



Energy Services Coalition A Public-Private Partnership April 2016 Newsletter

News & Updates from our members and ESC State Chapters

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

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Save The Date: Aug. 23-24, 2016

Want in on the Action? The Galt House Hotel, in Louisville, Kentucky, is host to the 2016 Energy Services Coalition's [5th Annual Market Transformation Conference](#). This year's conference is scheduled August 23 - 24.

The Galt House has long been associated with gracious hospitality and a unique southern flair amongst hotels in Louisville and the southwest region. What's more, the Galt House Hotel was green and eco-friendly before it was cool --

containing one of the largest Geothermal heating and air conditioning systems in the world.

A block of rooms has been reserved for conference attendees at \$131 (single) and \$141 (double occupancy) a night. To reserve a room online, please [click here](#). To reserve a room by phone please call 1-502-589-5200 to reserve your room before August 2, 2016. Refer to the Energy Services Coalition room block. Please contact Tracey Kohler at: tkohler@energyservicescoalition.org with questions.

For more information -- checkout the [conference website](#). Attendance and sponsorship opportunities are limited -- so make plans today.

In The ESC Spotlight

The Energy Services Coalition (ESC) supported by a United States Department of Energy cooperative agreement allows the ESC to provide states limited

technical assistance for Guaranteed Energy Savings Performance Contracts (GESPC). To best gauge need and to guide the focus of that effort, the ESC has reached out to our public and private sector members, and the state energy offices, to collect information on their individual state specific leadership attributes, GESPC program designs, and the successes they have achieved.

This information will help focus support efforts in the future and assist in learning more about the programmatic design attributes that contribute to success, and what barriers hinder success. A Phase I Needs Assessment has been completed with returns from nearly 30 states. A Phase II Needs Assessment will be administered during the second half of April.



The ESC In The News

Energy Services Coalition's State Liaison Team Manager, Dale Hahs, is presenting next month at the U.S Department of Energy's [Better Buildings](#) Summit. The Summit is being held May 9th through the 11th in Washington D.C.

The Better Buildings Summit is a national meeting where leading organizations across key sectors showcase solutions to cut energy intensity in their buildings portfolio-wide by 20% over the next ten years. The ESC presentation will focus on best practices for building the infrastructure for state guaranteed energy savings performance contracting programs. Other panelists include the ESC Chapter public sector co-chairs representing the Colorado and Michigan State Energy Offices.

State Spotlight: Alabama

More than 70 people, representing public agencies and schools and manufacturing and energy service companies, attended a Wednesday workshop to learn how they can save money by reducing energy costs in their facilities.

Sponsored by ADECA's Energy Division and the Alabama chapter of the Energy Services Coalition, the workshop at the Central Alabama Electric Cooperative in Prattville focused on using new technology to improve energy efficiency in schools and public buildings. Many of the companies in attendance offer performance contracting services. The process allows companies to conduct an energy audit of a building, make recommendations on ways to improve energy efficiency and implement those improvements with financing based on energy savings.



"We partnered with the ESC to host a workshop to reach out to public sector representatives and give them the opportunity to better understand how they can save energy through energy efficient technologies and how performance contracting can help procure these improvements," said Mary Blackmon, ADECA's energy manager. "The 2016 Energy Efficiency and Performance Contracting Workshop was a jump-start for many educational opportunities to come. The ADECA Energy Division is thankful to have many partners and sponsors to help with this event."

Those attending the workshop were from state agencies, city and county governments, universities and K-12 schools.



Mary Blackmon (left) from the ADECA addresses workshop attendees at the ESC Workshop in Prattville, Alabama on March 2.



State Spotlight: Utah

Shawna Cuan of the Utah State Office of Energy Development recently announced a kick-off meeting for a reorganized Energy Services Coalition Chapter for the state. The meeting has been scheduled for 10 am to noon on Tuesday, April 19, at Office of Energy Development's headquarters, 60 South

Temple in Salt Lake City.

Cuan will serve as the Public Sector Co-Chair for an interim period of six-months. A private sector will be selected at the meeting by members.

The ESC can trace its roots to Utah where the predecessor to the ESC started in 1995. That year the Utah Office of Energy Services hosted a roundtable discussion on performance contracting and the need for collaboration between end-users and ESCOs in the state. That roundtable grew into the Utah Coalition and soon other states became interested in what was happening in Utah. In 1999, growing interest from other states throughout the country prompted the organization to expand and become a national public-private partnership under the name Energy Services Coalition.

State Spotlight: Washington

The State of Washington's Energy Savings Performance Contracting (ESPC) program recently joined the Billion Dollar Club.



Since its inception in 1986, the Washington program has been involved in over \$1 billion in total energy construction projects, resulting in \$40 million in annual utility cost reductions to public facilities.

The state's program was developed to provide a means to install Energy Conservation Measures (ECMs) in State facilities without affecting the State's capital budget. The ESPC program within the Department of Enterprise Services (formerly General Administration) has since been expanded to provide energy conservation services to all public facilities in the State. In 2001, the Legislature

found that the economy of the state and the health, safety, and welfare of its citizens were threatened by the current energy supply and price instabilities.

The other Billion Dollar Club member is the State of Ohio, with more than \$1.2 billion in GESPC projects in public facilities.



Race to the Top: Colorado and North Carolina

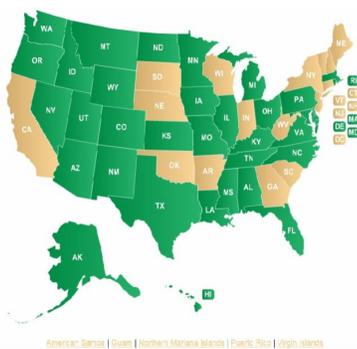
The race is on between Colorado and North Carolina to see which will be the next member of the 1/2 Billion Dollar Club.

To date, 74 public jurisdictions throughout North Carolina have executed guaranteed energy savings performance contracts, leveraging \$492 million in private sector investments into a nearly \$50 million in annual energy cost savings.



In Colorado, 140 public jurisdictions have executed 188 energy performance contracts, leveraging almost \$32 million in guaranteed utility savings to invest \$487 million into administration buildings, schools, courthouses, jails and correctional facilities, libraries, health clinics, veterans housing,

ballparks and other community facilities. An EPC project is benefitting at least one community in 75 percent of Colorado's counties.



To see the amount of Guaranteed Energy Savings Performance Contracting (GESPC) investments in state and local buildings in particular states, [click here](#) for the state map. The amounts listed are only estimates and do not reflect precise or comprehensive project investments in the entire state in most cases. States with out-of-date or

missing data are encouraged to contact ESC at info@energyservicescoalition.org to have your data added or updated.

State Spotlight: Michigan

The Michigan ESC Chapter is in the planning stages for a workshop to be held either the end of May or in early June. The Chapter is inviting all groups in the state that influence energy efficiency decisions in the public

building sector to attend.

The Chapter membership also voted to provide ESC memberships to the public sector organizations whose projects were selected for awards as part of their annual awards program.



"The awards program helps to provide us with a database of successful projects that could be used to promote GESPC in the state," said private-sector chair, Diane Mills.

The Michigan Awards program is the model for the ESC's updated set of Key Attributes for Guaranteed Energy Savings Performance Contracting (GESPC) Program Readiness. The ESC recognized the Michigan ESC Chapter's Awards program as a powerful strategy that reinforces the importance and benefits of saving energy in public facilities. High-profile success can help GESPC gain acceptance and encourage others to take similar action.



State Spotlight: West Virginia

The West Virginia ESC Chapter not only had a booth at the state's 2016 Construction and Design Expo March 23rd and 24th, but the Chapter headed up a panel on Guaranteed Energy Savings Performance Contracting. Public sector co-chair,

Karen Lasure presented on GESPC 101: What is performance contracting? How does it work? Is it right for your project? How this funding option can be utilized to finance capital energy efficiency and renewable energy projects in the commercial and industrial sectors. The GESPC session provided 1.5 professional Continuing Education Units to those in attendance.

The 37th Annual Expo attracted more than 5,000 attendees and more than 400 exhibitors to the Charleston Civic Center in Charleston, West Virginia.



West Virginia ESC Chapter members at the ESC Booth during the 2016 Construction and Design Expo. (Editor's note: If you have an upcoming event and would like to reserve the ESC banners please contact ESC Executive Director, [Jim Arwood](#).)

State Spotlight: Kentucky

The Kentucky ESC Chapter is in the early planning stages for a "Local Public Sector ESPC Training" session to be held prior to the Opening Session of the 5th Annual ESC Market Transformation Conference coming up this summer (August 23 and 24) in Louisville, Kentucky. The Chapter will host an abbreviated training for local Kentucky officials on how performance contracting works for the public sector in Kentucky.



Project News: Ohio

City of Shaker Heights is evaluating bids for an energy savings performance contract to provide final design, implementation, project management, financing, performance monitoring and verification, and ongoing first-party performance guarantee of energy efficient improvements.

Project News: Indiana

Michigan City Sanitary District has issued an RFP for a comprehensive energy performance contract resulting in the implementation of conservation measures and improvements to the District's facilities, its buildings, equipment and related appurtenances, including the District's vehicles. Deadline is April 27, 2016. For more information contact James B. Meyer at 219.938.0800.



Project News: Tennessee

The Bradley County Commission unanimously approved proceeding with an energy performance contract that holds the promise of saving millions in utility costs and effectively paying for the modifications it will require. The resolution passed March 22nd and authorizes County Mayor D. Gary

Davis to "negotiate and execute an agreement for engineering services" with Energy Systems Group to move forward with the final engineering and development of a performance energy savings plan for selected county buildings..

Project News: Alabama

The City of Alabaster is evaluating proposals submitted as part of a recent RFP for a company to provide energy conservation equipment and services under an energy performance contract. The deadline for submittal was March 22, 2106.

