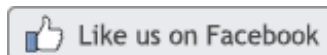


News & Updates from our members and ESC State Chapters



ESC in the Spotlight

SAVE THE DATE:

The ESC and the Nevada ESC Chapter will host the 6th Annual [Market Transformation Conference](#) August 9 through the 11th, 2017 in Henderson, Nevada. The conference is being held at the [Green Valley Ranch and Spa](#). Registration is now open. Watch this space for important conference updates.



Spotlight on the U.S. Gov't:

The White House announced at the end of 2016 that federal agencies had exceeded its Presidential Performance Contracting Challenge to award \$4 billion in energy efficiency contracts by the end of 2016.

In 2011, President Barack Obama challenged federal agencies to facilitate \$2 billion in energy efficiency upgrades to federal buildings. In 2014, the president announced an additional \$2 billion goal, resulting in \$4 billion in energy efficiency performance contracts through 2016. The final tally was 21 federal agencies awarded 340 projects with over \$4.2 billion in value. The estimated cost savings is \$8 billion spread out over the next 18 years, and those 340 energy contracts are credited with creating 30,000 new jobs over that time period.

Oklahoma can claim fame for hosting the largest single performance contract so far, for Tinker Air Force Base. It clocks in at \$262 million and involves 50 different buildings at the complex. The Air Force expects the upgrades to reduce energy consumption by 44 percent.

Spotlight on Connecticut:

When swapping over to energy-efficient solutions, the financial benefits can take years to accrue-but sometimes, they happen much, much sooner. The latter was the case recently when the Town of North Haven accepted a check for \$864,242 from United Illuminating and Southern Connecticut Gas as an incentive for the town to enter a GESPC for energy-efficient upgrades installed throughout town and school buildings. The contract is a \$6 million, 18-year contract.



The town of Enfield recently signed an \$8.79 million GESPC with Honeywell Inc. for energy efficient upgrades to town buildings in line with the energy performance referendum passed in November. On Nov. 8, voters approved a \$11.2 million referendum to make 23 town and school buildings more energy efficient. Voters rejected two similar plans in previous years. Under the plan, Honeywell will make the upgrades-which include installing building management systems, energy efficient boilers, and LED lighting in most buildings and all town streetlights-over the next several months.



Spotlight on Illinois:

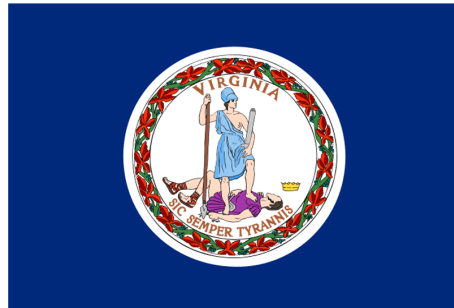
A new report shows Cook County has reduced greenhouse gas emissions linked to energy usage in county buildings by 22 percent over the past five years. The county says its ahead of its goal to reduce emissions from its buildings by 80 percent by the year 2050. Twelve of the county's nearly 200 buildings had some energy efficiency updates including a \$24 million GESPC at the Stroger

Hospital campus and \$36 million GESPC at Department of Correction facilities. The upgrades will save about \$4 million a year in operational and utility costs over the 20-year contract period.

Earlville Community Unit School District 9 has issued an RFP for an Energy Performance Contract. For more information contact Rich Faivre at 815-246-8361.

Spotlight on Virginia:

Halifax County is the latest end-user in the State to explore the implementation of a GESPC to help complete energy efficiency upgrades in public facilities. At the recent Board of Supervisors Strategic Planning Day, the Supervisors were given an educational presentation in an effort to raise awareness of the process and as a result Supervisors have requested more information before making a final decision.



Fluvanna County is tackling a new project in the hopes of boosting efficiency. The Board of Supervisors gave the nod to an overhaul of the county's energy equipment through a GESPC. Supervisors unanimously approved a \$7.8 million GESPC. Over 15.5 years, the contract will cost \$8.8 million. Over that same time period, the savings gained from having the efficiency upgrades will exceed \$9.6 million.



Spotlight on New York:

West Seneca held a ground-breaking ceremony to mark the start of construction on the community center and library expansion. The library, a small 1965-era building will benefit from energy efficiency upgrades funded through a GESPC.

Garden City High School officials recently were given a presentation on the findings of the energy savings achieved through the implementation of the School's Investment Bond and Energy Performance Contract. The project was completed less than two years ago with a total \$36.5 million invested in physical plant of the district, and was

projected to pay for itself in energy cost savings in 15 years. The project involved building management and control systems on HVAC equipment in all schools and district buildings, comprehensive lighting retrofitting in the district (6,000 fixtures). Boilers replacement at a number of schools and a number of smaller measures and PV installations at the high school and middle school, as well as variable drives and motors. To date \$1.436 million has been saved in electrical cost (usage) measuring the kilowatt hours. The school district is not using oil burners as a result of the Energy Performance plan, and in just over twelve months that has saved 248,000 gallons of oil. The cost savings from eliminating oil is an additional \$826,783 in savings - over the contract's guaranteed saving of \$731,000. The environmental benefit in Garden City Schools is the equivalent of 1421 cars taken off the road and saving 53.7 acres of trees.

Spotlight on Kentucky:

Maysville City Commissioners have agreed to pursue grant funding up to \$100,000 to improve energy efficiency in city properties. The city will apply for the Department of Local Government's Energy Efficiency and Conservation for Local Governments grant, which offers \$10,000-\$100,000. The grant funds will be used to "buy down" a guaranteed energy savings performance contract.



The City of Glasgow is negotiating a GESPC after an air conditioning unit at the South Central Kentucky Cultural Center "quit after only 47 years of service." The equipment failure brought to the front burner the poor physical condition of many of the city's properties, and after the evaluation of all of those properties, the city has identified the need for up to \$7 million worth of upgrades for those facilities. To address those needs, the City is in negotiations for a GESPC to pay for the upgrades. Among the energy measures being considered is the replacement of 2,500 streetlights, which cost the city approximately \$15,000 a month to operate.

The Owen County Fiscal Court has issued an RFP for an Energy Savings Performance Contract. Bids are due by March 29, 2017. For more information contact Judge Casey Ellis at 502-484-3405.



Spotlight on Pennsylvania:

The Palmyra Area School District is looking to a guaranteed energy savings performance contract to implement energy efficiency upgrades. Palmyra is the largest growing school district in Lancaster and Lebanon counties. Over a 10-year period, the school district has grown from an enrollment of 3,226 students to 3,736 students. The tremendous growth has raised concerns regarding outdated mechanical systems in several schools. The

district signed an MOU for engineering and design services for an investment grade audit for three school buildings and is in the process of negotiating a guaranteed energy savings agreement.

Spotlight on North Carolina:

The Brunswick County Board of Education's Operations Committee has agreed to a 20-year guaranteed energy savings performance contract and a third-party engineering services contract to oversee the process. Last fall, Brunswick County Schools issued a request for proposals for a guaranteed energy savings performance contract from all qualified energy services companies (ESCO) in the state. Five qualified ESCOs



attended a mandatory pre-bid meeting in November. The total cost of the project ranges from \$15-million to \$17-million, with estimated savings of \$24-million.

Improvements intended to reduce energy costs at Robeson Community College and free up dollars to be used for other purposes are about to get underway. The college has entered into a guaranteed energy performance contract with Brady Services to make upgrades in all the buildings on the

college's main campus in Lumberton and at COMtech in Pembroke. The college borrowed \$2.9 million from Bank of America to pay for the work, locking in a 2.17 percent interest rate on the 15-year loan. Before the college could enter into the performance contract, the Robeson County Board of Commissioners had to pass a resolution stating that the board would not reduce over the life of the contract the money that the county allocates to RCC to help pay its energy costs.

Spotlight on Massachusetts:



The Metropolitan Area Planning Council (MAPC) has announced that it has selected Honeywell for a GESPC on behalf of the communities of Bolton, Boxborough, Malden, Saugus and Southborough. This group procurement will allow each town to save on its energy audit and energy management services, and will ultimately result in financial and energy savings in each town. MAPC issued an

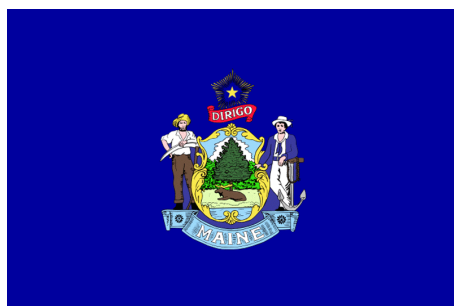
RFQ in August 2016 and responses were evaluated by a selection committee comprised of three municipal representatives from Boxborough, Malden, and Southborough. Participating municipalities will execute their own individual agreements with Honeywell.

Spotlight on Michigan:

In an effort to fund aging infrastructure upgrades and increase efficiency in city facilities, Marquette officials are considering a GESPC. The Marquette City Commission recently voted unanimously to confirm Johnson Controls as the vendor for the city's recently approved energy savings improvement program project and authorized staff to negotiate an initial contract in the form of a project development agreement. The project will address aging infrastructure such as meter reading technology, the building and HVAC lighting envelope as well as street lights and traffic signals. The cost is estimated to be \$18 million over 20 years, while the potential savings is estimated at \$27 million.



Michigan enacted a legislation in June 2016 on energy conservation financing for local governments, making Michigan the 47th state to allow tax-exempt lease purchase agreements. TELP agreements allow governments to void accruing debt and are paid through annual appropriations that can be suspended if there is dissatisfaction with the purchase, according to the House Fiscal Agency's legislative analysis. TELP agreements cannot exceed the useful life of the item purchased and are renewed annually during budget deliberations.



Spotlight on Maine:

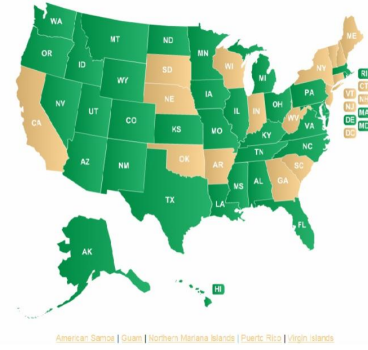
Wiscasset School Committee voted unanimously to secure financing and execute a \$1.75 million GESPC. The contract had been put on hold in December with the Wiscasset Board of Selectmen voting to conduct a special town meeting before giving the go-ahead. In response, the school committee voted unanimously to reverse course and send the energy project to voters at a special town meeting. Eventually, the two bodies worked

out a compromise and the project was given the go-ahead. The Wiscasset School Committee risked losing \$91,000 in rebates for energy-efficient improvements if work did not begin by April. 1

Race to The Top:

To see the amount of Guaranteed Energy Savings Performance Contracting (GESPC) investments in state and local buildings in a particular state, [click here](#) for the state map. The amounts listed are based on the information that

has been provided by the states. States with out-of-date or missing data are encouraged to contact ESC at info@energyservicescoalition.org to have your data added or updated.



Global Newsmaker:

According to a recent report by Transparency Market Research (US and India), the global market for energy saving and performance contracting will expand at a healthy growth rate during the forecast period of 2016 to 2024.



2016 ESC Newsmakers . . .

The report segmented global energy saving performance contracting on the basis of technology. By technology, the market is divided into combined heat and power (CHP), district heating (DH) refurbishment, and fuel switch, heating, ventilation, and air conditioning (HVAC), renewable energy sources (RES) utilization, lighting, and others including gas distribution, compressed air, reactive power, process unit, and combustion improvement. The report identifies the combined heat and power segment as the most lucrative segment in the present global scenario.