



Energy Services Coalition

A Public-Private Partnership

Fall 2016 Newsletter

News & Updates from our members and ESC State Chapters

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



ESC election results are final: 17 members elected to Board of Directors



The Energy Services Coalition biennial election concluded last month with the election of 17 members to serve two-year terms on the national Board of Directors. Directors elected to serve include:

ESCOS

Tom Walther
Regional Sales Director, SE US
OSRAM Lighting Solutions, North America

Christine Keck
Director of Government Relations
Energy Systems Group, LLC

Leslie Larocque
Regional Director
McKinstry

Robert Georgeoff
Vice President
Ameresco, Inc.

John O'Herron
Regional Sales Manager
Schneider Electric Energy Solutions

Charles McGinnis
Vice President-Sales, North America
Johnson Controls Energy Solutions

Non-Profit

David Terry
Executive Director
NASEO

Public Sector

Peter Berger
Guaranteed Energy Savings Program, Mgr
Minnesota Department of Commerce

Amy Butler
Executive Director
OUInc, Oakland University

Mary Blackmon
Energy Engineering Manager
ADECA Energy

Kelly Thomas
Energy Program Manager
Nevada Governor's Office of Energy

Karen Rantamaki
State of New Hampshire
Concord, NH

Eileen McHugh
Program Coordinator
MA Dept. of Energy Resources

Vendors

Christopher Halpin
President
Celtic Energy, Inc.

Douglas Dahle
Sr. Program Manager
National Renewable Energy Laboratory

Rhonda Courtney
VP Business Development Public Sector
Energy Focus, Inc.

Financial

Karen Pelzer
SVP
All American Investment Group, LLC

NASEO

Vacant



The Outgoing Board of Directors: Back row left to right: Pete Berger, Rick Rodriguez, Tom Walther, Len Hoey, Doug Dahle, John O'Herron. Front row left to right: Jim Ploger, Christine Keck, Chris Halpin, David Terry, Mary Blackmon and Karen Pelzer.

The ESC Blog

AWARDS AND RECOGNITION

In 2015, Awards and Recognition was added to the ESC list of 10 Key Attributes for Programmatic Design. It is a new area and as such few states currently have efforts that either publicize or recognize project success.



States activity in this area vary from a formal awards program through the ESC Chapter, to issuance of press releases recognizing various stages of project success (announcement, construction, savings over guarantees). Formal award programs promote success, lead by example and recognize results.

Of the states and chapters with a recognition program, several types of award programs exist and some states/chapters have multiple programs/efforts to recognize successful projects. To date, there are at least 10 states/chapters that are promoting success through press releases or some other type of project announcement or awards. These efforts include:

- 4 states recognize savings over guarantees
- 2 states recognize completion of construction
- 4 states recognize project announcement
- 4 states link recognition to federal programs
- 2 states have public award events

States have reported that the awards efforts (see Michigan) can assist dramatically in the collection of case studies and past project lists as a part of the nomination of projects for award consideration.

Question: Do you know of a state/chapter program promoting successful GESPC projects? Send your information or ideas to info@energyservicescoalition.org.



ESC in the Spotlight

SAVE THE DATE: 2017 Conference Update
The ESC announced the Nevada ESC Chapter will host the 6th Annual Market Transformation Conference on August 10 and 11th, 2017 in Henderson, Nevada. The conference is being held at the [Green Valley Ranch and Spa](#). Watch this space for important conference updates.

State Chapter Spotlight: Delaware

On Wednesday, October 19th, the Delaware ESC Chapter and Delaware Sustainable Energy Utility held its 3rd Annual Energy Confer at the Chase Center in Wilmington. More than 100 people attended.

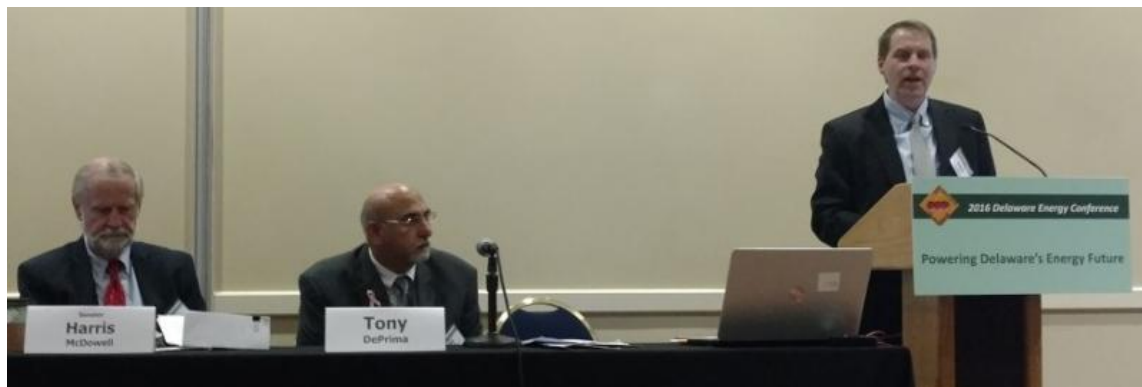
Keynote speakers included Judi Greenwald, Deputy Director, Climate, Environment and Energy Efficiency and Senior Advisor to the Secretary for Climate Change, US Department of Energy, and David Terry, Public Sector Vice-President, Energy Services Coalition and Executive Director of the National Association of State Energy Officials.



Among the topics discussed included panel discussions on Emerging Technologies, Energy Resiliency, and Energy Programs and Incentives. Some of the key themes were:

- The role electric vehicles will play in transforming the future of energy supply and demand;
- How "smart" energy systems in buildings and homes are transforming their relationship with the grid;
- Continuing need for both government and utilities to provide incentive programs to shape consumer energy consumption and adoption of new technologies.

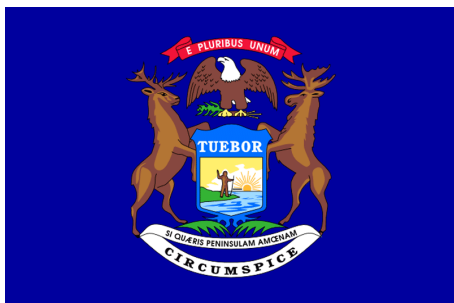
To learn more about the Delaware Energy Conference and the DE ESC visit the [Chapters webpage](#) or [Facebook page](#).



David Terry, ESC Public Sector Vice-President delivers the morning Keynote Address.



More than 100 people attended the 3rd Annual Delaware Energy Conference hosted by the Delaware ESC Chapter and the DESEU.



State Chapter Spotlight: Michigan

In recognition of significant energy efficiency investment and demonstrated energy cost savings at facilities throughout the state, Energy Services Coalition - Michigan Chapter presented its Sixth Annual Awards honoring the City of Grand Rapids, Manistee Public Schools, Riverview Public Schools, Washtenaw Intermediate School District

and West Branch Regional Medical Facility. Also, Rep. Al Pscholka (District 79), MI House of Representatives, was recognized for leadership in passing Public Acts 119-123 of 2016, which enable municipalities to finance Energy Savings Performance Contracts with another cost-effective option and Public Act 485 of 2014, which provided the ability to enhanced Energy Savings Performance Contracting at Michigan Community Colleges.

Collectively, this year's recipients, who oversee energy consumption, invested nearly \$8.0 million in energy efficiency improvements through performance contracting. The investments are saving more than \$689,000 annually. In the period of 2011-2016, the ESC Michigan Chapter has recognized recipients for a total of \$112.9 million in energy efficiency and renewable energy investments and \$7.6 million in annual savings.

The annual awards event attracts energy efficiency experts from around the state and this year the event was held at the offices of the Michigan Agency for Energy. The event featured a keynote address by Lieutenant Governor, Brian Calley and a facilitated panel discussion with the award recipients.

Following is the project list by size and savings that were honored with a 2016 ESC-MI Chapter award:

- [City of Grand Rapids](#): \$1.9M and \$146,000 in annual cost savings.
- [Manistee Area Public Schools](#): \$2.35M and \$148,000 in annual cost savings.
- [Riverview Public Schools](#): \$1.14M and \$78,000 in annual cost savings.
- [Washtenaw Intermediate School District](#): \$.97M and \$137,000 in annual cost savings.
- [West Branch Regional Medical Center](#): \$1.59M and \$180,000 in annual cost savings.





Lt. Governor Brian Calley, State of MI, keynote speaker at MI-ESC Chapter Awards event.

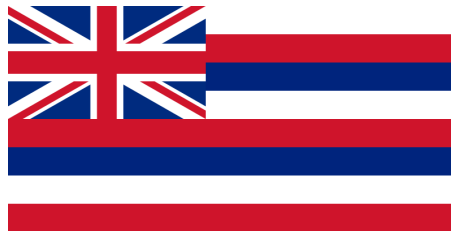


Top: Diane Mills, ESC-MI Chapter President.

Bottom: West Branch Hospital: Mark Bauer, Kent Allen, Nicole Gillette, Robert McGrail, Catherine Cleland, and Shane VanCise, Johnson Controls

State Spotlight: Hawaii

Hawaii was recognized at the recent ESC Market Transformation Conference for the fifth consecutive year as the nation's leader for per capita investment in guaranteed energy savings performance contracting (GESPC). Hawaii's investment of \$325.25 per capita in 2016 earned the state a No. 1 ranking.



"It is an honor to be acknowledged for this achievement, which highlights the innovative work being done to transition Hawaii to a clean energy future," said Gov. David Ige. "Reducing energy use by making our buildings more efficient will help us meet the challenges of energy security and climate change that we face in Hawaii. I'd like to thank the Energy Services Coalition for this recognition, and for its work in championing energy performance contracting."

"Investing in energy efficiency not only lowers harmful carbon emissions, it reduces home and business energy costs, stimulates economic growth, and improves energy system reliability," said Luis Salaveria, director of the State Department of Business, Economic Development and Tourism (DBEDT). "By reducing government spending on energy we are able to free up valuable taxpayer dollars for other essential programs."

The Hawaii State Energy Office (HSEO), a division of DBEDT, provides technical assistance to state and county agencies entering into energy performance contracts. The GESPC projects vary widely and include courthouses, community colleges, airports and prisons. HSEO Administrator Mark Glick noted that the \$442.4 million of energy performance contracts put in place since 1996 will save the state an estimated \$1.1 billion in electricity costs over the life of the contracts.

"It's gratifying that among Hawaii's largest energy consumers, state and county agencies have helped drive Hawaii's No. 1 per capita ranking in GESPC contract value for each of the five years I have been energy administrator," Glick said. "Efficiency gains from these major projects are playing a significant role in reducing greenhouse gas emissions while providing a healthy return on investment."

Glick cited the \$158 million energy performance contract recently undertaken by the State Department of Transportation (DOT) at 12 of Hawaii's 15 airports, which will cut energy use in half

