



## NEWS HEADLINES AND UPDATES: FROM OUR MEMBERS & ESC CHAPTERS February 1, 2015

### President's Message:



When I contemplated serving as ESC President, I spoke with a number of members - in my local chapter in Florida, and from other chapters across the country. I visited with other Board Members and spoke with members of other "industry organizations". All of these

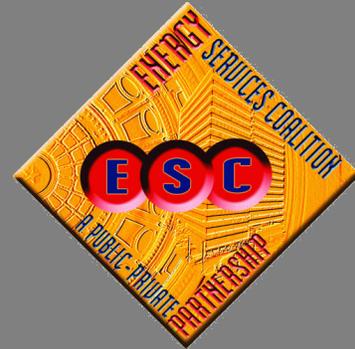
conversations indicated to me that the ESC is approaching, or at a crossroads in terms of elevating market leadership through relevance. Let me share some facts that opened my eyes to this:

1. ESC Membership - 283
2. ESC Chapters - 28 (22 active)
3. States with PC Legislation - 49
4. States Actively Engaged in PC - 43
5. Total PC Market Potential - \$6 Billion annually (Navigant Report)

How can a volunteer organization of 283 people in 28 states manage to lead 43 states to achieve \$6 Billion in opportunity annually? We're at a crossroads!

Webster's Dictionary defines relevance as "being connected with the matter at hand". By this definition, the Energy Services Coalition is without a doubt the most relevant organization concerned with ESPC, but we are "resource challenged". This adversely impacts our ability to demonstrate our relevance, because we are unable to serve as the subject matter expert when, where and how we need to, to lead the market. **WE NEED MORE MEMBERS!**

Membership isn't a "Membership Chairperson" or "Co-chairperson" responsibility - it's everyone's responsibility! The days of allowing non-members to attend every meeting and not join



Advocates of Energy Savings Performance Contracts have allies in Congress in the 35-member House Energy Savings Performance Caucus, led in the new Congress by Reps. Peter Welch, D-Vt., and Adam Kinzinger, R-Ill.

Welch created the caucus in 2012 alongside Rep. Cory Gardner, R-Colo. Kinzinger replaces Gardner, who was elected to the Senate, as co-chair.

SAVE THE DATE  
Sept 1-2, 2015

[ESC 4th  
Annual Market  
Transformation](#)

must stop. I believe everyone is entitled to "take a test drive". Attend a meeting or two to determine if it is time well spent (Member Value - a topic for the next newsletter). Once they've determine it is worth their time, we as an organization need to ask them to step up and join, or stop coming. In addition, I think it makes sense for us to diversify our membership. How many chapters have invited folks from the financial community, efficiency motor/pump manufacturers, electrical contracting, plumbing or engineering fields to join? Some have and some have not.

I'd challenge each existing member to get one person to join - either from the company/firm you work for now, or outside of it. How hard can that be? If we were successful doing this, we would DOUBLE our membership and therefore resources! After that, I'd challenge all the members to do the same thing again - doubling our size again! Size increases relevance and provides additional resources for outreach, committees, participation with state agency and regulatory activities - all of which impact the amount of ESPC being executed. This is our business - this is our mission - this is how we are relevant!

Please check the membership directory on the web site  
<http://energyservicescoalition.org/members> for a list of dues-paying members for your chapter.

I would appreciate your feedback about this article. Please let me know if you agree/disagree, if this information is of value and/or informative. Will you do anything differently as a result of reading this? What can I or the Board do to help you? You can email me at [president@energyservicescoalition.org](mailto:president@energyservicescoalition.org).

Thank you very much for being a member and best wishes for an efficient New Year!

Tom Walthers, ESC President

## Facility Retrofits for Energy Efficiency (*FREE*)

News and activities reported by our network of State Chapters and ESC members.

Washington – The Tenino School District has entered

## Conference

Hosted by the North Carolina ESC Chapter



The 4th Annual ESC Market Transformation Conference is scheduled for September 1-2 in Charlotte, North Carolina. The 2015 Conference will showcase innovations, case studies, best practices and more in ESPC and public building energy retrofits. The conference has gained the reputation as being a unique national gathering of energy industry experts and public sector thought leaders. Stay tuned for more information.

SAVE THE DATE  
 March 24-26, 2015



The U.S. Department of Energy will be hosting a 2.5 day Energy Codes Conference this spring. The conference is scheduled to take place on March 24-26, 2015 in Nashville, TN. The agenda and other details are currently in development.



an ESPC that will help the district save \$30,000 in operational costs and energy annually over the next 15 years. The project is

funded in part through an Office of Superintendent of Public Instruction energy grant of \$1 million and energy cost savings. The district looked at maintenance and utility improvements, which will reduce energy consumption by 13 percent and will also bring the district up to air quality standards.



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Tennessee: Cumberland County Schools will receive a payment of \$31,062 because its ESPC failed to save as much on energy



costs as guaranteed. The energy efficiency measures resulted in more than \$230,000 in energy cost-savings last year - but were short of projections that were guaranteed by the ESPC. The work was performed in Brown Elementary, Crab Orchard Elementary, Cumberland County High School, Central Services offices, Martin Elementary, North Cumberland Elementary, South Cumberland Elementary, Stone Elementary and Stone Memorial High School.



Pennsylvania: The Chester County commissioners have approved a \$5.9 million-dollar contract for a host of energy-saving projects at county-

owned buildings that officials predict will save \$6.7 million in costs over the next 15 years. The project will help the County meet its strategic plan that calls for energy reduction of 3 percent by all county departments. The work will include installing smart electric meters; putting in energy efficient lighting such as LED fixtures; beginning steam efficiency improvements; installing low flow toilets, sinks and showers at Chester County Prison and Pocopson Home; replacing rooftop HVAC equipment units; and other upgrades.

Utah: The state's Division of Purchasing has issued an RFP for new (additional) pre-qualified ESCOs to

provide Utah public sector participants the opportunity to procure services of qualified firms in a timely and cost-effective way to implement successful energy performance contracting projects. Contact Adrian Ruger, Purchasing Agent for more information.



**New York: The 2015-16 school budget season is off to a fast start in Skaneateles as the Board of Education is considering an energy performance contract.**

**New York: Garden City School District officials updated the community recently on its 2009 ESPC.**

**The district is saving \$850,649 per year in energy costs, as a result of a \$12.5 million/15 year ESPC. Improvements - which included the replacement of the boiler, hot water heaters and oil to gas conversion, to name a few - are slated to also save 2,821 tons of carbon dioxide.**

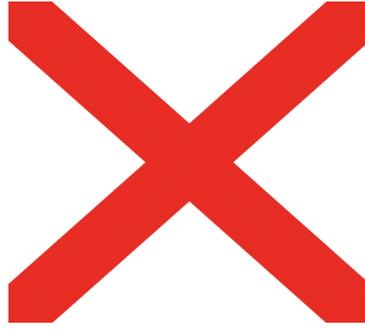


**Minnesota: The Clean Energy Resources Team (CERTs) has hired Peter Lindstrom to help attract municipalities to the state's Guaranteed**

**Energy Savings Program (GESP) offered by the Minnesota Department of Commerce. Lindstrom, a former assistant director of Science Technology and Public Policy at the University of Minnesota's Humphrey School of Public Affairs, will serve as the GESP outreach coordinator to counties, cities and schools.**

**Alabama: Major energy savings infrastructure upgrades to the dam system along the Tennessee-Tombigbee waterway are underway. Infrastructure, mainly lighting, at ten different locks and dams along**

the waterway will be upgraded with new energy efficient products under a \$2.8 million ESPC. The upgrades are expected to save \$5.05 million in energy costs over 18 years.



**Virginia: The Amherst school board and county supervisors are exploring a combined project. Earlier in 2014, the School Board**

**approved a \$8.7 million project, which would be financed over an 18-year period. If the county moves forward with an energy performance contract, the project could be combined with the school project.**

**New York: North Merrick Union Free School District has issued a bid opportunity for an Energy Performance Contract**



**specific to energy generation. Bids are due Feb. 26 at 11 am (EST). For more information contact Dr. Stephen Draper, Assistant Superintendent for Business and Operations.**



**Utah: Cedar City has issued a Request for Qualifications for an ESCO to provide consulting and investment grade audits for city facilities,**

**grounds, and infrastructure for energy efficiency upgrades. For more information contact Michal Adams, City Engineering Administrative Assistant.**

*Exciting things are happening with the Energy Services Coalition all around the nation.*



*We are the nation's only public-private-partnership organization leading the charge to deliver the benefits of Energy Savings Performance Contracting.*



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Energy Services Coalition | 5590 Crestbrook Drive | Morrison | CO | 80465