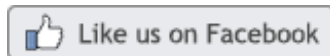




LABOR DAY NEWSLETTER  
FOR MEMBERS ONLY

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



### ESC Unveils New Logo



The Great Unveiling: ESC New Logo introduced at the end of the video. Click the play icon above to view.

As part of the website modernization effort the ESC Board of Directors has selected a new logo for the organization. The launch of the new website design is targeted for early October 2020. Nine ESC Chapters contributed funds to the website modernization effort: Arizona, Delaware, Georgia, Kansas, Kentucky, Michigan, Minnesota, Nevada, North Carolina and Tennessee.

### ESC Market Transformation Conference Rescheduled for 2021

The ESC Market Transformation Conference has been rescheduled for September 19-21, 2021, in Austin Texas.

The ESC announced in May that the 2020 conference was being postponed for health and safety of our attendees, members and sponsors.



We look forward to welcoming you to Austin in 2021. We will be providing more information in the coming months as we prepare



This online training event is being offered for a nominal fee to Chapters as an educational and outreach activity they can host and promote to increase awareness of GESPC in their state. For more details contact [Jim Arwood](mailto:jarwood@energyservicescoalition.org) at [jarwood@energyservicescoalition.org](mailto:jarwood@energyservicescoalition.org).

**NATIONAL ePB WEBINARS:** The Energy Services Coalition is the official training partner for eProject Builder. Let ESC walk you through why and how ePB can work for you. Free Upcoming Webinars:

- **Thu, Sep 10, 2020 1:00 PM - 2:30 PM EST** | [Register here](#)
- **Tue, Sep 22, 2020 1:00 PM - 2:30 AM EST** | [Register here](#)

## ESC Member News

Earlier this year two ESC members reached their 20th anniversary of membership in the organization.

Colorado ESC Chapter member Karen Pelzer is not only the longest tenured member of the ESC (by four days), but also serves as the financial industry representative on the national board.

During her 30 years of experience in the public finance arena, Ms. Pelzer has developed and successfully financed over \$1 billion in energy efficiency project financing for corporate and municipal clients. She is credited with co-authoring energy savings performance contracting legislation for several States. She is a licensed and registered Municipal and Financial Advisor and currently serves multiple State Energy Offices as a Municipal Advisor for their Energy Savings Performance Contracting Programs as well as partnering with the U.S. Dept of Energy - on the Better Buildings Council.

Kansas ESC Chapter member Jim Ploger also reached this major milestone. Mr. Ploger was not only a founding member of the Western Regional Coalition, the predecessor of the Energy Services Coalition, but was a founding member of the ESC Board of Directors.

From 1994 to 2009, he was director of the State Energy Office at the Kansas Corporation Commission. During his tenure he developed the state's Facility Conservation Improvement Program (FCIP) to streamline the performance contracting process in the state. The FCIP program incorporated a number of innovative features, such as pre-approved Energy Service Companies, standardized contracts and fees, and self-financing mechanism to provide ongoing technical support to public entities. Many of the attributes of the FCIP program became what the ESC promotes today as its 10 Key Attributes to Program Development.

## ESC Chapter News

**Colorado:** As of May 2020, a total of 221 projects have improved the performance and efficiency of public buildings, encompassing 90 million square feet. These projects have resulted in over \$654 million of improvements across the State of

Colorado.

**New Hampshire:** The NH ESC Chapter halted its quarterly meetings when the national emergency was declared because of the COVID-19 last spring. Recently members have begun discussions about holding virtual Chapter meetings until such time as they can meet again in person. As for GESPC activity in the state, the Chapter is reporting as K-12 schools are going through the process of re-opening their doors, glaring facility needs are beginning to surface. While these needs are getting attention, activity in municipalities has been slower to bounce back as towns/city focus time and resources on gearing up for their fall elections.

**New Mexico:** The NM ESC Chapter held its quarterly meeting on August 27th. Topics of discussion included: impacts from COVID-19, updates to the state energy code, introduction to the Coalition of Sustainable Communities NM, and general updates from the NM Higher Education Department. As part of the impacts of Covid-19 agenda item, Chapter members reported development of new GESPC projects has slowed down, but construction of current projects have been expedited. Considerable discussion ensued on how ESCOs intend to account for impacts from COVID on previously implemented projects that are now in the performance period. The Chapter is also in the initial stages of planning for its annual conference that was postponed from this fall until next year.

**Minnesota:** The Minnesota ESC Chapter reports the state Commerce Department continues to provide technical assistance through the Guaranteed Energy Savings Program (GESP) to state agencies and local units of government choosing to develop energy savings performance contracts utilizing the state's program. However, the project development process has changed somewhat due to Covid-19 restrictions. Winona State University issued a GESP Site-Specific RFP in January for the development of a GESP Project that included 43 campus buildings with 2,231,990 square feet. The Site-Specific RFP was issued to the 11 GESP Master Contract holders and five responses were received in February. When the COVID-19 pandemic hit, oral interviews were rescheduled to utilize video conferencing. A Work Order Contract was issued in May for an ESCO to perform the Investment Grade Audit and develop the project.

While the Winona project moves forward other potential projects are feeling the full impact of COVID-19. The state agencies with the largest facilities and greatest opportunity for energy use reduction are also the ones most affected by COVID-19, including: Corrections, Human Services and Veterans Affairs. Each of these agencies house and care for large numbers of people. Dealing with the virus and taking preventive measures has consumed their staff and resources.

**Delaware:** The Delaware Executive Committee held a call in mid-August to discuss alternative educational activities the Chapter could offer. Earlier this year the Chapter announced postponement of the 7th Annual Delaware ESC Energy Conference. The Chapter opted not to host an in-person conference this fall but hopes to stage a conference next year.

**Montana:** The Montana Energy Office provides technical assistance for performance contracting projects in the state. In this role, the Energy Office recently requested the ESCOs working in the state provide M&V reports as required in statute. The review of these reports will open dialogue between the Energy Office and the ESCOs regarding program requirements. M&V reports were received for 13 projects implemented since 2013 with other reports pending.

**Michigan:** In May the Michigan chapter of the ESC conducted a training webinar regarding the use of UV lighting to mitigate the spread of Covid-19. It was attended

by several officials from high-profile institutions.

The Chapter also announced its annual awards event planned for November 2020 has been postponed due to COVID-19. The Chapter is planning to have an awards assembly in late Spring of 2021 if possible, and are waiting until the new year to assess the situation.

The Chapter is planning another webinar in the coming months. A September Chapter meeting is in the planning stages at which time members will identify the topic for the webinar and discuss other outreach opportunities that will provide value to facility owners and operators.

**Nevada:** The NV ESC Chapter Executive Committee held a conference call the first week in September and discussed future activities for promoting GESPC in the state. Currently there is one active project in Nevada, Washoe County School District (which is just completing phase 3 of their school renovation project). Elsewhere in the state activity is starting to resume and another project is wrapping up an IGA that is expected to be completed in the next few months.

**North Carolina:** North Carolina has been busy with performance contracts in the K-12 school district market in 2020. There have been three GESPC's approved by LGC so far this year, totaling over \$14,000,00 in contract value. In addition, there is one active Investment Grade Audit and one active RFP in North Carolina from two more K-12 school systems. The state is hoping to see more activity in the state government space, as agencies are striving to meet the consumption reduction goals set forth in Governor Cooper's Executive Order 80. The next Chapter meeting is scheduled for September 8.

**Georgia:** The Georgia ESC Executive Committee met recently and outlined a preliminary webinar/workshop for the Chapter to deliver targeting facility directors, finance officers and sustainability officers. The Chapter also appointed a communication person to review the Chapter's webpages on the ESC website to identify and submit updates for inclusion as part of the ESC's website modernization efforts.

**Texas:** The TX ESC Chapter held a virtual quarterly meeting on September 2, 2020.



## Spotlight on Virginia

The **Virginia Department of Transportation (VDOT)** signed a GESPC with Trane to replace more than 9,600 highway lights with light-emitting diode products, improving roadway visibility and energy efficiency. Aligned with Governor Ralph Northam's 2018 Energy Plan and Executive Order 43, as well as the VDOT Business Plan, the lighting upgrade will reduce

highway lights' energy consumption by 50% and improve the light lifetime from five years to 15 or more years.

This lighting project is expected to result in a cumulative net savings of \$4.6 million by 2036. The savings stem from lower energy bills and reduced operations and

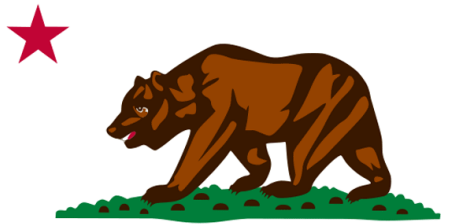
maintenance costs for future light replacement.

Light replacement began in spring 2020. The project includes lights located on limited-access highways and associated interchanges, as well as VDOT-owned park-and-ride lots, rest areas and weigh stations in the Richmond, Fredericksburg, Hampton Roads and Northern Virginia districts.

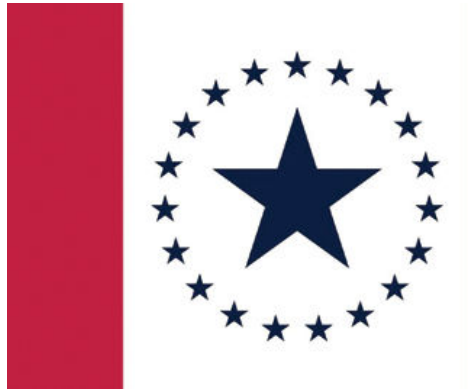
## Spotlight on California

The **Department of General Services** entered into a \$9.8 million turnkey GESPC for its public facilities with Wildan. The projects consist of energy-saving upgrades to the Elihu Harris building in Oakland and a district office building in San Diego. Elihu Harris is one of DGS' largest facilities, standing 24 stories tall and spanning

788,000 square-feet. The project is expected to be complete in the third quarter of 2020 and will provide \$717,000 each year in energy savings from a comprehensive building management system upgrade, LED lighting and controls retrofits, retro-commissioning, and other facility improvements. The San Diego district office project is expected to save an additional \$142,000 per year through lighting and comprehensive heating hot water upgrades.



**CALIFORNIA REPUBLIC**



## Spotlight on Mississippi

The **Vicksburg Board of Mayor and Aldermen** approved a \$2.7 million lease-payment agreement with Trustmark National Bank to pay for a GESPC project which includes replacing the lighting in all city buildings with LED lights and removing and replacing 13 air conditioning units at the convention center.

## Spotlight on Arizona

**Flagstaff Unified School District (FUSD)** entered a performance contract with Midstate Energy to modernize the district's buildings. Upgrades, including the installation of intelligent LED lighting, a state-of-the-art boiler system, and an energy management system, will improve energy and operational efficiency, reduce associated costs and enhance the environment for student learning and faculty performance.

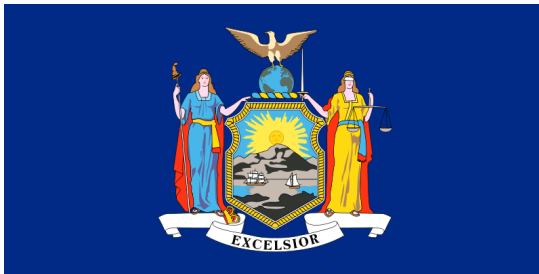


FUSD will realize over \$9.2 million in energy savings over the life of the 15-year

agreement. The project, to include 17 facilities, is scheduled for completion by December 2020. The facility improvements will also benefit FUSDs sustainability planning and reduce the following greenhouse gas equivalents:

- Carbon Dioxide (CO<sub>2</sub>) sequestered equating to 39,240 acres of forests
- Decreased CO<sub>2</sub> emissions equivalent to 5,085 homes
- Reduction of CO<sub>2</sub> emissions equivalent to 6,632 passenger vehicles

The **City of Phoenix** and Ameresco have completed a lighting retrofit project that replaced nearly 100,000 municipal street lights with high-performance LEDs. The City of Phoenix estimates the savings from this project will result in \$3.5 million energy and maintenance savings annually. The new lights will reduce electricity use by 53 percent. The new light fixtures also include photocells citywide, as well as a GIS map which will serve as an operations and maintenance (O&M) tool for the City into the future.



## Spotlight on New York

The **Saugerties Central School District's** Board of Education authorized spending up to \$3.15 million in an energy performance contract with Honeywell.

On Jan. 14, voters in the **Cazenovia Central School District** (CSD) approved an Energy Performance Contract project to provide up to \$2 million of energy-related upgrades and additions to district infrastructure. Approved by a vote of 198 to 15, the project will be completed in coordination with the district's \$15 million capital project. Although a referendum was not required, voter approval enables the district to receive 10 percent in NYS Building Aid.

**Comsewogue Union Free School District** completed the construction of a GESPC with Noresco. The project includes a 477 kW solar array among other improvements and will provide CUFSD more than \$1.9 million in energy savings over the next 18 years. The solar array is expected to save nearly \$85,000 in energy costs in the first year alone. Solar photovoltaic rebates available from the New York State Energy Research and Development Authority's (NYSERDA) New York Sun Initiative program provided nearly \$72,000 incentive in the first year, while the New York State Education Department (NYSED) Aid and Reimbursement program will provide over \$1.1 million to CUFSD over the next 15 years. The project scope also included upgrading the electrical service with a new transformer, wiring and switchgear, and comprehensive commissioning on the new equipment to ensure all systems, including the arrays, were operating properly.

**Green Central School District** will save approximately \$101,000 annually through a series of district-wide energy improvements. The District's GESPC with John W. Danforth will include lighting, building HVAC systems and controls, and upgrades to the building envelope, including insulation and weatherization, at each of the district's four school buildings and the bus garage. As part of the agreement the cost savings will be monitored by the New York State Education Department.

**Wappingers Central School District** has begun the second phase of a comprehensive energy infrastructure project for its schools. The school district selected Ameresco to implement a range of energy conservation measures at 14

district buildings and the installation of 1.9 MW of solar PV capacity at five school buildings. With work already underway, the project is expected to be complete in March 2021.

The Wappingers Central School District completed a phase one energy project with Ameresco in 2013. Wappingers Central School District is financing the phase two project with an GESPC and estimates it will save \$8.4 million over the course of its 18-year contract term.

## Spotlight on Minnesota

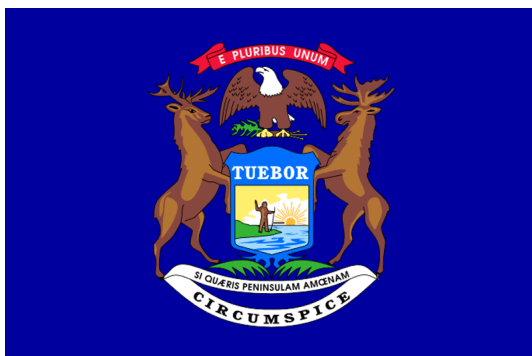
**The City of St. Peter** has completed a citywide energy efficiency project financed by a 20-year \$2.6 million Energy Savings Performance Contract. In 2017, the City of St. Peter selected Ameresco as its partner for the project that involved LED lighting upgrades at key facilities, LED street lighting upgrades, ultraviolet disinfection at their Waste Water Treatment Facility, building envelope improvements and building automation improvements. The improvements are expected to save the equivalent of 1035.5 metric tons of CO<sub>2</sub> per year. The green benefits from carbon sequestered is roughly equal to 1,218 acres of U.S. forests preserved for one year.



The **Maple Grove** City Council approved a \$7.1 million contract with Apex Facility Solutions Performance for energy efficiency improvements, onsite solar at the public works facility and water treatment plant and a solar garden subscription.

Part of the agreement brings energy efficiency improvements to buildings in the city totaling \$2.23 million. Another part of the agreement upgrades city-maintained, non-LED streetlights to LED lights and replace old steel light poles. Street light and pole replacement totals \$1.59 million. There is also solar energy installations and subscriptions as part of the agreement adding solar energy installations to city buildings (public works and water treatment plant) and include an additional solar garden subscription. This will cost \$1.36 million. Other items include: ball field lighting upgrades at Maple Grove Middle School Park, HVAC and control upgrades at the sports dome, replacing a portion of the community center roof, and modifying the air intake at the Law Enforcement Training Center. These costs total \$1.97 million.

The total costs for all the parts of the agreement are \$7.14 million and the first-year savings is estimated at \$365,592. The payback is 19.5 years.



## Spotlight on Michigan

**Ionia Public Schools** has saved \$238,111 in energy and operational expenses - almost \$80,000 more than anticipated - in its first year of a GESPC with Honeywell. The contractual guarantee in the first year was \$158,167. Honeywell presented its cost avoidance review for the year ending September 2019 on Jan. 30 and



reported that IPS saved \$79,944 more than anticipated.

The district contracted with Honeywell in 2016 on a \$3.2 million project, which included installing new lights, new furnaces and boilers at the high school, upgrading water systems and installing toilets and sinks that use less water.

## Spotlight on Illinois

The **Columbia School Board** unanimously approved a \$2.5 million GESPC with Trane for work to be done at Columbia High School over summer months. The district also applied for a \$200,000 grant to offset some of the costs of the contract.



**McHenry Community High School District #156** awarded a \$6.8 million contract to CTS Group. The GESPC is a Phase 2 project, building upon the district's 2019 Phase 1 contract at its East Campuses. The phase one project included energy-efficient ground source heat pump mechanical system upgrades and a 71 geothermal well field, a building automation system, and LED lighting improvements throughout the 182,000 SF 4-story facility. Following the success of the Phase 1 project, the District decided to implement the phase 2 contract for similar improvements to the West Campus. These optimizations at both campuses will reduce the District's annual energy costs by \$192,000.



## Spotlight on New Hampshire

The **State of New Hampshire** is partnering with Ameresco on an energy savings performance contract that will allow for energy conservation measures at over twenty state facilities throughout New Hampshire's Seacoast Region. The State of New Hampshire will pay for the \$4 million in energy improvements over a 20-year contract

term.

The energy conservation measures include lighting system improvements, new energy management systems, demand-controlled ventilation, chiller replacement, new windows, high-efficiency aquarium pumps, infiltration reductions, pipe insulation, new transformers, three solar PV arrays, and automatic temperature controls.

## Spotlight on Tennessee

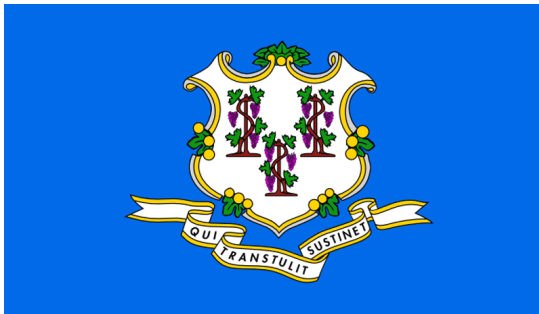
**Wilson County Schools** approved a GESPC to pay for the HVAC systems and roof replacement at Wilson Central High School, as well as other school projects including new lighting technology. The total cost is \$6.3

million and is financed through a 15-year performance contract with work being performed by Performance Group.

**Maury County Public Schools** has saved \$500,000 more than its guarantee from a 2016 GESPC with Trane. The \$500,000 figure represents additional savings that surpassed Trane's initial guarantee for the district.



Following an \$8.5 million investment in district-wide improvements launched in 2016, the school district has saved more than \$2.7 million in energy bills. The school district has reduced costs by 22% since the completing the improvements.



### Spotlight on Connecticut

The **Town of Guilford** approved \$1.6 million in bonding for a GESPC energy retrofit of the heating, ventilation, and air conditioning (HVAC) system at Baldwin Middle School following a special process authorized by an executive order by Connecticut Governor Ned Lamont. Normally, the

bonding question would have been voted up or down by residents alongside the annual budget referendum, but due to the cancellation of that referendum because of Covid-19 restrictions, the item was instead approved by the Board of Selectmen and Board of Finance in separate votes in a special process approved by the Governor. The current HVAC system in place is the original that was installed when the school was built in the 1970s.

### Spotlight on Arkansas

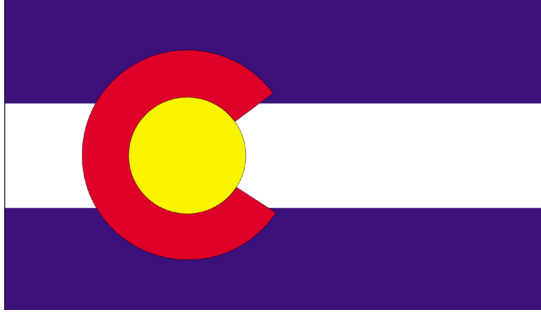
**Miller County's** main buildings should be more energy efficient by the end of this year. The county's Quorum Court recently authorized Miller County Judge Cathy Harrison to enter into an Arkansas Energy Office Performance Contract with the McKinstry to provide improvements in lighting, heating and cooling operations for the four



buildings. The buildings include Miller County courthouse, inmate detention center, the health unit and Lantz Lurry Juvenile Detention Center.

### Spotlight on Colorado

**Denver Public Schools**, in consultation with the Colorado Energy Office, contracted McKinstry for a GESPC for energy upgrade to 27 schools in the district - totaling more



than 3.8 million square feet. It also includes rooftop solar installations at 14 schools, which will generate electricity, fund additional improvements, and help the district meet its sustainability goals in a fiscally responsible manner.

This project is the result of a Technical Energy Audit completed earlier this

year, which included a thorough evaluation of capital retrofits, utility efficiency measures, solar and renewable energy options and opportunities for improving occupant comfort. In total, 27 district buildings will receive upgrades, which are expected to provide nearly \$1.5 million in annual utility and operations and maintenance cost savings as well as an estimated \$215,000 in utility rebates.

## Spotlight on Oregon

**Bethel School District** in Eugene is partnering with Ameresco on a comprehensive energy efficiency project. Financed with a 2.37% loan, this \$3.6 million GESPC project will improve lighting, HVAC controls, plumbing, and irrigation systems in multiple facilities as part of the District's effort to reduce its utility and operational spending. The improvements will be paid for over a 16-year contract term.



The **Oregon Department of Transportation** initiated a streetlight conversion pilot program which will involve replacing more than 8,000 high-pressure sodium lighting fixtures with LEDs. The \$18.6 Million GESPC with Ameresco will also result in an estimated equivalent of 3,500 metric tons of carbon emissions saved annually.

The 8,000 streetlights to be replaced during this pilot are along highways in Region 1 of the ODOT system, which includes the Clackamas, Hood River, Multnomah and eastern Washington counties. The new LED streetlights use 50 percent less energy than traditional highway lighting fixtures and are dark-sky friendly with a color temperature of 3,000 to 4,000 Kelvin. The longer lifecycle for each LED fixture -- which is roughly 15 to 20 years compared with a two to four-year lifespan of traditional high-pressure lights -- means there will be less disruption to the public due to traffic control for replacement.

## Spotlight on Massachusetts



The **City of Lawrence** is partnering with Ameresco on a large-scale municipal streetlight energy conservation project. Under a performance contract, this project will involve replacing more than 3,800 lighting fixtures with new energy efficient Light Emitting Diodes (LED's).

The total project will accrue \$12.2 million in cost savings over the contract term. By making the switch to energy efficient LEDs, the City of Lawrence is reducing its carbon footprint by offsetting roughly 1,144 metric tons in carbon emissions

annually.

The City of Lawrence Streetlight conversion project began in early January 2020 and is expected to be completed in September 2020.

## Spotlight on Washington

Two Washington School Districts - **Entiat School District 127** (Entiat Schools) and Vancouver Public Schools - have contracted with Willdan to perform a total of \$13 million in two design-build GESPC projects.



Entiat Schools' \$6 million project will improve facility comfort while also reducing building energy use of a combined high school and middle school through the replacement of aging packaged rooftop units with new VRF and DOAS and the redesign and replacement of roofing and windows. The facilities will also receive an upgrade to its Building Automation System.

**Vancouver Public Schools'** (VPS) GESPC includes a full HVAC system redesign and upgrade, single pane window replacement, and lead abatement at Hough Elementary. The project also includes replacing a boiler plant with high efficiency options and controls upgrades at two other elementary schools. This is the fourth phase of major energy retrofits within VPS and is expected to be completed by the end of 2020.



## Spotlight on New Jersey

The **city of Newark** will more than quadruple its solar power generation, reduce its electricity needs and ultimately save money. The nearly \$10 million GESPC project with Seiberlich Trane Energy Services is being financed with a loan over 20 years.

A major part of the project is the installation of solar panels on the roof of the municipal building, the George Wilson Center and two buildings at the city maintenance yard off Phillips Avenue. Solar panels will also be installed in a vacant field near the Newark Reservoir, and the existing McKees Solar Park off Cleveland Avenue will be expanded.

The project will add up to 1,376 kW of solar generation to the city's inventory. The city operates its own electric utility, so the solar power will reduce the amount of wholesale power the city needs to purchase, saving more than \$130,000 each year. The city will also generate more than \$65,000 each year by selling solar renewable energy certificates to the Delaware Municipal Electric Corporation.

Other items include the installation of LED lighting in city buildings and parking lots, new LED pedestrian lights around Newark, new high-efficiency transformers, a waste oil generator and the installation of a new HVAC system at the George Wilson Center, a retrofit of the HVAC system at the municipal building and roof repairs on

several buildings.

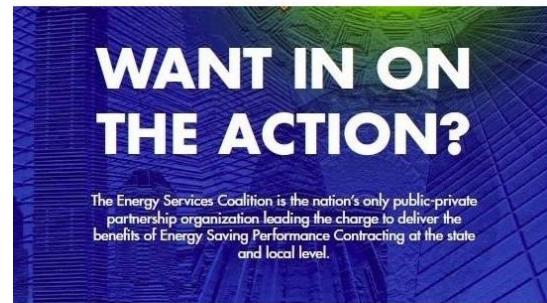
In total, the ESPC will cost approximately \$9.7 million. The city received a \$1 million grant from the state, used \$175,000 from the McKees Solar Fund and received an \$8.5 million loan from Bank of America.

## Membership Challenge 2020

As we closeout 2020 the ESC is calling upon its members to help grow the organization. As part of this challenge we are asking Chapters to invite folks from the financial community, efficiency motor/pump manufacturers, electrical contracting, plumbing or engineering fields to join.

We are also asking each current member to recruit one person to join - either from the company/firm you work for now, or outside of it. Growing the organization will provide additional resources for outreach, committees, participation in Chapter activities - all of which impact the amount of GESPC being executed. This is our business - this is our mission - this is how we become more relevant in 2021.

Please check the membership directory on the web site <http://energyservicescoalition.org/members> for a list of dues-paying members for your chapter.



**Recruit a New ESC Member  
2020 Membership Drive**