NAESCO National Association of Energy Service Companies

NAESCO News

March 2018

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NAESCO National Association of Energy Service Companies

Celebrating Thirty-Five Years

WHERE WERE YOU IN 1983?

We are celebrating our 35th Anniversary as NAESCO was founded in 1983. I thought it would be fun for our members to look back at what they were doing in 1983. Many of you were not in the ESCO business at that time and in fact some of you were still in grade school! I joined NAESCO in 1986 but in 1983, the only ESCOs I knew were oil and gas companies! Thanks to those of you who helped us take a brief walk down memory lane.

In 1983, I was a banker at a large multinational bank in their Oil and Gas lending division. I was responsible for a portfolio of troubled loans and my job was to run the bankruptcy and restructuring team. It was fascinating work and I traveled extensively in Texas, Louisiana, Mississippi and Alabama. I began to follow LSU and Auburn football and learned what to do at a crawfish boil. I was a fish out of water and loved it! – ***Terry E. Singer, Executive Director, NAESCO***

I was still in high school! – ***W. John Albrecht, The Perfection Group***

In 1983, I was a copier sales representative for The Xerox Corporation, my first job out of college. I had a DC territory that included 150 "doors". I knocked on those doors as many times as necessary to secure a copier sale. I ended most days with a bruised ego, sore feet and many times a boot on my car! It was a great life experience that made me humble and resilient! – ***Alicia Collier, Honeywell***

I don't want to think about how much and how I've changed since 1983! I had been married to Judy for two years (coming up on 37th anniversary this summer). We had no kids (now 3, two of whom are married) and lived in a small tract house in suburban Dallas with a 14% APR mortgage. I worked for Texas Instruments as a product manager for the scientific calculator line and Judy was an Account Executive at an advertising agency. I had a full head of hair, weighed about 40 lbs less than I do now, wore big horn rimmed glasses and we spent most of our vacation time snow skiing in the Rockies. Not a care in the world! Those were the days. – ***Greg Collins, Energy Systems Group***

Looking back to 1983, I was a finance clerk excited to be working for a major corporation like Honeywell at their Space and Aviation headquarters in Florida. I had no way to know that the opportunity Honeywell gave me in 1979, along with my ability to develop long lasting business relationships would prove to be the springboard that launched me into an amazing

38 year career, 25 of that in the energy services and lighting industry. Oh, by the way, I also met my current husband that year and just like my career relationships, I figured out how to maintain that one too!- ***Rhonda Courtney, Eco Engineering***

In 1983, I was the CEO of a startup company, which manufactured a computerized device to control a home oil heating system. Our claim to fame was that our software guy had been a member of the team at Dartmouth that invented the Basic computer language. He could get the full program into 8kb of memory, which was all we had to work with. We raised a round of private financing, and were on our way to a small IPO in the OTC (penny) stock market. Our flight to the pitch meeting was cancelled due to mechanical problems. By the time we could re-schedule the pitch meeting, the OTC market crashed, and our IPO evaporated. - ***Donald Gilligan, President, NAESCO***

In 1983 I was living in Bay Ridge, Brooklyn (where I could afford my own apartment) and deciding whether I wanted to pursue a graduate degree. I was working for a nonprofit organization involved in resettling refugees, mainly from Southeast Asia. I then moved to a job in the membership department of a trade association representing multinational corporations, where I was in charge of buying the organization's first computer! Mostly, I was enjoying being young in New York. - ***Nina Kogan, NAESCO***

In 1983 I was playing Junior College baseball for Madison Area Technical College and studying Real Estate and Marketing. I was working full time selling specialty advertising. In 1983 I had been dating Patti Strassman for about a year. Today she is Patti McGinnis and we have been married for 31 years. - ***Charles K. McGinnis, Johnson Controls***

Winter/Spring - second semester of freshman year at undergraduate engineering school - Stevens Institute of Technology. Spring/Summer - cutting grass, landscaping, and field maintenance at a middle school and elementary school for the Vernon Township, NJ Board of Education. Fall- first semester of sophomore year at Stevens, trying to figure out which engineering discipline to declare as my concentration (ultimately decided on electrical). - ***Mike Perna, Con Edison Solutions***

In 1983, I graduated from LaSalle Academy and was entering engineering school as an undergrad at the University of Rhode Island. I met my girlfriend and now wife of 28 years. Little known fact that my wife introduced me to the management team of NORESCO a few years later where I worked for 17 years starting as a co-op. I credit her not only for our great family but for my first job that launched a 32 year career in the ESCO business. – ***John Rizzo, ADI Energy***

Back in 1983 I was a sophomore at St. Francis de Sales High School in Chicago rooting on my White Sox who were in the playoffs for the first time since 1959. I also got my first job on the cleaning crew at a local bank and my first car, an Oldsmobile Delta 88. Much simpler time when I did not have to hit a sales forecast! – ***Rick Rodriguez, Siemens***

In 1983, I was transitioning from kindergarten to first grade in good ole Houston, Texas. My birthday was later in the year so my choices were to repeat kindergarten or find an alternative like private school. I was on a wait list for private school so I went back to kindergarten again. I eventually got in to private school and the first thing the school pushed was reading books. I fell in the love with reading. The school had a reading contest and I chose The Ramona series by Beverly Clearly. I won that reading contest! I also loved to listen to music. Who didn't have the hots for Sting and The Police (Every Breath You Take)!?!?! – ***Natasha Shah, NAESCO Chair and VP, NORESCO***

I was finishing 8th grade and starting as a freshman in high school in Port Clinton, Ohio, a small town on the shore of Lake Erie. I was babysitting and cleaning rental cottages for cash, since technically, I was not old enough to work yet. My hobbies included: prank calling cute boys, roller skating at the local rink, ballet classes, and listening to Michael Jackson's *Thriller* album, ad nausem. – ***Heidi Walters, NAESCO***

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NAESCO is very pleased to host the dual-track Technology and Financing Workshop June 12-13, 2018, in Milwaukee, Wisconsin. We will welcome an outstanding group of speakers who will spotlight the market opportunities for both ESCOs and energy efficiency providers as well as regional customers in the rapidly evolving market for energy efficiency and other demand management strategies. The focus will be on technological advances and new offerings that are commercially available and on the changes in the financing and development of energy efficiency projects which reflect new tax laws and heightened interest in creating better resiliency through energy efficiency.

Discounted rates are available for NAESCO members and public sector representatives. There are also discounts when you register as a team of three or more attendees.

Last year's Workshop held in St. Louis, MO, attracted over 150 attendees, the largest dual track workshop to date, and we fully anticipate an equally large group in Milwaukee. Don't miss this opportunity to network with decision-makers and experts from the region and nationally.

Workshop Session Highlights Include:

- **How Tax Reform and Accounting Changes Will Affect the Availability and Pricing of Project Financing**
- **How Financing Energy Resiliency May Differ from Financing Energy Efficiency**
- **Documenting Performance for Financing Requirements Over the Project Term**
- **The New Economics of Combined Renewable and Storage Offerings**
- **Lighting the Way to Net Zero Buildings**
- **The Use of Artificial Intelligence in the Development of Smart Cities**
- **Engineering the Blending of Energy and Water Efficiency Projects**
- **Targeting Data Analytics to Customer Needs and Preferences**
- **Regional Policy Roundtable**

Preliminary Agenda

Online Registration

Hotel
Hilton Milwaukee City Center
509 West Wisconsin Avenue
Milwaukee, WI 53203
414-271-7250

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NAESCO ADVOCACY UPDATE

NAESCO continues to work on legislation, regulations and policy issues that affect the ESCO industry at the federal and state level. Here is an update as of March, 2018.

Federal Issues

NAESCO participates in several national coalitions of energy efficiency organizations, which also include the Federal Performance Contracting Coalition (FPCC), the Alliance for Industrial Efficiency, the Alliance to Save Energy (ASE), the American Council for an Energy Efficient Economy (ACEEE), the National Resources Defense Council (NRDC), the American Gas Association (AGA), the National Association of State Energy Officials (NASEO), the Energy

Services Coalition (ESC), and a number of other groups. The coalitions plan national legislative and regulatory strategy and actively lobby. NAESCO also serves on the Executive Group of SEE Action, which is funded by US DOE and US EPA to identify and develop resources to solve problems in the acceleration of state and utility energy efficiency programs. Finally, NAESCO serves on the Board of PACENation, a national organization that provides education and expert resources to promote the expansion of PACE programs across the country. Continue reading about Federal and State efforts.

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INDUSTRY REPORTS

ACEEE Releases The Role of Energy Efficiency in a Distributed Energy Future Report

According to Brendon Baatz, Senior Manager, Utilities Program, ACEEE, the report found that most utilities are not currently using energy efficiency in distribution system planning, but several states are pursuing new approaches to using efficiency to displace traditional distribution infrastructure upgrades and integrate more renewables into the grid. These states provide clear examples of how energy efficiency can be used as a resource on the distribution system.

Utilities have been implementing energy efficiency as a resource for several decades and the benefits of efficiency are also well documented. At the distribution level, energy efficiency may delay or avoid the need for new distribution infrastructure, and also reduce demand and energy needs at individual homes and businesses. Download the report.

The Alliance to Save Energy Releases White Paper, *Forging a Path to the Modern Grid: Energy-Efficient Opportunities in Utility Rate Design*

The transition to a modern electrical grid that is reliable, decarbonized, and efficient will require changes in the pricing structures used by electric utilities – including moving beyond a traditional two-part rate – the Alliance to Save Energy says in a new white paper released in February. The paper is the product of a two-year Alliance-led effort (the Rate Design Initiative) bringing together representatives of utilities, technology companies, regulatory experts, environmental groups, consumer advocates and other industry leaders to identify themes and opportunities on rate designs that incentivize energy efficiency and other environmental and social objectives while also addressing adequate cost recovery for utilities. According to ASE, the report provides broad guidance for parties considering a new rate design, including discussions of rate design elements that can provide customers with clearer price signals and greater control over their demand – focusing not only on how much electricity is used, but where and when. These options, if designed effectively and proven through pilots and educational programs, would help build a more energy-efficient, sustainable and responsive grid while allowing utilities to earn the revenues required to adapt the grid to its modern needs. Download the paper.

The 2018 edition of the *Sustainable Energy in America Factbook Now Available*

The Factbook, according its producers, the Business Council for Sustainable Energy by Bloomberg New Energy Finance, provides up-to-date, accurate market information about the broad range of industries – energy efficiency, natural gas and renewable energy- that are contributing to the country's move towards cleaner energy production and more efficient energy usage. The rapid deployment of energy efficiency, natural gas and renewable energy in 2017 generated economic benefits without requiring increases in energy consumption or greenhouse gas emissions. Looking over the year, the growth of sustainable energy industries contributed to greater economic competitiveness, job creation, and the

expansion of the American economy.

BNEF summarizes the 2018 Factbook as follows: "The massive and historic transformation of the U.S. energy sector clicked into a higher gear in 2017, despite new policy uncertainties. Renewable deployment grew at a near-record pace, energy productivity and GDP growth both accelerated, and the U.S. became a serious player in the global liquefied natural gas market. All of this combined to squeeze U.S. greenhouse gas emissions to a 25-year low, while keeping costs in check for consumers."

"The performance is proof that clean energy delivers for the American economy," Lisa Jacobson, President of the Business Council for Sustainable Energy, declared in summarizing the findings of this year's Factbook. "The 2018 Factbook demonstrates that energy efficiency, natural gas and renewable energy are generating jobs and cleaner air while reducing energy use and boosting the productivity of the American economy. The focus of national energy policy in 2018 and beyond should be to further enhance and promote the continued growth of these clean energy sectors."

"Sustainable energy deployment soared to record levels in 2017, cementing its role as a key contributor to U.S. energy," says Rachel Luo, the lead BNEF author of the report. "At 18% of the power mix, renewable energy resources including hydropower are making nearly as large a contribution to U.S. electricity generation as the country's nuclear fleet. Meanwhile, the falling price of newer technologies such as lithium-ion batteries is fueling the transformation of both the transportation and power sectors." Download the Factbook.

The Lawrence Berkeley Lab Announces Release of New Report, *Barriers and Opportunities to Broader Adoption of Integrated Demand Side Management at Electric Utilities: A Scoping Study*

According to the report's authors, integrated demand-side management is a strategic approach to designing and delivering a portfolio of demand side management programs to customers. IDSM typically delivers customer-centric strategies with the goal of increasing the amount of DSM in the field, but doing so in a way that integrates various measures and technologies to improve their collective performance and/or penetration. For the purposes of this report, IDSM is defined as the integrated or coordinated delivery of three or more of: (1) energy efficiency , (2) demand response , (3) distributed generation , (4) storage, and (5) electric vehicle technologies, as well as (6) time-based rate programs to residential and commercial electric utility customers.

According to the report, the electric industry's limited experience deploying IDSM to date suggests that significant barriers may exist. This scoping study explores recent electric utility experience with IDSM to provide an assessment of the barriers and potential benefits perceived or experienced by program administrators in their attempts to implement integrated programs. The research draws on surveys and interviews with eleven staff from a sample of eight DSM program administrators and program implementers who were currently implementing or had previously attempted to implement an IDSM program or initiative.

According to the authors, the respondents indicated that the most important drivers for implementing IDSM were 1) compliance with regulatory mandates to offer IDSM; 2) ability to deliver more or a broader range of technologies that can optimize customers' energy consumption; 3) reducing market confusion for customers facing multiple DSM program offerings; and 4) increasing customer engagement and satisfaction. Some of the respondents indicated that they are seeing the benefits of IDSM beginning to materialize, or showing the

potential to materialize. The most commonly cited benefits include 1) reducing peak demand beyond what DR programs can deliver alone; 2) increasing customer participation and delivering more DSM to customers; 3) addressing locational and/or temporal grid needs; and 4) improving the cost-effectiveness of DSM programs. The respondents also identified key barriers to broader IDSM implementation that fell under the purview of either regulators or program administrators. The most commonly cited regulatory barriers include 1) separate program budgets and funding cycles for EE, DG, DR, EV and storage; and 2) lack of effective cost-effectiveness evaluation metrics for integrated programs. Most-cited barriers within program administrator organizations include 1) separation of responsibilities within organizations for delivering various DSM programs and technologies; 2) technology interoperability issues; and 3) customer market confusion. Download the report.

Lawrence Berkeley Lab Report Showcases Pathways to Launching Commercial "PACE" Financing

According to the report's authors, *Lessons in Commercial PACE Leadership: The Path from Legislation to Launch*, aims to fast track the set-up of C-PACE programs for state and local governments by capturing lessons learned from leaders in the field. The report examines potential program design options and important decision points in setting up a C-PACE program, tradeoffs for available options, and experiences of stakeholders that have gone through (or are going through) the process. Download the report.

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NEW MEMBERS

NAESCO has started the year out strongly with ten new members in the first quarter. Read about them in their own words:

ESCO

EDF Renewable Energy, a subsidiary of EDF Energies Nouvelles, is a leading U.S. independent power producer boasting over 30 years of experience across a broad spectrum of services. Our core competencies in Project Development, Operations and Maintenance, and Asset Management enable us to ensure each project we touch performs at the highest level possible.

GRP Mechanical Company, Inc. was established in 1952 and based in the greater St. Louis Region. GRP has been providing solutions to energy efficiency problems for over 66 years. We provide a single point of contact to assure 100% compliance with the final design. GRP aspires to maintain a reputation for the highest level of excellence. We seek to create real value for our clients by improving their efficiency, helping them reduce energy consumption and save money. An emphasis on quality and safety permeates everything we do. We strive to keep our clients happy in all our work; to be as efficient as possible while putting our reputation on the line every day.

Midstate Energy LLC. is a leading energy services company headquartered in Phoenix, Arizona. For over 9 years, they have helped organizations optimize their facilities and lower their ongoing operating expenses. Their valued relationships have propelled them into the top quartiles of customer ratings with exceptional year-over-year safety scores. Whether its conservation measures associated with lighting, mechanical, solar or water, they offer solutions with guaranteed returns or they will pay the difference.

Reynolds Energy Services, provides clients with cost-effective options to reduce energy usage and a level of construction expertise that's unmatched in the industry. Our goal is to deliver the highest-quality project at the lowest possible cost. By combining our unique blend of low overhead with efficient and effective project delivery, we provide our clients with the highest value project possible. Our cost-effective approach to energy savings includes identifying energy-saving technologies and practices, upgrading aging equipment, reducing maintenance expenses and utility bills, and improving occupant comfort.

ESA

Aelux is a division of The WESCO Distribution company, a fortune 500 publicly traded company headquartered in Pittsburgh PA. WESCO is a leading provider of electrical, industrial, and communications maintenance, repair and operating and original equipment manufacturers products, construction materials, and advanced supply chain management and logistic services. Aelux represents the lighting and controls design-build arm of WESCO servicing the ESCO vertical markets for local and federal government with 500 branch offices throughout North America that represent each market place as the local supplier of material and labor. We have standardized our engineering and construction to consistently deliver high value across our client base. We ensure the success of our projects by attracting and retaining the top talent in the industry and have assigned to our projects a solid, multi-disciplinary project team seasoned lighting specialist and electrical professionals with well over 100 years of combined industry experience.

Concord Servicing Corporation is a leading force in the portfolio servicing and financial technology industries. Presently servicing nearly two million unsecured consumer obligations, Concord manages a portfolio of approximately $4.8 billion. The company has grown to encompass nearly 200 dedicated professionals located at its headquarters in Scottsdale, Arizona, as well as in Mexico City and Cancun, Mexico.

With the 30th anniversary of its founding on the horizon, Concord has made major inroads to the financial servicing industry. With the launch of exciting new technology and software, Concord is expanding its footprint in the energy efficiency, marketplace lending and Mexican residential mortgage arenas. The company does so while maintaining leadership in financial servicing since its founding in 1988.

D.A. Davidson & Co. provides full-service finance solutions for public energy savings and infrastructure projects throughout the United States. The team provides deep knowledge, critical thinking, and aligned interests to get the deal done; the Energy Performance / Infrastructure Construction ("EPIC"). We understand - and share - the bigger purpose that guides your work: developing financial architecture to facilitate and promote energy projects throughout the nation. That is why we work hard to structure transactions that make sense for our clients, are marketable to investors and balance immediate needs of the client with those of long term sustainability.

RAB Lighting is committed to creating high-quality, affordable, well-designed and energy-efficient LED lighting and controls that make it easy for distributors to sell, electricians to install, and end-users to save energy. Founded in 1946, RAB has a vibrantly growing infrastructure of manufacturing facilities and engineering capabilities that ensure great product design and quality. In addition to great products, RAB also provides free lighting design services to anyone who needs assistance.

AESA

V-TAC USA has grown rapidly since its founding in 2009 and quickly established itself as a leading provider of energy efficient lighting solutions in more than 70 countries throughout North America, Europe, Asia-Pacific, Africa, and the Middle East. V-TAC is proud to have been recognized for its relentless pursuit of excellence, including being listed by the London Stock Exchange Group as one of "1000 Companies to Inspire Europe" in 2016. At its core, V-TAC believes in offering high quality LED solutions with strong product guarantees and competitive pricing. V-TAC is also committed to offering products that are easy to install and that adhere to UL, DLC, FCC, ETL, NSF, Energy Star, and RoHs certifications. We make good on this commitment by offering 1000s of value-for-money products in numerous categories and employing helpful customer support staff and industry experts.

International

TAQEEF has been defining the air conditioning market in the Middle East since our inception in 1972. Back then our focus was on finding the best technology to cope with our extreme climate, and in this regard not much has changed. We're still relentless in our pursuit of the best and we're privileged to remain the benchmark for excellence in a region where cooling is synonymous with quality of life. With a customer base that's as diverse as it is impressive, we set the bar high when it comes to service and support. So, while our standard customer service provision is market-leading, we also go that extra mile to give our clients totally tailored solutions, fit for their specific needs. Our clients are unique, and so is the service we offer them.

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ACCREDITED MEMBER SPOTLIGHT:

Energy Solutions Professionals

Founded in 2006 by two veterans of the energy-services industry, Energy Solutions Professionals is a Kansas-based vendor-independent provider of value-oriented energy-saving upgrades and facility improvements. The firm teams with clients to develop solutions in three key areas: energy supply, facilities/systems, and human behavior.

"The importance of NAESCO accreditation is something we stress with all of our clients," noted Jeff Flathman, president of Energy Solutions Professionals. "When they understand the rigorous review process that we undertake in order to maintain our accreditation, it helps separate us from those who don't hold the distinction."

One recent success story is Russell Regional Hospital, located in Russell, KS. Energy Solutions Professionals completed a comprehensive project that not only drastically reduced energy costs, but also enhanced building comfort, increased resiliency, and trained staff members on energy-saving behaviors. The result was the hospital being named #1 in energy-savings in the nation by the American Society for Healthcare Engineering and earning the EPA's ENERGY STAR® with a perfect score of 100. Additionally, Energy Solutions Professionals recently became the first ever small business awarded an IDIQ contract by the Department of Energy for Energy Savings Performance Contracts.

Russell Regional Hospital Project

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MEMBER NEWS

ENGIE Rebrands Three Subsidiaries, Including OpTerra Energy Services Inc.

ENGIE recently announced the rebranding of three subsidiaries in North America. The rebrand of Ecova Inc., Green Charge Networks, LLC, and OpTerra Energy Services Inc. is designed to amplify ENGIE's voice in the North American market and make it clearer for customers and other key stakeholders the range of energy supply and service options that ENGIE provides.

While known in North America as a leader in clean energy supplies, whether utility scale or decentralized, ENGIE is taking significant steps to build an even more comprehensive portfolio of energy offerings in North America. Ecova, Green Charge, and OpTerra are key pieces to the ENGIE North America solution set with services to help commercial, industrial, and public sector customers run their facilities more reliably and efficiently with fewer carbon emissions and lower cost. Today, having close to 4,000 employees, ENGIE can provide an array of solutions throughout the U.S. and Canada.

NAESCO Member, **OpTerra Energy Services Inc.**, now **ENGIE Services U.S. Inc.**, specializes in building comprehensive energy programs for public sector and commercial and industrial customers, delivering solutions that generate positive financial and sustainability impacts. The company is headquartered in Oakland, CA, with offices throughout the U.S.

LFE Solutions and Retrolux Announce Strategic Partnership

Retrolux and NAESCO member, **LFE Solutions** announced their new strategic partnership that will provide ESCOs and lighting retrofit companies with the following professional services, through LFE Solutions: Lighting audits, Data Logging Service, Lighting design, Installation labor network, Commissioning of wireless lighting, Rebate identification & fulfillment, and Retrolux Software Licensing.

LFE Solutions, Inc. provides product and service solutions to ESCOs, including new and retrofit LED products and wireless lighting controls. LFE serves local, regional and national ESCOs, as well as the channel that supports them. LFE is an untraditional lighting rep with no geographic boundaries and their support and services go to wherever ESCO projects or offices are located.

Johnson Controls named one of the 2018 World's Most Ethical Companies® by the Ethisphere Institute

Johnson Controls is one of only five honorees in the industrial manufacturing category, underscoring its commitment to leading with integrity and prioritizing ethical business practices.

In 2018, 135 honorees were recognized, spanning 24 countries and 57 industries. The twelfth class of honorees had record levels of involvement with their stakeholders and their communities around the world. Measuring and improving culture, leading authentically and committing to transparency, diversity and inclusion were all priorities for honorees.

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MEMBER PROJECTS

ABM to Implement Infrastructure Improvements for Brooks County Schools

ABM announced that Brooks County Schools, headquartered in Quitman, Georgia will implement comprehensive infrastructure improvements through ABM's Energy Performance Contracting Program, with additional operational improvements provided by ABM's custodial services. ABM's customized solution is projected to save Brooks County Schools more than $10.5 million in energy and operating costs over a 15-year period by providing energy-efficiency enhancements within the schools' facilities, while also providing custodial services. ABM began making energy-efficiency improvements within the schools in February 2018, and is expected to complete them in January 2019.

Energy-efficiency enhancements include installing 15 new rooftop units and upgrading a number of units at other facilities to high-efficiency HVAC units; all school system HVAC units will be controlled by state-of-the-art HVAC control systems to maximize energy and operational efficiency; ventilation systems at each of the school system's buildings will be upgraded, and each building will be sealed; three of the school's cafeterias will undergo freezer monitoring and optimization, or refrigeration management programs to ensure systems are operating efficiently; and security cameras, VOIP systems, and new water fountains and hand dryers will be installed across the entire school system.

Cape Canaveral Air Force Station Partners with AECOM

AECOM has been selected by the US Army Corps of Engineers, Engineering and Support Center, Huntsville to implement energy and cost savings measures at Cape Canaveral Air Force Station, Florida.

Led by the Air Force Civil Engineer Center, Cape Canaveral AFS is looking to develop a fence-to-fence project that will increase energy efficiency and improve its infrastructure. Using advanced energy modeling to drive improved energy resiliency and increase mission assurance, the project will mix traditional energy conservation measures such as lighting and HVAC improvements with progressive strategies such as smart energy management controls. The project will also include waste water treatment plant improvements.

Ameresco Partners with Albemarle County Public Schools

Ameresco recently announced that they have contracted with Albemarle County Public Schools near Charlottesville, Virginia, for a $7.5 million Guaranteed Energy Savings Performance Contract to provide energy efficiency and infrastructure upgrades to 22

schools encompassing a total of over 2.2 million square feet of space.

The project is expected to save the school division more than$8.7 million over the 12-year term. It includes energy conservation measures designed to reduce overall energy consumption and emissions,and to optimize energy efficiency of the facilities, while improving the learning environment. Interior and exterior lighting will be retrofit with energy efficient LED lighting technology and controls throughout the school division, optimizing light levels in individual classrooms and enhancing savings. The extended life of LED technologies will greatly reduce lighting maintenance. The project also includes water reduction measures including low-flow efficient fixture retrofits at many school division facilities to help reduce water usage and save money. In support of the Division's sustainability goals, the environmental benefits from this project include greenhouse gas (GHG) emission reductions of 3,500 tons of carbon annually.

Brewer-Garrett Continues Nine-Year Relationship with Kent State University

For nine years, **Brewer-Garrett** has helped Kent State University reduce its operating costs through a variety of energy conservation design/build projects. The Dix Stadium Parking Lot Lighting Project, part of the second phase of a two-phase project, is the latest installation of LED lighting on campus. Newly installed EvolveTM ERHM high-mast LED fixtures deliver 57,000 lumens of light output and use just 475 watts of electricity, compared to the former fixtures consuming more than 1,000 watts. Not only does this upgrade increase the light quality in the parking lot and energy savings at Kent State, but brighter, neutral white light helps increase the clarity of security camera footage, adding higher security for students and visitors. Projected to last longer than 20 years, these new lights increase Kent State's use of outdoor LED lighting to 90 percent including walkways and roadways.

Phase I and Phase II of the Kent Campus energy conservation program will affect more than 6,290,845 square feet across 56 buildings. The Dix Parking Lot Lighting Project is projected to save $8,425 each year, as part of the overall Phase II guaranteed savings of $2,040,297 per year. Additional ECMs in the scope of Phase II include Interior LED Lighting Retrofits, Building Automation and Controls Upgrades, HVAC Upgrades, Building Envelope Improvements, Retro-Commissioning, Water Conservation, Window Replacements, Roof Replacements, and Power Plant Resiliency Optimization. Brewer-Garrett is looking forward to continuing their ongoing relationship with Kent State and the completion of Phase II.

The University of Maryland's College Park Campus is About to Get Greener Through Project with Constellation

The university recently awarded a $21.5 million contract to **Constellation** for a series of building upgrades that will improve energy efficiency and save the university money.

Measures will include installing energy efficient lighting, new HVAC controls and improvements to the building envelopes. The project is set to be completed by April 2019 and will affect eight buildings at the College Park campus, including J.M. Patterson Hall and Hornbake Library.

Constellation, an Exelon subsidiary, projects that the university will see around $1.7 million in savings in the first year of the 13-year contract.

ENGIE Services Upgrades Lighting at Boston University's Agganis Arena

At Boston University's Agganis Arena, teamwork doesn't just happen on the ice. Outside of the rink, the university partnered with Eversource to upgrade its arena lighting to LEDs with occupancy-based controls and dimming functionality, reducing the arena's annual electricity use by 65 percent.

The improved lighting, engineered and installed by **ENGIE Services U.S.**, makes it easier for coaches to monitor games, referees to make calls and players to keep track of the fast-moving puck. The brighter rink and bleachers also provide a better visual experience for spectators, press and BU's facilities team.

It is anticipated BU will reduce its electricity use by approximately 885,000 kilowatt-hours annually from the lighting project alone. This is equivalent to 1,050 tons of CO2 avoided or 240 cars off the road for one year – a significant contribution to BU's Climate Action Plan to achieve net zero emissions by 2040.

Paterson Public School District and Energy Systems Group Announce Innovative Building Improvements

Energy Systems Group and Paterson Public Schools in Paterson, NJ recently announced a $14.5 million Energy Savings Improvement Program that will include comprehensive energy efficiency and infrastructure improvements for 17 schools.
The wide range of proposed building improvements includes a new building energy management system, the replacement of pneumatic controls with new direct digital controls, and utilizing a unified web-based front-end system. Building envelope, light-emitting diode lighting, and energy metering upgrades will be included at all schools. Steam traps in all steam schools will be replaced, and domestic water heaters will be upgraded to high-efficiency units in multiple schools.

The project also includes innovative technologies for renewable energy and onsite generation of electricity. ESG will install combined heat and power units at Schools 10 and 24 and a black-start unit, which will enable the District to utilize waste heat to heat the buildings and provide backup power to specific circuits at the schools. ESG will also install solar photovoltaic panels in ten schools, thereby helping reduce the District's electric spend by approximately $3.3 million over the term of the project while affording students an educational opportunity to see renewable energy solutions firsthand.

As a result of these improvements, Paterson Public Schools will reduce its carbon footprint by more than 2,800 tons of carbon dioxide which is equivalent to reducing greenhouse gas emissions from 650 passenger vehicles, conserving enough energy to power over 280 homes, or planting about 725 acres of forest.

Arkansas Department of Revenue Selects Entegrity for Project

Entegrity has been selected by the Arkansas Department of Revenue to implement an ESPC at the agency's two main facilities in downtown Little Rock. Procured through the Arkansas Energy Performance Contracting program, the project will focus on lighting and rate correction opportunities on the agency's campus. AR Department of Revenue occupies approximately 300,000 square feet of space in its Little Rock headquarters. AR Department of Revenue becomes the fourteenth public entity and third Arkansas state agency to participate in AEPC since the program launched in 2015. The other two agencies, Arkansas

Department of Correction and Arkansas Community Correction, also selected Entegrity to design and implement their projects.

Johnson Controls and University of Hawaii Maui College Partnership Aims to be First Campus with 100% Renewable Energy Generated On-site

The University of Hawaii (UH) recently announced that its Maui College campus will soon be among the first in the nation to generate 100 percent of its energy from on-site solar photovoltaic (PV) systems coupled with battery storage.The project is part of a partnership with **Johnson Controls** and Pacific Current that will also allow four UH community college campuses on Oahu to significantly reduce their fossil fuel consumption.

The partnership between UH, Johnson Controls and Pacific Current is the second phase of a multi-year energy efficiency and renewable energy project. In phase one, energy efficiency measures were successfully implemented at UH Maui College and the Oahu community college campuses under energy performance contracts awarded to Johnson Controls in 2010. Phase two includes additional energy efficiency upgrades and the installation of on-site solar PV coupled with battery storage, allowing the five campuses to use the renewable generated energy as needed. The PV plus storage systems will be developed by Johnson Controls and owned by Hawaii-based Pacific Current. The energy efficiency upgrades will also reduce the deferred maintenance backlog at these campuses by approximately $20 million.

Following the successful implementation of energy conservation measures across the campuses during phase one, phase two will bring the total on-site capacity to 2.8 MW of solar PV and 13.2 MWh of battery distributed energy storage at UH Maui College, and 7.7 MW of solar PV and 28.6 MWh of battery distributed energy storage to the UH Community Colleges Oahu campuses.

Schneider Electric and Scurry-Rosser Independent School District Announce Project

Schneider Electric and the Scurry-Rosser Independent School District located in Scurry, Texas, announced it has started construction on a project that will upgrade safety and security, classroom comfort and the athletic environment at facilities across the district. The project will reduce utility consumption by 21 percent, with an average savings of $149,000 per year.

The savings from this energy efficiency project will allow the district to modernize its school buildings and provide an enhanced learning environment for students. Classrooms will be brighter, safer and more comfortable thanks to new lighting, security systems and HVAC solutions. Additional energy conservation measures and facilities upgrades include enhancing indoor and outdoor lighting with LED technology, replacing obsolete HVAC equipment, adding HVAC to the middle school gym, elementary school gym and the archery building, modernizing outdated electrical infrastructure, providing a comprehensive building automation system, improving domestic water efficiency, upgrading the security camera system, installing security vestibules to all school entrances, and updating the high school football field with sustainable artificial turf.

Once completed, the project will have an environmental impact equivalent to removing 2,120 cars from the road, planting 2,880 acres of new trees or removing 10,560 tons of

carbon dioxide from the atmosphere.

Wendel Energy Services Works with City of Beacon to Improve Efficiency

Wendel Energy Services, is nearing completion on a project with the City of Beacon, New York, to improve energy efficiency. The focus of the project is to reduce the city's energy usage and operating budget by upgrading street lighting and traffic signals throughout the City to high efficiency LED technology. These upgrades will not only reduce energy cost but have a positive impact on the city's carbon footprint as well.

Beacon brought Wendel back from an earlier partnership to implement LED upgrades to street and traffic lighting throughout the City. The project included the City purchasing the street lighting assets from the local utility prior converting them to high efficiency LED technology. Upgrades to traffic signals were also included in the project.

Currently in nearing the end of construction, the project guarantees annual savings to the City of Beacon of over $200,000 for both energy savings and operations and maintenance costs. In the first year, energy and operational cost for street lighting and traffic signals are expected to be reduced by more than 75%.

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NEW PRODUCT AND SERVICES SHOWCASE

Streamlinx Introduces SnapCount 5.5

Welcome to **SnapCount 5.5**, and the introduction of multiple sought-after new features. Lighting and energy retrofit is advancing faster than ever, requiring your team to have the smartest, most flexible tools. With SnapCount 5.5, brings the following suite of new features.

Multi-ECM Auditing
The industry-leading lighting audit software expands its arsenal, allowing you to collect and audit non-lighting energy conservation measures (ECM's) with more form options and granularity. Collect, report, and analyze data for all types of ECM's all in SnapCount.

Salesforce Integration
SnapCount's Salesforce Integration empowers your sales team with seamless interaction between SnapCount and Salesforce. Keep your sales team informed and focused as audits and quotes are processed through the Salesforce Integration.

Maintenance Projections
Equip users with greater control over assumptions such as rated life, warranty years, and fail factors with the Maintenance Projections feature. Maintenance Projections provide the flexibility to tweak proposals, giving each customer a unique view of the project.

See why others chose SnapCount as their energy retrofit software.

Mitsubishi New Single-Zone SVZ Ducted Air Handler

We are pleased to announce that the following SVZ-KP ducted air handlers will be available mid-April 2018:

- SVZ-KP12NA, connection with SUZ-KA12NAR1
- SVZ-KP18NA, connection with SUZ-KA18NAR1

The newly designed air handlers include the following features:

- Single-zone compatibility with SUZ outdoor units
- ENERGY STAR® certified (17 SEER)
- Compact height (39 -13/16 inches)
- Highly efficient totally enclosed EC motor
- Selectable external static pressure: 0.30, 0.50 and 0.80 inch wg with 3 fan speeds at each setting
- One inch R4.2 fiberglass free insulation
- Positive pressure cabinet with air leakage of less than 2.0 percent at 1.0 inch wg (Tested per ASHRAE Standard 193)
- Multi-position installation: horizontal (left or right), vertical (upflow)
- Optional humidifier control, ERV control and auxiliary heat control
- Optional electric heat kits for additional heating capacity:
    - EH03-SVZ-S (3 kW)
    - EH05-SVZ-S (5 kW)
    - EH08-SVZ-S (8 kW)

Model name, specifications and shipping package dimensions can be found here. The price guide, submittal and all manuals will be available at the time of launch.

Universal Lighting Technologies Adds EVERLINE Emergency Drivers

Universal Lighting Technologies, Inc., a member of the Panasonic Group, has expanded its comprehensive line of lighting solutions with EVERLINE® Emergency LED Drivers for offices, classrooms, warehouses and other commercial applications.

Available in four models (ELD10UNVL, ELD10UNVLPL, ELD7UNVCL, and ELD20UNVL), the new drivers were designed to meet North American buildings' strict emergency lighting requirements. Rather than installing separate emergency lighting fixtures, OEMs and contractors can specify EVERLINE Emergency LED Drivers to be installed in LED luminaires that require emergency battery back-up systems.

Compatible with Universal's EVERLINE LED drivers, the emergency drivers offer 90-minute illumination time, an integrated NiCad Battery and a wide operating voltage range. Individual product benefits include:

Targeted for downlight applications, model ELD7UNVCL provides 7W of emergency power and an output voltage range of 15-50Vdc and provides lead within flexible conduit for connections.

Targeted for linear fixtures, model ELD10UNVL provides 10W of emergency power and an

output voltage range of 15-50Vdc.

Targeted for architectural fixtures, model ELD10UNVLPL also provides 10W of emergency power and an output voltage range of 15-52Vdc while featuring a low profile (1.18" h x 1.18" w).

Targeted for high bay applications, model ELD20UNVL provides 20W of emergency power, an output voltage range of 20-50Vdc and offers lead within flexible conduit for connections. Learn more about Universal at www.unvlt.com.

EVERLINE® Emergency LED Drivers

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INDUSTRY NEWS

Next eProject Builder Webinar on Thursday, April 19

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. An upcoming webinar will be held, **Thursday, April 19, from 3:00 pm to 4:30 pm ET**. To participate in the session, log into www.readytalk.com by clicking the "join meeting" button, and entering Access Code 4952370 shortly before the start of the webinar. The call-in line is 866-740-1260. If you would like further information on the sessions or to receive a calendar invitation, please e-mail epb-support@lbl.gov. For more information go to https://eprojectbuilder.lbl.gov.

IN MEMORIAM

Former NAESCO President and long time NAESCO member, Edward Thomas Liston, 71, of Thornton, NH, died peacefully on February 11, 2018 at the Concord Hospice House, in Concord, NH, with his family by his side.

Edward leaves behind his beloved wife of Forty-five years, Mary C. (DeGrasse), his son Matthew, and his daughter Kathryn, his sisters, Linda Young of Massachusetts, Mary Lou Fox and her husband Ralph of Maryland, Elizabeth Toomey and her husband John of North Carolina, his brother Robert Liston and his wife Lorraine of Massachusetts, and his large extended family of cousins, nieces and nephews. He is predeceased by both of his parents and by his niece Emily Liston.

Edward was born on February 10, 1947 in Boston, Massachusetts, son of Paul Liston and Dorothy (Sullivan) Liston. He was a graduate of Northeastern University and the Wentworth Institute of Technology. Edward had a long and successful career as an engineer, working to promote the causes of energy efficiency and clean power. He was active in his local community and served on many boards of directors and professional associations including NAESCO.

Edward loved the outdoors and was an avid skier, golfer, and cyclist. Edward and his loyal dog Danny Boy were a familiar sight on the local golf course and nearby walking trails. Edward was a selfless, hard-working, generous and dependable person who always put the needs of others before his own. He will be missed.

Memorial donations in Edward's memory can be made to the Norris Cotton Cancer Center, 1 Medical Center Drive, Lebanon, NH. 03766, or Catholic Charities New Hampshire, 215 Myrtle St. Manchester, NH. 03104.

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