MEMBER PRODUCTS AND SERVICES

Snapcount Announces Snapsource: A Hub for Up-To-Date Lighting Products and Quality Partnerships

SnapCount, the retrofit software platform created by [StreamLinx](#), has announced a new offering bringing 3 market-based innovations to fulfill customers' need to find, audit, quote and successfully complete more

projects in record time. The new offering, SnapSource, brings forth yet another innovation for SnapCount users to win more projects in a US Lighting Retrofit market predicted to exceed \$12B in 2019.

As the adoption of LED lighting continues to explode, SnapSource will help SnapCount users in two avenues: the "SnapSource Product Hub" for up-to-date lighting products and the "SnapSource Service Marketplace" creating quality partnerships in the retrofit industry.

SnapSource Product Hub

The SnapSource Product Hub enables lighting manufacturers to populate a central catalog of their products and solutions so that they are instantly available within SnapCount project quotations, a market representing thousands of lighting retrofit professionals who collectively quoted more than \$3 Billion in lighting retrofit projects in 2018. Once a quotation is set, SnapCount users can obtain direct pricing from a market partner (Manufacturer, Distributor or Agent) and then order the products through SnapSource from their supplier to fulfill their project requirements.

The addition of the SnapSource Product Hub means that energy efficient lighting companies no longer have to manually maintain thousands of LED product SKU's and will ensure the best solutions are merely a click away. "Manufacturers already in my SnapCount environment will get 90% of my business" said Tim Donovan of Donovan Energy, a SnapCount customer. "The program makes all the sense in the world".

Manufacturers will benefit from the increased exposure to a large and relevant contractor network. "SnapSource brings me an instant channel of retrofit companies to quote my products and makes it easy for me to introduce new products" said Paul Chamberlain, CEO of Linmore LED, a fast-growing commercial LED manufacturer and SnapSource participant. "SnapSource also provides me with critical analytics that give me visibility into insightful product demand trends".

Universal Lighting Technologies Introduces a Wireless and Comprehensive Touch to Tune LED Driver Replacement Tuning Solution

Universal Lighting Technologies, Inc., recently introduced its Touch to Tune driver tuning solution. The solution uses EVERLINE PW LED drivers now available in linear and compact can size options.

Universal's Touch to Tune solution allows distributors to quickly identify and program (or "tune") a replacement EVERLINE PW driver to the optimal output current to match other drivers in the same space. Universal offers the PW drivers for this solution in 7 SKUs covering a comprehensive range of can sizes from compact to linear. The PW drivers are UL Class P listed, and available in 20, 30, 55, and 80-Watt

power levels.

"It can be tricky to find an LED driver replacement for a one-off need. Distributors have long-been challenged with the need to quickly identify and then tune drivers in the field as older drivers begin to need replacement," said Kevin Boyce, Director of Product Management for LED Drivers at Universal Lighting Technologies. "As an OEM-rated manufacturer, we are pleased to introduce wireless tuning right from the palm of your hand with the new Touch to Tune driver tuning solution. By stocking just seven SKUs of EVERLINE PW Drivers, the distributor can now have a comprehensive and fast solution as installers in the field need assistance in their local markets."

The Touch to Tune solution allows distributors to easily identify the driver needed, stock the most common drivers and provide installers with a quick over-the-counter tuning solution. Touch to Tune Distributors will be able to program the output current, minimum dim current, dimming curve, full bright control voltage, minimum dim control voltage and dim-to-off voltage.

"Replacing the driver rather than the entire fixture saves the end user time while maintaining ideal design continuity in the space," said Boyce. "At Universal we are consistently focused on making the most advanced, user-friendly products available to all our customers, and we're confident Touch to Tune will make their job easier."

To learn more about the Touch to Tune solution email marketing@unvlt.com. To find a local list of Touch to Tune distributor locations or find additional information on the EVERLINE LED PW Drivers visit www.unvlt.com.

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eProject Builder Team Announces Upcoming 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. The next two are as follows:

- Thursday, July 11th, 1:00 PM – 2:30 PM EDT | [Register here](#)
- Tuesday, July 23rd, 1:00 PM – 2:30 PM EDT | [Register here](#)

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