

Partnering today for a more efficient tomorrow

### **NAESCO NEWS**

September, 2021

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

What a great time to be in the Energy Service Industry. Certainly, there are challenges out there with ... well just about everything! However, our message of leveraging project funds with Energy Savings Performance Contracts is gaining some traction. We see some mention of ESPC in upcoming legislation – an acknowledgement that policy makers are seeing the value of the ESPC product.

Also on the positive front is our return to in-person meetings! Many of you attended the June meeting in Orlando which was a huge success. Our next event is the Renovate Retrofit, Reduce NAESCO Annual Conference in Austin Texas. We have done some restructuring to the event to broaden its appeal and value to the ESCO community. First, we have broken the board meeting into a Board meeting and Member meeting. During the member meeting we will discuss certain status's of NAESCO, including our advocacy update. Then we have changed the theme of the sessions to bring actionable information to participants. We have a session on the Elementary and Secondary School Emergency Relief (ESSER) funds, as well as the Treasury's fiscal Recovery Fund. Then, we have a series of technical sessions with information useful to ESCOS – which will earn Continuing Education Units (CEUs). In addition to the content, we have several great networking opportunities, with the most prominent being our celebration of National ESCO Week. As you may recall, last year we started a new tradition of celebrating the great work that is done by ESCOs.

Finally, I want to let you know of some changes in our industry. First, the Energy Services Coalition has a new Executive Director. After many years, Jim Arwood has retired, and the board of directors has selected Dub Taylor to take over. Many of you might remember Dub as the head of the Texas Energy Office. Also, we are hearing that changes are coming to the Federal Energy Management Program, with Leslie Nicholls departing as the Director. No formal announcement has been made about the new leadership, however. Once in place, we will look forward to working with these two new leaders.

### NAESCO ADVOCACY UPDATE

### Federal Advocacy

NAESCO has been concentrating on federal advocacy for the past few months, and will continue with this emphasis through the fall, because there is an unprecedented amount of federal funding at stake in the Stimulus, Infrastructure, and budget Reconciliation bills. We have retained Cascade Associates, a Washington lobbyist that runs the Federal Performance Contracting Coalition (FPCC) and are coordinating our advocacy with about twenty other national EE and environmental organizations through the Energy Efficiency

Strategy Group (EESG). To put the numbers below in context, the FY 2021 federal budget funding (excluding the Stimulus bills) for EE grants to public facilities that ESCOs serve probably totals less than \$10 million.

**Stimulus:** working to ensure that the \$176 billion of ESSER grants for schools and \$350 billion of grants to state, municipal and county governments can be used in performance contracts.

**Infrastructure:** working to ensure the enactment of the bill, which includes \$500 million for the State Energy Program (SEP), \$550 million Energy Efficiency and Conservation Block Grants (EECBG), \$500 million for EE and RE in schools, \$250 million for the federal AFFECT program, and \$400 million for the Future of Industry program.

**Reconciliation:** working to ensure that the EE and RE programs in the bill don't get cut, as negotiations continue to trim the bill from \$3.5 trillion to the \$1.5-2 trillion that many observers expect, and that the funded programs include a preference for leveraged projects. These programs include an additional \$3.2 billion for SEP, and additional \$5 billion for EECBG, \$1 billion for high performance GSA buildings, \$6 billion for EE in public housing, and \$20 billion to expand the 179d tax deduction.

### **State Advocacy**

Most state legislatures have adjourned for the year. NAESCO had significant success in several states.

**Tennessee:** worked with a group of ESCOs to make legislation to jump-start ESPC in state buildings more workable for ESCOs.

**Texas:** worked with a group of ESCOs to eliminate the onerous provisions ( *e.g.*, no change orders) of HB 3583 and preserved the ability of ESCOs to do ESPC in water/wastewater facilities.

**Illinois:** NAESCO has apparently defeated, for the fifth straight year, the Illinois AIA/ACES bill that would effectively knock ESPC out of the K-12 market. NAESCO also work with the Ceres Energy Optimization Workgroup to Lobby for the passage of the Climate and Equitable Jobs Act that will provide a boost to EE and RE programs.

**California:** NAESCO worked to ensure that the \$700 million of CalSHAPE program (AB 841) grants can be used in performance contracts. NAESCO also worked with ESCOs and solar implementers to ensure the defeat of AB 1139, which would have substantially reduced the reimbursement for Net Energy Metering (NEM) projects. Finally, NAESCO is monitoring the development of rules for the implementation of budget appropriations of \$650 million for deferred maintenance and EE projects in the UC and CSU systems and of a \$250 million industrial EE program that will probably be administered by the Energy Commission.

**Ceres Energy Optimization Workgroup:** NAESCO joined this group to expand our advocacy beyond our standalone capabilities to work for Clean Energy legislation and regulations in Arizona, Colorado, Minnesota, Nevada, New Jersey, North Carolina, Ohio, and Pennsylvania.

### NAESCO WELCOMES NEW COMPANY MEMBERS

Welcome to our new members as of June:

### **Full Member**

Path Company LLC is an infrastructure solutions company focused on helping entities (public and private) utilize technology to create better efficiencies in the areas of energy, water and/or operations. The company offers services commonly called "performance contracting" where savings are guaranteed by the company, but also offers non-guaranteed energy turnkey projects as well. The company also provides pre and post project support to monetize the savings in order to secure long term financing.

### **Energy Service Affiliates**

Orion Energy Systems, Inc. provides energy-efficient LED lighting systems and turnkey project implementation including installation and commissioning of fixtures, controls and IoT systems, as well as ongoing system maintenance and program management. Orion systems utilize patented design elements to deliver industry-leading energy efficiency, enhanced optical and thermal performance and ease of installation, providing long-term financial, environmental, and work-space benefits. We have helped Fortune 500 companies all over North America reduce energy costs and improve their quality of lighting.

click for more info:

Public Sector/Nonprofit
Propane Education and Research Council
The County of Alameda, CA

Virginia Division of Energy - Office of EE&RE

#### International

ESCO Israel Electricity & Energy Services, Ltd.

### MEMBER NEWS AND RECENT PROJECTS

#### City of Bellmead, Texas partners with Ameresco to modernize its water metering infrastructure

**Ameresco** recently announced this advanced metering infrastructure project will include the installation of some 3,797 smart water meters to replace existing mechanical meters. The replacement program is expected to help the city to accurately bill consumer water usage and manage its water distribution network more efficiently. The project will help the city improve customer services.

The project automates the city's billing system to enable customers to access their water usage data via a web portal and to make more informed decisions regarding how they use water. This will help reduce consumer water usage and bills and in turn help the city to conserve its water resource.

The city council is hoping to reduce technical and non-technical water losses. The smart water metering project is expected to be completed in early 2022.

### **Centrica Business Solutions Solar and Storage Project**

A Westchester, New York printing and gift manufacturing company is working towards a more sustainable future after agreeing to a long-term solar plus battery storage agreement with **Centrica Business Solutions.** 

Under a 25-year agreement, Centrica Business Solutions will install 1.3 MW's of **solar** on the roof of the 108,000 sq. ft. facility as part of a 'Community Solar' project. The electricity from the panels will also power on-site batteries, which will then provide clean, renewable energy during high peak demand times. Mines Press will participate as the commercial off-taker under the Community Solar program and will purchase 40% of the credits, with the balance of surplus energy being used by households including many of the company's own employees within the Con Edison utility territory, where they will receive credits on their monthly bills.

Centrica Business Solutions replaced all lighting fixtures on the interior and exterior of the building with new energy-efficient LEDs, which will reduce electricity consumption across the factory by approximately 24%, creating significant and permanent savings to the business.

It's expected that the combined project will offset 1,362 tons of carbon dioxide every year and is equivalent to 1.4 million pounds of coal not being burned on an annual basis.

### Mark Fennell joins CM3 Building Solutions, Inc.

Mark Fennell joins **CM3 Building Solutions, Inc.** to further develop CM3's growing position in performance contracting solutions for K-12 and municipal organizations. Bringing twenty years' experience in energy solutions and building controls industry, Mark has held several account management and leadership roles and has been instrumental in helping public and private customers across the region realize energy savings and efficiencies, as well as address infrastructure needs. Mark holds a B.S. in Mechanical Engineering from the University of Notre Dame. In his role at CM3, he will be responsible for building relationships with new K-12 and municipal customers in the Pennsylvania, New Jersey, and Delaware region.

## EiKO Global, LLC welcomes Forrest Hillyer to the team as a Business Development Manager for Energy Solutions and Partners with SnapCount

Forrest's 31 years in the lighting and electrical industry, paired with his experience in manufacturing, distribution, and contracting offer a unique blend of skills that he'll bring to bear in his role at **EiKO**. Forrest will work with our Energy Solutions Partners at a national level to drive sales and relationships.

SnapCount and EiKO have furthered their partnership with the addition of EiKO's Z10 wireless control compatible lighting products in the SnapSource™ Product Hub enabling hundreds of lighting retrofit contractors and ESCO's to instantly access and specify EiKO's products.

Backed by the industry's prominent ESCO's and retrofit contractors, the SnapSource Product Hub allows manufacturers such as EiKO to feature their product lines for direct specification from within the SnapCount retrofit platform. As a result, SnapCount users can search, price, quote, order and install products from their preferred vendors digitally. Manufacturers gain increased product exposure and gain data-driven insights into facility retrofit and product demand trends.

EMPEQ Unveils New FastSiteSurvey<sup>™</sup> Data Capture & Reporting App to Transform Commercial Building Equipment Audits

Using AI, the FastSiteSurvey app cuts time needed for commercial and industrial equipment site survey and reporting by up to 80%.

**EMPEQ**, a software development and financial technology company serving the commercial HVAC, energy engineering, and building equipment industries, today announced the commercial launch of **FastSiteSurvey**<sup>TM</sup>, a seamless equipment data capture application that is revolutionizing commercial and industrial building equipment audits and enabling energy efficiency professionals to complete more projects in a fraction of the time, more accurately, and at a much lower cost. Read more **here**.

#### **Envocore Announces New Team Members**

**Envocore** recently announced the expansion of their sales team. Trevor Atkinson (<u>tatkinson@envocore.com</u>) joins Envocore as our Southeast Regional Sales Manager. Trevor brings years of ESCO sales experience to our team. Envocore is excited to have an office in the Atlanta metropolitan area.

Also joining the team is Jack Caywood (<u>icaywoood@envocore.com</u>). Jack brings years of solar experience as well as previous ESCO sales experience. Jack is located in Kansas City and will cover the central US for Envocore.

### Kyotherm and Partners Launch Heat Recovery Project in Visalia, CA

California Dairies, Inc., Skyven Technologies, Inc., and **Kyotherm, Inc.** are pleased to announce the launch of the first GHG reduction project in Visalia. Once completed, the project will allow California Dairies, Inc.'s (CDI) Visalia, CA manufacturing facility to reduce carbon dioxide (CO2) emissions by 3,100 metric tons per year. The project, which is expected to be commissioned beginning of 2022, is being implemented by Skyven and Kyotherm based on an Energy-as-a-Service approach whereby the project is financed, and heat is supplied to the facility by the meter.

Dairy food manufacturing facilities require large amounts of steam and hot water during the pasteurization and manufacturing processes. In order to decrease the CO2 emissions of the facility, a condensing economizer will be installed. This equipment will transfer heat from the gas boilers' flue gases to its feedwater by recovering part of the energy otherwise lost in the water vapor and hot gases. Read more here.

#### Legend Power Systems Adds Four New ESCO Relationships

**Legend Power® Systems** announced several key developments with multiple U.S. – based energy service companies ("ESCO"). Legend Power has now established relationships with seven ESCOs with a combined annual ESCO service revenue approaching US\$1 billion.

Legend recently completed two SmartGATE™ Platform projects together with a large ESCO for schools in New York State, resulting in an additional 5%+ savings over and above the combined benefits of other energy savings measures already in use at these facilities. Read more <u>here</u>.

#### **New Team Member at Metrus**

**Metrus Energy** is pleased to announce the promotion of Aaron Schneider to Director of Strategic Partnerships to continue to drive the exciting growth we are seeing for sustainable energy as a service. In his new role, Aaron is looking forward to working with the ecosystem of leading energy services companies, banks, suppliers, and local subcontractors to deliver large-scale projects that save money and lower carbon emissions for commercial, industrial, institutional, and public sector clients. Mr. Schneider previously held roles at ChargePoint, Enel X, and DNV GL.

## For the Fourth Time, NGS Appears on the Inc. 5000, Ranking No. 2103 With Three-Year Revenue Growth of 208 Percent

Inc. magazine today revealed that **NGS** is No. 2103 on its annual Inc. 5000 list, the most prestigious ranking of the nation's fastest-growing private companies. The list represents a unique look at the most successful companies within the American economy's most dynamic segment—its independent small businesses. Intuit, Zappos, Under Armour, Microsoft, Patagonia, and many other well-known names gained their first national exposure as honorees on the Inc. 5000. Read more <u>here</u>.

### Orion Wins Educational Institution New Product Awards from Spaces4Learning Magazine

Orion Energy Systems, Inc., a provider of energy-efficient LED lighting, controls and IoT systems, including turnkey project implementation, program management and system maintenance, recently announced that its <u>ISON™ PureMotion™</u> UVC and its ISON PureMotion™ Light products each won four 2021 <u>Spaces4Learning</u> (S4L) New Product Awards. S4L is a leading publication for education institutions, the architectural community, service providers and others interested in creating high-quality educational facilities. Read more <u>here</u>.

## Performance Services and Covington Independent Public Schools Report Sustained Strong Utility Savings from Energy Project

Since completing its energy savings project three years ago, Covington Independent Public Schools has saved over \$818,000 in utility costs. The district's project included: renovating building systems, converting its interior and exterior lights to LED high-efficiency lighting, and installing solar panels at two schools.

Billed energy use has been dramatically reduced by 41.6 percent for 2020-21. Recent electric utility rate increases have impacted the value of the energy efficiency project positively, with cost avoidance from implementing the project amounting to \$585,082 during the most recent measurement year of July 2020 to June 2021. **Performance Services**, the provider for the project, presented its findings to the Covington Board of Education.

When Performance Services completed Covington's project in October 2017, it guaranteed that the district would see an annual energy savings of \$222,939. According to Mike Lindsey, Performance Assurance and Energy Leadership Manager for Performance Services, measured and verified savings for the current year 2019-2020 was \$273,654, exceeding the guarantee by 22.7 percent.

The combined solar arrays produced 479,450 kilowatt-hours in 2020-21, equivalent to powering 45 homes with electricity for one year. As reported earlier, accomplishing the rooftop arrays at John G. Carlisle Elementary School and the Chapman Education Center on the Holmes High School campus was made possible through a net metering agreement with Duke Energy.

## PowerSecure, Neste Collaborate to Provide Future Ready Solutions to Support Sustainability and Resiliency Goals

PowerSecure recently announced its PowerBlock generation solutions are fully compatible with renewable diesel and renewable natural gas (RNG).

"The transition to renewable fuel helps organizations achieve multiple goals: protecting investments and assets from being stranded as technology evolves, decarbonizing operations and maintaining critical operations during grid outages," said Eric Dupont, chief development officer of PowerSecure. "Renewable fuels not only have the potential to displace an enormous amount of carbon emissions, but they represent a major milestone for PowerSecure and the energy users and producers we serve towards being future-ready." Read more here.

### Signify and Baltimore City Public Schools LED Lighting Retrofit Using Philips Evokit

Students in Baltimore City Public Schools will be learning under energy efficient LED lighting this school year, thanks to a recent lighting retrofit using Philips Evokit click from Signify.

Over 8,000 fluorescent troffers were retrofitted with Philips Evokit click at the schools. The 29W LED retrofit kits can produce 4200 lumens at an efficacy of up to 144 lumens per watt, a savings of over 55 watts versus a standard three lamp fluorescent troffer to produce the same amount of lumens.

The retrofit kits also feature Philips Spacewise DT, a standalone daylight and occupancy system which enables the utilization of the lighting to be optimized and prevents unnecessary use of power. Signify is very proud to be a part of Baltimore City Public Schools' energy saving strategy.

### **Snapcount and Eco Engineering Partner**

**Eco Engineering**, a leading national lighting retrofit services provider, has partnered with**SnapCount**, the industry leading lighting retrofit software provider, to deploy their digital platform for project development and implementation. The platform will serve as a catalyst to propel Eco Engineering to the next level of its growth.

A large lighting-focused engineering firm, Eco Engineering has delivered leading edge lighting solutions since 1993. With a renewed emphasis on achieving exponential growth, the Eco Engineering team set out to achieve operational excellence in all areas of business including digital workflow. Read more <a href="https://example.com/here/">here</a>.

### **UPCOMING EVENTS**

R3 Is Almost Here! November 9-12, 2021 Austin, TX



proudly presents its premier annual event highlighting opportunities for energy infrastructure improvements and upgrading the nation's building infrastructure.

This year's conference will take place during the second annual *National ESCO Week*. The series of events will be a celebration of the entire energy efficiency industry and a reminder of the value #ESCOs bring to our country.

Market and Funding Intel! CEU Sessions! Live Entertainment! Fun Run!

### **Agenda**

### **Registration**

<u>Health and Safety</u> -- <u>Hotel Reservations</u>

Check out the <u>Virtual Innovation Expo</u> and meet our exhibitors!

More sponsorships are available!

## Thank you to our Sponsors!

**Legend Power Systems** - Platinum

<u>GE Current, a Daintree Company</u> - Gold <u>Kyotherm Inc.</u> - Gold <u>Steam Management, Inc.</u> - Gold

> <u>Facility Solutions Group</u> - Silver TLL Solutions - Silver

> > Eco Engineering - Bronze
> > Verizon - Bronze

**Envocore - 5K Fun Run** 

### **NAESCO IN THE NEWS**

How energy efficiency can deliver equitability Enlit 365 Timothy Unruh July 7, 2021

A just transition entails the equitable distribution of the benefits and, perhaps more importantly, the costs, of economy-wide decarbonization across the socio-economic, ethno-racial, and geographic strata of our current and future society. For Americans whose economic wellbeing largely depends on conventional energy production, wind turbines and solar panels evoke fears of employment loss and economic stagnation.

Read more here

Ensuring federal K-12 aid is more than a stopgap relief effort K-12 Dive
Timothy Unruh
July 21, 2021

The combined effects of the COVID-19 pandemic's protracted lifecycle and the absence of federally approved vaccines for most school-aged children render the urgent challenge of preparing our K-12 facilities for a safe, equitable and durable reopening increasingly difficult to address. There are, however, a handful of proven tactics public health officials say can be implemented across our schools' indoor facilities to help mitigate the disease's spread. Among these tactics are upgrades, renovations or supplements to heating, ventilation and air-conditioning systems (HVAC) and their supporting infrastructure, which will help school facilities managers to "dilute" or, in some cases, eliminate virus particles from air circulated into classrooms, hallways and other indoor spaces.

Read more here

# Solutions Spotlight: A Q&A with the National Association of Energy Service Companies

ESSI Emma Johnson August 10, 2021

At the forefront of energy efficiency retrofits, the National Association of Energy Service Companies (NAESCO), a sponsor of EESI's 2021 Congressional Clean Energy EXPO and Policy Forum, is an energy efficiency industry advocacy and accreditation organization representing energy service companies (ESCOs) and other energy efficiency industry firms delivering cost-effective retrofits nationwide. Energy efficiency retrofits can provide a number of benefits, including saving people money on their energy bills and reducing emissions. But an added benefit of these retrofits is increased resilience against climate and security threats. Timothy Unruh, Executive Director of NAESCO, sat down with EESI to discuss how energy efficiency and resilience measures can work hand-in-hand to provide maximum benefits and support to communities.

Read more here

## **Microgrids For Facility Power**

Facility Executive Magazine Timothy Unruh August 25, 2021

Extraordinary storms are now becoming ordinary, and with the acceleration of climate change more will need to be done to strengthen the grid against weather-induced failures. Managers of mission-critical facilities need to go a step further by assuming breakdowns will occur and planning how to maintain continuity of operations within their facilities. Backup power equipment is now commonplace in most significant facilities, but additional protection can be attained through a smart microgrid that coordinates facility energy consumption and manages demand across a campus.

Read more here

### Cornerstone to rapid federal climate action? Federal buildings

The Hill Timothy Unruh September 3, 2021

On climate change mitigation and adaptation, the commendable efforts of President Biden and his Cabinet are proving there is no shortage of ambition in the White House. From his administration's quick rejoining of the Paris Climate Agreement and subsequent strengthening of the U.S. Nationally Determined Contribution (NDC), to its support for a federal Energy Efficiency and Clean Electricity Standard (EECES) and other climate-aligned interventions advocated in its budget proposal, the evidence is abundant. Yet, as revealed over the months-long saga of the more than \$1 trillion bipartisan infrastructure package passed by the Senate in August, the realization of some of the administration's more ambitious climate proposals, including the EECES, may be delayed. Regardless, if the president wants to accomplish the emissions reductions goals he's set, then his administration will need to leverage existing authorizations to achieve them quickly.

Read more here

### **MEMBER SPOTLIGHTS**

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

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

# Rexel Energy Solutions Helps ESCOs Increase Revenue by Offering Electric Vehicle (EV) Charging Solutions

While lighting and controls have historically been its core focus, Rexel Energy Solutions (RES), a NAESCO affiliate member, continues to expand its offerings to support the nation's collaborative move towards electrification. Seeing the urgency for accelerated action to reduce emissions from transport, RES implemented its transportation electrification initiative and expanded product offering as a clear path to being part of the solution in collaboration with their ESCO and Utility partners. Over the past two years,

RES has invested millions of dollars in EVSE (Electric Vehicle Supply Equipment) inventory, trained inside consultants, and hired a team of EV Specialists with over 11 years of experience to provide solutions to partners and clients.

Read more here

### **NAESCO ACCREDITATION**

NAESCO's voluntary <u>Accreditation Program</u> is open to NAESCO members in good standing. Accreditation is offered twice a year. **The** 



Spring Accreditation process begins in January and the

Fall Accreditation begins in July.

Contact Nina.Kogan@naesco.org for more information or go towww.naesco.org/accreditation.

Click to see a list of NAESCO Accredited Members.

### FEATURED MEMBER PRODUCTS AND SERVICES

Signify's New Product Releases: Type B Lamps with Color Selectable CCT Options

Signify just launched new Type B lamps with color selectable CCT options, including the Philips TLED MainsFit (Type B) color selectable lamp, and a new line of Philips LED CorePro Corn Cob lamps.

The new Philips TLED MainsFit (Type B) which has a switch to select between 5 different CCTs from 3000K to 6500K. This double-ended Type B TLED lamp offers color consistency and color accuracy that helps fit a project's application best. The lamp eliminates the ballast with simple installation using shunted or non-shunted sockets, and allows its users to use a switch to select from 3000K, 3500K, 4000K, 5000K or 6500K.

Signify's new Philips LED CorePro Corn Cob UL Type-B retrofit lamps are designed with lumen and CCT selectable features. This is a perfect solution for customers to streamline their inventory with one lamp for multiple applications. The lamps offer customizable lighting output, that replaces up to 8500 lumens and continuous dimming down to 20%. These omni-directional ballast-bypass lamps are designed to fit fixtures in most relevant applications, and provide an ideal and affordable way to upgrade existing HID fixtures to the latest LED technology.

Stay tuned for a new and improved <u>Preferred Providers Guide</u> coming to NAESCO's website soon!

## **NAESCO Dues Renewals Begin Soon**

NAESCO will be sending out dues renewal invoices in late November/early December for a January-December calendar year. If you would like your invoice earlier, please contact Heidi Kurtz at <a href="heidi.kurtz@naesco.org">heidi.kurtz@naesco.org</a>

We can also arrange for quarterly payments or other flexibility if needed. NAESCO prefers payments be made by ACH transfer or by credit card. Thank you.

LBL is offering training webinars for ePX

<u>Register today!</u>

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

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