



*Partnering today for a more efficient tomorrow*

## NAESCO NEWS

June, 2021

### FROM THE DESK OF TIMOTHY D. UNRUH NAESCO EXECUTIVE DIRECTOR

Wow, its beginning to look a lot like...normalcy! After a great event with NAESCO members in Orlando, it really does seem that we are seeing the light at the end of the pandemic tunnel. In talking with members, I have learned that light is shining very brightly, as business is doing well. Coupled with business doing well, the Federal Government has unleashed a significant amount of funds into the marketplace. I hear of limited success by ESCOs using the Elementary and Secondary School Emergency Relief (ESSER) Funds, a \$175 Billion group of funds for K-12 schools. I know that the guidance coming from the US Department of Education has some local education agencies issuing very conservative rules on the use of these funds for construction, and energy savings performance contracts, but I do hear of ESCOs making it work. On the heels of the ESSER funds are the Fiscal Recover Funds (FRFs) going to state and local governments, a \$350 Billion funding amount. These funds specifically target water and wastewater infrastructure in the legislation, a market that is being pursued by some ESCOs. However, the guidance from the US Department of Treasury does expand the funds allowing them to be used to improve building indoor air quality through HVAC upgrades. While the funding for the FRFs is very broad, covering many things, there is an opening for ESCOs to use some of this funding.



NAESCO is also doing well, bringing some of our pandemic-adjusted activities with us for the future. Two things we started in the pandemic will continue: Focus Groups and frequent webinars. Focus groups arose from the loss of live meetings in 2020. We saw a desire for continued member connections and created the focus group concept. In these meetings, an ESCO agrees to meet for a 1 hour duration through video conferencing. NAESCO then coordinates with several affiliate members to network with that ESCO. All parties involved have expressed satisfaction with this format, and we continue to schedule these focus groups today. On the webinar front, we have increased our webinars in 2020 from once per quarter to monthly, and in some months more! Our attendance at webinars has been strong, and our affiliate members have been doing a great job with interesting topics. We have had so much interest by companies in presenting webinars to our members, that we now rely solely on members to present them. In addition to the technical topics of our webinars, we have added monthly updates with Jeff Genzer on the status of legislation, as well as occasional members-only events where we discuss issues affecting our members.

However, I would be remiss if I didn't mention our annual meeting, the Renovate, Retrofit, Reduce Conference and Innovation Expo in Austin on November 9-12. This is our first truly, broad in-person event. We are working on a great set of speakers, and will have sessions on technical topics with continuing education credits (please bring your team), as well as policy topics addressing issues faced in the market today. I look forward to seeing

## NAESCO ADVOCACY UPDATE

### Federal Advocacy

NAESCO's federal advocacy is focused on ensuring the funding of the **Open Back Better Act** of 2021. We are working with the national Energy Efficiency Strategy Group (EESG) and meeting with both the Biden administration and Congressional staffers to understand how best to position OBB in the pending energy bills and/or Budget Reconciliation. Other federal priorities include:

- **Rules for stimulus funding:** Working with federal agencies, state agencies and ESCOs to get clarity on program rules and to ensure that stimulus grants can be used in ESPC projects.
- **Increased budget appropriations:** State Energy Program (SEP), FEMP and the Energy Efficiency and Conservation Block Grant (EECBG) programs are priorities.
- **Tax incentives:** Enhancement of the 179D and the authorization of E-QUIP tax deductions.
- **Working with HUD:** Enhancement of the EPC program for PHAs and to authorization to extend EPCs into the subsidized multifamily housing sector.

### State Advocacy

State legislatures are back at work after their interrupted 2020 schedules. NAESCO was work in several states:

- **California:** NAESCO worked to ensure that the School Energy Efficiency Stimulus (SEES) – now renamed California Schools Healthy Air, Plumbing, and Efficiency Program (CalSHAPE) program grants can be used in performance contracts. NAESCO also worked with ESCOs and solar implementers to ensure the defeat of AB 1139, which would alter the reimbursement for Net Energy Metering (NEM) projects.
- **Illinois:** NAESCO has defeated for the fifth straight year, the Illinois AIA/ACES bill that would effectively knock ESPC out of the K-12 market. (The bill did not advance during the regular session).
- **Texas:** NAESCO worked with a group of ESCOs to eliminate the onerous provisions (e.g., no change orders) of HB 3583 and preserved the ability of ESCOs to do ESPC in water/wastewater facilities.
- **Tennessee:** NAESCO worked with a group of ESCOs to reduce the requirements of HB-78, which the Governor and legislative leaders intend to boost performance contracting, but that we think will make it harder to implement projects. The requirement for the securitization of savings guarantees is now three years rather than the originally proposed full term of the ESPC.

**Various States:** NAESCO is working with the Ceres Energy Optimization group of national companies to lobby on legislative and regulatory issues in several states, including:

- Arizona – Enactment of Clean Energy Rules by the Public Service Commission
- California – Electrification standards in building codes
- Colorado – Mandatory energy benchmarking and building electrification
- Minnesota – Enactment of the Energy Conservation and Optimization Act
- North Carolina – C-PACE and Energy savings in state buildings
- Nevada – Regional grid planning to support expanded RE and EVs
- New Jersey -- C-PACE legislation and grants for HVAC improvements in schools
- Ohio – Repeal of HB 6 nuclear plant subsidies and restoration of EERS and RPS goals
- Pennsylvania – Participation in the Regional Greenhouse Gas Initiative (RGGI)

## NAESCO WELCOMES NEW COMPANY MEMBERS

New members as of April:

## **Energy Service Affiliates**

### **2KB Energy Services**

2KB Energy Services is an energy management and sustainability consulting firm bringing private sector expertise to public servants. With 40 years of energy management experience, our team of engineers, MBAs, and professionals empower our clients with technical knowledge and business know-how to accomplish energy efficiency goals that maximize the value of your investment.

2KB assists clients with energy program management, energy owner's representative services, facility audits, and energy management benchmarking and metric review. Our results speak for themselves with \$200M in energy cost savings and helping projects come in 5-10% under budget.

### **75F**

75F offers a vertically-integrated smart building solution that includes wireless sensors, equipment controllers and cloud-based software delivering analytics and predictive, proactive building automation right out-of-the-box.

### **Alturus**

Utilizing a dedicated pool of ESG capital and focused on Energy-as-a-Service, Alturus provides energy service companies a simplified way to fund their pipeline of sustainable infrastructure projects for the commercial, industrial, and institutional markets. Alturus helps its partners by focusing on contract structuring, accounting, and customer education to enable a programmatic financing solutions that deliver shorter sales cycles, larger project sizes, and a higher likelihood for repeatable business success.

### **Empower Equity - EMPEQ**

Incorporated in 2016, EMPEQ is a Fintech and Salestech company helping clients close more projects, faster. We shorten your sales cycle in two ways: by reducing the time it takes to do a site survey by up to 80% with our Visibility app, and by decreasing lost sales with financing options included right in your project proposal. EMPEQ Visibility eliminates onerous site surveys, timewasting proposal preparation, and concerns about your prospect's ability to pay for your project. EMPEQ Visibility has simplified data capture down to the just snap of your smartphone's camera. Our mobile app uses a quick and accurate, artificial intelligence-backed, equipment identification in the field via a hand-held device such as a smartphone to extract critical information from nameplates which eliminate inaccuracies that slow down the proposal creation process.

### **Huntington Bank**

Founded in 1866 as The Huntington National Bank, today Huntington Bancshares Incorporated still operates from the same Columbus, Ohio founding location in the heart of the Midwest. As of June 9, 2021, TCF National Bank joined The Huntington National Bank. The combined company has approximately \$175 billion in assets, \$142 billion in deposits, and \$116 billion in loans, based on March 31, 2021 balances.

### **KFI Engineers**

KFI Engineers is a recognized industry leader in process and facility infrastructure design and performance. We serve clients in the United States, Canada and Central America and have capabilities not commonly found in traditional engineering firms.

### **LightServe Corporation**

Headquartered in North Carolina, Lightserve is a turnkey lighting solution provider across the United States. We specialize in both exterior and interior lighting maintenance, LED retrofitting and re-lamping, and lighting and energy audits. From LED Retrofits to smart ceilings, we've maintained an unparalleled reputation in nationwide coverage and managed services - including LED upgrades, scheduled maintenance, reactive service, electrical installations, controls, IoT, and labor-only management. Additionally, we're an award-winning participant in utility incentive programs across the country, filing 100% of our customers' rebates and returning 100% of those dollars back to the customer. That is all part of our total program management approach.

### **Mesa Solutions**

Mesa Solutions is a leading power solutions company specializing in the manufacturing, sales, leasing, and operations of natural gas and liquid propane-powered mobile and stationary generator sets and microgrids. Mesa's best-in-class power solutions enable customers to reduce their energy costs and capital expenditures as well as increase reliability and operational up-time, all while lowering emissions and decreasing their carbon footprint. Mesa currently operates across the globe with headquarters and

multiple satellite locations in the United States. Today, Mesa provides sustainable power generation for commercial and industrial prime power, microgrids, standby power, and a variety of other global applications

### **NGS**

NGS improves energy efficiency with solar window film, glazing performance benchmarking, and nationwide project management and installation.

NGS energy efficiency services:

- Glazing analysis - benchmark existing glazing performance
- Project development - building rendering
- Rules of thumb - establish criteria for good opportunities
- Building modeling
- Cutting-edge technology (Equest/ Efilm/LBNL Optics and Window Software)
- Savings validation
- Dedicated account manager

### **NV5 Energy Efficiency Services**

NV5's Energy Efficiency Services (EES) is an Energy Consultancy with offices in the greater New York City, Boston, and Washington, D.C. areas, Irvine, CA, Las Vegas, NV, and Reno, NV, as well as Asia. We specialize in serving as an Owner's Representative (OR) to protect and advance property owner's interests in energy and sustainability projects. We focus on quality assurance for alternatively financed projects including Energy Savings Performance Contracts (ESPCs), a role we have been hired to perform over 200 times nationwide, overseeing all of the major Energy Service Companies (ESCOs). EES also advises clients on P3/Energy-as-a-Service (EaaS) projects, and we support clients in maximizing energy efficiency using Monitoring-Based Commissioning (MBCx), energy design reviews of new facilities, planning, developing and overseeing resilience/microgrid and street lighting projects, and developing/reviewing Commercial PACE projects. We also provide EM&V services to utilities.

## **MEMBER NEWS AND RECENT PROJECTS**

### **New Member, 75F, Teams Up With Daikin Applied**

75F recently announced they are working with global commercial heating, ventilation and air-conditioning (HVAC) company, **Daikin Applied Americas** to design and deploy a new generation of wireless controls and sensing technology. This new suite of cloud-based products are designed to work out of the box with preconfigured profiles and sequences specific to Daikin Applied HVAC equipment.

The collaboration between Daikin Applied and 75F has the potential to advance the market by bringing a new generation of sophisticated, affordable cloud-based wireless controls and sensing technology to building management.

"We've worked closely with Daikin Applied's engineering team to build ground-up control profiles that combine our hardware and software expertise with their industry-leading technology. We have created a state-of-the-art, scalable solution that can be deployed across a wide range of equipment, applications and building types," said Deepinder Singh, founder and CEO of 75F. "We believe that in the future, all building controls will be open, connected and intelligent like the products we're developing."

### **Aeroseal Raises \$22 Million to Shrink Carbon Emissions by 1 Gigaton Annually**

Aeroseal, LLC, recently announced it has raised \$22 million in funding. The Series A round was led by Breakthrough Energy Ventures (BEV) with participation from Energy Impact Partners and Building Ventures.

"Building emissions are a significant contributor to climate change globally and a problem that the BEV team is actively working to solve," said Carmichael Roberts, Breakthrough Energy Ventures. "Aeroseal's technology addresses a challenge found in every building: energy waste caused by undetectable and unreachable leaks. This investment will help them build on their market penetration and expand their efforts to reduce carbon emissions in buildings while creating cleaner, healthier air for us to breathe."

Energy Impact Partners is investing in Aeroseal because utilities are looking for

innovative, cost-effective energy efficiency solutions that enable them to support their customers' efforts to manage their energy spend and carbon footprint.

"Aeroseal can deliver an energy efficiency solution that can be rapidly deployed at scale for commercial and residential buildings," said Sam Bursten, Vice President at Energy Impact Partners. "Delivering on the promise of building envelope efficiency will have a transformative impact on reducing global emissions. We are confident that Aeroseal's solution will play a major role in creating sustainable, safe, and healthier homes and workplaces."

### **Eco Engineering's Frank Agraz Elected to be President of IES Board of Directors**

Frank Agraz, Senior Director of Strategic Initiatives at Eco Engineering, Inc., was recently elected to serve as Vice President (July 2021-June 2022) and President (July 2022-June 2023) of the Illuminating Engineering Society Board of Directors. Established in 1906, the IES is the recognized technical and educational authority on illumination. For over 100 years its objective has been to communicate information on all aspects of good lighting practice to its members, to the lighting community, and to consumers through a variety of programs, publications, and services. The strength of the IES is its diversified membership: engineers, architects, designers, educators, students, contractors, distributors, utility personnel, manufacturers, and scientists, all contributing to the mission of the Society: to improve the lighted environment by bringing together those with lighting knowledge and by translating that knowledge into actions that benefit the public.

### **EnergyLink and Urban Land Conservancy Solar Project**

EnergyLink recently helped Urban Land Conservancy (ULC) carry out a \$3.2 million energy efficiency renovation on their Oxford Vista campus. After EnergyLink installed one of the largest solar arrays in the City of Aurora along with other critical energy improvements, the 31-acre, AmeriCorps NCCC-occupied campus is now able to reach near net zero electric.

The onsite 440 kW solar (PV) array will support yearly electric needs of the campus, while achieving near net-zero electric consumption. It is made up of a 350 kW ground mount PV farm and a 90 kW covered solar carport. The ground mount array is uniquely positioned on top of an underground geothermal bore field, which will feed a 100-ton Daiken water-cooled VRV system. A host of other thermal boundary, lighting, and HVAC improvements were also made.

EnergyLink's team focused on reducing the coincident peak load of the facility, which will decrease electric costs and local grid stress from the campus' operations. In total, the project will offset 81% of the campus' electric use and 29% of its natural gas use, with an impressive total energy reduction of around 46%.

### **ENGIE Begins Smart City Project with the City of Milpitas, CA**

The City of Milpitas announced today that it has begun construction on a comprehensive Smart City energy and water savings program with ENGIE North America.

Approved by Milpitas' City Council, the city will upgrade infrastructure and install energy and water conservation measures that are expected to reduce utility consumption by more than 4.2 million kilowatt hours of electricity per year which is expected to save more than \$1.5 million in energy and water costs per year, for a net lifetime savings of over \$30 million.

### **Griffith Engineering Project at Boisfeuillet Jones Atlanta Civic Center Yields Impressive Results**

Griffith Engineering's portfolio of outstanding energy efficient design projects led to the firm being selected to lead the design effort for this pilot project of the Atlanta Better Buildings Challenge (Atlanta BBC). The Atlanta BBC's goal is to reduce energy and water consumption by at least 20% in participating buildings across Atlanta by 2020.

Renovations in this building included: Replacement of chilled water air handling units with

packaged gas fired direct expansion (DX) rooftop units with variable frequency drives (VFDs), and relocation of an associated chiller. It also included installation of new direct digital control (DDC) packages, replacement of 135kW electric water heaters replaced with gas water heaters, retrofit and replacement of toilets, faucet aerators, and urinal flush valves, and a lighting retrofit involving replacement of approximately 3,400 T12 lamps with T8 lamps, and replacement of incandescent and compact fluorescent lamps with LED bulbs.

The project identified 2.9 million pounds annual reduction of CO2 emissions, and has resulted in 25% energy savings since 2009.

### **Schneider Electric Announces Resiliency Project in New Britain, CT**

Schneider Electric announced the start of construction of its first joint resiliency project to deploy an advanced microgrid to serve four critical facilities on the campus of The Daughters of Mary of the Immaculate Conception in New Britain, Connecticut. This microgrid will not only improve resiliency for Daughters of Mary facilities following major storms for uninterrupted electric services to critical infrastructure during emergencies, it will also foster significant results in the school's financial and environmental sustainability efforts.

Rather than the customer purchasing the microgrid system outright, Citizens Energy was able to develop, finance, own, operate and maintain the system. Meanwhile, Daughters of Mary, purchases the electricity and pays for the system via an Energy Service Agreement with no upfront or operating costs.

### **Siemens Announces ESPC with Dyess Air Force Base in Abilene, TX**

Siemens Government Technologies and Siemens Financial Services will expand critical energy efficiency and resiliency work at Dyess Air Force Base in Abilene, Texas. Available via an Energy Savings Performance Contract valued at more than \$60 million, Siemens will aid the base with upgrades to more energy efficient systems while also providing islanding capabilities via on base power generation and battery storage. For more information click [here](#).

### **Southland to Implement UESC with Department of Veterans Affairs**

Southland Energy and Utility partner CenterPoint Energy were recently awarded a \$47 million Utility Energy Service Contract by the Department of Veterans Affairs for the implementation of comprehensive energy and infrastructure improvements at the Overton Brooks Veterans Affairs Medical Center (OBVAMC) in Shreveport, LA. Construction is scheduled for completion in November of 2022.

The UESC includes the construction of a new Central Utility Plant that replaces the existing Central Plant in its entirety and remodels the existing plant buildings to better serve OBVAMC. Southland is also providing an upgraded, fence-to-fence Building Automation System with a new dedicated fiber backbone, campus wide standardized LED lighting systems, and the restart and recommissioning of an existing 1.4MW solar array. This project will significantly reduce the hospital's Energy Use Intensity (EUI) from 223 kBtu/ft<sup>2</sup> per year to 127 kBtu/ft<sup>2</sup> per year which is a 43% reduction. Ultimately, the UESC will support OBVAMC in their mission to provide exemplary care to over 37,000 veterans annually by renewing mission critical systems to align with current VA standards for efficiency, reliability, and threat management.

### **Jason Stini joins Steam Management**

Jason Stini joins Steam Management, Inc. to further develop its growing position in steam and water conservation solutions.

Jason comes with a wealth of experience within the industry, having spent the last four years at NORESO with prior experience at Schneider Electric and Xerox where he was instrumental in developing municipal customers and business relationships. Jason has held roles as energy solutions account executive, performance contracting account executive, and strategic government account executive.

As the Director of Sales, Jason will assist in driving SMI's success in providing engineered customized energy and water efficiency solutions to many of the top companies in North America.

Jason will be responsible for building a sales and marketing team and developing new relationships that are mutually beneficial to the clients and Steam Management Inc.

## NAESCO IN THE NEWS

### Let's not forget: 'Build Back Better' applies to buildings, too

The Hill  
Timothy Unruh  
April 8, 2021

President Biden, under the auspices of his campaign motto “Build Back Better,” is wasting no time in showing us that the next four years of federal energy, environment and climate governance will be markedly different than the last. This is especially true for the transportation and electric power sectors, both of which the Biden-Harris administration plans to rapidly decarbonize and modernize, as indicated by consistent rhetoric, cabinet appointments and executive orders, its responses to climate-related events like the Texas power crisis and, of course, the recently debuted “American Jobs Plan.” However, some especially steep goals have been established in Biden’s plans for the buildings sector — namely to retrofit and otherwise improve the energy performance of 4 million buildings. While it has not been made clear which buildings are to be improved, indications are that this goal applies to commercial buildings, or approximately two-thirds of the U.S. commercial building stock.

[Read more here.](#)

### NAESCO Event Reveals Accelerated Momentum for ESCOs Under Biden-Harris Administration

Business Wire  
March 18, 2021

U.S. government leaders recently joined the National Association of Energy Service Companies (NAESCO) for its annual Federal Market Workshop to make one thing clear: there is a wealth of opportunity for Energy Services Companies (ESCOs) to leverage energy savings performance contracts (ESPCs) to support the Biden-Harris administration’s pursuit of net-zero greenhouse gas (GHG) emissions economy-wide by 2050. Richard G. Kidd IV, the Deputy Assistant Secretary of Defense for Environment & Energy Resilience, underscored the pervasiveness of the administration’s climate priorities on the first day of the workshop stating, “the DoD is treating the climate crisis as a national security priority, and we anticipate an increase in funding for more complex projects that bring together private and public sectors focusing on resilience.”

[Read more here.](#)

### NAESCO supports Open Back Better energy efficiency bill

Daily Energy Insider  
Dave Kovalski  
March 5, 2021

The National Association of Energy Service Companies (NAESCO) is proud to support the introduction yesterday in the 117th Congress of the *Open Back Better Act of 2021* by U.S. Senator Tina Smith (D-MN) and U.S. Representative Lisa Blunt Rochester (D-DE). The Act, previously by Sen. Smith and Rep. Blunt Rochester introduced in the 116th Congress under the same name, allocates funding for States, federal agencies and Tribes to initiate at eligible facilities a range of “covered projects,” including those that advance building resiliency and public health and safety performance, as well as energy efficiency, renewable energy capacity and integration with the electric grid.

[Read more here.](#)

### NAESCO Backs Reintroduction of Open Back Better Act, Welcomes the

## Inclusion of Energy Efficiency Provisions for Public Facility Infrastructure in CLEAN Future Act

Business Wire  
Press Release  
March 3, 2021

The National Association of Energy Service Companies ([NAESCO](#)) is proud to support the introduction yesterday in the 117th Congress of the *Open Back Better Act* of 2021 by U.S. Senator Tina Smith (D-MN) and U.S. Representative Lisa Blunt Rochester (D-DE). The Act, previously by Sen. Smith and Rep. Blunt Rochester introduced in the 116th Congress under the same name, allocates funding for States, federal agencies and Tribes to initiate at eligible facilities a range of “covered projects,” including those that advance building resiliency and public health and safety performance, as well as energy efficiency, renewable energy capacity and integration with the electric grid.

[Read more here.](#)

## MEMBER SPOTLIGHTS

NAESCO’s new *Member Spotlight* series is one of several initiatives designed to enhance NAESCO’s membership experience and increase overall brand awareness. Member Spotlights are meant to give select NAESCO members, at no extra cost, a unique opportunity to publicize their corporate milestones, project developments, and new and emerging initiatives, among other things.

Through it all, NAESCO aimed to make 2020 a year of ‘Building Trust’ among its members and the wider ESCO industry, attracting new members and ensuring that energy savings performance contracting (ESPCs) remains a cornerstone of the nationwide transition toward a more resilient built environment.

### Executive Q&A: Jim Hockett, Vice President, National Accounts and ESCOs, Acuity Brands

**What new initiatives have you spearheaded and how have you helped Acuity Brands evolve into the company it is today?** Prior to joining Acuity Brands in 2014, I was employed with a Tier 1 lamp and ballast company for 30 years promoting energy solutions to ESCOs and turnkey lighting contractors. The industry transition to solid-state lighting around this same period shifted the value from a lamp and ballast solution to integrated LED luminaires, light bars, and retrofit kits. I believed the timing to create a new group focused on the needs of the ESCO and turnkey lighting contractor community was ideal for Acuity Brands to invest resources based on this shift in LED technology. We began engaging with channel partners in late 2015 to gather “Voice of Customer,” and by 2016, we created a new Energy Solutions Group. This team is now connected to key ESCOs and lighting contractors across the U.S. and has developed channel specific national programs. While most of Acuity's revenue is planned new construction and renovation, our Energy Solutions Retrofit focus complements those efforts and has generated new channel connectivity, grown top line sales, and created new and innovative ROI-driven product solutions. These solutions include our BLTR Retrofit Doors, LBR Downlight Retrofits, LBK Light Bars, CPHB High Bays and our new ESX and TWX outdoor luminaires. I'm very proud to have been part of a process that started by identifying a market trend and then building new processes to meet our customers' needs and expectations.

[Read more here](#)

### The Brewer-Garrett Company: Building on our roots in HVAC design-build to remain on the forefront of the energy services industry

Established in 1959, The Brewer-Garrett Company (BG) began as a small design-build and HVAC service firm with big ideas and innovative solutions for the mechanical marketplace. Within a year, BG nearly doubled its revenue, gaining traction through securing large contracts and respected industry awards such as "Contractor of the Year." In the succeeding years, BG has continued building a strong business based on quick



response, quality work, and customer satisfaction. Today, BG is an American-owned ESCO that provides engineering, design, installation, and operations and maintenance services to federal, commercial, and industrial clients across the US. Our extensive in-house team allows us to partner with clients to co-author solutions that help them obtain resiliency, improve infrastructure, comply with mandates, and achieve energy goals.

[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.



Congratulations to the following re-accredited companies:

ESCO: **Centrica Business Solutions, FPL Energy Services and Navitas, LLC**

ESP: **Siemens Industry, Inc.**

EEC: **GreenTech Energy Services and Retro-Tech Systems (Envocore)**

NAESCO's Accreditation Committee is an independent entity comprised of industry experts who are unaffiliated with any particular ESCO and all information is confidential.

If you have questions about NAESCO Accreditation or are interested in the Fall 2021 round, please contact [Nina.Kogan@naesco.org](mailto:Nina.Kogan@naesco.org) for more information or go to [www.naesco.org/accreditation](http://www.naesco.org/accreditation).

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

## FEATURED MEMBER PRODUCTS AND SERVICES

### New from Eiko!

EiKO Fixtures with the **Z10 receptacle** provide the easiest controls capability in seconds by delivering the quickest and safest route to add a wide array of control devices to your fixture.

The Z10 receptacle is an industry standard interface for adding low voltage controls to 0-10V dimming fixtures. This easy to use twist and lock receptacle allows for controls to be added now or later, including standalone sensors through more controls strategies.

The Z10 receptacle works with a wide variety of controls devices, including photocontrols, motion sensors, networked lighting controls such as Xi-Fi, and other third-party control devices identified as being compatible with Z10. Click here for more: [Z10 Receptacle \(eiko.com\)](#)

Stay tuned for a new and improved *[Preferred Providers Guide](#)* coming to NAESCO's website soon!

## NAESCO Hosts Successful Member Meetings in Orlando

Recently, NAESCO held its first in-person meeting since March of 2020. Thank you to

the over 70 members who joined us in Orlando on June 16 for meetings and a great event at Top Golf!

Thank you to **Nenni & Associates** for hosting the lunch that day and to the following companies for sponsoring the Top Golf Event:

- Blue Energy Group
- Cooper Lighting Solutions
- FSG
- Flushmate
- Hunt Consulting
- Patriot LED
- Rexel Energy Solutions
- Snapcount



*photos courtesy of Tim Unruh*



## UPCOMING EVENTS



NAESCO is keeping busy this year! Don't miss out on our timely webinars, Federal Updates and the upcoming R3 Conference and Innovation Expo!  
<https://naesco.org/naesco-events>

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