January 2, 2018

Dear Chapter Member,

As we ring in 2018, exciting things are happening with the Energy Services Coalition all around the nation. In 2018 the ESC will hold its Seventh Annual Market Transformation Conference in Atlanta, Georgia. Stay tuned for more updates.

For Colorado we present this "Year In Review" as a sampling of performance contracting stories making headlines in 2017. To stay up-to-date, or to share a news item with us – please visit the Colorado ESC Chapter Facebook page.

The Colorado ESC Chapter has a year-end balance of $11,957 in the Chapter's account. These funds can be used on behalf of the Chapter to provide education and develop and disseminate information to increase the delivery of energy efficiency through a guaranteed energy savings performance contract.

For ideas on Chapter activities we encourage CO ESC Chapter members to check out the ESC Chapter Playbook on our website. The Playbook is a living document that represents examples of successes and challenges in promoting GESPC from state ESC Chapters around the country. The Playbook outlines activities and approaches other state ESC Chapters have engaged in support of a statewide GESPC public program to increase performance contracting activity.

Happy New Year,
Colorado takes home Energy Stewardship Champion award

Colorado was among 12 states receiving the 2017 ESC Energy Stewardship Champion award at the annual Market Transformation Conference on August 11, 2017. The award is given to states in recognition of outstanding accomplishments in leveraging Guaranteed Energy Savings Performance Contracting to achieve energy savings, infrastructure modernization, environmental stewardship, and economic development.

Colorado initiated its energy performance contracting program in the early 1990s and soon after a public/private partnership formed the Colorado ESC chapter.

To date, Colorado public entities have partnered with private sector companies to complete more than $546 million in GESPC projects since enabling legislation was passed in the 1990s. To date, 145 public jurisdictions have executed 199 energy performance contracts for energy improvements in 2,525 public buildings. The contracts have leveraged more than $32.8 million in annual guaranteed utility savings to pay for energy efficiency improvements.

November 1, 2017: In 2016 the University of Northern Colorado signed a GESPC with
McKinstry. UNC took out an $8.86 million loan to pay for energy efficiency improvements in 18 buildings across campus. The energy savings ($547,000 per year) will repay the loan over 15 years. As part of the project McKinstry conducted research about what causes people to change their behavior and found peer pressure, incentives, recognition for committing and making that commitment a social norm go a long way toward getting people involved. To that end, UNC and McKinstry launched a campaign called "People. Power. Planet" to effect behavioral change in students, staff and faculty. People create an account online and track the steps they take to save energy and earn points for everything they do. People who earn enough points get real-life rewards, such as gift cards. More than 600 students, faculty and staff signed up in its first year and cut energy use by 12 percent.

**October 24, 2017:** In 2016, CSU-Pueblo and Johnson Controls signed a $12.5 million GESPC. One of the more innovative aspects to the project is the design of a Distributed Energy Storage (DES) system that works in parallel with two new natural gas peak-shaving generators to shed campus peak demand throughout the year. The project is expected to decrease utility consumption by 21.8 percent for electrical consumption, 27.2 percent for electrical demand, 5.6 percent for natural gas and 5.5 percent for water. The improvements encompass 20 buildings (1,099,594 square feet) across the campus, and will be complete in February 2018.

**October 11, 2017:** Brighton hosted a ribbon cutting ceremony to celebrate the completion of energy performance measures implemented as a result of a 2016 GESPC with Honeywell.

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We need your involvement. If you are a former Colorado ESC Chapter member, then you know that the ESC provides a unique forum in which all stakeholders can work...
together to address and overcome barriers limiting the effective use of GESPC. So, if you are still involved in energy savings performance contracting programs, products or services, then coming back to the Energy Services Coalition may be right for you. Please consider renewing your membership. I hope you will be able to (re) join us and get involved!

Energy Services Coalition | janwood@energyservicescoalition.org | http://www.energyservicescoalition.org
5590 Crestbrook Drive
Morrison, CO 80465