



## NAESCO News

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ENERGY  
SOLUTIONS

January 2020

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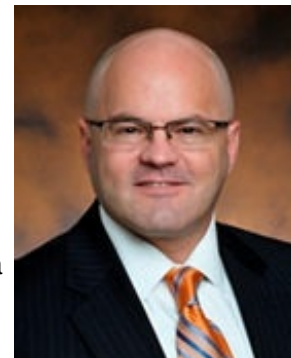
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### From the desk of Timothy D. Unruh, NAESCO Executive Director

NAESCO is poised for an exciting year in 2020! We will be restarting our regional meetings, with our plan so far to have three this year. But before I get to far in to 2020, I want to review some of the changes that we made to NAESCO in 2020.

Last year, we made two bylaw changes: The first was to formally establish the Executive Advisory Committee. This is a group of members that attends the Executive Committee meetings, offers advice, but does not vote on the decisions made. As the Advisory Committee includes non-board members, membership in this committee also gives you the ability to attend, but not vote at board meetings. The second change was to the nature of membership. In



order to reserve the "ESCO" title for those companies that had successfully attained the title of Accredited ESCO (and Accredited Affiliate), the board renamed existing and created two new membership categories. Now, NAESCO has the following membership classifications:

- Accredited ESCO Full Member
- Full Member
- Accredited Affiliate Member
- Affiliate Member
- International Member
- Public Sector Member

In addition to bylaw changes, we also changed the annual meeting structure in a couple of ways. The first was to rearrange the member meetings on the first day. We included a formal affiliate meeting, followed by a board/affiliate luncheon, board meeting, and finally a members meeting. The purpose was to provide more information to those members that are not part of the board of directors. We also changed the conference format to a more conversational style, with less podium-oriented presentations. You might have noticed the chairs on the platform instead of the table with name placards. Finally, we changed the name of the annual conference to "Renovate, Retrofit, Reduce" to focus on what our industry really accomplishes.

All in all, 2019 was a great year for NAESCO, with members commenting that the changes were positive. In 2020, we will strive to make gains in our national advocacy for energy savings performance contracting.

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## NAESCO Advocacy Update - January 2020

### Executive Summary

NAESCO continues to work on legislation, regulations and policy issues that affect the ESCO industry at the federal and state level. Here are some recent developments that affect NAESCO members.

### Proactive Efforts

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

#### 1. Regional Meetings – Members ONLY

NAESCO held two Regional Meetings of ESCOs in 2019 (Madison in May and Denver in August), and plans to hold three Regional Meetings in 2020 (Birmingham and New York City in April and San Francisco in July) to establish advocacy priorities. Please look for the formal invitations to these meetings in the next few weeks. Remember, that only members can attend these meetings.

#### 2. News Monitoring

NAESCO has maintained subscriptions to E&E news, Energy Central, Bloomberg Government, Morning Consult and other publications to allow us to spot opportunities for ESPC support around the nation.

#### 3. Promoting ESCOs and Accreditation

NAESCO has presented messages about the ESCO industry as well as the

benefits of using Accredited ESCOs at several events in the past year. Furthermore, NAESCO has established a budget for promotion of accreditation, and placed its first advertisement for accreditation in the inaugural issue of [Energy Services Media](#).

### **Federal Budget**

The Congress enacted, and President Trump signed, a 2020 budget that includes funding increases for the Federal Energy Management Program (FEMP), the State Energy Program (SEP) and the Weatherization Assistance Program (WAP). NAESCO, along with NASEO advocated for a \$2 Million budget item to support a new State and Local Performance Contracting Collaborative. The purpose of this new entity is to provide programmatic support that FEMPs resources would be more available for State and Local Performance Contracting improvement.

### **Section 179d**

Also included in the budget legislation is an extension of the section 179D deduction through 2020, retroactive to 2017.

### **HUD PHA Programs**

NAESCO is working with a group of ESCOs to re-start the regular discussions with HUD about problems in the program that implements EPCs in Public Housing Authority projects. A group of ESCOs met with HUD in mid-July, and a second meeting is scheduled for the end of January.

### **Minority Contractor Recruitment**

The NAESCO Board has instructed the NAESCO staff to investigate how to facilitate the identification and hiring of minority contractors for ESCO projects. NAESCO has been working with the [Emerald Cities Collaborative](#) to scope out an approach to the issue of minority contractor recruitment. ECC is working with [Elevate Energy](#) and [Rocky Mountain Institute](#) on pilot projects in Chicago and Boston. NAESCO and a group of Illinois ESCOs have provided input in Chicago, and Don Gilligan has joined the Advisory Group for the Boston project. We are [tentatively] planning to focus on minority contracting at our June 17-18 Workshop in Chicago.

### **US DOE ESPC MUSH Sector Working Group**

The DOE Office of Weatherization and Intergovernmental Programs (OWIP) has convened a national Working Group to look at how to expand the use of ESPC in the Municipal, Utility, School, and Hospital (MUSH) market by addressing several perceived problem areas, including the lack of long-term M&V in many MUSH projects, the development of a set of recommended qualifications for customer technical consultants and/or owner's reps and how to modify and enhance M&V protocols to recognize the value created by Grid Enhanced Buildings (GEBs) that can optimize the demand response, resiliency and other benefits of the Distributed Energy Resources (DERs) installed in ESCO projects.

### **ESCO Market Survey**

NAESCO is working with the Lawrence Berkeley National Laboratory (LBNL) on our first ESCO Market Survey since 2015. NAESCO and LBNL have sent the survey out to all NAESCO member ESCOs as well as about fifty companies that are not NAESCO members but appear to implement performance contracting projects. We urge very ESCO to complete the survey ASAP, because it provides the best information we have on the growth of the ESCO industry and is widely used by federal and state policy makers.

### **State Issues**

NAESCO remains active in State Advocacy, where the bulk of our effort is focused.

Detailed information was shared at the annual meeting, which is available through the [members portal](#). I encourage members to look for this information to gain a better understanding of NAESCO's efforts. If you go there, look for the US map outlining the NAESCO activities.

### Advocacy Committee

Finally, at the annual meeting, the board formed an advocacy committee to determine a pathway to focus our member resources along with NAESCO resources to best achieve our advocacy goals.

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## Join Us for the Annual Federal Market Workshop!



The popular Workshop will attract ESCO leaders, suppliers and other representatives already working in the Federal space and those seeking to break into the Federal market. In addition, Federal agency officials tasked with setting and implementing Federal energy efficiency and infrastructure policies will participate as invited speakers and attendees.

### Additional Information & Registration

- [Agenda](#)
- [Online Registration](#)
- [Sponsor the Workshop! – Gold and Bronze Levels still available](#)

**Rates:** \$325 for NAESCO Members – \$450 for Non-members – \$50 for Public Sector

### FHI 360 Conference Center

1825 Connecticut Ave, NW, 8th Floor  
Washington, DC 20009

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## NAESCO Welcomes New Company Members

### Full Member

#### [Energylink](#)

EnergyLink is an Engineering, Procurement, and Construction firm who installs renewable energy and energy efficiency products for commercial businesses and non-profits. The EnergyLink team also handles funding and financial services to make the energy project process as simple as possible.

### Affiliate Member

#### [ECM Holding Group](#)

ECM Holding Group provides energy conservation technologies and project solutions through 6 specialized companies to the leading Energy Service Companies (ESCOs) and corporate clients in North America.

- TEL Americas provides world-class solutions for new and existing laboratories that deliver a safer workplace environment, increased energy efficiency, and improved operational performance.
- HVAC Armor delivers solutions for the protection, restoration, and increased efficiency of HVAC equipment: Coil Protection and Restoration; Cooling Tower Refurbishment; Pipe Coating Insulation; and HVAC Rejuvenation.
- Building Envelop Services is a leading single-source partner for insulation, window efficiency, and weatherization services.
- Green IT Solutions provides leading-edge technology for driving savings and efficiencies into large computer and printer systems.
- AQUA offers water heating, treating, pumping, steam, and electric fixture tuning and upgrades, cooling tower cost savings, smart meter retrofits, irrigation optimization, and sustainable pool technologies.
- ECM Lighting is a full-service, turnkey contractor which has completed over 100 million square feet of ESCO retrofit lighting. Our flexible approach delivers savings on every project.

### Public Sector Member

At the National Renewable Energy Laboratory (NREL), we focus on creative answers to today's energy challenges. From breakthroughs in fundamental science to new clean technologies to integrated energy systems that power our lives. NREL researchers are transforming the way the nation and the world use energy.

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## Member News and Recent Projects

We want to hear from you! Please share your project successes by sending them to [project@naesco.org](mailto:project@naesco.org).

### Ameresco and New Bedford Housing Authority Announce 12.7M Contract

**Ameresco** and the New Bedford Housing Authority (NBHA), recently announced the execution of a \$12.7 Million Energy Performance Contract (EPC) that is expected to provide \$19.6 Million in energy and water cost savings over its sixteen-year term.

The project involves 15 of NBHA's public housing developments encompassing close to 1,500 households. It will focus on roof-top mounted solar installations in conjunction with significant incentives available from the Commonwealth's Solar Massachusetts Renewable Target, or "SMART" Program. Upon completion of construction over the next 15 months, the solar installations at 11 of the 15 developments will result in 2.4 megawatts of power generation, significantly reducing NBHA's electric consumption. In addition to the solar installations, other energy savings measures include water conservation, exterior and common-area lighting upgrades, and boiler replacements.

### CTS Group, a Veregy Company, Awarded Installation of Solar PV System for Illinois School District

**CTS Group**, was awarded the design and installation of a new solar PV system for Harmony-Emge School District #175 in Illinois. The system will generate approximately 760,000 kilowatt hours of power in the first year.

The solar system will consist of a roof and ground mounted system and generate enough electricity to offset nearly seventy residential utility customers.

Harmony will recognize savings of greater than \$600,000 over twenty-five years, which will allow the school district to offset roughly 80% of its energy consumption with solar PV (photovoltaic). The project is scheduled to be completed in late Q1 /early Q2 of 2020.

Harmony is receiving funds through the Adjustable Block Program, which is established by the Illinois Future Energy Jobs Act of 2017 to install a solar PV system. The school district captured more than \$450,000 of incentives known as Solar Renewable Energy Certificates.

On days where solar exceeds the school demand, Harmony 175 will receive energy credits to apply toward future energy bills through Illinois Net Metering policies.



## **ECM Lighting Recruits Robert Quintal to Lead FED ESCO Group**

**ECM Holding Group** recently announced that **Robert Quintal** has joined ECM Lighting as Director of Federal Market Sales. In this newly created position, Mr. Quintal will manage the growth of ECM's FED market offerings with a focus on turnkey lighting.

Mr. Quintal has 28 years of experience in the ESCO Lighting, Demand-Side Management, and Energy Efficiency Industries. This includes founding 3 companies that are still in business: Global Recycling Technologies, Inc., a recycler of lighting system components which is now part of Veolia; Lighting Resource Management Inc. a firm that specified, designed, and installed energy-effective lighting systems, which was acquired by Horizon Solutions; and LFE Solutions, a manufacturers rep firm that has supplied over \$180M in LED product to ESCO projects in the past 6 years.

## **ECM Holding Group Expands Capacity with Water Service Investment**

**ECM Holding Group** is pleased to announce that they have merged with Aqua Energy Solutions. The two firms have worked together on many projects, giving ECM an opportunity to become familiar with the Aqua teams' deep expertise in water, energy, and project management. Aqua has been expanding its territorial reach, and will benefit from the strong financial, sales, and operational efficiencies resulting from its integration from ECM.

## **ESG completes energy improvements at Harrison County Schools**

Harrison County Schools in West Virginia partnered with **Energy Systems Group (ESG)** to design and implement several phases of work to improve energy efficiency and learning environments across its district. The improvements have touched all 19 of the district's schools and are anticipated to result in more than \$8.7 million in energy and operational savings over the terms of the contracts.

Audra Blackwell, ESG business development manager recently presented an energy savings report to the school board explaining that the county has exceeded the guaranteed energy savings by \$352,873.

## **Eco Engineering Continues to Expand Sales Team**

**Eco Engineering**, has recently added two Sales Directors to its ESCO business development team. **Jen Parke** from Buffalo, New York and **Sheri Rosenthal** from St. Paul, Minnesota have recently joined the company as Sales Directors with a focus on expanding Eco Engineering's services with ESCO companies and regional offices in their respective geographies. Eco Engineering has been supporting its ESCO clients with lighting upgrades included in GESC agreements with K-12 school systems, higher education institutions, municipalities, and Federal government entities in multiple regions across the United States. Jen and Sheri will represent the full capabilities of Eco Engineering to its growing base of ESCO customers.

## **NORESCO to Implement 10MW Microgrid at Kadena Air Base**

**NORESCO** has been awarded an energy savings performance contract (ESPC) to

implement 10 megawatts of onsite power generation at Kadena Air Base in Okinawa, Japan. As home to the U.S. Air Force's largest combat wing, Kadena Air Base is vital to the security of the Pacific region and the United States. The power generation assets will be part of a new advanced microgrid that will enable the Base to more effectively sustain operations and meet critical mission requirements during utility outages. The \$85.7 million project, contracted through DLA Energy and in collaboration with the Air Force Civil Engineer Center (AFCEC), requires no upfront capital from the Air Force and will generate more than \$153 million in guaranteed cost savings over the performance period.

In addition to the power generation and microgrid, the ESPC project includes one of the Air Force's largest water conservation projects, with guaranteed savings of 1.2 billion gallons. The project will also upgrade or replace nearly 200,000 light fixtures with state-of-the-art LEDs and lighting controls.

### **SnapCount Adds EiKO as Partner in SnapSource™ Product Hub**

**SnapCount**, the lighting retrofit software from StreamLinx, has announced a partnership with **EiKO Global** to feature EiKO's lighting products in the recently launched solution repository within the SnapCount platform: the SnapSource™ Product Hub. As a manufacturer featuring lighting solutions in the SnapSource Product Hub, EiKO's products will receive heightened visibility to SnapCount users during the solution selection process in the platform. EiKO will also gain crucial usage insights and trends of their products within the SnapCount platform.

Backed by a network of professionals set to collectively quote more than \$7 Billion in lighting retrofit projects in 2019, the SnapSource Product Hub provides lighting manufacturers with the capability to create a central catalog of their lighting products for instant use in SnapCount project quotations. SnapCount users can obtain direct pricing for their quotation from a market partner such as a manufacturer, distributor or agent, and seamlessly order their selected solutions through SnapSource from their preferred supplier.

### **Universal Lighting Technologies Partners with DSI Southwest in North Texas, Oklahoma and Arkansas Region**

**Universal Lighting Technologies, Inc.** recently announced its partnership with DSI Southwest. DSI is a Dallas-based corporation that has been serving the electrical industry since 1961. The agency will represent Universal's lighting solutions across North Texas, Oklahoma and Arkansas.

"DSI Southwest has a strong industry reputation paired with deep product knowledge, making them the perfect agency to grow and expand Universal's products including our EVERLINE® LED upgrade solutions," said Joe Damiani, executive vice president, sales and marketing. "This partnership signifies next steps in continued market expansion and our unwavering commitment to supporting our distributor partners." DSI Southwest champions industry growth by representing quality lines and expansion into new markets. With more than 50 years of experience, DSI Southwest supports distributors with a foundation of experienced personnel, a wealth of market knowledge and a solid customer base.



## NAESCO Accreditation News



NAESCO's voluntary Accreditation program is open to all NAESCO members. Accreditation is offered twice annually, the Spring Accreditation process begins in January and the Fall Accreditation begins in July.

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

The following companies were presented and approved at the November 2019 Board of Directors Meeting, **AECOM**, **Energy Solutions Professionals**, **The Efficiency Network** and **Willdan** were renewed as Accredited Energy Service Companies, (ESCO), **Ameresco** was renewed as an Energy Service Provider, (ESP), and **Sitelogiq** was newly accredited as an ESCO.

If you have questions about NAESCO Accreditation or are interested in the current round, please contact [Nina.Kogan@naesco.org](mailto:Nina.Kogan@naesco.org) for more information.

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## Featured Member Products and Services

### IKIO launches its Hazardous Application Lighting Range

[IKIO LED Lighting](#), announced the launch of its Hazardous Location Lighting Range. The company well known for its exhaustive range of high-efficiency Commercial, Industrial and Hospitality / Multi-Housing lighting has recently forayed into this lighting segment with a wide range of Explosion Proof LED Lights and Warning Signages meant for use in most Class I, II and III hazardous environments.

With current trends pointing towards a rapid shift towards LEDs, their adoption in hazardous environments is gaining steady momentum. With their attractive energy-savings, low operating costs and smart light control features, they pose a strong competition to comparable legacy lighting presently in use on these sites. Oil & gas companies and petrochemical industries which rely heavily on such lighting are moving to an LED solution given their high-quality and prolonged durability in such harsh environments.

The products in IKIO's Hazardous Location Application Lighting range include Explosion Proof High Bays, Low Bays, Area Lights, Jelly Jar Lights, Exit Signs, Beacon Alarms and Trouble Work Lights. They are rated by IECEx and ATEX, making them perfect for lighting applications in industries for oil and gas, LNG, chemicals, ocean, marine and aerospace fields, metal treatment plants, food and alcohol industries. They feature an explosion-proof design with a copper-free aluminum housing that isolates potential spark triggers. The rugged build of these lights also come with durable lenses and heat sinks to dissipate thermal build-up and withstand harsh working conditions. With high lumen efficacies ranging between 130-140 lm/W and

service life of 50,000 hours, these fixtures claim to reduce high operating costs to businesses in classified and harsh environments where explosion-proof lighting is a must.

## Universal Lighting Technologies Rolls Out EVERLINE® PWX LED Drivers Expanding Options for Controllable Outdoor Luminaire Applications

Universal Lighting Technologies, Inc. recently introduced 180W PWX LED drivers. These drivers are ideal for outdoor luminaire applications, such as street, roadway and site area lighting, as well as indoor highbays using non-Class 2 drivers. "As the outdoor and industrial lighting segments continue to expand, Universal is focused on providing solutions that help our customers capture more market opportunities by increasing controllable options," said Kevin Boyce Director of Product Management for Universal. "The PWX drivers are available with 12Vdc or 24Vdc auxiliary power for lighting applications with on-board sensors or radios." The PWX UNV LED drivers operate at 120–277 VAC and offer 0–10V dimming with low standby power (<0.5W) when in the dim-to-off state. The drivers offer a wide operating window across all three models and provide the full 180W over an output current range from 640mA to 2000mA. The PWX UNV drivers are UL Class P Listed and offer advanced programming features including programmable thermal overload without an external NTC.

With the same form factor as most 150W drivers on the market today and only three SKUs, these drivers can also be used for existing 150W driver replacement. Universal's PWX drivers are wirelessly programmable using the EVERset™ GUI and LDPC000A tuning wand, allowing OEM partners to control output current, dimming level, dimming curve, dimming set points and lumen maintenance. To learn more about EVERLINE PWX LED drivers or Universal Lighting Technologies, visit [www.unvlt.com](http://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.

Tuesday January 28, 2020 1:00 – 2:30 pm EST | [Register here](#)

Thursday February 13, 2020 1:00 – 2:30 pm EST | [Register here](#)

Tuesday February 25, 2020 1:00 – 2:30 pm EST | [Register here](#)

Thursday March 5, 2020 1:00 – 2:30 pm EST | [Register here](#)

Tuesday March 24, 2020 1:00 – 2:30 pm EST | [Register here](#)

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## UPCOMING EVENTS

### NAESCO EVENTS:

- [Webinar: Building to Grid – Industry Transformation for Flexible Integrated Value-Generating Resources](#)  
January 27, 2020, 2:00pm–3:00pm Eastern

- [Federal Market Workshop](#)  
March 12, 2020 – FHI 360 Conference Center, Washington, DC
- **Cancelled:** – *Regional Meeting, April 1, 2020, Birmingham, AL*
- **Regional Meeting**, April 22, 2020, New York, NY (more info soon)
- [Technology and Financing Conference](#)  
June 17–18, 2020 – One North Wacker Drive Conference Center, Chicago, IL
- **Regional Meeting**, July 16, 2020, Berkeley, CA (more info soon)
- [Renovate Retrofit Reduce Conference and Expo](#)  
November 16–18, 2020 – Hilton Austin, Austin, TX

## Other Events:



### NASEO's 2020 Energy Policy Outlook Conference

The NASEO 2020 Energy Policy Outlook Conference and Innovation Summit will examine the key policies and initiatives needed to drive modernization and resilience across our energy infrastructure – grid, pipelines, buildings, transportation. Join top state and federal energy policymakers and private sector leaders from around the country on **February 4–7, 2020** in Washington, D.C. for in-depth discussions of the critical investments needed for strong, reliable, and affordable grid, transportation, and buildings systems, as well as the latest news from the 117th Congress and the Administration. More information [here](#).



Join AEE East – April 21–22, 2020 in Cincinnati, OH! More information [here](#).

## lightfair

May 5–7, 2020, Las Vegas Nevada  
[www.lightfair.com](http://www.lightfair.com)



### Retrofit Canada Conference

May 12–13, 2020 – Vancouver, Canada

We are pleased to be an Association Partner for the first annual Retrofit Canada Conference, which will focus on the opportunities for innovation to achieve greater sustainability and energy efficiency through retrofitting Canada's infrastructure and buildings – commercial, industry, schools, government and residential. It is the most prominent platform for key players in the energy efficiency, sustainability and retrofitting sectors to meet, network and exchange ideas on achieving Canada's 2050 goal. Join us and save 15% on registration fees by using promo code:

NAESCO15 or by [clicking here](#).

If you are interested in a 15% discount on sponsorship/exhibiting packages through our partnership, please contact: [symon.rubens@energyconferencenetwork.com](mailto:symon.rubens@energyconferencenetwork.com) for more details.

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