



Energy Services Coalition

A Public-Private Partnership

The Best of 2013 -- The Year In Review

January 3, 2014

The ESC is pleased to provide this Year in Review -- a sampling of highlights as reported to us by our 30 state chapters and more than 300 members throughout the country. The projects highlighted are examples of projects and policies that are putting people to work and saving energy at no upfront capital cost to facility owners and taxpayers.

We look forward to working with all of you in 2014 and seeing you at our 3rd Annual ESC Market Transformation Conference, July 29-30, in St. Paul, Minnesota.

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January 2013

- A new ESC Executive Committee and Board were installed for 2013-2014. The Executive Committee is comprised of Christine Keck (President), Tom Walther (Private Sector, Vice-President), Amy Butler (Public Sector, Vice-President), Doug Dahle (Treasurer) and Jim Ploger (Secretary). ESCO Representatives on the board are Grady Bailey, Bill Davidson, Matt Gates, Christine Keck, Steve Truebner and Tom Walther. Public sector board members include Peter Berger, Amy Butler, Hillary Dobos, Len Hoey, Eileen McHugh and John Means. Non-profit representatives are Doug Dahle, Jim Ploger and Jim Arwood. Equipment/vendors board members are Rhonda Courtney and George West. Financial sector board member is Karen Peeler.
- Minnesota: The Hibbing Housing and Redevelopment Authority joins the grow list of Housing Authorities to enter into an ESPC.
- Maryland: The Harford County Board of Education approved a \$16 million ESPC. Planned capital improvements in 27 schools have a payback guarantee in energy savings within 15 years.
- Wisconsin: The Union Grove High School Board approved a \$1 million ESPC project. Savings should cover the full cost in 9.8 years and should net an additional \$500,000 in savings by the 15th year.
- Virginia: Fredericksburg becomes the latest school district in the state to undertake an ESPC with approval of \$3.8 million contract. Other school divisions that have recently signed an ESPC include Newport News, Greenville, Nottoway, Shenandoah, Patrick, Fairfax, Greene and Amherst.
- Kentucky: Morehead State University will save more than \$775,000 annually

Save The Date

July 28-30, 2014
3rd Annual
ESC

Market Transformation
Conference

Crowne Plaza Hotel
St. Paul, MN

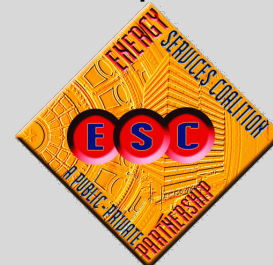
The ESC is pleased to announce that the 2014 Market Transformation Conference will be held at the Crowne Plaza Hotel in downtown St. Paul, Minnesota.

More details will be posted as they become available on the ESC website.

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in utility costs through an ESPC. This will accrue over \$9.3 million in aggregate utility savings during the 12-year agreement.

February 2013

- Washington DC: A delegation of ESC Board members met with US Rep. Cory Gardner (R-CO) on Capitol Hill. Rep. Gardner is Co-Chair of the House Caucus on Energy Savings Performance Contracting. The ESC delegation provided the Congressman with information on the ESC and the potential for ESPC in the MUSH market.
- Mississippi: The City of Jackson completed the construction phase of a 15-year ESPC that is estimated to save the City approximately \$345,000 in annual utility and operating expenditures.
- Connecticut: The State has created a new standardized ESPC program that helps state and municipal governments implement comprehensive energy savings measures. The program, initiated by Public Act 11-80, pays for energy retrofits through future guaranteed savings from utility and maintenance budgets.
- Washington DC: Rep Anna Eshoo (D-CA) introduced a bill designed to improve the energy efficiency of federal data centers through an ESPC. Eshoo noted that federal data centers are responsible for 10 percent of all U.S. data energy use, which adds up to about \$600 million annually.
- Colorado: The American Council for an Energy-Efficient Economy and the Alliance for Water Efficiency recognized the City of Boulder's ESPC as an "exemplary program" that saves both energy and water. The City was honored for its cost-effective approach to reducing energy and water use at 66 city facilities.

March 2013

- Georgia: The Bibb County school board ratified a \$4 million ESPC that is guaranteed to save more than \$8 million over the next decade.
- Indiana: Sunman-Dearborn Community Schools received their first annual energy savings report as a result of its ESPC project. The report notes energy savings of \$180,334 for a one-year timeframe from January 2012 to December 2012. Combined the schools have reduced their electric usage by 2.1 million kWh and 49,000 therms.
- The ESC and NASEO partnered on a three-part Programmatic Design Seminar for State Energy Offices. Participating states included Maryland, California, Florida, Hawaii, Mississippi, Wisconsin, South Dakota, Pennsylvania, Oklahoma, Nevada and Michigan.
- South Carolina: March 1, 2013 marked the first year of successful operation of the renewable energy cogeneration facility at the Savannah River Site. The project is the Department of Energy's single largest renewable ESPC to date.
- Arizona: Tucson Unified School District has implemented \$2.9 million in energy projects in 15 schools over the past three years. TUSD was awarded

an \$878,000 grant toward the projects from the State Energy Program (administered by the Governor's Office of Energy Policy) while financing the rest of the cost through an ESPC. The projects are saving an estimated \$462,182 a year in energy costs.

- The ESC Board of Directors announced The 2nd Annual Energy Services Coalition's Market Transformation Conference to be held August 13 and 14, 2013 in Denver.

April 2013

- Puerto Rico: The Puerto Rico Aqueduct and Sewer Authority, which serves more than 97 percent of Puerto Rico's businesses and 3.7 million residents, signed an ESPC for its waste-water treatment plants. The \$16.3 million in improvements are guaranteed to save the authority almost \$2.7 million in annual energy and operating costs.
- Massachusetts: The University of Massachusetts Medical Center, a two million square foot facility, implemented a 10-year ESPC. The \$30 million project is expected to save \$36 million in utility and operating expenses over the next 10 years.
- Washington D.C.: The Energy Savings and Industrial Competitiveness Act (Shaheen-Portman) was introduced in the Senate and clarifies that Energy Service Companies and Utility Energy Service Contracts can be used by federal agencies to install electric and natural gas vehicle charging infrastructure, making it easier for agencies to use these types of vehicles. (Note: The Bill still has not been passed into law).
- ESC Board announced that State and Local Energy Report is the first sponsor to sign up in support of the 2013 ESC Market Transformation Conference in Denver. State & Local Energy Report is a quarterly magazine sponsored by the Energy Programs Consortium and published by Project Energy Savers LLC.
- Arkansas: SB 824 State Entity Energy Efficiency Project Bond Act was enacted on April 16, 2013 becoming Act 1252. The legislation provides for the authorization and issuance of bonds by the Arkansas Development Finance Authority for energy efficiency projects secured by a pledge of the energy savings.

May 2013

- Illinois: Decatur city council voted to approve a \$16 million ESPC to replace antiquated water meters. The infrastructure improvements are estimated to produce savings of more than \$24 over the next 17 years.
- Montana: HB6 was adopted establishing the Renewable Resource Grant and Loan Program. The Program has an appropriation of \$6.7 million for local units of government and public sector energy projects.
- Washington DC: The Energy Savings and Industrial Competitiveness Act, introduced by Sens. Jeanne Shaheen, D-N.H., and Rob Portman, R-Ohio, passed the Energy and Natural Resources Committee on May 8.

- Montana: Lewis and Clark County began work on a \$1.6 million ESPC for 28 County-owned buildings. The energy efficiency improvements are expected to save the County an estimated \$77,000 annually.
- North Carolina: A campus-wide ESPC at Appalachian State University – will employ up to 266 workers over a 22-month construction period. The \$16.5 million project will be financed through a special program, overseen by the N.C. Energy Office, that allows agencies to pay for energy efficiency projects with guaranteed utility dollar savings. The project will pay for itself in 13 years.

June 2013

- North Carolina: Gov. Pat McCrory applauded action by the UNC Board of Governors in approving a groundbreaking ESPC that avoids \$25 million in energy costs at 13 UNC campuses, the UNC General Administration and several affiliated organizations.
- Montana: Work began on a \$3.29 million ESPC at 12 school buildings in the Kalispell School District #5. The improvements are expected to save the District an estimated \$140,569 annually.
- West Virginia: Morgantown's guaranteed ESPC exceeded expectations for the second year in a row. The FY12 savings of \$232,000 exceeded guaranteed savings of \$220,000, and brought the cumulative savings over and above the guaranteed level to \$36,000.
- Colorado: The State has installed an open-loop geothermal system and an efficient HVAC system at the State Capitol through an ESPC. Colorado expects to save \$100,000 in the first year alone on heating and cooling costs, rising 3% a year, and about \$900,000 by not having to upgrade outdated equipment that dates back to the 1940s. The State is paying \$1.3 million for the \$5.5 million cost-shared project, thanks to a \$4.7 million grant from the Department of Energy.
- Texas: The National Nuclear Security Administration broke ground on the federal government's largest wind farm financed through an ESPC. The Pantex wind farm is expected to generate energy savings on average of \$2.8 million annually over the 18-year contract term and supply 47 million kilowatt-hours of clean energy annually, which is more than 60 percent of the electricity required for the facility.

July 2013

- Washington DC: A hearing was held on Capitol Hill to explore the federal government's use of Energy Savings Performance Contracting.
- Washington DC: Rep. Cory Gardner (R-CO) and Rep. Peter Welch (D-VT) announced bipartisan energy efficiency legislation that would cut the federal government's energy bill by advancing the use of ESPC. The Energy Savings Through Public-Private Partnerships Act would save taxpayer dollars without additional appropriations by encouraging federal agencies to enter into ESPC and utility energy service contracts.

- Massachusetts: Montachusett Regional Vocational Technical School implemented an ESPC that is expected to save more than \$10.9 million in energy costs over the next two decades.
- California: China Lake Naval Air Weapons Station PPA resulted in a 14-megawatt solar project that is the Navy's largest project to date. The solar farm is expected to yield savings of \$13 million over the life of the 20-year lease agreement.
- Hawaii: Hickam Air Force Base in Honolulu has a PPA for 3.4 MW of solar power for the 2,000 home community. Plans are being reviewed to bring the power production up to 5.5 MW.
- New Mexico: White Sands Missile Range has a 25-year ESPC for a 3rd Party operated solar farm that will sell all of the energy back to the base. The 4.1 MW project is expected to meet 10% of the missile range's electricity needs, and save the Army approximately \$900,000 annually.
- New York: Bellmore-Merrick Central High School District officials are implementing a \$7 million ESPC that will save \$692,000 a year. The district currently spends \$2 million on electricity annually or \$1.92 per square foot of building space. After completion, the energy cost per square foot would be \$1.26.
- Vermont: Efforts to launch a new ESPC program administered by Vermont state government is under development.

August 2013

- The 2nd Annual ESC Market Transformation Conference was held in Denver with nearly 200 people from 40 states in attendance. Former Colorado Governor Bill Ritter was the conference keynote speaker. Thirty sponsors helped make the conference a success.
- The ESC Board of Directors announced the 3rd Annual ESC Market Transformation Conference will be held in St. Paul, MN on July 29-30, 2014.
- The ESC announced the state of Hawaii as the 2013 Race to the Top Award winner.
- Virginia: The Virginia Water Authority has entered into a \$32 million ESPC that will increase meter accuracy and reduce energy costs. The work also includes replacing 17 pumps at an annual savings of more than \$1 million in electricity and operational costs.
- Texas: Harrison County Commissioners Court accepted a rebate check in the amount of \$21,611.39 for excess savings during the first year of its ESPC. The total investment in the ESPC, which allowed the county to upgrade four of its facilities with new energy efficient equipment, is \$1,050,000.
- Florida: The Manatee County Commission approved a \$7,468,020 ESPC to retrofit the county jail with energy and water cost saving equipment and technologies. Water use at the jail complex is 53 million gallons annually and will be reduced to 25 million as a result of the project. Improvements will

save the county \$9,741, 238 over 19 years.

- New York: The Hornell Common Council approved an ESPC for improvements to the city's Water Pollution Control Plant.
- New York: As part of a 15-year ESPC the Nassau County schools will under-go energy infrastructure upgrades. Eleven new dual-powered boilers will heat the district's schools this year and for the long-term future. The boilers will be able to run on either natural gas or oil, whichever is cheaper.
- Lawrence Berkeley National Laboratory showcased its upcoming report (Current Size and Remaining Market Potential of the U.S. Energy Service Company Industry) at the ESC Market Transformation Conference in Denver. The study analyzes the size, growth and trends in the ESCO industry.
- Wisconsin: Racine Unified School District has two ESPCs totaling \$15 and \$18 million. All told, there are nearly 80 separate energy projects district-wide in the two contracts.

September 2013

- Illinois: Sarah Bush Lincoln Health System in Mattoon is implementing more than \$3 million in energy conservation measures for 12 buildings through an ESPC that will reduce energy consumption by more than 22 percent -- saving SBLHS more than \$334,000 annually.
- Tennessee: Metropolitan Development and Housing Agency in Nashville completed an ESPC that consisted of the installation of 1,255 energy efficient cooking systems for multi-residential housing. The cooking system provides residents a 25-35% reduction in energy consumption.
- Lawrence Berkeley National Laboratory released its new report titled: Current Size and Remaining Market Potential of the U.S. Energy Service Company Industry. The report was unveiled a month earlier at the 2nd Annual ESC Market Transformation Conference.
- New York: Levittown School District is expecting to save \$591,379 annually in energy costs from an \$11 million ESPC.
- Georgia: The Northwest Georgia Housing Authority is looking at potential savings of \$201,000 a year through an ESPC for its housing stock.
- Massachusetts: Work began on a \$1 million ESPC in the Town of Merrimac. The project will include energy efficient upgrades to 17 buildings and is expected to save more than \$100,000 annually.
- ESC Board appointed Jeff Schuster to fill a vacancy on the board for an ESCO representative.
- Maryland: The state's Energy Administration was awarded a \$370,000 grant from US DOE State Energy Program (SEP) competitive program for its Energy Savings Performance Contracting Assistance Program. This project consists of an outreach and technical support effort to educate local governments and public housing authorities and to facilitate energy performance contracting.

- Texas: U.S Army is implementing a nearly \$16 million ESPC at Fort Bliss for a photovoltaic system and energy efficiency improvements expected to save the post \$39 million in energy costs over the next 24 years.

October 2013

- Massachusetts: North Adams housing authority's ESPC, made possible by a \$3.2 million federal Housing and Urban Development loan, is nearing completion.
- New York: The City of Fredonia has entered into a \$2.7 million 13-year ESPC that is expected to save more than \$200,000 a year in energy use at its Wastewater Treatment Plant.
- North Carolina: The United States Coast Guard has implemented a \$5.3 million ESPC to install energy-conserving upgrades at its base in Elizabeth City. The energy upgrades are estimated to generate savings on average of \$540,000 annually over the 14-year contract term.
- Kentucky: City government buildings across Louisville are under-going \$27 million in energy improvements as part of a new 23-year ESPC. This is the second ESPC the city has implemented since 2010.
- Connecticut: The 144-year-old Connecticut Valley Hospital campus in Middletown is under-going a \$30 million in energy renovations as the inaugural project in the state's new program to significantly reduce government energy consumption.
- Illinois: A \$63.6 million ESPC is underway at the University of Illinois at Chicago. The project is expected to save more than \$1.8 million in avoided energy costs annually for the 20-year term, and includes upgrades to more than 1.2 million square feet.
- Tennessee: Eleven members representing public and private sectors met in Nashville to re-launch the Tennessee ESC State Chapter.

November 2013

- Minnesota's ESC Chapter hosted a Guaranteed Energy Saving Program Educational Workshop in Mankato, MN.
- Michigan's ESC Chapter held its 2nd Annual Awards luncheon to honor outstanding ESPC projects in state and local government facilities across the state.
- South Carolina: Horry County entered a 15-year ESPC that is estimated to save the county more than \$573,000 annually from what it's currently paying for energy. Upgraded electrical and water systems in more than 100 county buildings will modernize dated county facilities.
- Michigan: A \$1.6 million ESPC in Alpena County was completed. It is projected to save the county more than \$100,000 in annual energy and operational savings.
- Massachusetts: Voters in the town of Shirley approved by a margin of 109-

11 a ballot measure to borrow \$570,000 to initiate an energy-savings program and to enter into a performance contract.

- Georgia: Phillips State Prison has begun an energy and water conservation project to become the state's first bond-financed ESPC.
- Massachusetts: Stevens High School's ESPC is entering a 20-year \$3.6 million ESPC.
- Connecticut: Tolland has launched a \$10 million 20-year ESPC that is expected to save the city nearly \$600,000 a year in utility and operating expenses across multiple municipal buildings and four public schools. Tolland will receive a \$350,000 utility rebate as part of the project.
- Hawaii: The State's Department of Accounting and General Services is implementing a \$17.4 million ESPC that is expected to save more than a million dollars in the first year and lower operational costs by \$28 million over the 20-year term. The ESPC project will be implemented across 33 state-owned buildings on the islands of Kauai, Oahu, Molokai, Maui and Hawaii's Big Island.
- Nevada: A new ESC state chapter was launched in Nevada with 11 individual members from the private and public sector. An educational webinar was held for the public sector in Nevada as the new Chapter's first outreach effort.
- Ohio: Organizational efforts were undertaken by public and private sector individuals interested in forming a new Ohio ESC State Chapter.
- Kansas: The Kansas Energy Office finalized a new list of 16 pre-qualified vendors (ESCOs) for its FCIP (ESPC) program.

December 2013

- US Department of State: The U.S. Embassy in Managua, Nicaragua has entered into a \$15 million ESPC that will save more than \$36 million in utility expenses over 25 years through the installation of 1 megawatt of photovoltaic generation and energy efficiency upgrades.
- Hawaii: The Department of Transportation announced a \$150 million ESPC at 12 state airports that is expected to save \$518 million in energy costs over 20 years.
- Puerto Rico: U.S. Army is implementing a \$34.3 million ESPC for energy efficiency improvements at Fort Buchanan and U.S. Army Reserve Centers in Puerto Rico. The project will save \$61 million in energy and operational costs over the next 16 years and create at least 100 local jobs.
- Kansas: Public and private sector ESC members met in Topeka to formalize plans to launch a new Kansas ESC State Chapter organization.
- ESC Board appointed Lee Colten, Kentucky, to fill a vacancy on the board created by the resignation of a public sector board member from Colorado.
- The Obama administration announced an extension of the president's initiative to increase energy efficiency in federal buildings. The 2011 executive order, which jumpstarted a two-year campaign to achieve \$2 billion

in energy savings in federal buildings, was set to expire at the end of this year. The Executive Order encourages the use of Energy Savings Performance Contracting as a financing mechanism.

Sincerely,

Jim Arwood
Executive Director
Energy Services Coalition

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