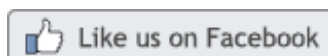


News & Updates from our members and ESC State Chapters



DELAWARE ESC CHAPTER HOLDS 4TH ANNUAL ENERGY CONFERENCE IN WILMINGTON

On Wednesday, October 18th, the Delaware Chapter of the Energy Services Coalition and the Delaware Sustainable Energy Utility (DESEU) hosted more than 110 attendees at the 4th Annual Delaware Energy Conference at the Chase Center in Wilmington. The Luncheon Keynote was provided by Secretary Shawn M. Garvin of the Delaware Department of Natural Resources and Environmental Control. Session topics included: The Future of Property Assessed Clean Energy (PACE) Financing in Delaware; Implementing Energy Assessment Recommendations; Plugging into the EV Boom; and Emerging Technologies. Some of the key themes were:

- Lessons learned from how others are implementing energy efficiency measures and technologies
- How climate change is influencing product innovation as well as public policy
- The need for private, public, and non-profit entities to work together to advance energy efficiency and clean energy policies

[Click here](#) to learn more about the 2017 Delaware Energy Conference at



Luncheon Keynote: Secretary Shawn M. Garvin of the Delaware Department of Natural Resources and Environmental Control.



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 material, event announcements, items supplied by Chapter members or news stories that appear in media outlets in each state. Chapters are 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.

Chapter Playbook Update

Version 2.0 of The Energy Services Coalition Chapter Playbook has been posted to the ESC website. The Playbook is a living document that represents an ongoing process of collecting examples of successes and challenges emerging from state programs and state ESC Chapters. The Playbook outlines approaches

from around the country of how to operate a successful state ESC Chapter in support of a statewide GESPC public program, and increase energy efficiency investments in a state. [Click here](#) for more information.

RACE TO THE TOP IS ON

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

funds through a GESPC. Sebastian County officials hope to fund the energy measures outlined in an Investment Grade Audit and Project Proposal from McKinstry at between 2.75 and 3.5 percent. The total project is estimated to cost \$5.1 million and will be repaid over the course of 14.6 years, with the county saving over \$348,000 per year as a result of the measures.

October 4, 2017: The University of Arkansas at Pine Bluff hosted a ribbon cutting ceremony to celebrate the completion of its solar park. The solar park is the culmination of a \$19.3 million energy performance contract through the Arkansas Energy Performance Contracting (AEPC) Program. The keystone of the project is a 321 kW photovoltaic solar array that ranks as the largest public solar installation in Arkansas. The energy performance contract is also the largest of its kind completed under the AEPC Program. The panels will decrease UAPB's energy consumption by a sizeable 32%, making UAPB the first state university to meet the 30% energy reduction mandate signed into law by Act 1494 of 2009. Energy savings from these improvements are guaranteed by Performance Services to cover the costs of installation on an annual basis over 19 years.

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 these pages up-to-date on all things performance contracting in Arkansas.



Spotlight on Missouri:

October 19, 2017: The Sunset Hills Board of Alderman is charting a course to make city buildings more energy-efficient through a 20-year performance contract. The board has not entered into a contract yet, but voted unanimously to sign a letter of intent to authorize Trane to conduct an investment-grade engineering audit of city systems at all four buildings in anticipation of potentially

agreeing to a full contract in December. Under the proposal for improved energy efficiency the city could see an annual guaranteed net cash flow of up to \$540,154 spread over 20 years by making more than \$800,000 in needed upgrades to all four city buildings: City Hall, the Police Department, the Community Center and the Public Works Building. Funding for the project would come through the city financing \$806,000 at 3.35 percent interest.

October 4, 2017: The Normandy School District has issued an RFP for a Guaranteed Energy Savings Performance Contract. Bids are due October 24. For more information call 314.493.0400.

Spotlight on Arizona:

October 16, 2017: The Arizona Department of Administration, State Procurement Office, is evaluating responses to an RFI for Guaranteed Energy Savings Performance Contract Financing Options. The RFI, which closed on October 16, seeks to establish a financial vehicle and/or methods of financing GESPC in state facilities.



September 22, 2017: Peoria's Sustainability Action Plan was adopted in 2012 and ratified by mayor and council in 2016, this plan outlines specific goals and initiatives centered on reducing energy costs, conserving resources, implementation of smart water principles, an extensive education component, and even transforming the way we design, operate, and maintain facilities. This summer, the City of Peoria made another giant leap in its sustainability efforts by entering into a Guaranteed Energy Savings Performance Contract. This agreement will result in significant savings by making 16 existing city facilities more energy efficient through the addition of solar power.

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

Spotlight on Indiana:



October 6, 2017: Logansport city and utilities officials continue to consider upgrading local street and building lighting through a \$1.4 million GESPC over 15 years. A March audit explored options for increasing energy efficiency for the more than 3,000 streetlights throughout town and at nine municipal properties, including the City Building, the two fire stations and a garage rented out to the local ambulance service. The potential GESPC would result in annual savings of about \$145,000.

Spotlight on New Mexico:

October 5, 2017: Clovis Community College is close to finalizing its energy performance contract that will provide the school with substantial savings in utilities cost.



New Mexico ESC Chapter Facebook Page:

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



Spotlight New Hampshire:

October 4, 2017: Cannon Mountain Ski Area, New Hampshire Department of Natural & Cultural Resources (DNCR) and Ameresco, has completed the approximately \$5.1 million energy efficiency initiative at Cannon Mountain. The State of New Hampshire, which owns Cannon Mountain, sought solutions to enact energy efficiency and conservation measures for both Cannon's snowmaking and energy-supply systems. The

work, which has been underway for the past year, included the replacement of 388 existing energy intensive land based air/water snow guns with tower mounted low-energy snow guns, and some portables. The new tower guns greatly reduced compressed air energy as well as the labor required to move the old land guns around the mountain. Twelve-hundred feet of water/air lines were also added, as well as a new pump house located at 3,170 feet, to expand Cannon Mountains snow making ability at higher elevations. The project was funded through the state's energy performance contract, and is budget-neutral, with savings from the reduction in energy to be used to pay-off the bond within 16 years. Annual energy cost savings are expected to be approximately \$386,000.

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

Spotlight on Tennessee:

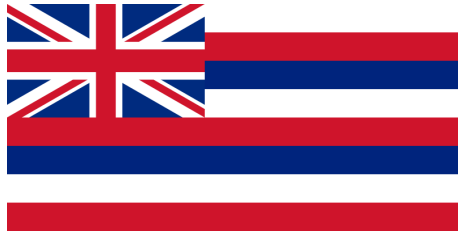
October 3, 2017: Bledsoe County Schools in Pikeville, Tenn. has reached a \$500,000 energy savings milestone as a result of a GESPC entered into in 2009. Bledsoe County Schools partnered with Schneider Electric to conduct a comprehensive energy audit and install \$1 million in infrastructure and efficiency improvements across its five schools and Board of Education building.



In addition to annual energy savings, the project has also made a substantial environmental impact on the community, removing 4,329 metric tons of CO2 from the atmosphere, which is equivalent to taking 914 passenger vehicles off the road for one year, powering 451 homes for one year or planting 112,195 trees.

NEXT ESC Chapter Meeting: Monday, December 11, 12:30pm at the William R. Snodgrass TN Tower, 2nd Floor, Conference Room E in Nashville. [Click here](#) for more information. At its last meeting 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.

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



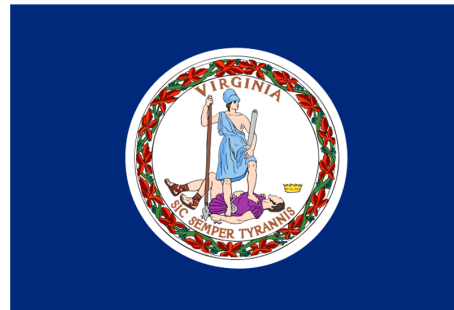
Spotlight on Hawaii:

September 24, 2017: In June 2015, Gov. David Ige signed into law a bill making Hawaii the first state in the nation to set a 100 percent renewable portfolio standard for the electricity sector by 2045. On the same day, he signed a bill requiring all 10 campuses of the University of Hawaii to be net zero by 2035. University of Hawaii Maui College is

on track to reach that goal by 2020 at the latest, and possibly as early as 2018. In doing so UHMC would become the first college campus in the United States to reach net zero. A Phase One GESPC helped reduce consumption campus-wide through energy efficiency - more efficient lighting and air conditioning. It also included a PPA (power purchase agreement) for renewable energy that resulted in a solar covered-parking lot. A Phase Two is expected to begin in 2018.

Spotlight on Virginia:

September 21, 2017: The Danville School Board has approved a \$4.1 million energy performance contract it describes as a cost-neutral project. The contract, with Trane, will save the school district around \$6.6 million over a span of 15 years, for a total net savings of more than \$2 million.



Work will include replacement of all fluorescent lighting at schools with energy-efficient L.E.D. alternatives, as well as update all the front-end control units for school air and heating systems. The board also selected U.S. Bank to help finance the contract through tax-exempt energy funding.

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.



Spotlight on Illinois:

September 19, 2017: A potential \$1.2 million 20 year GESPC received the approval of the Piatt County Commission to issue a request for qualifications. A preliminary feasibility assessment presented by a contractor estimated a \$1 million investment in energy improvements to six buildings can be paid off through a \$1.2 million energy savings guarantee from the company over the next 20 years. The state

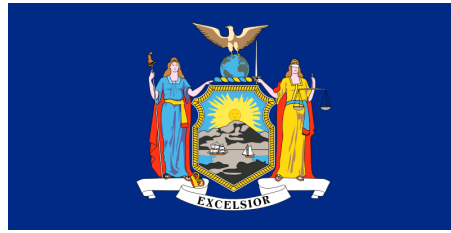
mandates such procurement projects go out to bid, giving the county the ability to choose any company to take on the work.

The preliminary study would have the county performing an estimated \$493,570 in lighting work, \$258,726 to improve energy control systems; \$134,152 to fix the Public Safety Building cooling system; \$119,894 to improve water conservation; \$46,592 to upgrade hot water heaters at the PSB, and \$28,039 to make building envelopes more efficient.

Spotlight on New York:

September 18, 2017:

Residents in the Fayetteville-Manlius School District will vote on a \$45.2 million capital project in December. This comes following a vote by the board of education in September to move the referendum forward.



Only \$3.2 million is earmarked for energy improvements through a GESPC and includes the installation of a new HVAC system, a new roof and windows, replace boilers and additional improvements in all of the district's facilities to generate energy savings. If voters reject the capital project, the GESPC can still move forward through authorization from the school board. The GESPC also qualifies to receive 10 percent savings from building aid from the state education department.

If voters give the project the ok, the school district would move forward with the projects at a total sum not to exceed \$45.2 million, and to use \$9.42 million from capital reserves to levy a tax in the amount of \$35.78 million. The earliest the project construction would begin is spring 2020, said Benedict.



Spotlight on Utah:

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: 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.

BIDS: On The Street

October 18, 2017 -- Illinois:

October 2, 2017 - Florida: The West Palm Beach Purchasing Division is soliciting responses to a RFP for Police Station Energy Performance Contracting Program. Bids are due November 2, 2017. For more information call 561.822.2100.



October 2, 2017 - New Jersey: The Nassau Health Care Corporation is seeking contractors to assist NuHealth become as energy efficient as possible through installation of ECMs, upgrades and implementation of optimal operation and maintenance procedures. Bids are due Oct. 31, 2017. For more information contact Kevin Mannle at 515.572.6908.



ESC Newsmakers . . .

website. [Click here](#) to access past issues.

In The News:

ESC Newsletter: The ESC Newsletter is distributed monthly to members of record and state GESPC program managers.

If you have missed an issue you can access all newsletters dating back to 2009 on the ESC

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.