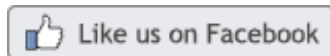


## News & Updates from our members and ESC State Chapters



## 7th Annual ESC Market Transformation Conference Website Goes Live.

The ESC's conference website is now live. Interested attendees and sponsors can register now at <http://conference.energyservicescoalition.org/>. The ESC's 7th Annual Conference is coming to Atlanta and the Georgia Tech Conference Center, October 4 and 5, 2018. Check back often as we add new information to the website.

See ya' in Atlanta.



**Chapters in the News:  
Delaware, Florida,  
Georgia, Indiana,  
Kentucky, North  
Carolina, Michigan, and  
Nevada State Chapters**

**Delaware ESC Chapter** members participated and presented at the March monthly meeting of the Greater Philadelphia Chapter of the Association of Energy Engineers at the Chase Center in Wilmington. Earlier this winter, the **Delaware ESC Chapter** partnered with Green Building United for a mix and mingle at the Westin in Wilmington.

The **Florida ESC Chapter** met March 9 in Tampa at the Yuengling Brewery. Fifteen members and speakers were present including guest speaker Geoffrey Culm, Bank of America. After Mr. Culm's presentation on the current financial climate the Chapter proceeded with regular business. Discussion included outreach and education opportunities for the Chapter in 2018. A committee was formed to explore Chapter outreach opportunities over the next year. The Chapter committed to pursuing conference speaking opportunities that include having a booth presence.

**Georgia ESC Chapter** has formed several new committees that are holding regular meetings in support of the national conference hosted by the Chapter this October. Chapter members are participating on the new Scholarship Committee, Agenda Committee and Oversight Committee, in addition to the regular monthly meeting of the Chapter.

The **North Carolina ESC Chapter** held its monthly meeting Tuesday March 13 in Raleigh. A dial-in number was provided for those that could not attend in-person. The items discussed dealt with the upcoming schedule of workshop and presentations. The Chapter's spring calendar of events include a workshop in Raleigh (March 14), Wilmington (March 21), and a presentation at the North Carolina Energy Conference (April 17-18).

Upcoming Chapter meetings are scheduled in Indiana and Kentucky. The **Indiana ESC Chapter** is meeting March 26 at the Indiana Office of Energy Development in Indianapolis. The **Kentucky ESC Chapter** is meeting April 11, 2018, 9:00am at the Energy and Environment Cabinet, Frankfort, KY.

**Nevada ESC Chapter** is in the final planning stages of its annual full-day Spring GESPC Workshop scheduled for April. Agenda topics include Nevada's Model Documents for ESPC and M&V protocol guidelines for three high impact water measures.

On February 27, the **Michigan ESC Chapter** held its annual membership meeting and officer election at the Michigan Agency for Energy (MAE) office in Lansing. Congratulations to the 2018-19 Slate nominees who were confirmed by a majority of the Michigan Chapter's membership! The new leadership team is:

President: George Taylor  
Vice-Chair (Private Sector): Nicole Gazzeny  
Vice-Chair (Public Sector): Jan Patrick  
Treasurer: Gregory Mackey  
Secretary: Krista Nesbit

Committee Chair (Membership): Chuck Keys  
Committee Chair (Events): Robert Shaw  
Committee Chair (Communications): TBD

Members volunteering or recommended on the ballot to work with a specific Committee included:  
Membership - Chuck Keys-Chair, Lisa Tames, Nicole Gazzeny, Dan Mack, Jeremy Mantei,  
Events - Bob Shaw-Chair, Krista Nesbit, Gregory Mackey, George Taylor, Jan Patrick  
Communications - TBD

New Chapter officers and committee chairs will meet in Lansing on March 27 to complete the Chapter's roadmap for the upcoming 2 year period.

The outgoing Chapter's 2017 leaders - Dan Mack, President and Shane VanCise, Event Committee Chair - were recognized for their contributions. The two will serve in different roles in 2018. .

## ESC in the News

[Version 2.0 of The ESC Chapter Playbook](#) is a living document that represents examples of successes and challenges from state chapters. The Playbook outlines approaches of how states operate a Chapter in support of a state GESPC program. The Playbook was produced with support from U.S. Department of Energy under contract #DE-EE0006784.

The ESC also recently launched a new effort to facilitate public-sector GESPC through Statewide

Public-Private Partnerships. The effort supported by the U.S. Department of Energy includes a national campaign that builds on the ESC's Race to the Top. This campaign will document investments in states, and help facilitate data collection in states that don't have a tried and true mechanism in place. ESC's Race to the Top is the only national public display of reported GESPC investment per capita illustrating the success achieved at the states.

In addition the ESC will also research how the [eProject Builder](#) resource could work in the State and Local markets as a consistent tool to build projects and collect the information to further the national repository of GESPC work. In this effort the ESC will be researching what if any modifications to the data collection template will encourage the adoption of ePB and deliver trainings in a way that increase its use at the state and local level.

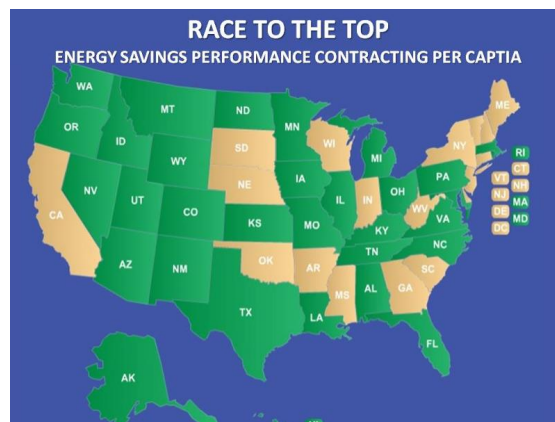
Finally, the ESC will help develop and moderate a GESPC Online Community. This Community will present an exciting opportunity for GESPC practitioners and end-users to share experiences, proven practices, challenges and lessons learned among qualified public stakeholders.

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## JOIN THE COMPETITION

The ESC Race to the Top has been highlighting the competition for dollars of GESPC investment per state/per capita for years. It affords states to see their nearest competitors and watch their efforts to forward the considerable benefits of infrastructure modernization through the implementation of energy efficiency.

Managing data is critical to gauging program effectiveness, and in support of this activity, the ESC maintains this Race to the Top tracking competition. GESPC investment not only demonstrates program success, but also project success through measurable results.



To see the amount of GESPC investments for a particular state [click here](#) to view the ESC state map. The amounts listed are based on the information that has been previously provided.

Beginning this summer, the ESC State Liaison Team will be reaching out to each state to develop a new market baseline that demonstrates the level of investment in energy efficiency through a guaranteed energy savings performance contracting vehicle in the state market sector (and where available local units of government.) The goal is to demonstrate the steady growth of GESPC and help to validate the concept.

The ESC's 2017 Needs Assessment work with more than 35 states indicated only a limited number of states are maintaining records on GESPC investments presently, and even fewer are capturing this data for local units of government. Recognizing that data collection is not uniform across the country the ESC is launching a new effort that focuses on the states' investment in state agencies and builds a path for collecting local unit of government data in the future.

Through this effort the ESC will also identify issues and obstacles that present themselves to successful collection of data points from local units of government, and strategies to overcome these barriers.

## Spotlight On: Pennsylvania



**Feb 13, 2018:** The Northern Lehigh School District is considering a request for qualifications for energy performance contracting services. The district, located in Slatington, closed its RFQ at the end of February.

## Spotlight On: United States

**Feb 14, 2018:** Schneider Electric has partnered with Accelerate Learning, a provider of digital curriculum solutions for science classrooms, to deliver STEM education tools to PreK-12 school districts across the country. As part of the partnership, Schneider Electric will deliver Accelerate Learning's curriculum and materials to districts as part of an energy savings performance contract.



## Spotlight On: Nebraska

**Feb 15, 2018:** The Lincoln City Council is in the process of engaging in the GESPC process with an ESCO. Lincoln is looking for an ESCO to analyze existing facilities to understand current energy use and how it can be improved. The Nebraska legislation allows for the use of a GESPC in state operations as well as for cities, counties and school districts. State law requires an independent engineer review and verify that the

proposed improvements can generate the savings projected.

Nebraska ESC Chapter on Facebook: If you haven't already done so we encourage you to visit and like the [Nebraska ESC Chapter Facebook page](#) and help us keep this page up-to-date on all things performance contracting in Nebraska.

GESPC Success in Nebraska At A Glance: The ESC has added a new page to its website dedicated to Nebraska specific rules and regulations governing GESPC. [Click here](#) for the Nebraska ESC Chapter homepage..

## Spotlight On: New York

**Feb 16, 2018:** Voters in the Salem School District will vote March 27 on a \$21.3 million capital project that includes a \$946,000 energy performance contract.



**Feb. 18, 2018:** Middletown streets are already brighter as the city nears completion of its GESPC to swap all 1,400 of its street lights with LED technology. The project started in late January and will continue until April. Middletown contracted Energy Systems Group to replace street lights. In addition, the GESPC calls for the installation of more energy-efficient boilers and furnaces in city buildings, solar panels at different city sites, and other similarly "green" upgrades. The entire project costs \$12.6 million. Projected savings from replacing street lights, alone, is expected to be about \$340,000 per year. The lights currently cost the city about \$388,000 each year.



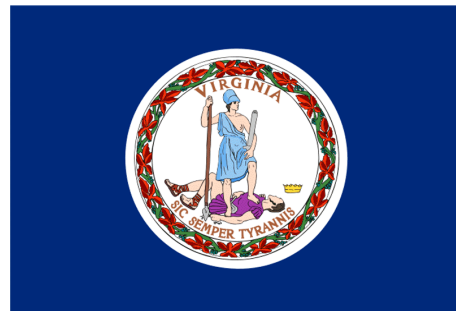
## Spotlight On: Oregon

**Feb 16, 2018:** Portland Parks & Recreation will reinvest more than \$250,000 in rebates it received last year in a pilot program for an energy savings performance contract to study how reliance on utilities can be reduced at 48 Parks & Recreation sites around the city. The goal of the program will be to reduce maintenance and utility costs by approximately 20 percent at those locations.

**March 5, 2018:** Junction City School District announced it has entered a GESPC with Ameresco for a \$2.4 million dollar, turnkey project to provide energy efficiency and infrastructure upgrades to four schools encompassing a total of over 365,000 square feet of space. The project is expected to save the District 20 percent of its annual utility expense. The District has secured an SB1149 reimbursement of nearly \$550,000 for the project, as well as Energy Trust of Oregon (ETO) incentives totaling around \$70,000. These funds will be combined with a low-interest Qualified Energy Conservation Bond (QECB) allocation along with a 2016 voter-approved bond funding.

## Spotlight On: Virginia

**Feb 22, 2018:** Albemarle County Public Schools (ACPS) has entered into a \$7.5 million Guaranteed Energy Savings Performance Contract (GESPC) with AMERESCO to provide energy efficiency and infrastructure upgrades to 22 schools encompassing a total of over 2.2 million square feet of space. The project is expected to save the school division more than \$8.7 million over the 12-year term. In support of the ACPS's sustainability goals, the environmental benefits from this project include greenhouse gas (GHG) emission reductions of 3,500 tons of carbon annually.



Virginia ESC Chapter Facebook Page: 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.

GESPC Success in Virginia At A Glance: The ESC has added a new page to its website dedicated to Virginia specific rules and regulations governing GESPC. [Click here](#) to go to the Virginia ESC Chapter homepage.



## Spotlight On: Maryland

**Feb. 23, 2018:** Renovations to the University of Maryland's Institute for Bioscience and Biotechnology Research building will reduce energy consumption and carbon emissions by 29 percent. The Institute is embarking on a \$4.6 million GESPC through the Maryland Clean Energy Center to update the HVAC, lighting and process control equipment to make it more sustainable and require less energy.

Maryland ESC Chapter Facebook Page: If you haven't already done so we encourage you to visit and like the [Maryland ESC Chapter Facebook page](#) and help us keep this page up-to-date on all things performance contracting in Maryland.

## Spotlight On: Arkansas

**Feb 24, 2018:** Pulaski County buildings are midway through a GESPC to become more environmentally friendly and will reap millions of dollars in savings when complete.



Arkansas ESC Chapter Facebook Page: If you haven't already done so we encourage you to visit and like the [Arkansas ESC Chapter Facebook page](#) and help us keep this page up-to-date on all things performance contracting in Arkansas.



## Spotlight On: Michigan

**Feb 27, 2018:** A GESPC for the Dickinson County's courthouse and correctional center was completed in 2016. The county had financed the \$905,000 capital improvement through a 20-year bond issuance for an energy performance contract with Trane Inc. After its first year of operation an audit shows the county has saved \$43,653 in energy costs. The project included mechanical, control, lighting, water and building envelope upgrades at the courthouse and correctional center.

Two new chillers were purchased, along with digital control systems.

**Michigan ESC Chapter on Facebook:** If you haven't already done so we encourage you to visit and like the [Michigan ESC Chapter Facebook page](#) and help us keep this page up-to-date on all things performance contracting in Michigan.

**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](#) for the Michigan ESC Chapter homepage..

## Spotlight On: Massachusetts

**Feb 28, 2018** - The Braintree town council is considering a plan to improve its facilities and infrastructure through a \$10.3 million GESPC for energy improvements at the town's school buildings. Many of the proposed ECMs will replace systems original to the school buildings that are at the end of their useful life and either need to be replaced or require substantial repairs.



**Massachusetts ESC Chapter on Facebook:** If you haven't already done so we encourage you to visit and like the [Massachusetts ESC Chapter Facebook page](#) and help us keep this page up-to-date on all things performance contracting in Massachusetts.

**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.



## Spotlight On: Mississippi

**March 1, 2018:** Jones County School District's has inked an GESPC with Johnson Controls to improve critical equipment, systems and infrastructure in the District's three high schools in Ellisville The schools include Northeast Jones High, South Jones High and West Jones High, and

the school district will leverage the guaranteed energy savings to fund the \$2.79 million energy improvements. About \$300,364 in savings is expected for the first year and more than \$4.2 million in savings over the life of the 12-year project.

Mississippi ESC Chapter Facebook Page: If you haven't already, done so we encourage you to visit and "like" the [Mississippi ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Mississippi.

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

## Spotlight On: Alabama

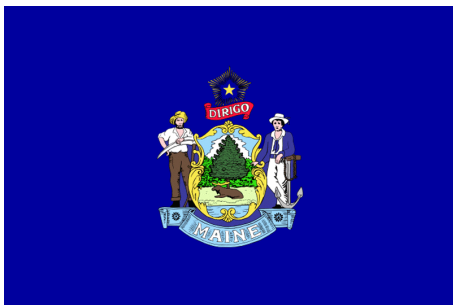
**March 2, 2018** -- Chambers County Schools in Lafayette, reached a \$500,000 savings milestone from a GESPC project with Schneider Electric that began in 2015. Prior to this project, Chambers County Schools struggled with a lengthy list of deferred maintenance challenges, which included equipment failures and outdated technology.

**March 8, 2018**: Blount County Schools, located just north of Birmingham, Ala., announced a partnership with Schneider Electric to improve energy efficiency at its 20 facilities. In total, the project will generate \$14.6 million in energy and operational savings. In addition to the facilities improvements, the project will make a significant environmental impact by removing nearly 6,000 tons of CO2 from the atmosphere, which is equivalent to removing 1,275 cars from the road or powering 643 homes for one year.



**Alabama ESC Chapter Facebook Page**: If you haven't already done so we encourage you to visit and like the [Alabama ESC Chapter Facebook page](#) and help us keep this page up-to-date on all things performance contracting in Alabama.

[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](#) for the Alabama ESC Chapter homepage.



## Spotlight On: Maine

**March 3, 2018**: A GESPC project is under consideration by the Regional School Unit 73 in Jay, with the board proposing to utilize energy savings to reduce annual debt payments. The district also could make use of one-time incentives through Efficiency Maine of \$251,000 to buy down the cost of the project resulting in annual costs of \$263,457, starting in the 2019-20 and continuing for 17 years.



ESC Newsmakers . . .

## In The News:

**ESC Newsletter**: The ESC Newsletter is distributed monthly to members of record and state GESPC program managers. If you have a news item you would like to see in the next issue of the ESC Newsletter, send it to

If you have missed a past issue of this newsletter you can access all issues dating back to 2009 on the ESC website. [Click here](#) to access past issues.

## Coming Soon: The 2018 ESC Virtual Tradeshow

In support of the 7th Annual ESC Market Transformation Conference, the Energy Services Coalition will launch its 2018 Virtual Tradeshow April 1, 2018. The Virtual Tradeshow will be open until March 31, 2019. For more information on how you can obtain a booth in our Virtual Tradeshow contact [info@energyservicescoalition.org](mailto:info@energyservicescoalition.org). (As a coalition of public and private energy professionals we do not endorse any private sector product or solution.)

## The 2017 ESC Virtual Tradeshow is Open until March 31, 2018

The Energy Services Coalition 2017 Virtual Tradeshow is open until April 1, 2018. (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.*