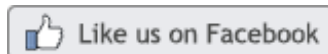


## News & Updates from our members and ESC State Chapters



## Save the Date: October 4-5, 2018 -- Atlanta, Georgia 7th Annual ESC Market Transformation Conference

The ESC is coming to Atlanta and the Georgia Tech Conference Center, October 4 and 5, 2018. Stayed tuned for more details and the launch of the 7th Annual Market Transformation Conference website.

See ya' in Atlanta.

## Bob Georgeoff takes helm as ESC Board President

The ESC Board of Directors has elected Robert "Bob" Georgeoff as ESC President. Georgeoff takes the leadership reins from Tom Walther. Walther served three years as the ESC President, overseeing the ESC during a period of tremendous growth in the organization and presiding over three national conferences.

Mr. Georgeoff is a Vice President of Ameresco where he is responsible for the Southwest Region and the Solar Center of Excellence. Bob has nearly 30 years of industry experience in a variety of origination, management and executive roles in the energy services, risk management and solar businesses.

# INDIANA CHAPTER

## INDIANA EVENTS

### [ESC Indiana Chapter Meeting](#)

February 26, 2018, 11:00am ET - Indiana Office of Energy Development, Indianapolis, IN

### [ESC Indiana Chapter Meeting](#)

March 26, 2018, 11:00am ET - Indiana Office of Energy Development, Indianapolis, IN

### [ESC Indiana Chapter Meeting](#)

April 23, 2018, 11:00am ET - Indiana Office of Energy Development, Indianapolis, IN

### [7th Annual Market Transformation Conference](#)

October 4-5, 2018 - Georgia Tech Hotel and Conference Center, Atlanta, GA

# TENNESSEE CHAPTER

## CHAPTER OFFICERS

### CO-CHAIRS

#### Public Co-Chairs:

Alexa Voytek  
Chad Kimes

#### Private Co-Chair:

Matt Callahan

#### Social Media Chair:

Cheryl Aquadro

### [Contact Information](#)

## Indiana and Tennessee join ESC network of State Chapters

The ESC network of state Chapters has grown by two. Indiana is the 34th state to launch an ESC Chapter, joining Tennessee, which re-launched its ESC Chapter in August 2017.

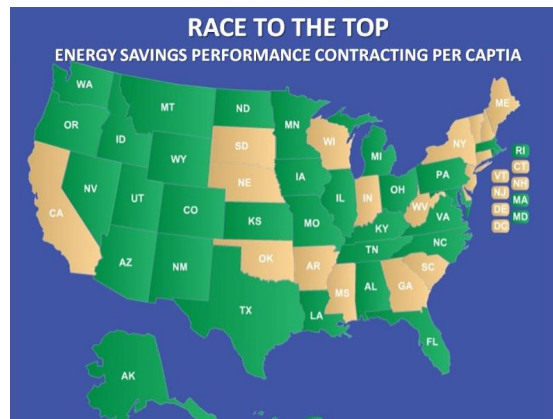
Since circumstances vary from state to state, the state chapter network provides specific problem solving capacity and education and outreach at the state and local level. Chapters are the vehicle for ESC members located in, or doing business in a particular state, to identify and develop solutions to state-specific issues or problems related to performance contracting in each state.

### Chapter Playbook Update

Version 2.0 of The ESC Chapter Playbook is a living document that represents examples of successes and challenges from state chapters. The Playbook outlines approaches of how states operate a Chapter in support of a state GESPC program. [Click here](#) for more information. Don't forget to "Like" Your State Chapter Facebook Page.

## RACE TO THE TOP IS ON

GESPC state programs manage energy data through benchmarking, tracking and reporting measures. Managing data is critical to gauging program effectiveness. Tracking and reporting project progress through the full-term of the contract, including effective measurement and verification reports, demonstrates project and program success through measurable results. The ESC offers a [State Project Data Collection form](#) in support of its Race to the Top competition.



To see the amount of GESPC investments for a particular state [click here](#) to view the ESC state map. The amounts listed are based on the information that has been voluntarily provided using the

[State Project Data Collection form](#). States with out-of-date or missing data are encouraged to contact us at [info@energyservicescoalition.org](mailto:info@energyservicescoalition.org) to have your data added or updated.

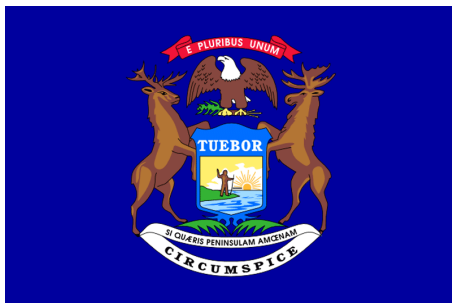


### State Data Collection on Energy Performance Contracting Projects

State Name  
 Organization Name  
 Contact Information  
 Name  
 Phone  
 E-Mail

#### PROJECTS COMPLETED OR UNDER CONSTRUCTION

| Project Name                     | Project Amount                       | Year Construction Completed | Estimated Annual Cost Savings |
|----------------------------------|--------------------------------------|-----------------------------|-------------------------------|
| Example: Johnson School District | Note: Do not include financing costs |                             |                               |
|                                  |                                      |                             |                               |
|                                  |                                      |                             |                               |
|                                  |                                      |                             |                               |
|                                  |                                      |                             |                               |
|                                  |                                      |                             |                               |
|                                  |                                      |                             |                               |
|                                  |                                      |                             |                               |
|                                  |                                      |                             |                               |
| <b>TOTAL</b>                     |                                      | \$0                         | \$0                           |



## Chapter in the News: Michigan

On Tuesday, February 27, 9 - 11 a.m. the Michigan ESC Chapter will hold its annual membership meeting. The Michigan Agency for Energy (MAE) is hosting the meeting at its Lansing offices at 7109 W. Saginaw Hwy.

The objective of the annual meeting is to build the next leadership team and member ideas and input on 2018-19 organizational needs, activities and events. Among agenda topics under consideration

is the delivery of education/outreach to targeted audiences on energy efficiency, infrastructure improvements and guaranteed energy saving performance contracting (GESPC).

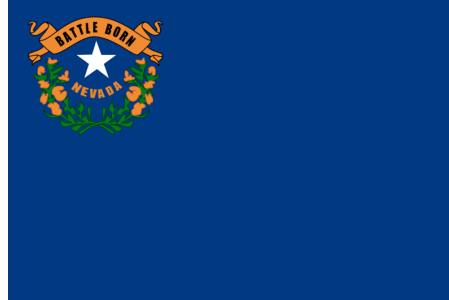
Over the years, Michigan public and private sectors have worked together through the ESC Chapter to compile numerous project case studies and best practices, and to recognize building owners that have completed highly successful GESPC projects. MAE is a founding member of the MI ESC Chapter and has encouraged energy efficiency education and outreach; and, provides information on energy savings performance contracting to building owners.

Please contact Jan Patrick, Public Sector Vice Chair, if you have questions or suggestions for agenda topics.

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

**[GESPC Success in Michigan At A Glance:](#)** The ESC has added a new page to its website dedicated to Michigan specific rules and regulations governing GESPC. [Click here](#) for the Michigan ESC Chapter homepage..

## Chapter in the News: Nevada



The Nevada ESC Chapter is in the planning stages of its annual full-day Spring GESPC Workshop scheduled for April 11, 2018. Agenda topics include Nevada's Model Documents for ESPC and M&V protocol guidelines for three high impact water measures. Additional agenda items will be announced shortly. Stay tuned for more information.

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

**[GESPC Success in Nevada At A Glance:](#)** The ESC has added a new page to its website dedicated to Nevada specific rules and regulations governing GESPC. [Click here](#) for the Nevada ESC Chapter homepage..



## Chapter in the News: Georgia

The Georgia ESC Chapter met February 6, 2018 to begin planning activities surrounding its role as the host Chapter for the 7th Annual ESC Market Transformation Conference. The meeting focused on informing members of the Georgia Tech Conference Center location, the October 4 and 5th dates, and opportunities for engagement. The Chapter also formed a scholarship committee.

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

**[GESPC Success in Georgia At A Glance:](#)** The ESC has added a new page to its website dedicated to Georgia specific rules and regulations governing GESPC. [Click here](#) for the Georgia ESC Chapter homepage.

## Spotlight on Maryland:

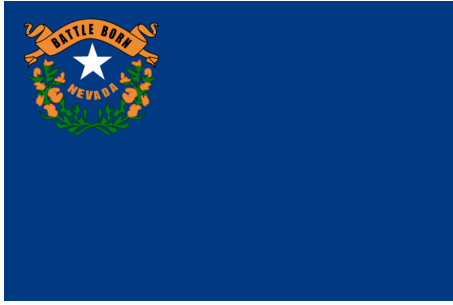
**Feb 7, 2018** - The Maryland State Treasurer is seeking Energy Performance Contract Lease-Purchasing Financing of up to \$5,250,281 for the private placement of energy equipment and facility improvements. For more information, contact Anne Jewell, Procurement Officer at 410.260.7903.

**Feb 6, 2018** - The University of Maryland's College Park campus is about to get greener. The university awarded a \$21.5 million contract to Baltimore-based Constellation for a series of building upgrades that will improve energy efficiency and save the university money. The university's goal is to reduce energy consumption by 20 percent by 2020. The project is set to be completed by April 2019 and will affect eight buildings at the College Park campus, including J.M. Patterson Hall and Hornbake Library. Much of the funding for the project was secured by the Maryland Clean Energy Center, which provided \$18.3 million in tax-exempt financing.



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

**[Maryland ESC Chapter homepage:](#)** [Click here](#) for the Maryland ESC Chapter homepage.



## Spotlight on Nevada:

**January 31, 2018** - Carson City Mayor Bob Crowell presented the Carson City Chamber of Commerce annual State of The City address at the Gold Dust West banquet hall. Highlighted in the speech was the City's GESPC: "In the area of public works, and indeed elsewhere, we will continue to look for cost effective ways, such as our recent Energy Savings Performance Contract, to lower our energy consumption and reduce our

community carbon footprint. As I mentioned in last year's State of the City address, that contract ran about \$4 million dollars for building improvements and is completely paid for by guaranteed energy savings."

## Spotlight on North Carolina:

Jan. 31, 2018 - Wilkes Community College board of directors gave its building and grounds committee authority to approve the college's guaranteed energy savings performance contract and make a report at the April meeting.



Jan. 11, 2018 - The Town of Chapel Hill recently completed a project to install a HVAC system in Town Hall, with an estimated energy savings of 39 percent for the building. The HVAC improvement is part of a larger GESPC to improve energy efficiency in the town's three most energy-consuming buildings - Town Hall, the Homestead Aquatic Center and the Community Center. According to Interim operations manager for the Planning and Development Services Department of Chapel Hill, John Richardson, the first year results have saved the town more in energy costs than the guarantee projected..

**The project is outperforming expectations:** In the first year the Chapel Hill saved \$75,000 in electricity and gas utility costs. The contract guarantees \$70,000 in savings per year. In addition to Town Hall, improvements to the Homestead Aquatic Center and the community center included pool mechanical system upgrades and LED lighting. Over the past year, the town saved approximately 570,000 kilowatt hours of electricity for the three buildings, or the equivalent of 484 metric tons of carbon emissions avoided. The contract requires the town and the contractor continue monitoring and tracking energy performance for 15 years, which is the entire length of the contract.

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

**[GESPC Success in North Carolina At A Glance:](#)** The ESC has added a new page to its website dedicated to North Carolina specific rules and regulations governing GESPC. [Click here](#) to read more.



## Spotlight on New York:

**Jan. 29, 2018** - The Delaware-Chenango-Madison-Otsego BOCES has issued an RFP due March 28, 2018 for an energy project to assist it become as energy efficient as possible through an energy performance contract at school buildings and facilities. For more information contact Debra

**Jan. 25, 2018** - Salem school officials will vote in March on whether to proceed with a roughly \$21 million GESPC for Central School. Central School is over 80 years old and school officials indicate the plan is to use it for many more years.

**Jan. 4, 2018** - The Wyoming County Buildings and Grounds Department, working with the county -budget office, the clerk and the Board of Supervisors, has entered into an emergency GESPC with J. W. Danforth to "upgrade everything that turns a meter." The contract includes cooling towers, boilers, and electrical and lighting in the government center courthouse, the public safety building and the public health building.

**December 15, 2017** - Voters in Hammondsport approved a more than \$8 million capital project for the school district to improve existing school buildings and facilities. Out of a total 171 voters, 138 voted yes on the proposal. \$2.1 million dollars of the project will be funded from an existing capital reserve fund, and \$1.3 million will come from an energy performance contract. The remaining \$5.2 million will be raised through school taxes and State aid.

**December 15, 2017** -- Voters in Livonia Central School District approved a \$7 million capital by a vote of 311 in favor against 116 opposed. The district plans to finance about \$6 million, with about 78 percent of that being reimbursed in the form of state building aid. The balance of the project will be funded with \$421,000 from the district's capital reserve fund, \$474,707 in grants and rebates from an energy performance contract and \$104,293 from its general fund.

## Spotlight on Georgia:

**November 3, 2017:** Quitman County School District announced it will partner with Schneider Electric on a guaranteed energy savings performance contract (GESPC) project that will enhance the district's buildings and will save nearly \$500,000 over the life of the project. The GESPC will allow Quitman County Schools to take important steps to modernize its school buildings without increasing taxes in the community.



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

**[GESPC Success in Georgia At A Glance:](#)** The ESC has added a new page to its website dedicated to Georgia specific rules and regulations governing GESPC. [Click here](#) to read more.



## Spotlight on Indiana:

Jan. 25, 2018 - The St. Joseph County Council will vote Feb. 13, 2018 on a 15-year, \$10.2 million GESPC. The project calls for energy upgrades at 11 buildings and seven highway garages, along with replacing streetlights. Indianapolis-based Performance Services, which was hired in 2016 to lead the project, recently conducted an investment grade audit for the facilities.

According to the South Bend Tribune, the county issued \$10.5 million in 15-year bonds in 2017 to pay for the project, which includes \$350,000 for a firm that was hired to issue the bonds. The interest on bond payments will be \$2.15 million, resulting in a total cost of \$12.7 million. But the anticipated energy savings over the 15-year payback period are expected to exceed that cost by \$1.2 million.

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

**[Indiana ESC Chapter homepage:](#)** The ESC has added a new section to its website dedicated to the

## Spotlight on Tennessee:

**Jan. 24, 2018** - Coffee County Schools' GESPC is exceeding its savings guarantee halfway through the first year of the 15-year contract. In October 2015, Coffee County Schools and Trane entered into a GESPC that included most county school facilities. The County Budget and Finance Committee approved a level debt service payment plan to fund \$4.67 million in energy-efficient updates for the schools and construction was completed Dec. 31, 2016. According to a recent report, between January and August 2017, actual savings exceeded the guaranteed savings by \$72,000. For that period, Trane's guaranteed savings were about \$195,000, while the actual savings were \$267,000. According to school officials, the extra savings will go toward additional upgrades of the school facilities. Not only have the improvements cut on expenses but they have allowed for a much better learning environment. In addition to cost savings, the project is estimated to reduce greenhouse gas emissions by 6.2 million pounds per year.



**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.

[GESPC Success in Tennessee At A Glance:](#) The ESC has added a new page to its website dedicated to Tennessee specific rules and regulations governing GESPC. [Click here](#) to go to the Tennessee ESC Chapter homepage.



## Spotlight on Montana:

**Jan. 20, 2018** - The Sidney School Board hired McKinstry for a potential GESPC during its January monthly meeting. McKinstry will conduct an IGA to identify energy improvements to the school facilities.

## Spotlight on Mississippi:

**Jan. 17, 2018** - Scott County School District started making \$4.17 million in energy upgrades through a GESPC in June 2017, and today renovations are 87 percent complete. According to the contract with JCI, the district will save \$284,243 annually. Over the 16-year contract, it is estimated the school district will save more than \$5.6 million in energy costs.



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

[GESPC Success in Mississippi At A Glance:](#)The ESC has added a new page to its website dedicated to Tennessee specific rules and regulations governing GESPC. Click here to go to the [Mississippi ESC Chapter homepage](#).



## Spotlight on Kansas:

**Jan. 16, 2018** -- The City of Andover is evaluating responses to a Request for Proposal for an Energy Efficiency Audit. The City is looking to partner with a firm that can determine its properties' energy needs and identify opportunities to reduce energy expense and carbon footprints based upon the observed current physical conditions and other associated information.

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

**GESPC Success in Kansas At A Glance:** The ESC has added a new page to its website dedicated to Kansas specific rules and regulations governing GESPC. [Click here](#) to go to the Kansas ESC Chapter homepage.

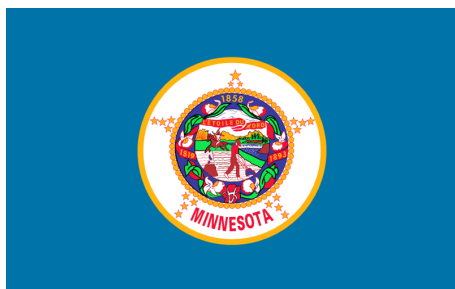
## Spotlight on New Mexico:

**Jan. 13, 2018** - Last May, Las Cruces contracted with Johnson Controls, Inc. for an investment grade energy audit and project proposal to determine the feasibility of entering into a GESPC at the Las Cruces Utilities facilities. The investment grade audit for Phase I showed a guaranteed savings contract was feasible with additional funding. At its January 2018 meeting, the City Council entertained a motion to borrow money through revenue bonds. The City intends to issue as much as \$22.5 million in subordinate lien bonds through a request for quote process to finance the GESPC. The private, negotiated bond sale, was scheduled to be conducted Jan. 31.



**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.

**GESPC Success in New Mexico At A Glance:** The ESC has added a new page to its website dedicated to New Mexico specific rules and regulations governing GESPC. [Click here](#) to go to the New Mexico ESC Chapter homepage.



## Spotlight on Minnesota:

**January 5, 2018** - Gov. Mark Dayton is redoubling his administration's efforts to cut state government's carbon footprint. The Governor signed Executive Order 17-12 (Directing State Agencies to Conserve Energy and Water, and Reduce Waste to Save Money) late last year. The E.O. directs state agencies to

reduce fleet fossil fuel consumption, building energy use per square foot, and total greenhouse gas emissions by 30 percent within the next decade. It follows a 2011 order (Executive Order 11-12) that set a goal of 20 percent reduction in state energy consumption using existing resources and programs, such as guaranteed energy savings contracts.

E.O. 17-12 calls for steps to expand the state's electric vehicle fleet, rehab state-owned buildings, and add on-site solar capacity, among other initiatives.

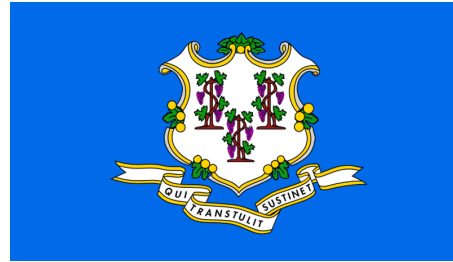


[Minnesota ESC Chapter Facebook Page](#): If you haven't already, done so we encourage you to visit and "like" the Minnesota [ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Minnesota.

[GESPC Success in Minnesota At A Glance](#): The ESC has added a new page to its website dedicated to Minnesota specific rules and regulations governing GESPC. [Click here](#) to go to the Minnesota ESC Chapter homepage.

## Spotlight on Connecticut:

**January 2, 2018** - The Guilford Board of Selectmen and Board of Education approved a GESPC with Johnson Controls. The contract extends over 20 years and includes upgrades to various control systems, installation of a substantial number of solar panels in addition to replacement of boilers and other Energy Conservation Measures. The town is funding the improvements through a municipal lease/purchase. The lease is coming through Bank of America for a total of \$9,526,355; \$1.7 million is the town's portion and the rest goes to the BOE. To protect the town in this investment, JCI has to put up an \$11 million bond to cover any shortfall in projected savings to the town and in case of default in any measure.



## Spotlight on Wisconsin:

**December 24, 2017** - A project to repair and update school heating, ventilating and cooling, facilities and roofs is advancing after the Hayward Community Schools Board of Education voted 7-0 to issue \$7,665,000 in general obligation bonds to finance the GESPC project with Trane Heating and Cooling of La Crosse.

## Spotlight on Utah:

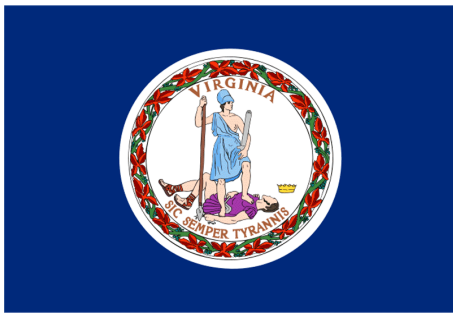
**December 23, 2017** -- The State of Utah, Division of Purchasing, is evaluating qualifications of energy performance contract third party reviewers.

**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.



[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 go to the Utah ESC Chapter homepage.



## Spotlight on Virginia:

**December 13, 2017** - Halifax County Public Schools is moving forward with a GESPC after county school board members approved a \$1.3 million loan proposal at their December meeting. In a 6 to 2 vote, members gave the green light to a 15-year \$1,360,863 loan proposal from U.S. Bancorp at a 2.58 percent interest rate with annual payments of \$110,559.94. The funding

will come out of the maintenance budget.

**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 Utah.

**[GESPC Success in Virginia At A Glance:](#)** The ESC has added a new page to its website dedicated to Virginia specific rules and regulations governing GESPC. [Click here](#) to go to the Virginia ESC Chapter homepage.



ESC Newsmakers . . .

## In The News:

**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](mailto: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.

## Coming Soon: The 2018 ESC Virtual Tradeshow

In support of the 7th Annual ESC Market Transformation Conference, the Energy Services Coalition will launch its 2018 Virtual Tradeshow April 1, 2018. The Virtual Tradeshow will be opened until March 31, 2019. For more information on how you can obtain a booth in our Virtual Tradeshow contact [info@energyservicescoalition.org](mailto:info@energyservicescoalition.org). (As a coalition of public and private energy professionals we do not endorse any private sector product or solution.)

## The 2017 ESC Virtual Tradeshow is Open until March 31, 2018

The Energy Services Coalition 2017 Virtual Tradeshow is open until April 1, 2018. (As a coalition of public and private energy professionals we do not endorse any private sector product or solution.)

# ESC Virtual Tradeshow

## COALITION GOLD SPONSORS



*Click on Logos to View Virtual Booths || View Full Tradeshow*

*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.*