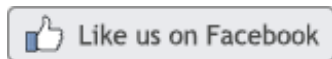


News & Updates from our members and ESC State Chapters



THE ESC GATHERS IN HENDERSON

The ESC and the Nevada ESC Chapter hosted the 6th Annual [Market Transformation Conference](#) August 9 through the 11th, 2017 in Henderson, Nevada. The conference was attended by more than 125 people from 35 states. [Presentations](#) have been posted to the website, to view click on the presenters name to access the power-point.



Kelly Thomas, Nevada ESC Chapter Public Sector Co-Chair welcomes attendees during the opening session.



TownMapsUSA.com

ESC on the Calendar

ESC EVENTS ON TAP IN OCTOBER: MICHIGAN AND DELAWARE

The Delaware ESC Chapter is holding its 4th Annual Energy Conference October 18th at the Chase Center on the Riverfront in Wilmington, Delaware. For more information or to register to attend or sponsor, go to the [conference](#) website.

The Michigan ESC Chapter is holding its 6th Annual Awards Luncheon to celebrate the state's outstanding Guaranteed Energy Savings Performance Contracting projects. The Michigan awards program has been recognized

by the ESC as a best practice and is the model for the "Recognition Key Attribute" in the ESC's GESPC Program Readiness [tools and guidance documents](#). A recognition/award program is a

powerful strategy that reinforces the importance and benefits of saving energy in public facilities. High-profile success can help GESPC gain acceptance and encourage others to take similar action.

ESC Website and Social Media Update

"Like" Your State Chapter Facebook Page

The ESC has developed and hosts 31 State Chapter Facebook pages. These pages are continually updated with new materials, event announcements, items supplied by Chapter members or news stories that appear in media outlets in each state. All pages are updated on a regular basis with Chapters being encouraged to appoint administrators to co-manage the information posted. If you haven't already, done so we encourage you to find and "like" your State Chapter's Facebook page and help us keep these pages up-to-date on all things performance contracting in your state.

2017 ESC RACE TO THE TOP WINNER: HAWAII



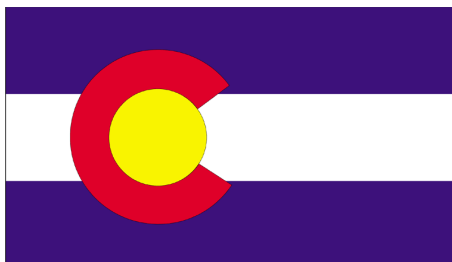
Alan Okimoto of the Hawaii State Energy Office (HSEO) accepts the ESC Race to the Top Award from ESC President Tom Walther.

The ESC honored the State of Hawaii with its 6th Annual "Race to the Top Award." The award was presented at the ESC Market Transformation Conference in Henderson Nevada. The "Race to the Top" recognizes the nation's per capita leader in GESPC investment.

Hawaii's GESPC projects vary widely and include office buildings, community colleges, airports, highways, ports and prisons.

Performance contracts signed by state and local government agencies in Hawaii since 1996 include 295 buildings and facilities covering more than 112 million square feet. The savings are the equivalent of powering 388,210 homes for one year.

To see the amount of Guaranteed Energy Savings Performance Contracting (GESPC) investments for a particular state [click here](#) for the ESC state map. The amounts listed are based on the information that has been voluntarily 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.



In the photo to the left, Matthew Robinson (left), and Rod Vanderwall (right) of the Colorado ESC Chapter, accept the ESC Energy Stewardship Champion Award from Board President Tom Walther.

Spotlight on Colorado:



September 23, 2017 * Colorado State University-Pueblo (CSU-Pueblo) is undertaking a GESPC on its sprawling 278-acre campus. In September, 2016, the \$12.5 million contract was signed between CSU-Pueblo and Johnson Controls. Engineers from the Colorado Energy Office provided

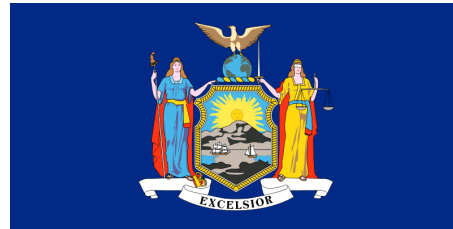
collaborative guidance and consultative review of the Investment Grade Audit. Through the energy performance contract, the annual utility and operational savings of approximately \$650,000 are guaranteed to cover the costs of the work. Annually, the project is expected to decrease utility consumption by 21.8 percent for electrical consumption, 27.2 percent for electrical demand, 5.6 percent for natural gas and 5.5 percent for water.

Energy Stewardship Champion: Colorado was recognized as a 2017 Energy Stewardship Champion in recognition of state's accomplishments in leveraging GESPC. The State of Colorado has completed more than \$546 million in GESPC projects since enabling legislation was passed in the 1990s. To date, 145 public jurisdictions have executed 199 energy performance contracts for energy improvements in 2,525 public buildings. The contracts have leveraged more than \$32.8 million in annual guaranteed utility savings. (Click [here](#) to view the presentation on the Colorado GESPC program from the 6th Annual ESC Market Transformation Conference.)

Colorado ESC Chapter Facebook Page: The Colorado ESC Facebook page is continually updated with new materials, event announcements, and items supplied by Chapter members or GESPC news stories that appear in media outlets in Colorado. If you haven't already, done so we encourage you to visit and like the [Colorado ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Colorado.

Spotlight on New York:

September 23, 2017 * Niagara schools are in the final phase of construction on an \$18 million capital project that includes elements related to a GESPC. Energy improvements include updating lighting fixtures to support LED technology, replacing boilers and water heaters.

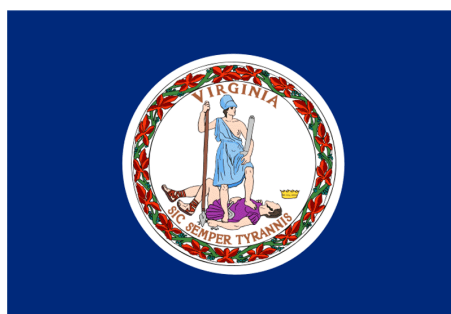


Spotlight on Wisconsin:

September 21, 2017 * Sauk County is considering spending \$230,000 under a GESPC for energy-efficiency projects that would improve conditions at its facilities. Projects under consideration have a combined annual savings of \$65,000 and would pay for construction costs in about 3½ years.

Spotlight on Missouri:

September 16, 2017 * A 15-year, \$3,180,522 GESPC has passed Camden County's legal review process and been approved by a vote of the county commission to begin necessary repairs to the county's justice center complex. According to the document's schedule of savings, the total energy and operational cost avoidance is equal to or greater than \$4,005,705.



Spotlight on Virginia:

September 13, 2017 * Halifax County Public School board has voted to move forward with an energy performance contract. The final scope of the project with Trane was recently approved by the county school board. The \$1.3 million 15-year project is considered a first phase, and additional schools and projects could be added in a subsequent phase.

September 5, 2017 * Danville Public Schools is considering funding a \$4.3 million energy

performance contract with Trane, with a projected savings of \$6.6 million over 15 years. The contract would replace all florescent lights with LED bulbs, as well as upgrade the heating, ventilation and air conditioning control system.

Energy Stewardship Champion: For the second year in a row, Virginia has been named an Energy Stewardship Champion by the ESC. Virginia was recognized for the example it has set through executive and legislative leadership, program design and technical assistance, and private sector investment in public building energy retrofits using a GESPC financing solution. Since 2001, Virginia's public sector institutions have implemented more the \$761 million in GESPC projects.

Virginia ESC Chapter Facebook Page: The Virginia ESC Facebook page is continually updated with new materials, event announcements, and items supplied by Chapter members or GESPC news stories that appear in media outlets in Virginia. If you haven't already, done so we encourage you to visit and "like" the [Virginia ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Virginia.

Spotlight on Michigan:

September 8, 2017 * County officials in Coldwater report that after the first eight months of 2017, the county's GESPC with Johnson Controls is on pace to cut its courthouse's energy expenditures almost in half. The county executed a \$1.4 million GESPC in 2015.



August 18, 2017 * The Gerald R. Ford Presidential Museum in Grand Rapids has installed 720 new solar panel modules. The museum says the solar panels are expected to reduce energy costs by some \$23,000 - about 19 percent - each year. The projected was financially backed by an Energy Savings Performance Contract with Honeywell International.

August 3, 2017 * The Marquette City Commission approved a \$28 million GESPC under a contract that promises to save the city \$42 million over the course of 20 years. The commission voted 5-2 to approve the energy performance contract with Johnson Controls Inc. and 5-2 to authorize the financing of the project, which is being done through a tax-exempt lease purchase agreement. The scope of work includes updating 22 traffic intersections; replacing 3,300 water meters with a "smart city" advanced metering infrastructure system; renovations to city hall; LED lights on 2,500 street lights and 125 bike path lights; an electrical co-generation plant at the wastewater treatment plant; numerous building envelope, lighting and HVAC improvements; and completing the Lakeview Arena's ice system replacement. A \$28 million loan through Bank of America will fund the upgrades over two years. The loan won't register as debt due to state laws enacted last year that allow local governments to use TELP agreements to finance energy conservation improvements.

GESPC Success in Michigan At A Glance: The ESC has added a new page to its website dedicated to Michigan specific rules and regulations governing GESPC. Click [here](#) to read more.

Michigan ESC Chapter Facebook Page: The Michigan ESC Facebook page is continually updated with new materials, event announcements, and items supplied by Chapter members or GESPC news stories that appear in media outlets in Michigan. If you haven't already, done so we encourage you to visit and "like" the [Michigan ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Michigan.



Spotlight Arkansas:

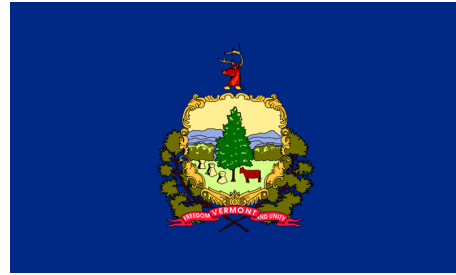
August 23, 2017 * The Fayetteville-Manlius School District will hold a public vote this fall on phase 1 of a GESPC to improve all six of the district buildings. In 2015, a Building Conditions Survey was conducted which assessed all six of the district's facilities and listed all needed repairs at an estimated \$100 million.

Arkansas ESC Chapter Facebook Page:

The Arkansas ESC Facebook page is continually updated with new materials, event announcements, and items supplied by Chapter members or GESPC news stories that appear in media outlets in Arkansas. If you haven't already, done so we encourage you to visit and "like" the [Arkansas ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Arkansas.

Spotlight on Vermont:

August 18, 2017 * Montpelier City Council approved a GESPC agreement with Energy Systems Group, which outlined a process that may lead the Dog River Wastewater Treatment facility to become not just "net zero energy," but "net negative." The plan is for the wastewater treatment plant to generate its own heat, electricity and/or fuel for vehicles.



Spotlight on California:

August 17, 2017 * The Norwalk-La Mirada Unified School District in Los Angeles County, has entered into a GESPC that will save the district nearly \$170,000 annually, and advance the district's mission of providing safe, comfortable schools. The project leverages funding secured through the California Clean Energy Jobs Act (Proposition 39) for deferred maintenance projects that have energy savings.

Spotlight on Massachusetts:

August 17, 2017 * Worcester City officials and Quinsigamond Village neighborhood flipped a ceremonious switch on to the 28,600 solar panel array that is projected to save the city \$60 million over its expected 30-year life span. The \$27 million project is expected to pay for itself in six years. It will produce the energy equivalent to power 1,340 homes per year. The city signed a GESPC with Honeywell in 2011 that targeted bringing renewable energy to 92 city-owned facilities. The solar project was part of a larger GESPC project that also included replacing 14,000 street lights with LED bulbs.



Energy Stewardship Champion: For the second year in a row Massachusetts has been named an Energy Stewardship Champion by the ESC. Massachusetts has done an excellent job benchmarking energy usage in its buildings, and requiring reporting and measurement and verification on all GESPC projects. The Commonwealth has documented and reported more than \$865 million in GESPC projects.

GESPC Success in Massachusetts At A Glance: The ESC has added a new page to its website dedicated to Massachusetts specific rules and regulations governing GESPC. Click [here](#) to read more.

Massachusetts ESC Chapter Facebook Page: The Massachusetts ESC Facebook page is continually updated with new materials, event announcements, and items supplied by Chapter members or GESPC news stories that appear in media outlets in Massachusetts. If you haven't already, done so we encourage you to visit and "like" the [Massachusetts ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Massachusetts.

Spotlight on Oregon:



August 16, 2017 * The Port of Portland is evaluating proposals to establish a contract for Energy Savings Performance Contracting Services and Equipment to help the Port of Portland reduce energy consumption and increase energy efficiency. The resultant contract(s) will support comprehensive energy savings solutions.

Spotlight on Tennessee:

August 15, 2017 * The Tennessee ESC Chapter held an organizational meeting on August 15th to re-launch its ESC Chapter. The Chapter elected Alexa Voytek and Chad Kimes as its Public Sector Co-Chairs, and Matt Callahan as its Private Co-Chair. If you are interested in getting involved in the Tennessee effort, contact the ESC at info@energyservicescoalition.org.



Spotlight on Utah:

August 13, 2017 * The City of Ogden is considering bids from Energy Service Companies to enter into a GESPC for city owned buildings.

GESPC Success in Utah At A Glance: The ESC has added a new page to its website dedicated to Utah specific rules and regulations governing GESPC. Click [here](#) to read more.

Utah ESC Chapter Facebook Page: The Utah ESC Facebook page is continually updated with new materials, event announcements, and items supplied by Chapter members or GESPC news stories that appear in media outlets in Utah. If you haven't already, done so we encourage you to visit and "like" the [Utah ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Utah.

Spotlight on Pennsylvania:

August 9, 2017 * Luzerne County Community College has contracted with Ameresco to renew and upgrade LCCC's campus energy infrastructure and to institute energy efficiency measures at the College. The nearly \$8 million GESPC project is expected to save the College more than \$576,000 annually in energy costs and operation and maintenance (O&M) savings for the next 15 years. In addition, the College will earn \$122,757 in energy rebates and incentives as a result of implementing these measures.



Energy Stewardship Champion: Pennsylvania has been named a 2017 Energy Stewardship Champion by the ESC.

Pennsylvania ESC Chapter Facebook Page: The Pennsylvania ESC Facebook page is continually updated with new materials, event announcements, and items supplied by Chapter members or GESPC news stories that appear in media outlets in Pennsylvania. If you haven't

already, done so we encourage you to visit and "like" the [Pennsylvania ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Pennsylvania.



Spotlight on Montana:

August 9, 2017 * The Montana Department of Environmental Quality has launched its Energy Performance Contracting Virtual Assistant website. Click [here](#) to access the virtual assistant website.

Spotlight on Alabama:



Mary Blackmon, Alabama, accepts the 2017 Public Sector Champion Award from ESC President Tom Walther.



August 8, 2017 * Monroe County Schools has begun work on a district-wide infrastructure

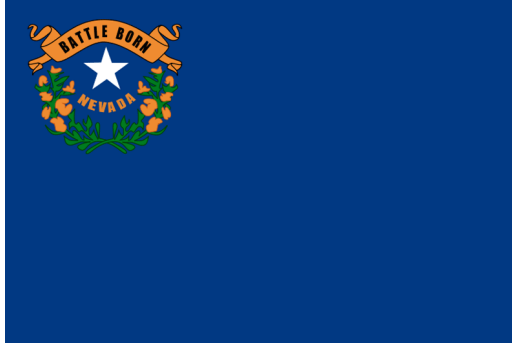
improvement and modernization project at its nine schools and central office that will generate \$6.2 million in energy and operational savings. The district partnered with Schneider Electric to implement new technologies in its schools to improve the learning environment for students in Monroe County.

ESC Public Sector Champion Award: The Energy Services Coalition recently recognized Mary Blackmon of ADECA's Energy Division for her work furthering the performance contracting concept. Mary becomes the fifth ESC Public Sector Champion since the award's inception in 2012. Read more on the [ADECA blog](#).

GESPC Success in Alabama At A Glance: The ESC has added a new page to its website dedicated to Alabama specific rules and regulations governing GESPC. Click [here](#) to read more.

Alabama ESC Chapter Facebook Page: The Alabama ESC Facebook page is continually updated with new materials, event announcements, and items supplied by Chapter members or GESPC news stories that appear in media outlets in Alabama. If you haven't already, done so we encourage you to visit and "like" the [Alabama ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Alabama.

Spotlight on Nevada:



Pictured left: Mark Korinek Carson City Schools, presents on the success of the District's GESPC efforts at the 6th Annual Market Transformation Conference in Henderson, Nevada.

August 8, 2017 * A number of projects are on the agenda this year for the Carson City School District, not the least of which is a district-wide energy-efficient retrofit designed to give substantial annual savings back to the community over the next two decades. CCSD hired McKinstry in May 2016 to perform a districtwide audit of all school facilities to look for energy-saving measures. The audit, paid for by the Nevada Governor's Office of Energy (GOE) Performance Contract Audit Assistance Program, identified potential improvements that would save the district in utility and operational costs. According to a newspaper article, the district's LED upgrade is expected to save 1.4 million kilowatt hours after about 26,000 new LED bulbs are installed. The \$6.4 million GESPC, financed over the next 18 years through annual savings realized from the upgrades, also includes water conservation measures meant to reduce waste and usage. McKinstry has estimated that about 4.5 million gallons of water will be saved with the planned upgrades. (Click [here](#) to view the presentation on the Carson City Success Story at the 6th Annual Market Transformation Conference.)

GESPC Success in Nevada At A Glance: The ESC has added a new page to its website dedicated to Nevada specific rules and regulations governing GESPC. Click [here](#) to read more.

Nevada ESC Chapter Facebook Page: The Nevada ESC Facebook page is continually updated with new materials, event announcements, and items supplied by Chapter members or GESPC news stories that appear in media outlets in Nevada. If you haven't already, done so we encourage you to visit and "like" the [Nevada ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Nevada.



Pictured left: ESC President Tom Walther presents Tony DiPrima the 2017 Energy Stewardship Award for the State of Delaware.

Spotlight on Delaware:



Energy Stewardship Champion: For the second year in a row Delaware has been named an Energy Stewardship Champion by the ESC. To date, more than \$125 million in energy savings

projects have been implemented in Delaware as a result of a GESPC.

GESPC Success in Delaware At A Glance: The ESC has added a new page to its website dedicated to Delaware specific rules and regulations governing GESPC. Click [here](#) to read more.

Delaware ESC Chapter Facebook Page: The Delaware ESC Facebook page is continually updated with new materials, event announcements, and items supplied by Chapter members or GESPC news stories that appear in media outlets in Delaware. If you haven't already, done so we encourage you to visit and "like" the [DelawareESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Delaware.



Rhonda Courtney accepts the 2017 ESC Private Sector Champion Award from ESC President Tom Walther.

Private Sector Champion:

Rhonda Courtney was named the Energy Services Coalition 2017 Private Sector Champion. The Award recognizes the outstanding contribution of an ESC private sector member to the organization and in the promotion of GESPC. Rhonda becomes the third recipient of the private sector award since its inception in 2012.

More 2017 ESC Energy Stewardship Champions



Allan Okimoto, Hawaii



Eddie Riddle(l) & Greg Copley (r), Kentucky ESC Chapter



Brian Roth (l) & Lane Beougher (r), Ohio ESC Chapter



Erica Velverde, New Mexico ESC Chapter



Madeline Fazzalari, North Carolina ESC Chapter



Doug Kilpatrick, Washington

Energy Stewardship Champion: The second annual Energy Services Coalition Energy Stewardship Champion awards were given to 12 states in 2017. Champion states were recognized for a combination of their political leadership, programmatic design, and the amount of private sector investment in Guaranteed Energy Savings Performance Contracting (GESPC) in their state. The Champion states in alphabetical order include: Colorado, Delaware, Georgia, Hawaii, Kentucky, Massachusetts, New Mexico, North Carolina, Ohio, Pennsylvania, Virginia, and Washington.

The 2017 ESC Virtual Tradeshow is now open:

The Energy Services Coalition is pleased to announce 20 exhibitors in our 2017 Virtual Trade Show. The Virtual Tradeshow is open until April 1, 2018. For more information on how you can

obtain a booth in our Virtual Tradeshow contact info@energyservicescoalition.org. (As a coalition of public and private energy professionals we do not endorse any private sector product or solution.)

ESC Virtual Tradeshow

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*The Energy Services Coalition is pleased to have the support of the exhibitors in our Virtual Trade Show.
As a coalition of public and private energy professionals we do not endorse or promote any private sector product or solution.*

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