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December 2018

### Table of Contents:

- 14TH ANNUAL FEDERAL MARKET WORKSHOP
- NAESCO HONORS TERRY SINGER'S 32 YEARS OF SERVICE
- NAESCO ADVOCACY UPDATE
- INDUSTRY REPORTS
- NEW MEMBERS
- ACCREDITED MEMBER SPOTLIGHT: CTS Group
- MEMBER NEWS
- MEMBER PROJECTS
- NEW PRODUCT AND SERVICES SHOWCASE
- INDUSTRY NEWS

### FEDERAL MARKET WORKSHOP

**2019** NAESCO  National Association of  
Energy Service Companies

**Federal Market Workshop**  **March 14, 2019**

**FHI 360 Conference Center 1825 Connecticut Ave, NW Washington, DC 20009**

Save the Date for NAESCO's popular **Federal Market Workshop, March 14, 2019**  
– FHI 360 Conference Center, Washington, DC.

The Workshop will focus on the key elements, updates, changes, processes, and

people involved in the vast Federal energy efficiency and infrastructure improvement market.

The 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 be with us as invited speakers and attendees.

*Panel topics include:*

Resiliency – Examples of Success Stories from Industry  
How Public-Private Partnerships Can Build Resiliency – the Government Perspective  
New Direction from the Administration  
Military Performance Contracting Outlook

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>> [Top](#)

## **NAESCO Honors Terry Singer's 32 Years of Service**

As we bid Terry a fond farewell, let's look back on all that NAESCO has accomplished during her 32 years as Executive Director.

When Terry took the reins in the mid-1980s, NAESCO was a tiny association with a few members that were implementing a very modest number of strange projects called performance contracts. Today, NAESCO is the national trade association of a \$7 Billion ESCO industry that is working in a \$300 billion potential market, and ESPC is a widely accepted business model promoted by federal and state government agencies.

The growth of the industry was facilitated by the development of ESPC model documents – legislation, RFPs, contract templates, and project development manuals for key market segments – schools, hospitals, colleges and universities, and state facilities. Terry secured the funding, recruited experts, and oversaw the process of creating the documents.

Under her leadership, NAESCO successfully advocated for the development of Standard Offer programs in ME, NY, NJ, CA which demonstrated that ESPC could deliver "Energy Efficiency Power Plants" as an economically efficient and environmentally friendly alternative to new generating plants.

She led the effort to pass ESPC enabling legislation for public buildings at the federal level and in every state and created the NAESCO Accreditation Program to help public agency customers select ESCOs with a documented history of delivering quality projects.

When the industry outgrew its ability to self-finance projects in the mid-1990s, Terry pushed the development of the IPMVP standard that facilitated the transition of

the ESCO business from shared savings to guaranteed savings projects and attracted third-party financiers into the ESCO business.

She developed long-term working relationships with the Department of Energy and the Lawrence Berkeley National Laboratory that have enabled NAESCO, for the past twenty years, to identify and remove barriers to the expansion of the ESCO industry.

On behalf of NAESCO and other industry allies, thank you Terry, for your many contributions and stewardship. We wish you all the best in your next chapter.

>> [Top](#)

## **NAESCO ADVOCACY UPDATE**

**December 2018**

### **Overview**

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

### **Federal Issues**

On the federal level, NAESCO works with coalitions of national EE organizations to promote energy efficiency, renewables, distributed generation and demand response in federal legislation and federal regulatory rulemaking. These coalitions are holding a series of meetings this fall to prepare lists of EE priorities for the new Congress that convenes in January. One key focus is on maintaining the budgets for the programs in the Department of Energy that affect the ESCO industry.

Good news on the federal budget. The FY 2019 budget for the Department of Energy was passed in September. The Congress rejected the deep cuts to energy efficiency and renewable energy programs that were proposed by President Trump and directed DOE to maintain a diverse portfolio of early-, mid- and late-stage research within EERE. FY 2019 budget contains small increases for the Federal Energy Management Program (FEMP) and the Weatherization Assistance Program (WAP), and level-funds the State Energy Program (SEP) that provides funding to the state energy offices. [Continue reading federal and state issues.](#)

>> [Top](#)

## **INDUSTRY REPORTS**

### **ACEEE Releases the State Energy Efficiency Scorecard**

The top states in this year's ACEEE Energy Efficiency Scorecard were Massachusetts, California, Rhode Island, Vermont, and Connecticut. The most-improved state was New Jersey; other up-and-coming states included Missouri, Colorado, and South Dakota. The twelfth edition of the ACEEE State Energy Efficiency Scorecard gives a progress report on state energy efficiency policies and programs that save energy and produce environmental and economic benefits. The Scorecard uses data vetted

by state energy officials to rank states in six categories—utility programs, transportation, building energy codes, combined heat and power, state initiatives, and appliance standards. Energy efficiency is a growing resource in these states and others, with utilities spending more than \$7.9 billion in 2017 for efficiency programs nationwide and saving 27.3 million MWh of electricity. [Download the full report.](#)

## **E2 Report Ranks America's Top 50 Cities for Clean Energy Jobs**

*Source: E2 Press Release – September 25, 2018*

In September, E2 (Environmental Entrepreneurs) released a ranking of top cities for clean energy jobs.

According to [Clean Jobs Cities](#), the top 50 metros with clean energy jobs employ more than 1.8 million Americans – accounting for more than one out of every two clean energy jobs in the country. In fact, the top 16 metros account for more than 1.15 million jobs, which alone outnumber the entire U.S. fossil fuel industry.

"Cities are seeing the benefits of shifting to clean energy, with jobs and economic growth," said Bob Keefe, E2 executive director. "These are good jobs in energy efficiency, construction, manufacturing, renewable energy and clean fuels and vehicles. And they shouldn't be ignored by lawmakers as they're considering state and federal energy policies."

According to the first-of-its-kind Clean Jobs Cities report, **33 states and District of Columbia** are home to metro areas ranked in Top 50 places for clean energy jobs. **Every metro area in the Top 50 employs at least 10,000 clean energy workers.** Seven states, led by California with eight and Texas with four, are home to three or more metro areas in the Top 50.

### **Other key findings:**

- Clean Jobs Cities Top 50 metros account for **58% of U.S. clean energy jobs**, Top 10 account for over 880,000.
- 11 Midwest cities are represented, accounting for **343,000 jobs**
- California metros ranked in the Top 50 accounted for nearly **430,000 jobs**
- Top metros in Northeast states accounted for **436,000 jobs**
- 13 metros in the South made the Top 50, accounting for **293,000 jobs**

The report follows E2's Clean Jobs America analysis which found the clean energy jobs account for nearly 3.2 million jobs across all 50 states and the District of Columbia. Both reports expand on the 2018 U.S. Energy and Employment Report (USEER) released in May by the National Association of State Energy Officials (NASEO) and Energy Futures Initiative. E2 was a partner in the USEER report.

## **Johnson Controls' Annual Survey Identifies Smart Buildings as Key Drivers of U.S. Investment**

Johnson Controls, unveiled the findings from its 2018 Energy Efficiency Indicator (EEI) survey, revealing that U.S. organizations are planning to increase investments in smart building measures including building controls and building systems integration at a greater rate than more traditional energy efficiency measures.

The survey of nearly 2,000 facility and energy management executives from 20 countries found that 57 percent of organizations in the United States and 59 percent of global organizations plan to increase investment in energy efficiency in the next year.

Over the past decade, traditional energy efficiency measures – such as HVAC equipment improvements and lighting upgrades – have become table stakes for many organizations. Today, organizations identify greenhouse gas footprint reduction, energy cost savings, energy security and enhanced reputation as key drivers of investment fueling growth in green, net zero energy, and resilient buildings.

## **Smart Buildings Driving Future Investment**

Building controls improvements were cited as the most popular investment for the next 12 months among U.S. organizations, with 68 percent of respondents planning to implement this measure. Building system integration saw a 23 percent increase in respondents planning to invest in 2019 compared to 2018, the largest increase of any measure in the survey.

"Organizations are more interested than ever in leveraging energy efficiency, energy storage and distributed generation technologies to deliver smarter, safer and more sustainable buildings," said Clay Nesler, vice president, Global Sustainability, Johnson Controls. "U.S. organizations are especially bullish about the future impact of systems interoperability, systems integration and cybersecurity technologies, leading all other countries."

Due to increasingly severe weather incidents around the world, the 2018 EEI results also highlight a growing global focus on resilience and energy security. One third of U.S. and global organizations (32 percent and 33 percent respectively) believe the ability to maintain critical operations during severe weather events or extended power outages is extremely important when considering future energy and building infrastructure investments. Roughly half of U.S. and global organizations (54 percent and 50 percent respectively) are extremely or very likely to have one or more facilities able to operate off the grid in the next ten years, a ten percent increase in the U.S. from last year. Globally, plans to invest in distributed energy generation, electric energy storage, and on-site renewables also increased year-over-year.

## **2008 vs. 2018: Increased Interest and Investment in Sustainable Buildings**

Analysis of the annual survey results from 2008 to 2018 revealed dramatic shifts in energy efficiency goals, actions, and investments throughout the past decade.

In 2008, very few respondents (8 percent) had any certified green buildings and only one-third (34 percent) planned to certify new construction projects to a recognized green standard. This year, 19 percent of U.S. organizations have already achieved voluntary green building certification for at least one of their facilities, and 53 percent plan to in the future, a combined increase of 31 percent over the past year alone. Globally, 14 percent of organizations have achieved voluntary green building certification for at least one of their facilities and 44 percent plan to in the future.

In 2008, less than one-third of respondents (30 percent) believed green buildings would be very important in attracting and retaining future employees, but in 2018, 44 percent of U.S. organizations, and 51 percent globally, are willing to pay a premium to lease space in a certified green building.

The survey also saw a significant year-over-year increase in net zero energy goals, with 61 percent of U.S. organizations extremely or very likely to have one or more facilities that are nearly zero, net zero or positive energy/carbon in the next ten years, up 14 percent from last year. Full results of survey [here](#).

>> [Top](#)

## NEW MEMBERS

### Energy Service Affiliates

#### **SYLVANIA LIGHTING SOLUTIONS**

AN OSRAM BUSINESS

[Sylvania Lighting Solutions](#) (SLS) delivers custom turnkey solutions for energy-efficient lighting upgrades, associated controls and additional energy conservation measures. With our unmatched expertise and full-service solutions, we are uniquely qualified to manage large projects across North America. We offer a single point of contact to survey existing systems, perform energy audits, design lighting and control system upgrades, integrate with building management systems, complete installations and optimize rebates, reducing energy and maintenance costs, along with environmental impact.

>> [Top](#)

## ACCREDITED MEMBER SPOTLIGHT

CTS Group has provided healthy, safe and energy efficient infrastructures and facilities since 2000, and has been NAESCO accredited since 2009. Our turnkey project implementation process begins with extensive review of existing structures and systems, development of a holistic approach to address identified needs and implementation of improvements with guaranteed savings and costs, without change orders. Aging and inefficient systems and facilities are transformed into ones that will be viable for years to come, operating more efficiently while providing comfortable, safe, and productive environments. The result is energy efficient and fiscally responsible projects which are designed to reap rewards far below the bottom line.



*"NAESCO accreditation is like the UL stamp of approval for customers giving them the comfort of knowing they are working with a company of integrity and one that has met the rigorous standards and requirements necessary to achieve accreditation. We are proud to be a part of the NAESCO organization and are dedicated to continuing the work of energy efficiency through high standards of quality and integrity," Scott Ririe, CTS Group Co-Founder.*

In a recent project in south central Missouri, Laclede County's 1924 courthouse was rebuilt in 1998 with traditional rooftop air handling units. Even though the system had been updated, utility costs were extremely high. Through our holistic approach CTS was able to develop an improvement plan that would be paid for in annual energy savings alone of \$297,656 decreasing utility costs from \$4.51 to \$1.82 per square foot. Factoring in annual operations and maintenance savings at a very conservative level of \$45,238 resulted in immediate positive cash flow.



*The existing parking lot served as the location of the geothermal system well field and a newly paved lot at the end of the project.*

>> [Top](#)

## MEMBER NEWS

### Energy Solutions Professionals Taps Industry Veteran to Lead Growth

Energy Solutions Professionals is very pleased to announce the addition of Ron LaCombe, P.E., to their management team. He has accepted the role of Vice President of Operations and is tasked with leading the engineering and construction aspects of the business, as well as developing processes that will allow the team to scale their efforts and grow the company as ESP seeks to increase market share and move into new territories.

Ron has more than 32 years of experience in energy services and has served a diverse portfolio of clients across the United States. He has led teams to develop, design, and build a variety of projects ranging from \$50,000 to \$50,000,000. These projects included a wide array of energy conservation measures, facility improvements, on-site co-generation of power, and renewable energy.

Ron is a licensed professional engineer in 13 states and is a Certified by the Association of Energy Engineers as a Measurement & Verification Professional.

### ENGIE Customers Ranked Among Greenest in U.S.

Two of ENGIE Service U.S.' largest California city customers, the City of San Jose and the City of Fremont, have been recognized as top 10 "greenest" cities in the U.S. The list was created by personal finance site, Wallethub, and have based their rankings on "26 key indicators of environmental friendliness and sustainability". San Jose received a No. 5 ranking while Fremont received a No. 2 rank for environmental

factors.

## **Johnson Controls Federal Systems (JCFS) acquires Federal Energy Infrastructure Solutions**

**Johnson Controls Federal Systems** recently announced that it has acquired Federal Energy Infrastructure Solutions, a subsidiary of **EDF Renewables North America**. The transaction allows Johnson Controls Federal Systems to expand on a long history of success in the federal government Energy Savings Performance Contract marketplace. The combination of Johnson Controls' established ESPC resources and the EDF Renewables subsidiary's federal government energy infrastructure expertise will allow for increased impact at Government sites through the Department of Energy Indefinite Delivery/Indefinite Quality ESPC Contract Vehicle and other Federal programs.

Johnson Controls Federal Systems, Inc. is a division of Johnson Controls and consists of more than 680 professionals who focus solely on US Federal Government projects; JCFS serves over 750 worldwide Federal Civilian and Military Installations.

## **Schneider Electric Joins US Lean Construction Institute**

**Schneider Electric** announced that it has joined the US Lean Construction Institute (LCI) as a Corporate Member, enhancing Schneider Electric's effort to implement and promote lean construction within the construction industry. Lean methods seek to develop and manage a project by breaking down traditional silos of knowledge, work and effort and reorganize them for the betterment of the project rather than of individual participants.

In joining LCI, Schneider Electric hopes to bring further value to customer projects, building on the lean practices already used in Schneider Electric manufacturing plants to streamline and eliminate waste. For example, the lean approach to construction is critical to Schneider Electric's current work with Penn Medicine to design and build a new state-of-the-art pavilion, featuring smart building technology for power and building management systems for the University of Pennsylvania Health System.

## **Wendel Project is Recipient of Diamond Level ACEC New York Award**

**Wendel** is the recipient of a Diamond level 2019 American Council of Engineering Companies New York Engineering Excellence Award for the Cinder Bed Road Maintenance Facility. This facility adds to the growing list of Wendel's national transit project portfolio to receive this prestigious, top-rated award. Owned by the Washington D.C. Metropolitan Transit Authority, the facility is an 80,000 square foot modern bus maintenance, storage and administrative facility that accommodates 160 buses. As architect and engineer of record, Wendel performed structural, civil, mechanical and electrical engineering services, along with architecture, landscape architecture, plumbing, fire protection and sustainability services.

The Engineering Excellence Awards are presented to projects that encompass both the public and private sector in the following categories: studies, research, and



consulting services; building/technology systems; structural systems; surveying and mapping technology; environmental; waste and storm water; water resources; transportation; energy; industrial and manufacturing processes and facilities; and special projects.

## **Willdan and Lime Energy to Merge**

**Willdan Group, Inc.** and Lime Energy Co. recently announced that Willdan has signed an agreement and plan of merger to acquire all outstanding shares of Lime Energy. The total purchase price of this acquisition is \$120 million in cash, subject to customary holdbacks and adjustments. Willdan expects the acquisition of Lime Energy to close during the fourth quarter of 2018.

The \$120 million purchase price equates to approximately ten times Willdan's estimate of Lime Energy's anticipated Adjusted EBITDA for 2018, and Willdan anticipates that Lime Energy's 2018 revenue will be approximately \$145 million.

[>> Top](#)

## **MEMBER PROJECTS**

### **ABM to Reduce Energy and Operating Costs for the General Services Administration in Los Angeles, CA by More Than \$21 Million**

**ABM** has initiated the Phase 2B of a multi-phase Energy Savings Performance Contract for the U.S General Services Administration in Los Angeles, CA. The final phase of ABM's customized solution is projected to save the GSA more than \$21 million in energy and operating costs over a 19-year period. The project is scheduled for completion in July 2019.

Energy and operations savings will be achieved by upgrading to energy-efficient LED lighting, upgrading HVAC infrastructure and controls and improving building envelopes at five federal high-rise buildings, which totals 2.6 million-square-feet, in Los Angeles. The primary driver of energy savings is a battery power storage system that will allow the GSA to participate in multiple Southern California Edison energy conservation programs, while improving energy resilience for critical GSA spaces. The upgrades will save the GSA nearly \$1 million in energy and operating costs in the first year, with the battery system accounting for the majority of the savings. The energy and operating cost savings will climb during the life of the program, resulting in more than \$21 million in savings.

The project makes the GSA eligible for the California Public Utilities Commission's Self-Generation Incentive Program, which provides incentives and rebates for distributed energy-generating or storage systems. More than \$1.4 million in Self-Generation Incentive Program incentives are pending the completion of the project.

The second phase focuses on providing a Deep Energy Retrofit for each of the GSA's five facilities in Los Angeles. It includes replacement and retro commissioning of heating and cooling equipment with state-of-the-art fan walls and low-load chillers

to provide more efficient operation at part load, updated building automation controls to include real time energy regulation and reporting, and upgraded lighting and solar window tinting.

## **Defense Logistics Agency Energy Awards Contract to Ameresco for Energy Resilient Infrastructure Project at Joint Base San Antonio**

**Ameresco** announced it has been awarded a contract by the Defense Logistics Agency Energy to implement a \$133.5 million energy resilient infrastructure project at Joint Base San Antonio in Texas. Ameresco will provide energy efficiency and reliability upgrades to 900 buildings across five military installations and will build a microgrid integrating 20 megawatts of new onsite energy photovoltaic assets, 4 MW of gas fired backup generation and 4 MW/8 MWh of battery energy storage to support critical energy loads for mission assurance.

This \$133.5 million task order leverages \$2.7 million of Facilities Sustainment Restoration and Modernization funds as a direct investment in the project. More than 14.7 million square feet of buildings will receive energy and water conservation upgrades designed to reduce energy consumption in the buildings by 24 percent annually. The installation of new onsite energy systems will offset electricity purchases from the grid and will provide energy security and resiliency.

The ESPC will provide for HVAC management control systems, over 2 million gallons of thermal energy storage, new LED lighting, and building envelope improvements. More than 140,000 LED lighting systems will be installed across JBSA.

To support energy assurance, Ameresco will install new onsite distributed energy assets capable of islanding from the electric utility, including a combined heat and power system comprised of nine microturbines for a total capacity of 585 kW, 4 MW of natural gas-fired standby generation, and an 11.7 MW ground-mount solar photovoltaic array at the Security Hill Landfill at Lackland Air Force Base and over 5 MW of roof-mount PV at Fort Sam Houston. The solar PV array will provide a beneficial use of over 50 acres of undeveloped land located at the landfill. Ameresco has selected San Antonio-based Mission Solar Energy to manufacture and provide over 54,200, 370W of Buy-American compliant solar modules to be used in the project.

The ESPC is guaranteed to provide \$8.7 million in annual energy savings to JBSA. Ameresco will provide ongoing operations and maintenance services to the base in support of the new energy systems. Ameresco will begin construction this fall and is scheduled to complete construction during in the summer of 2021. The buildings at JBSA will continue to be operational during the construction period.

## **Archdiocese of New York Launches Renewable Energy Pilot Program Through Con Edison Clean Energy Businesses**

The Energy Department of the Archdiocese of New York along with five parishes joined **Con Edison Solutions**, to launch a renewable energy pilot program. As part of the initiative, five parishes, including Blessed Sacrament, St. Clare, and St. Patrick on Staten Island and St. Ann and St. Anthony in Yonkers have installed rooftop solar

arrays which will collectively generate approximately 700,000 kilowatt-hours of electricity through 1,717 solar panels.

On average, each solar project will provide approximately 50 percent of a parish's annual energy needs. Each parish has signed a 20-year power purchase agreement with Con Edison Solutions. Under the agreement, Con Edison Solutions will install, own, operate, and maintain the solar projects allowing the parishes to reduce energy costs by approximately 25 percent on average over the next two decades.

All five solar arrays are behind-the-meter, installed to serve the electrical needs at the customer's building. The amount of electricity to be generated at each site will vary according to the system size.

## **Constellation Completes Solar Project for Tucson Unified School District**

**Constellation**, an Exelon company, local developer Urban Energy Solutions, and Tucson Unified School District have announced the completion of a 23.8-megawatt (DC) solar generation project. The project – the largest of its kind among K-12 school districts in Arizona to date – is expected to account for 47 percent of TUSD's annual electricity use.

Located on shade canopies across 82 school campuses and support facilities, the solar arrays are expected to produce 41.6 million kilowatt hours of electricity and prevent the release of nearly 31,000 metric tons of carbon emissions annually.

The project was completed in three phases over five years in collaboration with TUSD, Constellation, and developer Urban Energy Solutions. Each phase and individual solar project site was designed to maximize cost savings while also providing shade for several parking areas and playgrounds.

## **ESG Project Allows Warren County Facilities to Undergo Energy Efficiency Upgrades**

Warren County Fiscal Court has awarded a \$5.7 million guaranteed energy savings performance contract to **Energy Systems Group** to design and implement a comprehensive scope of energy efficiency and infrastructure improvements in 42 county buildings. These measures will provide significant upgrades to mechanical, controls, and lighting systems while reducing energy usage and operating costs. ESG estimates the project will result in approximately \$6.4 million of energy, water, sewer, and operational cost savings over the 18-year contract term.

## **Bonner Springs USD 204 Stretches Bond Funds by Leveraging EPC with Energy Solutions Professionals**

The Bonner Springs School District has partnered with **Energy Solutions Professionals** to implement over \$4.5 million of energy-saving facility improvement measures that are expected to save the district \$170,000 annually in energy and operating costs.

At the top of the list of needs for the district was the installation of air-conditioning

before the start of the 2018–2019 school year. Other energy-saving measures include LED lighting; water-saving plumbing fixtures; weatherization of doors, windows, and roof/wall joints; additions and enhancements to building controls; ventilation improvements; HVAC replacements; and energy conservation training. The installation was also complicated by the fact that the work was running in parallel with other new construction in district buildings.

## **Siemens Receives Contract Awards from U.S. Army Engineering and Support Center, Huntsville**

**Siemens Government Technologies (SGT), Inc.**, has recently received two separate contract awards under ESPCs for the U.S. Army Engineering and Support Center, Huntsville, which is a major element of the U.S. Army Corps of Engineers. Siemens will further improve infrastructure and enhance readiness, building on energy efficiency programs it has already implemented at the Army's premier rotary wing repair facility in Corpus Christi, Texas, and at its renowned tank plant in Lima, Ohio, under approximately \$26.8 million and \$34 million awards, respectively.

Corpus Christi Army Depot's highly trained personnel perform essential readiness and maintenance work for the Army's rotary wing fleet every day. One of the essential tools they rely on are blade balancing test stands to perform dynamic balancing of rotor blades that enable flight across the Army's fleet of Black Hawk helicopters. SGT will lead a refurbishment program on blade balance stand #2, to improve current system reliability and uptime, as well as enhance the safety of personnel required to perform balancing in the surrounding area.

The Army's Joint Systems Manufacturing Center – Lima is renowned for its production of the M1 Abrams tank and its size – encompassing a footprint of 1.6 million square feet and 40 buildings. Through prior contract phases incorporating smart infrastructure technology applications from Siemens' Building Technologies division, energy efficiency upgrades have included the elimination of coal with conversion to natural gas for heating, improved lighting, and the installation of a unified utility monitoring control system allowing for more efficient equipment operation, decreased maintenance and longer lifespan. The new contract phase will extend efforts even further with additional building envelope improvements and the incorporation of Siemens' Energy Management division technologies for improved reliability and readiness through utility distribution upgrades, rate switch, and power factor correction.

## **Savings Generated in Barbour County, WV through EPC with Wendel Energy Services**

**Wendel Energy Services** was chosen by Barbour County Schools in West Virginia to implement an EPC encompassing facility improvements across their portfolio of buildings. The goal of the County was to reduce energy consumption and environmental emissions throughout the targeted facilities, as well as taking measures to increase funds for use in other improvement projects.

Wendel completed a Comprehensive Energy Audit to identify potential Energy Conservation Measures to be included in an overall facility improvement project. The evaluation of each ECM includes energy savings, implementation costs and simple

payback calculations. Wendel also assisted the County in securing over \$5 Million of grant money as a School Building Authority Needs Project. Services performed through this project include energy analysis and auditing, design services, grant assistance, construction management, and overall program management including coordination with other facility renovation projects.

The implemented energy conservation measures include roof-top unit replacements, county-wide control system upgrades and LED lighting improvements. Building envelope improvements, shop renovation HVAC upgrades, water conservation upgrades and energy sub-metering were also put in place. Annual savings have reached an average of \$133,570 per year in energy cost savings plus another \$29,274 annually in operational and maintenance savings.

>> [Top](#)

## **NEW PRODUCTS AND SERVICES**

### **Lutron Reinforces Its Commitment to Dealers and Specifiers with a New Experience Center and Training Facility in New York City**

**Lutron Electronics** is reinforcing its commitment to dealers, contractors, and specifiers with its newly re-imagined Experience Center and training facility in the Decoration and Design Building in New York City. Nearly three times the size of Lutron's former New York City space, the new Center will be the destination for Lutron's residential tri-state area customers and international visitors.

The new Experience Center features a broad range of Lutron products showcased within residential vignettes. Products include everything from Lutron's Caséta Wireless to HomeWorks QS systems, a full range of Lutron shading solutions, including the luxurious new Palladiom shades, plus samples of shading fabrics and keypad finishes.

Located at 979 Third Avenue, Suite 319, in New York City, the new Lutron Experience Center is open Monday-Friday, 9am-5pm with private tours available. To schedule a visit, please call your local Lutron representative or call (212) 752-1214.

### **Universal Announces Zigbee® Sensor and Adapter Options**

**Universal Lighting Technologies, Inc.**, a member of the Panasonic Group, has added Zigbee wireless sensors and adapters to their product line.

The Zigbee Wireless Sensor and Adapter allow end users to control luminaires on a wireless mesh network. Both are Zigbee Certified Products providing interoperability with other Zigbee Home Automation™ 1.2.1 products.

The ZB-WOR-A is Universal Lighting Technologies' Zigbee® wireless sensor. It functions as an occupancy sensor, a light sensor, and dimming controller, enabling luminaires equipped with Universal's EVERLINE ID Series of intelligent LED drivers to be controlled on a Zigbee wireless mesh network. ZB-WOR-A provides passive infrared (PIR) occupancy sensing and photo sensing for closed loop illuminance

control. The wireless sensor connects to a Universal EVERLINE ID Series LED driver for power, data, and digital dimming through a two-wire connection.

The ZB-LRK-A is Universal Lighting Technologies' Zigbee® wireless adapter. It functions as a dimming controller allowing for control of luminaires on a Zigbee wireless mesh network. Like the ZB-WOR-A, power, data, and digital control are carried on a two-wire connection between adapter and the ID Series LED driver.

"For the ESCO, building contractor or lighting designer already working with Zigbee based control systems, these products offer a simple and cost-efficient way to reduce energy consumption costs with wireless control," stated Wally Creer, a product manager for Universal. "The Zigbee wireless sensor and adapter also reduce project costs by eliminating the need for control wiring to each luminaire."

In areas where natural light is available, the daylight function reduces the amount of light provided by luminaires. In areas with vacant spaces, lights are dimmed or turned off to save energy. To learn more about the Zigbee wireless sensor, adapter, or the EVERLINE ID Series LED driver please visit [www.unvlt.com](http://www.unvlt.com).

>> [Top](#)

## INDUSTRY NEWS

### Berkeley Lab Wins 2018 R&D 100 Award for eProject Builder

eProject Builder, (ePB), an online data management tool for energy retrofits, has been recognized in the 2018 R&D 100 Awards. ePB is a secure, web-based system that enables agencies and ESCOs to preserve, track, and report information for their portfolio of energy services projects. ePB is a free service developed and maintained by Lawrence Berkeley National Laboratory on behalf of the U.S. Department of Energy. **NAESCO** was instrumental in the creation and implementation of the tool and uses it in its accreditation process.

There are over 650 projects currently in the database – representing more than \$5 billion in total investment – and over 1,000 users have been trained. ePB has seen increasing adoption by the ESCO industry and has been endorsed by the two leading ESCO industry trade associations – the Energy Services Coalition and the National Association of Energy Service Companies. A number of government agencies require the use of ePB, including DOE's Federal Energy Management Program and a growing number of state energy retrofit programs.

In addition to the direct benefits to registered users, ePB continues to contribute to a national database of energy/water retrofit projects, which allows researchers to publish studies detailing project performance metrics and broader industry trends. The ePB system is free to use and available at [eprojectbuilder.lbl.gov](http://eprojectbuilder.lbl.gov).

The development team includes Peter H. Larsen, principal investigator/research scientist; Elizabeth Stuart, program manager; Shankar Earni, program manager/engineer; Phil Coleman, program manager; Biju Jacob and Yeongshnn Ong, computer systems engineers in Berkeley Lab's Computational Research Division; Michael Spears, software developer; and Hannah Stratton, senior research associate.

Development of eProject Builder has been supported by the U.S. Department of Energy's Federal Energy Management Program and Weatherization and Intergovernmental Programs Office.

## Berkeley Lab Invites NAESCO Members to Sign Up to Receive Industry Research Reports and Other Information

Members and other interested parties are invited to sign up to receive the latest ESCO industry research from Lawrence Berkeley National Lab: [emp.lbl.gov/mailling-list](http://emp.lbl.gov/mailling-list).

## eProject Builder Announces January Webinar

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

**Tuesday, January 22nd, 1:00pm–2:30pm EST**

To participate in the introductory webinar session, register [here](#).

>> [Top](#)

## Thank you to our 2018 Gold and Silver Annual Sponsors!

### Gold



### Silver

