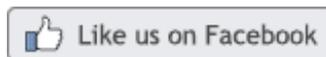




News & Updates from our members and ESC State Chapters



7th Annual ESC Market Transformation Conference



The Opening Keynote Panel discusses the Changing GESPC Industry at the 7th Annual ESC Market Transformation Conference. From left to right: David Terry (NASEO), Chuck McGinnis (Johnson Controls), Kristofor Anderson (Georgia Environmental Finance Authority), John Canfield (Trident Energy) and Bob Georgeoff (Ameresco).

Uptown Atlanta Hosts ESC Conference Goers

The ESC held its seventh annual gathering at the Georgia Tech Conference Center in Atlanta on October 4 and 5. The 7th Annual Market Transformation Conference attracted nearly 150 practitioners involved in the delivery of GESPC programs, products and services. The conference has earned the reputation as the premier public-private conference for performance contracting. Presentations have been posted to the [conference website](#) (hover over the name of the speaker on the agenda for a link to their presentation.) The ESC thanks its speakers who made the conference informative and educational for all attendees.

The ESC also thanks its sponsors -- who made this year's event possible. The [ESC Virtual Tradeshow](#) in support of the Atlanta conference remains open until April 1, 2019 on the ESC website. The virtual tradeshow features booths and business cards for all 25 of our 2018s sponsors.

ESC Race to the Top Nears \$13 Billion Mark

Over the summer the ESC's [Race to The Top](#) database surpassed \$10 billion in projects reported by states or gathered from publicly available resources. Since that time the reported GESPC investments have continued to grow and today stand at \$12,825,258,518.19 in reported projects. Since its inception, 42 states have reported project data to the ESC's Race to the Top.



ESC Executive Director, Jim Arwood, presents the Race to the Top's All-Time GESPC Investment Per Capita award to Alan Okimoto, Hawaii. (Photo by Jim Ploger)

Hawaii tops Race

The nearly \$3 billion increase during the past few months was a result of the data collection effort led by ESC's State Liaison Team (Eddie Riddle, Jim Ploger, John Canfield and Dale Hahs). This effort, supported by the US Department of Energy's Office of Energy Efficiency and Renewable Energy, culminated with the national Race to the Top awards presented at the closing ceremony of the ESC Market Transformation Conference in Atlanta.

The Race to the Top is part of the ESC's continuing effort to broaden the demonstration of national non-federal GESPC investment results tracked to date and how each state's achievement compares in dollars per capita.

Ohio, Hawaii & Washington take home Race to the Top Awards

This year the ESC recognized Race to the Top winners in four categories for its annual awards:

- All-Time GESPC Per Capita Leader: Hawaii
- All-Time Total GESPC Investment Leader: Ohio
- Annual (2017) GESPC Per Capita Investment Winner: Hawaii
- Annual (2017) Total GESPC Investment Winner: Washington

2018 ESC Board of Directors Elections

During the month of September the ESC held elections to fill all 18 positions across six categories for its Board of Directors. The new Board will serve two-year terms.

The new Board held its first meeting October 24, 2018 and elected David Terry (National Association of State Energy Officials) as the Board President. Mr. Terry succeeds Bob Georgeoff (Ameresco). The Executive Committee and the full Board is listed below:

President

David Terry, NASEO

Vice-President Private Sector

Robert Georgeoff, Ameresco, Inc

Vice-President Public Sector

Erica Rita Velarde, State of New Mexico

Treasurer

Douglas Dahle, Retired NREL

Secretary

Charles McGinnis, Johnson Controls

Representatives of ESCOs

Robert Georgeoff, Ameresco, Inc.
Ray Hinson, Energy Systems Group
Leslie Larocque, McKinstry
Charles McGinnis, Johnson Controls
John O'Herron, Engie Services US
Tom Walther, OSRAM Lighting Solutions,
North America

Representatives of State Energy Offices and Other State Divisions

Peter Berger, Minnesota Department of Commerce
Mary Blackmon, ADECA
Reid Conway, State Energy Office of North Carolina
Mirka della Cava, Colorado Energy Office
Karen Rantamaki, State of NH
Erica Rita Velarde, State of NM

Representative of NASEO

David Terry, NASEO

Representatives of Nonprofit Organizations and Others

Douglas Dahle, Former NREL
Anthony DePrima, Delaware Sustainable Energy Utility

Representatives of Equipment Suppliers and Technical Services Providers

Rhonda Courtney, Eco Engineering
Christopher Halpin, Celtic Energy, Inc.

Representatives of Finance

Karen Pelzer, All American Investment Group, LLC



5th Annual Delaware Energy Conference hosted by the Delaware ESC Chapter

The Delaware Chapter of the Energy Services Coalition held its

5th Annual Energy Conference on Halloween in Wilmington, Delaware. This year's Conference keynote speaker was Maria T. Vargas, Senior Program Advisor at the Department of Energy and the Director of DOE's Better Buildings Initiative.

Presentations from the 2018 Energy Conference have been uploaded to the [conference website](#). Special thanks to the [conference sponsors](#) whose support helped make this year's event a great success.



Spotlight on Arizona

The Arizona Department of Administration, General Services Division, as authorized under A.R.S. § 41-2501 is seeking to establish one or more "Statewide" contracts to satisfy the needs of the State of Arizona, through Guaranteed Energy

Race to the Top Update: Arizona added \$9,200,000 in GESPC investment and now has an all-time total of \$332,932,433. For more information visit the Arizona ESC Chapter Facebook page.

Savings Performance Contracting (GESPC). The State is seeking proposals from Energy Services Companies to be pre-qualified for as-needed Statewide

Guaranteed Energy Savings Performance Contracts. ESCOs selected through this RFP, that also enter into a subsequent contract with the State, will be eligible to provide services to the State, its Agencies, Boards and Commissions (State) as well as Participating Members of the RFP Due Date is December 13, 2018, 3:00 PM, Arizona Time. The RFP can be viewed on the State of Arizona's eProcurement Site APP: app.az.gov.



Spotlight on Georgia



Race to the Top Update - Eleven Georgia GESPC projects totaling \$100,367,021 were added to the ESC Race to the Top database. Visit the [Georgia ESC Chapter Facebook](#) page for more info.

Pictured on the left is Kristofor Anderson of GEFA speaking at the ESC Conference

October 24, 2018 -- Georgia: Douglas County has partnered with Ameresco for a \$2.2 million Guaranteed Energy Savings Performance Contract (GESPC) to provide energy efficiency and infrastructure upgrades to 38 municipal government buildings. The project is expected to save the County more than \$164,000 annually, over the 15-year contract term. Once complete, the GESPC is expected to reduce County energy use by 1,588,002 kWh annually. The project consists of 11 energy conservation measures including replacing or retrofitting over 500 water fixtures, new rooftop units at the Fire Administration building, new air handling units at the Rideshare building, new direct digital controls, smart irrigation systems and the replacement or retrofit of more than 7,400 interior and exterior lighting fixtures.

Spotlight on California



Race to the Top Update - For the first time, a sampling of California GESPC projects have been added to the ESC Race to the Top database. Seven projects, totaling \$32,150,200, were reported. Visit the [California ESC Facebook](#) page for more info.



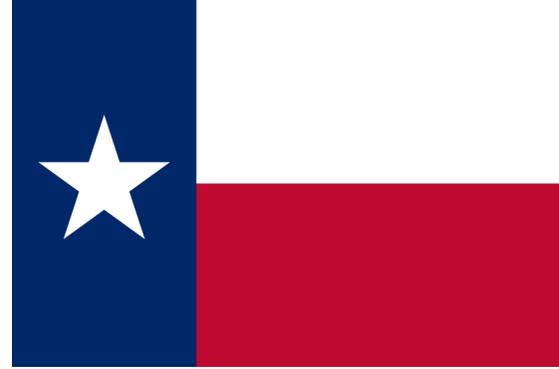
Russ Garcia, California ESC Chapter Private Sector Chair, provides an update of GESPC activities in California as part of the State Roundtable session at the ESC Conference in Atlanta. (Photo by Jim Ploger)

October 23, 2018 - California: San Diego Zoo Global has chosen a unit of EDF Renewables North America to provide a 1 MW/4 MWh energy storage system that is designed to reduce energy costs while limiting emissions at the zoo. The zoo will use the storage project to smooth spikes in energy usage, thereby, lowering demand charges. The system will also minimize energy costs by recharging the battery when wholesale electricity prices are low and discharging power to the zoo when costs are high. The 12-year contract for the energy storage system is structured as a shared savings agreement.

To help cover projects costs, the zoo has applied for a \$1 million rebate from California's Self-Generation Incentive Program. The zoo is a direct access customer, which means it buys its power at wholesale rates directly from the California Independent System Operator. The only rates it pays to the utility are demand charges. The energy storage system, which is expected to enter service in May or July 2019, avoids demand charges by cutting the zoo's energy use during periods of peak demand. The storage system will also be used for some energy arbitrage by taking advantage of wholesale power price volatility.

October 16, 2018 - California: St. Patrick Catholic School, a part of the St. Patrick Catholic Community in Carlsbad, recently installed a new 173.16 kW DC turnkey rooftop solar system as part of a PPA with Baker Electric. The project follows the school's recent construction overhaul and will provide St. Patrick with an estimated \$12,985 in net savings within the first year of operation. The PV array was financed via a PPA and is estimated to reduce St. Patrick's energy consumption by at least 57 percent annually. The projected savings of more than \$1.45 million over the 25-year warrantied life of the solar modules will fund the installation.

Spotlight on Texas



Race to the Top Update - Texas reported 43 projects bringing its total in the ESC's Race to the Top database to 53 projects amounting to \$242,833,759. Visit the [Texas ESC Chapter Facebook](#) page for more info.

Pictured at Left: Eddy Trevino, Texas State Energy Conservation Office and Texas ESC Chapter Public Sector Co-Chair, updates attendees at the ESC Conference on recent efforts to re-launch the Texas ESC Chapter. An organizational meeting is being planned for early 2019. (Photo by Jim Ploger)

October 23, 2018 - Texas: San Felipe Del Rio Consolidated Independent School District (CISD), located in Del Rio, Texas, has partnered with Schneider Electric on a GESPC that will reduce its utility consumption by 35 percent, with guaranteed savings of \$25 million over the course of the 20-year project. San Felipe Del Rio CISD is strategically addressing challenges associated with deferred maintenance and increasing energy consumption and operational costs from its aging mechanical and electrical distribution systems. Renovations will be made to 20 buildings throughout the district, 15 of which are schools. Construction is underway and is scheduled to be complete by spring 2020.

The San Felipe Del Rio CISD project will have a sizable environmental impact on the community. Once completed, this energy efficiency project will provide energy efficiency savings equivalent to removing 739 cars from the road, planting 109,168 new trees or removing over 4,456 tons of greenhouse gases from the atmosphere.

September 18, 2018 - Texas: The Katy Independent School District is evaluating proposal for an GESPC to develop, design and install facility improvements and energy efficient upgrades at all the district's schools.

Spotlight on Colorado



Race to the Top Update - Colorado updated its numbers in the ESC database, adding seven new projects totaling \$28,035,687. The state's total investment in GESPC now stands at \$574,452,035 and eighth place in the Race to the Top's per capita total all-time.

The Colorado ESC Chapter was recently named the 2019 host Chapter for the 8th Annual ESC Market Transformation Conference. Stay tuned for more details.



Pictured above: Mirka della Cava, Colorado Energy Office and Colorado ESC Chapter member, provides a Colorado update during the State Roundtable session in Atlanta. Visit the [Colorado ESC Chapter Facebook](#) page for more info.

October 19, 2018 - Colorado: Walden in Jackson County unveiled their new floating solar photovoltaic (PV) array at the Town Water Treatment Facility recently. The floating panels are the first of its kind in Colorado and only the fifth in the U.S. With a \$400,000 price tag, the project was made possible through a GESPC with Johnson Controls and was supported by the Colorado Energy Office. GRID Colorado designed and installed the 75kW floating system.

October 11, 2018 - Colorado: The Denver International Airport has issued an RFP for an ESCO to perform an Energy Audit and Performance Contract. Bids were due November 9, 2018 at 2pm. A mandatory pre-bid conference was held on October 23, 2018.



Spotlight on Virginia

October 17, 2018 - Virginia: The \$6.3 million Energy Performance Project the Botetourt school division has been involved in over the past year already provided higher dividends than expected in the first year. During the construction phase of the project Botetourt schools avoided \$119,494 in direct energy costs. The ESCO, Johnson Controls, guaranteed the school division would have

an avoidance of \$39,199 during that phase that ended this summer when work in the schools was completed. The most significant part of the upgrade has been converting the lighting in all 14 of the school division's buildings to LED units. That conversion alone provided the majority of the cost avoidance - \$71,592. The school district is expected to save \$7.6 million in energy and operational savings during the 15-year contract. The school division used a GESPC through a program administered by the Virginia Division of Mineral Mining's Division of Energy (VDMME).

Spotlight on Washington

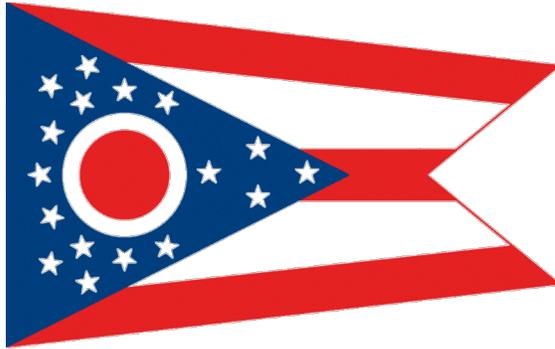
October 17, 2018 - Washington: The Covington Water District recently teamed with McKinstry to install a new hydropower turbine in the utility district's water main that takes advantage of a 170-foot drop. Now fully operational, the turbine will generate roughly 70 percent of the annual energy consumed by the water district.

The Washington State Department of Commerce provided a grant to cover 25 percent of the project's cost. The GESPC with McKinstry was executed and administered by the Washington State Department of Enterprise Services (DES) Energy Program. To date, the DES Energy Program has managed more than \$1.2 billion in ESPC projects, saving its public-sector clients more than \$40 million in annual avoided utility costs.



Race to the Top Update: The State of Washington reported new projects in excess of \$99 million bringing its all-time GESPC Investment total to \$1,356,449,930.

Spotlight on Ohio



Race to the Top Update: Ohio reported 106 new projects since last reporting numbers in 2013. A total GESPC investment of \$176,042,676.02 was added bringing the all-time total investment to \$1,428,726,303.02 -- the most of any state reporting numbers since the ESC started collecting data more than a decade ago. Visit the [OH ESC Facebook](#) page for more information.



Patrick Love, Ohio Facilities Commission, updates ESC conference attendees on Ohio GESPC activities. (Photo by Jim Ploger)

October 17, 2018 - Ohio: Jefferson County Commissioners are mulling a plan to make county buildings more energy efficient through a GESPC with Gardiner. Commissioners are discussing the installation of LED lighting, HVAC systems, water fixtures and building seals through a GESPC. A preliminary analysis shows the county could save more than \$686,000 annually on utility costs. Such a project would cost about \$8.6 million and require about 15 years to pay off. Officials say even if the county doesn't ultimately enter into a contract with Gardiner, issues with aging and faulty HVAC systems and lighting will need to be addressed and the county will have to pay for them individually when funds are available. The discussion includes whether certain buildings in the scope of the project, like the county jail, could be replaced in the future, and how that impacts the project moving forward. In the past Gardiner worked with Medina County on a similar GESPC project.



Spotlight on Tennessee



Race to the Top Update: Tennessee submitted nine new projects representing an investment of \$83,031,924 to the ESC Race to the Top database. TN all-time GESPC investment stands at \$195,449,812. Visit the [TN ESC Facebook](#) page for more information.

Pictured at left: Matt Calallhan, Tennessee ESC Chapter Private Sector Co-Chair provides an update during the Atlanta conference.

October 16, 2018 - Tennessee: The Grainger County Board of Education will realize energy savings after passage of a GESPC by a unanimous vote of 10-0 by its board. Under the contract, with Trane, the district's average energy costs will go from \$1.31 per square foot to \$1.09 per square foot. This averages to an estimated savings of \$178,612 per year, above and beyond the guarantees a savings of at least \$156,361 per year based on a three-year cycle on previous energy bills. The project is part of the Tennessee Energy Efficient Schools Initiative.



For the latest GESPC info from Nebraska visit the [NE ESC Chapter Facebook](#) page.

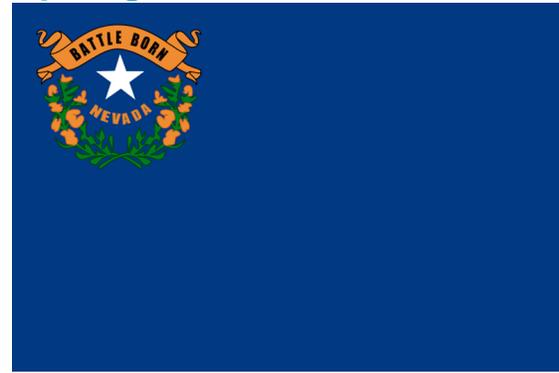
Spotlight on Nebraska

October 10, 2018 - Nebraska: The city of Lincoln is working on a city-wide street lighting retrofit project that will improve the city's safety and sustainability efforts while reducing its utility budget by 38 percent. The \$12.2 million GESPC project will provide the City with significant annual energy and maintenance savings. Lincoln is partnering with Schneider Electric to convert its 26,799 street lights to LED technology. The street

lighting conversion to LED is one of 14 strategies formalized in the Lincoln Environmental Action Plan adopted by the Lincoln City Council in late 2017. Construction began in October and is expected to be complete by mid-2019, with limited impact on city traffic during the construction phase of the project.



Spotlight on Nevada



Race to the Top Update: Nevada new updated GESPC investment total in the ESC database is \$261,074,203. For more information visit the [Nevada ESC Facebook](#) page.

Pictured left: Chris Halpin, Nevada ESC Chapter Private Sector Chair, provides a Nevada update during the Atlanta conference.

October 9, 2018 - Nevada: Nine out of the 10 Carson City School District schools earned the U.S. Environmental Protection Agency's Energy Star certification, which signifies their buildings perform in the top 25 percent of similar facilities nationwide for energy efficiency and meets strict energy efficiency performance levels set by the EPA. The CCSD also touts the lowest energy expenditures, on a per pupil basis, of all Nevada school districts, thanks to a GESPC with McKinstry. In May 2016, the district hired McKinstry to audit all the district's facilities in search of additional energy savings. This audit, paid for by the Nevada Governor's Office of Energy Performance Contract Audit Assistance Program, identified dozens of potential improvements that would save utility and operational costs. Mark Korinek, director of operations for CCSD, [presented at the 2017 ESC Market Transformation Conference](#) in Henderson and touted how the district is now using a third less energy than an average school which he said is a testament to the retrofit project and McKinstry's energy awareness and behavioral change program called powered.



Spotlight on Connecticut

October 2, 2018 - Connecticut: The Town of Enfield and the Board of Education have seen a combined energy reduction rate of 22% resulting from a 2016 referendum that approved a GESPC with Honeywell. Six months since the completion of project and the Town is on pace to save 2,848,556 kilowatt-hours per year of electricity equating to \$710,231 at current electric utility rates,

which exceeds the Honeywell contract guaranteed savings of 2,496,095 kilowatt-hours per year and \$651,723. The project included installation of high efficiency Light Emitting Diode (LED) lighting and lighting controls in most Town buildings, retrofitting roughly 3,700 streetlights to LED, boiler replacements in six Town buildings and a heating, ventilating and air conditioning (HVAC) system in the Central Library.

Spotlight on West Virginia

September 25, 2018 - West Virginia: Ohio County Schools is negotiating the sale of \$6.35 million of performance lease agreements as part of a bond issue approved by county voters in May. McLiney and Company of Mission, Kansas is working with district and will provide local banks and investors first opportunity to invest in the agreement and to join together as a group for the investment.



Race to the Top Update: The new GESPC investment total for West Virginia now stands at \$88,800,000. For more information visit the [WV ESC Chapter Facebook](#) page.



For more information visit the [Pennsylvania ESC Chapter Facebook](#) page.

Spotlight on Pennsylvania

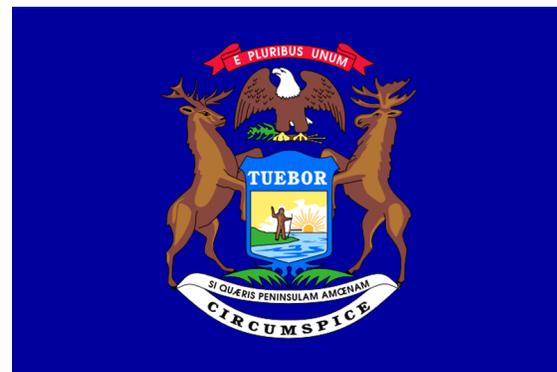
September 24, 2018 - Pennsylvania: The Altoona Water Authority is evaluating three proposed GESPC submittals for projects at its two sewer plants under a program overseen by the state. The projects are anticipated to produce \$1.5 million in annual benefits for the authority. The projects will be financed through a bond pool administered by the Pennsylvania Sustainable Energy Fund, a partnership between the Treasury Department and the Foundation for Re-

newable Energy and Environment (FREE) - operating under a law that requires ESCOs to fulfill at least 90 percent of their estimates and that the projects they propose break-even at least during the payback periods - which means that the benefits are free and clear after debt service ends. The Treasury limits financing deals to 12 years.



Pictured above: Chuck Key, representing the Michigan ESC Chapter, presents at the Atlanta conference. (Photo by Jim Ploger)

Spotlight on Michigan



Race to the Top Update: Michigan reports new GESPC investment totals of \$226,979,029.

Visit the [Michigan ESC Chapter Facebook](#) page for more info and an update on the 5th Annual Michigan ESC Awards Banquet.

September 24, 2018 - Michigan: The Marquette City Commission recently heard an update from Johnson Controls regarding the city's \$28 million GESPC that began over a year ago. The project is expected to save the city \$42 million over 20 years. The city

approved the GESPC in August 2017 and includes: upgrades at 22 traffic intersections; replacing 3,300 water meters with a "smart city" advanced metering infrastructure system; renovations to city hall; LED lights on 2,500 street lights and 125 bike path lights; an electrical co-generation plant at the wastewater treatment plant; numerous building envelope, lighting and HVAC improvements; and completing the Lakeview Arena's ice system replacement. The extensive project has created 37 full-time jobs and over 78,000 hours worth of local labor with prevailing wages before the state eliminated the prevailing wage law. A loan through Bank of America is funding the upgrades; however, the loan doesn't register as debt due to state laws enacted two years ago that allows local governments to use tax-exempt lease purchase, or TELP, agreements to finance energy conservation improvements. The work is anticipated to be completed by March and the city will payoff the cost over 20 years at an interest rate of 2.84 percent. The project will reduce utility costs from \$1.1 million to \$593,000 annually.

Spotlight on New York

September 21, 2018 - New York: The Gloversville Enlarged School District approved a contract with Siemens to conduct a comprehensive energy audit for a possible GESPC. All district buildings will be evaluated during the audit. A subsequent project proposal will include a written guarantee of projected annual utility savings and reduced operational costs for an 18 year period in accordance with state energy code. If the district decides to pursue the proposed projects, it would require approval from the NYSED before work can commence, which can take up to 44 weeks.



Race to the Top Update: A sampling of GESPC projects from New York, totaling \$291,569,893, has been posted to the Race to the Top. For more information visit the [New York ESC Chapter Facebook](#) page.

September 6, 2018 - New York: The Cato-Meridian Central School District has chosen John W. Danforth Company for a GESPC that is estimated to save around \$144,000 annually. While a public vote is not required for the district to enact the contract, the district will hold an election for voters to decide if they want the state to pay an additional 10 percent in aid toward the upgrades' cost. Districts can get the extra 10 percent as an incentive through the state if a project is approved by voters, which would obligate the state to honor that vote. The election will take place in November. Danforth will have to prove to the state that the energy performance contract will fulfill the desired total savings over a 15-year payback period.



Spotlight on Indiana

September 7, 2018 - Indiana: Michigan City will spend \$3.7 million on various energy-saving projects that will pay for themselves in energy savings. The Common Council voted unanimously to approve a list of 11 projects. The city will recoup all of that money through energy consumption and operating costs over the course of the 20 year contract.

State Roundtable:



The State Roundtable Discussion was the final session at this year's ESC conference in Atlanta. Updates were provided by State GESPC Program Managers and ESC State Chapter reps from 17 states. Pictured above is Erica Velarde, New Mexico Public Sector Co-Chair. At right, Alexander Mack, Florida ESC Chapter Public Sector Co-Chair.



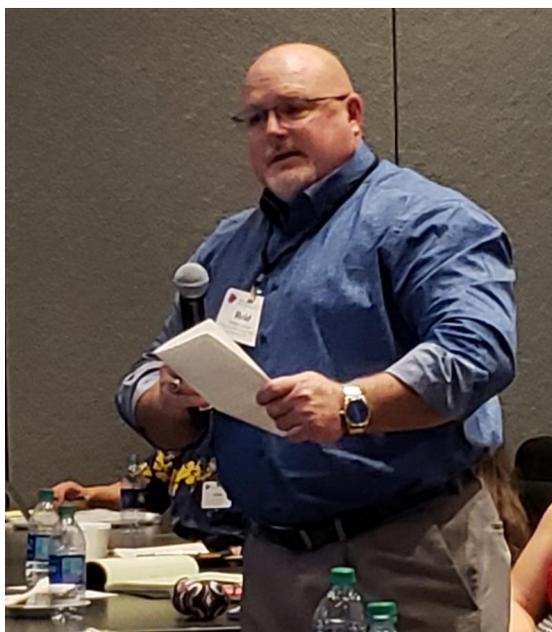
Left: Mary Blackmon, Alabama ESC Chapter Public Sector Co-Chair. Above: Karen Rantamaki, New Hampshire ESC Chapter Public Sector Co-Chair.



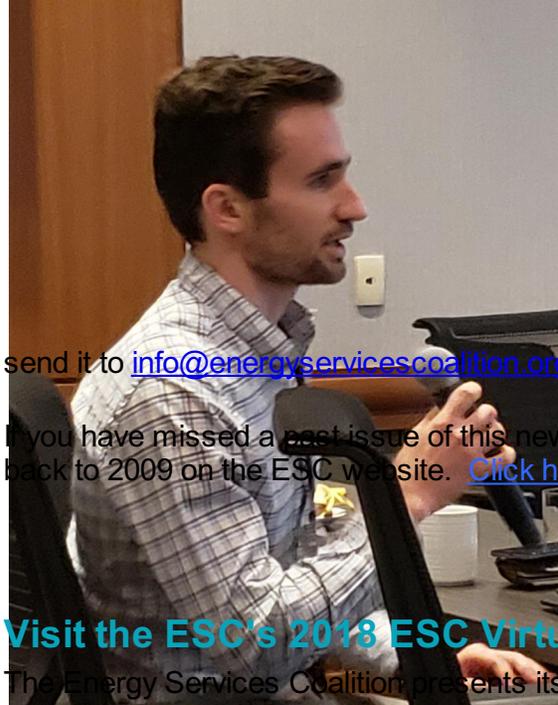
Above: Lona Brewer, Kentucky ESC Chapter Public Sector Co-Chair. Right: Sue Sebastain, Delaware ESC Chapter Rep.



Above: Pete Berger, Minnesota ESC Chapter Public Sector Co-Chair. Right: Reid Conway, North Carolina ESC Public Sector Co-Chair.



Left: Chet Howland, Arkansas Energy Office. Above: Jim Arwood, ESC Executive Director, presents Len Hoey, North Carolina ESC



ESC Newsletter: The ESC Newsletter is distributed monthly to members of record and state GESPC program managers. If you have a news item you would like to see in the next issue of the ESC Newsletter,

send it to info@energyservicescoalition.org.

If you have missed a past issue of this newsletter you can access all issues dating back to 2009 on the ESC website. [Click here](#) to access past issues.

Visit the ESC's 2018 ESC Virtual Tradeshow

The Energy Services Coalition presents its [2018 Virtual Tradeshow](#). The Virtual Tradeshow opened in the Spring of 2018 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.)