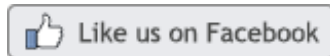




News & Updates from our members and ESC State Chapters



Doug Dahle: ESC Pioneer Retires

OPEN LETTER

The outpouring of appreciation from the Board of Directors and your colleagues at the Energy Services Coalition (ESC) is overwhelming and heartfelt. Your work as Treasurer, advisor, supporter, and friend to so many ESC state and industry representatives over the past 19 years has been extraordinary. As we transition your Treasurer responsibilities to staff and Board Members we are reminded not only of the considerable professional contributions you have made, but also the collegial manner in which you carried them out.



Doug Dahle, GESPC Pioneer

On behalf of the entire ESC membership our sincere gratitude for all that you have accomplished in helping take the ESC from a small group of like-minded GESPC champions to an effective national organization delivering energy, environmental, and financial benefit to states and communities across the country. In short, thank you.

ESC Returns to Denver for Annual Conference in 2019

The Curtis Hotel, Denver,



Colorado

The 8th Annual ESC Market Transformation Conference will showcase innovations, case studies, best practices and more in Guaranteed Energy Savings Performance Contracting and public building energy retrofits.

Save The Date:

August 21-23, 2019

The Curtis Hotel, Denver, Colorado

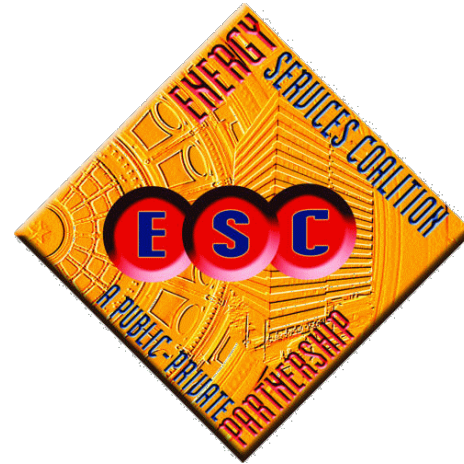
[Registration](#) is now open.

If you are in a position of managing, developing, implementing or marketing energy savings performance contracting programs, products or services, this [conference](#) is designed for you!

The ESC is now an official training partner for eProject Builder

As of January, 2019, the ESC is conducting eProject Builder webinar trainings for public and private individuals and organizations. ePB is a free, secure way for federal, state and local entities to track their GESPC projects in coordination with their ESCO partners.

The free training webinars are held twice a month (generally the second Tuesday and fourth Thursday of each month at 1pm EST). During the webinars the ESC trainers, Dale Hahs and John Canfield, introduce ESCOs, federal agencies, state program managers, building owners, GESPC customers and other interested parties to ePB and provide a forum to ask questions. All webinars cover the benefits of using ePB, project workflow, a walk through of the data template, and a real-time demonstration.



Upcoming webinars are scheduled for the following dates and times:

- Introductory demonstration and training webinar:
 - **Tuesday, March 26th, 1:00 PM - 2:30 PM EDT** | [Register here](#)
 - **Thursday, April 11th, 1:00 PM - 2:30 PM EDT** | [Register here](#)
 - **Tuesday, April 23rd, 1:00 PM - 2:30 PM EDT** | [Register here](#)
 - **Thursday, May 9th, 1:00 PM - 2:30 PM EDT** | [Register here](#)
 - **Tuesday, May 28th, 1:00 PM - 2:30 PM EDT** | [Register here](#)

To learn more visit the [eProject Builder](#) website.

ESC, NASEO and NAESCO Release State GESPC Program and Project Principles

ESC, National Association of State Energy Officials ([NASEO](#)) and National Association of Energy Services Companies ([NAESCO](#)) have released a [set of principles](#) to help strengthen and expand the use of Guaranteed Energy Savings Performance Contracts (GESPCs) to cost-effectively upgrade the performance and energy efficiency of state, local, and institutional buildings and facilities.

Having delivered over \$50 billion of cost-effective energy-related upgrades over the last 30 years, GESPC has been the largest and most successful form of public-private partnership in the United States. An estimated \$300 billion market remains for employing GESPC to address deferred maintenance, modernize facilities and infrastructure, achieve resource and operational savings, and improve building performance.

The new ESC-NASEO-NAESCO Principles seek to strengthen the quality and performance of GESPC projects, and thus increase confidence in GESPC, by improving understanding and clarifying the roles and responsibilities of customers and the energy service companies (ESCOs) that construct the projects. The Principles emphasize the use of guidelines, standardized documents and methods, technical assistance, good measurement and verification of energy savings, and robust management and tracking practices.



Coming in April: Online Community

In April, the ESC will launch its new public sector technical assistance effort: The Guaranteed Energy Savings Performance Contracting (GESPC) Online Community. The Online Community forum is a *private discussion group* maintained and monitored by the Energy Services Coalition. Its establishment, oversight and management is supported by the United States Department of Energy, Energy Efficiency and Renewable Energy/Weatherization and Intergovernmental Programs.

The Online Community will be comprised of public sector employees with a wide variety, and level, of experiences with energy performance contracting. All Community members will be vetted and approved as representing a qualified unit of government.

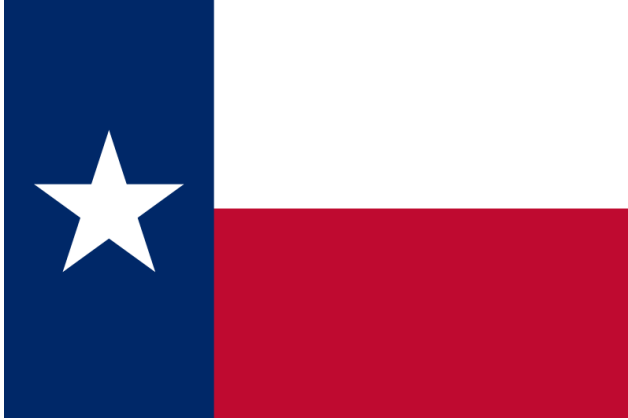
Coming April 1, 2019: The 2019 Virtual Tradeshow

The Energy Services Coalition presents its [2019 Virtual Tradeshow](#). The Virtual Tradeshow, in support of the 8th Annual ESC Market Transformation Conference, will open April 1 and will remain open until March 31, 2019. 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 the ESC does not endorse any private sector product or solution.)



Spotlight on Texas



The Texas ESC Chapter held an organizational meeting to reboot its Chapter on February 13, 2019. The Chapter meeting was open to all interested parties and at the conclusion those in attendance were asked to join the ESC. Response was immediate and overwhelming with the Chapter growing to 70 members within the first month.

The nomination of candidates for the Texas chapter took place March 1, 2019 through March 11,

2019. Following the member-voting period, which closed March 18, 2019 we are happy to announce the election results. Please join us in congratulating the newly elected officers of the Texas chapter Energy Services Coalition.

Texas Chapter Officer Election Results

Private Sector Co-chair: Vince Drieling
Chapter Secretary: Jennifer Lancaster
Chapter Treasurer: Dylan Gaisford
Conference/Workshop: Devin Castleton
Communications: Cassidy Ellis

The Public Sector Co-Chair is Fred Yebra (Texas State Energy Conservation Office.) The next Chapter meeting scheduled for March 27th in Austin. For more information visit the [Texas ESC Chapter webpage](#).

Texas Project News: El Paso Independent School District in El Paso and ABM have entered a GESPC projected to save approximately \$862,000 in energy and operating costs in the first year, which will climb during the life of the 15 year contract, resulting in projected total savings of more than \$14.8 million. The project is scheduled for completion in June 2020.

In 2016, El Paso Independent School District voters approved a \$668.7 million bond to rebuild campuses, renovate several schools, update athletic facilities, purchase new buses and make technology and security upgrades. While the bond will help the district with funding new construction and projects, school district officials wanted to be sure they could positively impact other district facilities not directly benefiting from the bond program, without incurring upfront costs or increasing taxpayer burden.

Construction continues at **Texas A&M International University (TAMU)** on a comprehensive campus-wide \$9.7 million energy savings performance contract that will streamline facility operations, encourage sustainable behavior and improve the quality of life for students and staff. The university partnered with Schneider Electric and construction began in May 2018. The project guarantees nearly \$15 million in energy savings over the life of the project.

Spotlight on Delaware

The Delaware ESC Chapter capped a busy Fall and Winter with its Winter Membership Meeting on March 19 in Dover. The meeting featured a presentation by Powersmiths.

In January, the Chapter held its annual joint mixer with Green

Building United in Wilmington.

Last Fall the Chapter held its 5th Annual Delaware Energy Conference. Presentations from the Conference have been uploaded to the [conference website](#).

Delaware Project News: The Indian River School District partnered with Seiberlich Trane Energy Services to make more than \$7 million in improvements across the school district. The energy savings project is being funded through a performance contract with Delaware Sustainable Energy Utility. Improvements throughout the district will generate energy savings of about \$500,000 per year, which will pay for the project costs using the payment bond from Delaware Sustainable Energy Utility. Improvements across the district will include improved classroom and parking lot lighting, upgrades to heating and cooling systems, thermal envelope improvements, low-flow water fixtures and improved building controls..



Spotlight on Colorado

The Colorado ESC Chapter voted at its December meeting to co-host the 8th Annual ESC Market Transformation Conference. Public Sector Chair, Rod Vanderwall (State Architect Office), and Private Sector Chair, John Busch (Siemens), were appointed to represent the

Chapter on the National Conference Oversight Committee. The Chapter also formed several state committees to work on various aspects of the August conference. Scholarship, sponsorship, host reception and workshop committees were formed with volunteers from the Chapter's membership agreeing to serve on each.

The next Chapter meeting is scheduled for April 25, 2019.

Spotlight on North Carolina

The North Carolina ESC Chapter partnered with NC Utility Savings Initiative to host two free workshops on how ESPC can benefit a public organization or agency. The workshops were held in Greenville and Ashboro.

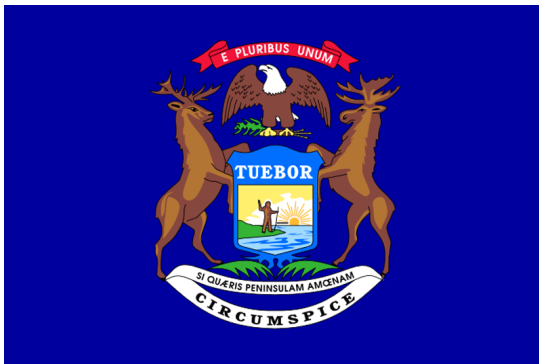
At the statehouse, North Carolina's Governor Roy Cooper issued Executive Order No. 80 which Reaffirms North Carolina's Commitment To Reducing Statewide Greenhouse Gas Emissions and Supporting the Expansion of Clean Energy Businesses. The Executive Order affirms North Carolina's commitment to reducing statewide greenhouse gas emissions to 40% below 2005 levels by 2025. Additionally, the order calls for an increase in registered, zero-emission vehicles ("ZEVs") in North Carolina to at least 80,000 and a 40% reduction in energy consumption in state-owned



buildings. To learn more about this executive order, how you can advance this commitment through Performance Contracting, and where to get more information, visit the [NC ESC website](#).

North Carolina Project News: The **Lexington City Schools Board of Education** is considering a 15 to 20 year GESPC with Schneider Electric that will enable the school system to proceed with capital and HVAC projects. The project has an estimated 23 to 28 percent, or \$191,000 to \$233,000 per year savings in utility costs. Lexington City Schools currently spends approximately \$832,000 annually in utility costs. A prerequisite to approval is a guarantee by the Davidson County Board of Commissioners not to reduce the schools current operating budget for the school system due to the energy savings.

Kannapolis City Schools got the go-ahead for the school system to enter into a guaranteed energy savings contract of no more than \$4 million with Trane. The project is part of a program run through the N.C. State Energy Office. The KCS project includes a maximum of about \$3.7 million in facility improvements with a guaranteed savings of more than \$5.1 million over 15 years-that equals guaranteed savings of about \$336,600 a year.



Spotlight on Michigan

The Michigan ESC Chapter held its 5th annual awards program and among the honorees was retiring Public Sector Chair Jan Patrick of the Michigan Energy Office. The annual awards also recognized the achievement of five outstanding GESPC projects from throughout the state.

Michigan Project News: The **City of Marquette** has completed a large energy performance contract throughout the city, including about \$3.5 million worth of energy upgrades at the city's indoor skating rink with a large portion of the money going to replace their ice plant, which hadn't been upgraded since the 1980's.

The **Farwell Board of Education** unanimously approved a GESPC with Johnson Controls, for the proposed bond construction project that will upgrade and renovate buildings and security systems and boiler systems in the schools. The "performance contract" will take place only if voters approve a bond referendum in its May election. The city selected the performance contracting approach because of "guaranteed fixed costs and guaranteed performance and energy savings." Boilers are a big part of the renovations. The average age of the district's boilers is 32 years. The Elementary schools have 11 boilers, an inefficient system that is expensive to operate and maintain.

Spotlight on Missouri

Missouri Project News: St. Joseph has entered a partnership with Schneider Electric to begin construction of a new GESPC. Like many growing communities nationwide, the city struggled with limited funding for facility and infrastructure improvements, deferring the modernization of critical facilities and infrastructure, a problem addressed by using a GESPC to fund the



improvements. In addition to the facility and infrastructure improvements, the project will create significant energy reduction that will save the city more than \$218,585 in the first year.

The **Mount Vernon R-V School Board** voted to approve a resolution calling for a special school bond election during the April 2nd General Election. Proposition Mt'Neer Strong will be on the April 2 general election ballot. The school board investigated the deterioration of its older campuses and estimated nearly \$10 million in deferred maintenance projects which place the longevity of these campuses in peril. In conjunction with Proposition Mt'Neer Strong, the board released a 'Request for Quotation' for a Guaranteed Energy Performance Contract in relation to the projects planned as part of upcoming ballot question.



Spotlight on Arkansas

Arkansas Legislative Update: The state House of Representatives overwhelmingly approved House Bill 1636, a measure to give public entities a greater chance to use Arkansas' energy performance contracting program. The bill, approved 88-2, next moves to the Senate for consideration.

HB1636 allows a guaranteed energy cost savings contract to be extended if its energy cost savings measures include either an active equipment warranty period or a combined useful life in excess of 20 years. Current law sets a maximum term at 20 years. HB1636 also lets school districts join under existing program rules and regulations, utilizing the Arkansas Department of Environmental Quality's Energy Office as program administrator. K-12 schools currently are not included in the program.

Since 2014, 21 GESPC projects have been fully executed or are in active development, with total executed contract value worth of \$102.5 million guaranteeing nearly \$150 million in lifetime energy savings. An estimated 9,000 Arkansas jobs are tied to energy savings equipment and services that are directly affected by the program.

The legislature also approved a bill to allow third-party financing of solar arrays. The full House passed Senate Bill 145 by an 83-5 vote, sending to Gov. Asa Hutchinson a bill that will open up solar power options for non-taxed entities like nonprofit corporations, government agencies and schools.

Spotlight on Massachusetts

Massachusetts Project News: **Dighton Rehoboth Regional School District** (DRRSD) recently installed a 1.2-MW solar PV portfolio as part of a larger performance contract with Trane. The solar PV portfolio consists of 12 distinct carport structures at five locations throughout the district ranging in size from 117 kW to 639 kW..



Spotlight on Pennsylvania



Pennsylvania Project News: The Centre County Commissioners unanimously agreed to enter into contract negotiations with Solar Renewable Energy, LLC for the design and construction of solar photovoltaic array at the Centre County Correctional Facility. The next step is to agree on a PSA - Power Service Agreement. Back in November, the county approved a guaranteed energy savings program

that will save on energy costs by updating old facilities.

Norristown Council is investigating an initiative to upgrade existing street lights. The goal of the Regional Street Light Procurement Program - a regional project under the auspices of the Delaware Valley Regional Planning Commission - is to help southeastern Pennsylvania communities make the transition to more efficient LED street and traffic lights.

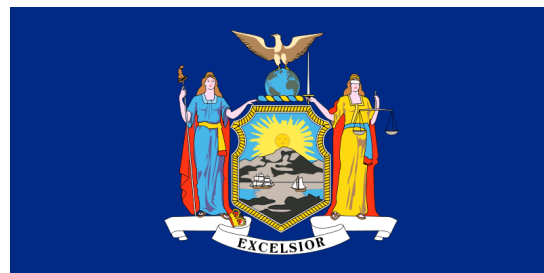
So far, 35 municipalities in southeastern Pennsylvania have participated in the LED upgrade program which has installed more than 25,000 street lights and 5,500 traffic lights expected to generate \$15.3 million in savings over the next 20 years. That translates to 10.6 million kilowatt hours and 5,500 metric tons of CO2 emissions saved annually.

A feasibility study, conducted through the program at no cost to the municipality, found that there are about 2,000 high-pressure sodium "cobra head" street lamps in Norristown that could be replaced with energy efficient LEDs, leading to a projected savings of \$85,000 per year in operating costs. The estimated \$916,000 project, if implemented, would be financed through a GESPC that will pay for itself in about 10.7 years.

Norristown is one of 27 municipalities currently considering whether to move forward with the project.

Spotlight on New York

New York Project News: Amsterdam is exploring options to purchase streets lights from National Grid and upgrade the system to LEDs. New York legislation enacted more than two years ago requires utility companies to sell



street lights to municipalities if sought by local officials. Amsterdam not only pays usage costs but rental fees to National Grid for the street lights. The buyout cost to purchase the lighting system from National Grid is \$916,000. An audit by Abbott Energy, said upgrading all street lights to LED and installing a control system is estimated at \$2.1 million, or roughly \$3 million including the buyout. The city is projected to save \$7.7 million over 25 years, with an approximately \$285,000 savings the first year. The projected savings would be higher than the annual loan payments, with a nine-year return on investment. The audit was done at no cost for the city because Abbot Energy secured a \$50,000 grant from the New York State Energy Research and Development Authority to fund its work.

Options for financing include an energy performance contract that pays for the energy efficient improvements through a tax-exempt municipal lease, which would not affect the city's debt limit. State law requires proposed savings to be guaranteed through an energy performance contract.

Alfred-Almond school board members voted recently to authorize an energy performance contract. The contract with Day Automation of Syracuse would monitor electricity usage for every system - from boiler operations to the replacement of traditional incandescent lights with LED.

Rome Free Academy and **Staley Elementary School** is continuing to explore a GESPC. The \$4.9 million project was approved in February 2018. Discussions are ongoing with the State Education Department including the best way to move forward.

Cato-Meridian Central School District voters overwhelmingly approved the state paying additional aid on a district GESPC project. The ballot question was if residents wanted an additional 10 percent in state aid toward the costs of \$2.4 million GESPC. The measure passed by a 61-4 vote. The extra 10 percent, or \$240,000, is an incentive through the state for energy performance contracts, and the state is obligated to honor the vote. A vote was not required for the improvement themselves to go forward. State aid was previously set to cover 78 percent of the cost, but the community vote for the 10 percent boost will raise that to 88 percent. The district estimates it will realize about \$144,000 in savings annually through the updates, and the state Education Department will monitor the savings. The upgrades will be executed by the Syracuse office of the John W. Danforth Co.

Moravia Central School District voters approved the first phase of a multi-million dollar capital project that includes a \$1.5 million GESPC. The capital project proposal passed 190-36. The district plans to start bidding for contractors by fall 2019 and expects construction to start by spring or summer 2020 in order to complete the first phase by late 2020 or early 2021. Approval of the proposal also included an additional 10 percent in state aid to the upgrades under the energy contract.

In the nine months since the **Warwick Valley School District** Solar Array began producing electricity, it has generated \$238,500 in energy credits and is on its way to offsetting the bulk of the district's electrical energy costs. The solar field, which began generating electricity on Feb. 6, is the largest school district-owned solar project in New York. With 7,866 solar panels and 33 inverters, the array generates a 2.9 kilowatt hours of electricity each year.

The district broke ground on July, 18, 2017 - and the array was up and running on Feb. 6, 2018. Power generated by the Warwick Valley Solar Power Project feeds into Orange & Rockland's power grid and, in exchange, the district receives a per/kWh monetary credit. The solar power project is part of a GESPC, approved and aided by New York State qualifying for incentives through New York State Energy Research & Development Authority. The total cost of the project was \$5.7 million, with more than \$3.1 million covered with New York State aid and grants. The debt service costs are offset by the energy savings, and the project is expected pay for itself after 12.82 years.



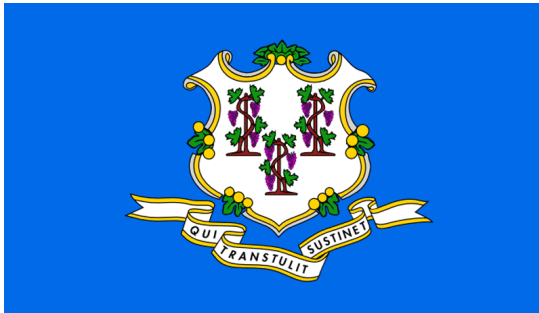
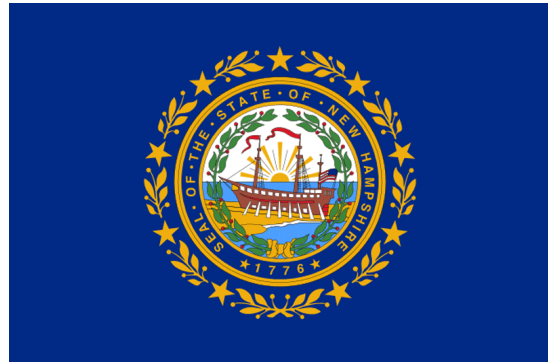
Spotlight on Indiana

Indiana Project News: Goshen school board members gave the green light to enter into a guaranteed energy savings agreement with engineering firm Performance Services for project work for Chandler Elementary School at a not-to-exceed price of \$2,640,108. The estimated annual energy and operational savings are \$263,000, with a

payback period of 10 years. Proceeds from the school corporation's 2018 general obligation bond and the planned 2019 general obligation bond will fund the projects.

Spotlight on New Hampshire

New Hampshire Project News: More than \$7 million in work is being undertaken in **Nashua city's high schools** to improve energy efficiency. EEI, an energy contracting company, was hired by the school district in September 2018 to perform an energy audit of the city's schools and recommend ways to become more energy efficient. Savings of more than \$450,000 a year in annual energy savings is supplemented by an additional \$400,000 in grants and rebates toward that energy improvements. The payback period is about 14 years and six months, and the amount of annual energy savings will equal the annual bond payment.



Spotlight on Connecticut

Connecticut Project News: **New Milford** town-owned buildings could become more energy efficient through a partnership with Celtic Energy. Under the agreement, Celtic Energy would suggest ways to make the buildings more energy efficient and the improvements would be paid for through an energy savings performance contract. Celtic's main role is to represent the town's interests throughout the process including which buildings to include, improvements to be done, helping the town select the energy service company from the bidders, negotiate that contract and then oversee the in-depth energy audit that company will do. The work is then completed and the savings are verified.



Spotlight on Oregon

Oregon Project News: The **City of Bend** is set to embark on a \$3.8 million GESPC at numerous city facilities, including fire stations and street lights across the city -- a move to meet energy use goals. This is the city's second-phase energy efficiency project with Ameresco, building on a 2016 inventory conducted by OSU-Cascades of greenhouse gas emissions, primarily from electricity and natural gas use. Climate action goals adopted that year included reducing carbon dioxide emissions from city facilities and operations to achieve carbon neutrality by 2030, while reducing fossil fuel use by 40 percent by 2030 and 70 percent by 2050.

In April 2018, city councilors authorized phase 1 of an energy savings performance contract with Ameresco, including a technical energy audit and project development plan.

Spotlight on Alabama



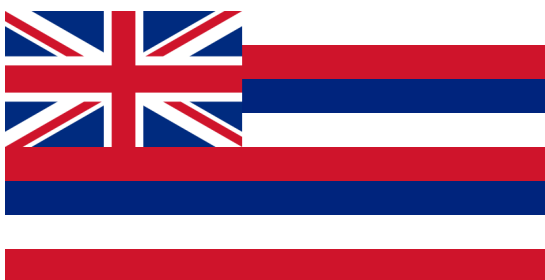
Alabama Project News: The **Dothan City School Board** is exploring implementation of a GESPC to make its schools more energy efficient in an effort to address deferred maintenance issues. The Dothan City Board of Education received a comprehensive review of repair, maintenance, and reconfiguration needs at each of the city's schools. Many of those repairs and reconfiguration plans must be complete before the 2019-20 school year begins in August due to the board's vote in November to reconfigure the

school system. The board is exploring a \$15 million bond issue to fund many of the improvements. Additionally, the system could leverage an additional \$5 million to \$7 million through a GESPC.

Spotlight on Kansas

Kansas Project News: The **Shawnee Council** has unanimously agreed to consider investing in 20 energy performance projects this year through a contract with Navitas. Many of Shawnee's aging public buildings are anywhere between 30 and 60 years old and plagued by aging equipment.

Shawnee hired Navitas last year to provide an investment grade audit of the city's buildings and equipment. In total, these projects provide the city over the course of 15 years with an estimated utility cost savings of \$6.5 million, and an operational/maintenance cost savings of \$2.3 million, according to audit results provided to the city. The total cost on development of these energy performance projects is \$5.8 million. Construction is slated to begin in May.



Spotlight on Hawai'i

Hawai'i Project News: The **Hawai'i Department of Transportation** has begun installation of 2,980 solar panels on the 5th floor Terminal 2 parking garage at the Daniel K. Inouye International Airport (HNL).

The work, part of the state's \$207 GESPC with Johnson Controls, continues Gov. David Ige and the state's focus on using 100% renewable energy by 2045. The solar project is scheduled to be completed by the end of March 2019.

The overall \$207 million investment in sustainability will generate more than \$600 million in guaranteed cost savings over the 20-year life of the contract at Hawaii's airports, which began in 2014. It is the largest single state Energy Savings Performance Contract in the nation. The \$207 million is financed from the guaranteed energy savings, not taxpayer funding.

Spotlight on Rhode Island

Rhode Island Project News:

The **City of Newport** is exploring joining forces with Middletown to purchase up to half of its electricity from a 3rd party renewable energy facility that would result in significant savings for both communities. Rhode Island Public entities are allowed to enter into virtual net metering arrangements with renewable energy developers.



The **Middletown Town Council**

approved a 20-year contract with NRG Energy last September to receive "fixed net-metered credits" that would represent approximately a 35 percent discount on today's National Grid electric rates. Under the agreement, NRG Energy will develop a solar farm in Warwick whose energy will feed into National Grid's electric grid. National Grid is giving the town bill credits based on the amount of kilowatt hours produced, and the town will pay NRG for the credits it receives.

Middletown will achieve savings of \$152,000 during the first year of the project, savings of \$835,000 after five years and about \$4.4 million during the life of the contract. These projections assume a 1.73 percent increase in rates over the next 20 years and some degradation in the solar production.

Newport is considering an agreement that calls for \$381,000 in savings during the first year of the project, savings of \$2.07 million after five years, and savings of \$14.87 million during the life of the contract.



Spotlight on Nebraska

Nebraska Project News: City of Lincoln will be making energy improvements in 74 buildings as part of a 15-year GESPC. The \$3.5 million in improvements for six library branch buildings and 68 buildings managed by the Parks and Recreation Department will include LED lighting in buildings,

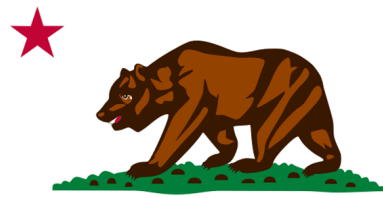
parking lots and swimming pools, as well as replacing heating and air-conditioning units and some pool pump motors.

Funding will come from tax and keno dollars, plus a \$2.2 million, 15-year loan from Union Bank and Trust, using a Nebraska Energy Office loan program that reduces the interest rate to 1.95 percent. Schneider Electric is handling the library work and Ameresco has the contract for the Parks and Recreation project. Each of the projects have also been reviewed by the Nebraska Energy Office as part of its loan program requirements.

Lincoln previously used a GESPC on the \$12.2 million conversion of the city streetlights to LED lights.

Spotlight on California

California Project News: Folsom Cordova Unified School District has formed a partnership with Johnson Controls to improve the lighting infrastructure in eight schools. An energy savings performance contract that projects \$4.8 million savings over the 20-year contract. Besides an energy savings contract, the plan utilizes funds granted by Proposition 39, the California Clean Energy Jobs Act. Proposition 39 allows the school district to receive the money upfront to design and build the project, and still receive the expected payback in reduced utility costs of an equal or greater amount through the energy savings performance contract. Installation is expected to take eight months.



CALIFORNIA REPUBLIC