



## NAESCO NEWS

October, 2020

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

As we enter the fourth quarter of 2020, it seems that this year continues to offer up surprises! I hope you and your company are doing sufficiently well during the pandemic, and the surprises for you personally have been limited.

Many members I have talked with over the last few months have told me about their complete lack of travel since March, many stating it has been the lowest in their modern careers. My travel has completely ceased since March as well – it is an odd feeling.



As NAESCO is weathering the pandemic, we have learned that we function quite well in a work-at-home environment and have decided to pare back the amount of office space we maintain in Washington, DC. We will maintain one office for the occasional meeting but have otherwise transitioned to a work-at-home environment. While I do not miss the two plus hours of commuting each day, the ride did provide time to catch-up and wind-down. I do think that working from home depletes our relationship banks with our coworkers and clients, and we must find new ways to replenish them. While ZOOM, Teams, Skype, and so forth add some value, I find that nothing seems to be as rewarding as a face-to-face meeting in making sufficient deposits into that bank to keep the balance positive! A further deficit is our cancellation of our in-person events in 2020, and we don't yet know when (or if) in 2021 we will be able to resume them.

Most of the members I have talked with indicate that their companies are doing acceptable amounts of business during the pandemic – with some reporting increases and some decreases. However, a consistent theme appears to be concerns about the development of 2021 projects. Many unknowns are creating an environment where customers are postponing decisions, and ESCOs are reporting that they are having challenges getting meetings with potential clients. ESCOs can't schedule onsite visits to do preliminary assessments and can't get customers, who are faced with budget uncertainties, to proceed, even slowly and carefully, with project development. It strikes me that we need to tell our prospective customers that performance contracting offers them a path to budget and technical certainty. We can show them how to pay for the improvements they need – by converting money they are currently wasting into a financing repayment stream. The technical fixes they need to reopen their buildings are measures that are core competencies of ESCOs and Affiliates. We have been implementing improved ventilation and air filtration operated by building management systems with remote temperature tracking capabilities for almost two decades.

And the Congress has accepted our argument that our industry can be a key element in the post-COVID recovery. The \$22 billion Open Back Better legislation, which NAESCO

developed with a number of other national efficiency and construction organizations (see below) has been passed as part of both the House energy bill (HR 4447) and the House infrastructure bill (HR 2). Open Back Better recognizes that resiliency improvements to public buildings can be combined with energy savings to make a better project, and that modest federal grants can be leveraged with private investment to deliver the complete projects the customers need.

I hope that you and your colleagues and co-workers will stay resilient, recognize we are all making strides together, and let us know what we can do to help.



### **Join Us - Celebrate National ESCO Week (November 16-20)**

We're excited to announce our first ever National ESCO Week!

Please join us as we recognize the value #ESCOs provide nationwide during a series of events this **November 16–20**. NAESCO will bring together leading industry experts to give fresh insights and highlight new opportunities.

ESCOs add \$7 billion of business every year to our economy, and the industry remains committed to helping our country build back better. National ESCO Week serves to help bring greater awareness to how ESCOs are transforming and upgrading our nation's built infrastructure for a more sustainable and resilient future.

With the postponement of our Renovate, Retrofit, Reduce Conference to 2021, we have the opportunity to host online sessions specific to those in the ESCO industry – you won't want to miss out!

#### **ESCO Week Schedule:**

- **DAY 1 (11/16):** ESCO Advocacy and Support: Federal, State and Global ESCO Advocacy and Support Organizations
- **Day 2 (11/17):** ESCO Opportunities: Combined Heat and Power (CHP) Plants and Grid-interactive Efficient Buildings (GEBs)
- **Day 3 (11/18):** ESCO Sub-contracting: Contractor Availability to get the work done!

- **Day 4 (11/19):** NAESCO Member Meetings – NAESCO Annual Members and Board Meetings (all NAESCO Members welcome at Annual Members Meeting)
- **Day 4 BONUS (11/20): NAESCO Member Happy Hour** with Cocktail/Mocktail Challenge: Everyone attending will have a chance to cast votes and interact.

**All four days are offered to members at \$25, and non-members (Days 1-3) for \$50. Register today!**

**MEMBERS: We'll be sending social copy and graphics soon - please feel free to help us amplify this special week!**

## NAESCO ADVOCACY UPDATE

### NAESCO Regional Meetings

NAESCO held members-only meetings for Western states on July 16, and the Southeastern states on September 22. Meeting details and minutes of past Regional Meetings can be found [here](#).

### NAESCO FEDERAL ADVOCACY

The Congress has passed a Continuing Resolution (CR) that will fund the government to December 11, 2020. The only changes from the FY 2020 budget are an additional \$8 billion for food stamps and \$20 billion for agricultural commodity supports.

The negotiations between House Speaker Pelosi and Treasury Secretary Mnuchin have restarted. They are trying to bridge the gap between the House-passed \$2.2 trillion bill and the \$1.6 billion Mnuchin proposal.

The House has passed HR 4447, a comprehensive energy bill that contains the \$22 Open Back Better (OBB) bill that would invest \$22 billion in public facilities, with the federal investment leveraged by private investments using ESPC or P3 contracts. OBB has been endorsed by 14 major national organizations. The President has threatened to veto HB 4447 if it passes, and the Senate seems unlikely to even consider its much smaller bipartisan bill, because the Senate schedule has been pre-empted by the Supreme Court confirmation process.

The consideration of tax extenders like 179D will be put off until the Lame Duck session after the election.

### NAESCO REGIONAL AND STATE ADVOCACY

FERC mandated a Minimum Offer Price Rule (MOPR) for the Pennsylvania Jersey Maryland (PJM) RTO. The MOPR is designed to prevent state clean energy programs such as nuclear plant subsidies and Renewable Portfolio Standards from lowering their prices below cost in future capacity auctions, and is prompting several states to consider dropping out of PJM. FERC also issued Rule 2222 that is designed to make it easier to bid small DER projects through aggregators into the PJM auctions.

Continue reading [regional and state activities](#).

## Dues Renewals for 2021 are Coming Soon!

NAESCO is grateful for your ongoing support in a year that has been extraordinary. We appreciate your flexibility as we navigate new ways to provide benefits to our members in a virtual setting. We are pleased that so many of you have participated in our webinars and other virtual events this year.

As you know, dues renewals are right around the corner. Highlighted below, are just some of the ways NAESCO has been working on behalf of its members. We hope you will continue supporting NAESCO initiatives for market growth in our industry by **renewing your dues in 2021**.

**Renewals will be sent by email from Heidi Kurtz on November 30-December 1.** New this year, we are asking members to pay their dues using a bank ACH transfer and instructions will appear on the invoice. If you have any questions or concerns, please contact Heidi Kurtz – [heidi.kurtz@naesco.org](mailto:heidi.kurtz@naesco.org) or 202-841-2700.

## 2020 Highlights

- Developed and advocated a proposal on Mission Critical Facility Renewal, which will leverage a \$20 billion federal investment into \$100 billion of public facilities projects
- Led ESCO advocacy initiatives in Illinois, California, Minnesota, New York and Ohio
- Expanded marketing and communications to support recognition of NAESCO, its members and the industry
- Held regional meetings for information sharing on market developments in Western and Southeastern states
- Presented customer-focused virtual sessions covering state, municipal and university markets
- Will have virtual panel discussions to celebrate National ESCO Week in November
- Increased the number of educational and informational webinars, most of which were presented by Affiliate Members

## NAESCO WELCOMES NEW COMPANY MEMBERS

### Affiliate Members

#### The ECG Group

The ECG Group is a trusted, independent partner that seamlessly manages and leads energy performance contracts (EPCs) so school districts can be confident their energy-saving initiatives result in environmentally and fiscally responsible improvements and a world-class educational setting. #SchoolDistrictAdvocate #EPCisECG

#### Datakwip

Datakwip is excited to be joining the NAESCO community. Datakwip brings a unique perspective to the community, for years, saving energy in buildings has been a complicated and costly process. Datakwip solves this problem. Overnight, our cloud-based platform starts providing ESCO customers real-time building intelligence to economically detect, implement and continuously verify energy and emissions savings — without the hassle and expense of installing extra hardware. Turning every piece of energy-intensive equipment into its own energy meter with our virtual sub-metering, our platform intuitively displays the data from these meters in an interactive online portal, so customers can unlock their building's performance potential. Datakwip is partnering with leading ESCO's to provide their customers the most cost-effective energy solutions, from IGA's to real-time MBCx as well as overall operational optimization solutions. A partnership with Datakwip will significantly enhance your energy services.

#### Global Recruiters of DFW North

Global Recruiters was recognized by Forbes in 2019, 2018, and 2017 as one of America's best recruiting firms in both Executive and Professional Search. Our specialty is specifically focused on the ESCO industry across the United States and providing our clients with the top talent they require. With over 30 years of work experience in various ESCO industry companies, our team offers a unique perspective and intimate understanding of the industry's business and talent demands.

### **KYOTHERM Inc.**

Kyotherm is an investment company that specializes in the financing of energy performance contracts (drives, lighting, HVAC systems, heat recovery, and renewable heat production projects (geothermal heat pumps, biomass boilers, solar heat for industrial process. Kyotherm originally started in Europe and now also provides financing in the US.

### **Public Sector Members**

#### **Delaware Office of Community Services**

Delaware Office of Community Services administers energy assistance to Delaware residents, including federal low-income home energy assistance program.

#### **The Energy Coalition**

The Energy Coalition (TEC) is a California-based 501(c)3 nonprofit with over 45 years experience designing and implementing strategies that transform energy use, generate capital, and inspire people to take responsible energy actions. As a social change organization, TEC helps agencies leap into the future of clean energy. TEC focuses on four key service areas - program design and project implementation, education and workforce development, marketing and outreach, and policy and master planning - and envisions a future in which communities are energy-producing networks and clean energy is affordable and accessible for everyone. Learn more at [energycoalition.org](http://energycoalition.org).

## **MEMBER NEWS AND RECENT PROJECTS**

### **AMERESCO to Implement \$41 Million Infrastructure Project at North Carolina Air Station**

Ameresco recently announced that Naval Facilities Command Mid-Atlantic (NAVFAC MIDLANT) has awarded to Duke Energy and Ameresco's Federal Solutions group a \$41 million utility energy savings contract (UESC) at the United States Marine Corps Air Station (MCAS) Cherry Point. Under a \$38 million contract with Duke, Ameresco will make key improvements to enhance energy efficiency, resiliency, reliability, and cybersecurity at MCAS Cherry Point, while reducing the site's energy consumption and costs.

The UESC scope provided by MCAS Cherry Point includes 3.29 million square feet of buildings, across which Ameresco will replace building lighting systems, modernize HVAC systems, and upgrade energy management, control systems and cybersecurity across 139 buildings. The contract also features the modernization of site electrical distribution systems and water conservation upgrades, including a reclaimed water system at the base's wastewater treatment plant.

### **Axis LED Group Continues to Grow During COVID by Expanding into Health Products**

Axis LED Group, an Ohio-based Lighting manufacturer of the Patriot brand LED materials, announced that it has developed a new business unit under the name ALG Health. The newest division will be one of the few NIOSH certified respirator and mask manufacturers in the United States and will help to provide a solution to the shortage of American-made PPE.

"We're still very much committed to the LED industry," said Adam Harmon, President and CEO of Axis LED Group. "ALG Health has proved to be a great opportunity for us to diversify our overall portfolio," explained Harmon. Harmon will serve in the same role as President and CEO of ALG Health. The company have selected Bob Shostek, National Sales Manager for Axis LED Group, to lead the sales initiatives for both organizations.

Utilizing its manufacturing experience and resources, ALG Health is launching a new manufacturing facility in Bryan, Ohio during Q4 of 2020. At full production, the company



plans to have the manufacturing capacity of nearly 1 million masks per day and will serve the medical field, government, military, industrial, and humanitarian requirements for quality N95 respirators. For more information, check them out at [www.alg-health.com](http://www.alg-health.com).

### **ECM Launches Health & Safety Division to Focus on Pathogen Control Initiatives**

ECM Holding Group has combined their Health and Safety expertise into a single, focused operation. The Health & Safety Division enables ECM to improve service delivery to customers who are dealing with COVID-19 issues. It simplifies the evaluation, consultation, and implementation processes.

Recent events have focused their technical expertise on bringing greater internal integration to the full range of energy efficient, health and safety solutions that ECM offers to customers.

ECM provides many solutions for killing pathogens in the air, on surfaces, and in water. Now these technologies are gathered under one professional umbrella.

The Health & Safety technologies are usually delivered to customers as part of their energy efficiency programs. As ECM president Erik Larson said, "We have found that our customers are able to make larger investments in energy efficiency when we can also impact the pathogen safety concerns of their building occupants." To see the technologies now offered such as Plasma Ionizing Systems, click [here](#).

### **Brian Williams Joins EIKO as Project Sales Manager**

EiKO welcomed Brian Williams, for the role of Project Sales Manager. Brian will be responsible for driving sales and relationships with their Western Region Distributor Partners, focusing on wireless controls and intelligent fixtures.

With over twenty-five years in sales & service, and over a decade in lighting experience, Brian comes to EiKO with a breadth of knowledge and proficiency in selling, designing, and programming; including project and program management. In addition to these strong skill sets, Brian is also Lighting Certified (LC), a Certified Energy Manager (CEM), and a Certified Lighting Controls Professional (CLCP).

### **Engie North America Fast-Tracks Installation of Free WiFi on School Buses to Support Distance Learning for CA School Districts**

Engie North America recently announced that it has rolled out a connectivity solutions pilot to provide four California school districts Wi-Fi-enabled school buses to serve students and their families. ENGIE's 'Student Wi-Fi Zone' helps to bridge the digital divide and provide reliable, long-distance learning solutions, free of charge, while maintaining social distancing. These buses provide fast internet within a 300-foot radius for those affected by California's mandated shelter-in-place order. The mobile connectivity solution is made possible through a public/private partnership between the districts, ENGIE North America, and Icomera, an ENGIE company.

Nearly 22 percent of U.S. households have no access to internet on a regular basis. During the shut-down of typical internet access points due to COVID-19 closures – including public libraries in addition to school sites – lack of reliable access to internet has become an even more significant barrier to new distance learning expectations. The school districts using ENGIE's mobile connectivity solution include the [Aromas-San Juan](#) [San Benito County], [North Monterey County](#) [Monterey County] and [John Swett](#) [Contra Costa County].

### **Envocore is Proud to Welcome Travis Murphy**

Envocore recently announced Travis Murphy as Regional Sales Manager in the mid-west. Based in Indianapolis, Travis is an industry veteran with a wide range of experience. He will lead efforts in several states, focused on supporting ESCOs and related companies that offer lighting, water efficiency, building envelope, or utility metering services. If you

need a turnkey partner for any of these services, please reach out to Travis at [tmurphy@envocore.com](mailto:tmurphy@envocore.com) or (765) 413-0824.

### **Woodson USD 366 Turns to ESP for Indoor Air Quality and Energy Savings**

Woodson USD 366 selected Energy Solutions Professionals (ESP) as their partner to develop a plan to address over \$1,200,000 in facility repairs and improvements, including enhancements to indoor air quality (IAQ) designed to improve the safety of classrooms for students, teachers and staff. A key desire for the District was to develop a plan that could combine existing budgeted funds with energy and operational savings to pay for the needed upgrades, rather than using a bond issue to ask local taxpayers for additional money.

Implementing the energy-saving upgrades will cut District utility bills by 30%. The project includes needlepoint bipolar ionization devices to clean the air, new LED lighting, water-saving fixtures, sealing air leaks, building controls to operate equipment more efficiently, a new chiller, upgrades to walk-in freezers, multiple HVAC improvements, motor upgrades, finish work to replace ceilings, painting, and energy conservation training.

### **IKIO's Founder & CEO Honored by LEDs Magazine**

IKIO LED Lighting recently announced that Ekamdeep Singh, its Founder & CEO was honored as part of LEDs Magazine's inaugural "40 Under 40 Awards" program last month. The list includes up-and-coming professionals under 40 years of age in roles ranging from research & development (R&D) to product development to lighting specification/design. Selected by an esteemed and experienced panel of judges from the LED and lighting community, Singh has been recognized for his outstanding contribution to the LED and SSL industry.

Ekamdeep Singh holds a degree in Biomedical engineering from Purdue University. Like any other entrepreneur, he too had a modest start in 2014 in the US and in a span of six years he has taken IKIO to new heights. His constant urge to innovate and invest in R&D has led the company to introduce some breakthrough products in the market – a High Bay Light with 200 lumens per watt was one such milestone. Until then, the industry average was around 170-180 lumens per watt. IKIO under Singh's leadership managed to develop a truly 200 lumens per watt product, which signifies lesser energy consumption while giving more light output.

"I thank LEDs Magazine for this recognition. It feels great to be placed amongst such phenomenal talent. A special thanks to my team who has been constantly working with me in bringing about a change in the LED industry. It encourages us to keep innovating and to keep working hard as this is just the beginning," asserts Singh.

### **Kyotherm Successfully Raises \$35 million of Green Bonds to Fund Energy Efficiency Projects**

Kyotherm, a leader in energy efficiency projects financing, has announced that it has raised \$35 million / €30 million through a Green Bond whose issue has been certified by Sustainalytics, with a Second Opinion in line with Kyotherm's Green Bond Framework. Low coupons will reduce Kyotherm's average financing costs and consequently the cost of kWh saved. The issue was mainly subscribed by "BRIDGE" infrastructure debt fund, managed by ED Rothschild Asset Management.

Specializing in the financing of renewable heat generation and energy saving projects like Energy Performance Contracts and Energy-as-a-Service projects, Kyotherm will accelerate its financing offering, from its historical market in Europe to the US market where significant financing needs have been identified in the commercial and industrial sector.

Over the past 5 years, Kyotherm has financed several off-balance-sheet, "Energy-as-a-Service" projects with IPMVP-like measurement protocols, totalling about \$2.5 million of annual savings. Solutions and equipment financed include speed drives, HVAC systems,

LED lighting, heat recovery systems, solar panels, CHP and heat pumps. Kyotherm is notably the funder of “NWh Performance Contracting”, a company dedicated to Energy-as-a-Service projects in partnership with Schneider Electric, delivering savings per unit of energy (the “Negawatt-hour”).

### **Metrus Launches a Sustainable Energy Services Agreement**

Metrus has recently launched a new product — a Sustainable Energy Services Agreement (pronounced S-E-S-A) which adheres to the company’s principle of efficiency first but also recognizes that clients are seeking comprehensive solutions that integrate things like solar, electric vehicle charging infrastructure and energy storage alongside energy efficiency. To continue reading about SESA, click [here](#).

### **Spalding County, Georgia and NORESKO Project to Conserve Capital While Improving Buildings**

Last year, Spalding County, Georgia entered into an agreement with NORESKO, a national leader in energy efficiency, resiliency and infrastructure solutions, to identify energy cost savings and conservation measures. In 2020, the county contracted for a \$4.9 million construction project funded entirely from guaranteed savings generated from building improvements. The related cost savings have helped preserve the county’s financial position during the global pandemic. Based on the forward-looking decision last summer, Spalding County leaders now have a way to address much-needed building improvements without tapping scarce capital resources.

The scope of the project includes work at 11 buildings in Spalding County. NORESKO analyzed county facilities to determine and design non-personnel, operational cost reduction measures. Utility savings from selected lighting modernizations to LED technology, heating, ventilating and air conditioning (HVAC) replacements, water conservation and building weatherization improvements will fund replacement of the Law Enforcement Center roof. This was a primary need that first drove the county to seek an innovative funding solution, and with this contract in place, the construction is not threatened by budget resource constraints caused by the pandemic.

### **TEN Helps the University of Pittsburgh with Their Sustainability Goals**

Over the past few years, The Efficiency Network, Inc. (TEN) has been working with the University of Pittsburgh on energy-efficiency projects that will help make the campus more sustainable and efficient, moving the university toward achieving the goals outlined in the Pitt Sustainability Plan.

Since beginning the project in 2018, TEN has helped the university reduce their carbon emissions by over 3 percent annually. That is a projected 5,500 metric tons of carbon dioxide avoided each year. To put the energy savings into perspective, avoiding 5,500 metric tons of carbon dioxide would require 352,689 trees to be planted, or 275 individuals to be completely carbon neutral for a year.

TEN’s project at Pitt has made a significant impact on helping the university get closer to its goal of becoming carbon neutral by 2037. One of Pitt’s core goals is building efficiency, where they continue to pursue a 50-percent energy-use reduction in existing facilities. Pitt’s commitment to carbon neutrality makes it the ninth largest university among the Association of American Universities to pursue this goal.

## **NAESCO IN THE NEWS**

### **A Public-Private Path to Better Buildings**

Metrus Energy Blog  
Dr. Timothy Unruh  
August 10, 2020



As the government and private sector seek to spur economic activity, there is an opportunity for our country to take the bold step of making sustainable investments to rebuild vital parts of our outdated and aging infrastructure. While businesses figure out the right balance of remote and in-person work schedules, property owners and managers are likewise taking stock of how to make their buildings more resilient and energy- and cost-efficient. The rebuilding of America is coming, and the transformation of our buildings should be significant and sustainable. With comparatively lower energy costs and better functionality and resiliency, energy efficient buildings are substantially more effective, durable, adaptable and, ultimately, valuable than their inefficient counterparts.

[Read more here](#)

### Other NAESCO Coverage

#### Healthy Air Is Essential

California Buildings News

Dr. Timothy Unruh & Frank Argaz, Senior Director at Eco Engineering Inc.

September 4, 2020

One of the major COVID-related challenges facing facility owners and operators nationwide is the disease transmission risk presented by elevators, restrooms and other essential high-traffic indoor spaces. A type of ultraviolet light known as UV-C has emerged in recent months as a leading-edge and effective technology that helps mitigate the spread of COVID-19 by inactivating the virus on surfaces and in the air. While UV-C light has been used to disinfect industrial surfaces and water for decades, it's now being rapidly adopted by the commercial and public real estate sectors as a health and safety measure.

[Read more here](#)

## MEMBER SPOTLIGHTS

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

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

#### Executive Q&A: John Albrecht, Perfection Group

In this latest edition of NAESCO's ongoing Member Spotlight series, we talk with **Perfection Group** President John Albrecht on the key to Perfection Group's long-term success, why the company prides itself on its family atmosphere, the biggest areas of business growth in the COVID-19 era, and how to keep employees and clients satisfied.

[Read more here](#)

#### Executive Q&A: Tim Thoman, Performance Services

In this latest edition of NAESCO's ongoing Member Spotlight series Tim Thoman, President and CEO of NAESCO member company Performance Services, sheds light on some of what he prides himself most, including Performance Services' uncompromising commitment to customer satisfaction, employee wellbeing and corporate social responsibility.

[Read more here](#)

## NAESCO ACCREDITATION NEWS

NAESCO accreditation has become a critical element in the ESCO selection process for many state and local governments. In this regard, we have been actively working to promote the accreditation program to customers as well as the energy efficiency industry. The next available round will begin in early 2021. Click for more information about [NAESCO Accreditation](#).



## FEATURED MEMBER PRODUCTS AND SERVICES

### ECG and ESCO's: A Partnership for Progress in the K-12 Market

By Kendra McQuilton, CEO, [The ECG Group](#)

It's no secret that our nation's school districts can benefit from Energy Performance Contracts (EPCs). From fluorescent lighting fixtures to decades-old HVAC systems, districts are dealing with sub-par learning environments. Add the pressure to open schools safely during a pandemic and cuts in building aid, and we have a perfect storm, creating new opportunities for impactful EPCs.

But need and opportunity don't always make for an easy sell. Superintendents are overwhelmed with challenges and responsibilities, lacking bandwidth and funding to manage them all. What's more, many districts are unfamiliar with the concept of EPCs and the opportunities they represent. Still others believe building improvements can be completed with in-house resources- but as experts in the field, we all know differently.

What school districts need is a trusted Owner's Representative to help them navigate the process of an EPC. At ECG, that's all we do. Over the past 20 years, we've served as Technical Owner's Representative for school districts in multiple states and delivered more than 100 successful EPCs, bringing over \$1 billion into the marketplace. Many ESCOs face the very common challenge of projects stalling, or never even getting off the ground, due to the district's lack of understanding, comfort, or time to manage and evaluate the project's technical, financial, and legal complexities. Our deep involvement in the school business community helps remove those roadblocks. We know how to navigate the decision-making process to help ESCOs win business, help school districts bring these complex initiatives to fruition despite their limited resources, and create world class learning environments.

Powerful collaboration with and respect for ESCOs has been key to our success, so we are proud to join NAESCO to deepen and broaden our ESCO relationships. As a firm that is fully invested in the EPC industry, we will bring our unique qualifications, skills and talents to help guarantee successful project outcomes:

**Exclusive Focus:** ECG is 100% focused on EPC Owner's Representation. With 20+ years of experience, we understand the unique dynamics of K-12 and are proficient at working with all stakeholders in this setting.

**Experience:** Our proven track record working in a complementary role with ESCOs can help move school districts to activate their EPCs, creating more efficient, resilient, healthier buildings.

**Expertise:** Our certified energy managers and professional engineers bring in-depth knowledge to our projects, combining with the skills and talents of ESCOs to develop innovative approaches and proven technologies to deliver results.

**Excellence:** Our projects don't just facilitate upgrades. They deliver tangible, positive financial, political, and environmental outcomes that turn our clients into staunch advocates for the power of EPCs, generating positive references for both our firm and the ESCO, and a win for our mutual client.

ESCOs have come to appreciate the necessary role that an Owner's Rep plays in keeping a project marching forward. Working together, we can navigate the complexities of the K-12 approval process, maximum savings, and create healthier, more resilient, and productive learning environments for our nation's future.

### EiKO introduces ToggleCCET Downlight

EiKO's Downlight Retrofit is ideal for applications in light commercial space, and residential multi-family that are looking for an easy way to adjust the color of the light at the flip of a switch.

EiKO's **ToggleCCeT** is a selectable CCT downlight toggling from 3000K to 4000k to 5000k by simply flipping the wall switch. These retrofit are an excellent option replace either less efficient LED downlights or traditional products offering lumen package from 650–1200 and are dimmable.

Check out this video! [ToggleSet Downlight Retrofit!](#)

## UPCOMING EVENTS

- [GUV Disinfection Solutions Webinar - October 19](#)
- [Energy Resiliency Webinar - October 26](#)
- Celebrate [National ESCO Week!](#) Informative Virtual Sessions and NAESCO Meetings November 16-19

#### Other Events:

- [Upcoming eProject Builder Trainings](#) hosted by the Lawrence Berkeley National Laboratory
- [AEE World Conference - December 1-4](#)

THANK YOU TO OUR ANNUAL SPONSORS FOR PROVIDING SUPPORT THROUGHOUT THE YEAR!

#### Platinum



**AEROSEAL**



#### Gold





*Silver*



Visit our Website

National Association of Energy Service Companies | 1667 K Street, NW, Suite 700, Washington, DC 20006

[Unsubscribe {recipient's email}](#)

[Update Profile](#) | [About our service provider](#)

Sent by news@naesco.org powered by



Try email marketing for free today!