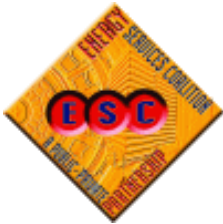




## Energy Services Coalition A Public-Private Partnership August 2015 Newsletter

### NEWS HEADLINES AND UPDATES FROM OUR MEMBERS & ESC CHAPTERS



The Energy Services Coalition (ESC) announced earlier this summer that it had finalized a three-year cooperative agreement with the US Department of Energy (DOE) for its "Facilitating

Public Sector Energy Savings Performance Contracting through Statewide Public-Private Partnerships" program.

Among the many activities under the cooperative agreement is the establishment of an ESC State Liaison Team to provide technical assistance to States for the purpose of helping build capacity for performance contracting. The State Liaison Team is also in the process of scheduling the first in a series of quarterly conference calls with groups of State ESPC Program Managers that will provide a forum to share successful program strategies for overcoming barriers to ESPC program implementation and administration.

Stay tuned for more updates.

### Facility Retrofits for Energy Efficiency (*FREE*)

News and activities reported by our network of State Chapters and ESC members.

### See Ya'll in Charlotte



The 4th Annual ESC Market Transformation Conference is scheduled for August 31-September 2 in Charlotte, North Carolina. The 2015 Conference will showcase innovations, case studies, best practices and more in ESPC and public building energy retrofits. The conference has gained the reputation as being a unique national gathering of energy industry experts and public sector thought-leaders.



**Delaware – The State's ESC Chapter is launching a Public Official Membership Honorarium in an effort to increase the number of public sector members. The**

**Chapter's Executive Committee has set aside \$700 from the 2014 Delaware Energy Conference proceeds to fund five government employee memberships. The Honorarium targets facility managers, CFO's, energy policy planners, and others that make decisions on the use of energy for their facilities or organizations.**

**New Hampshire: The State of New Hampshire Bureau of Purchase and Property has issued an RFP for Energy Performance Contracting**



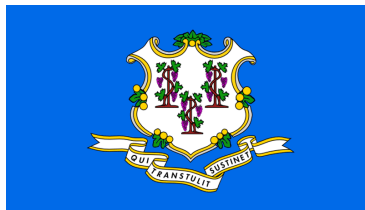
**Services. Deadline is August 26. For more information contact Karen L. Rantamaki, State Energy Manager.**



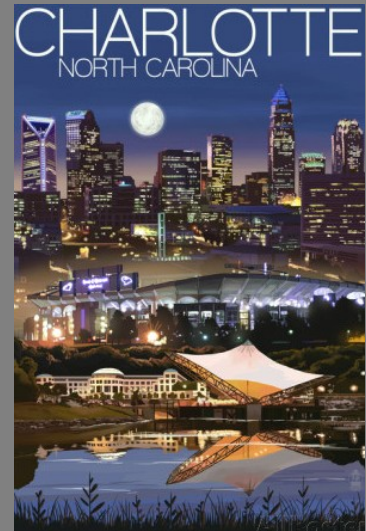
**New York: Seneca County has issued an RFP for Energy Performance Contracting Services. The**

**deadline is August 18. For more information contact Bob Stuck at 315-539-1841.**

**Connecticut: East Hartford has completed its conversion to LED lights. Five thousand lights were replaced with the energy-saving bulbs funded through an ESPC.**



**Arkansas: Henderson State University in Arkadelphia, has entered into an ESPC to assist with the university's utility, technology**



For more information [click here](#) to visit the conference website.

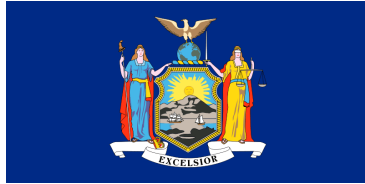
## In the Spotlight: Maryland's Energy Performance Contracting Program



From 2007 to 2015, the Maryland Department of General Services approved 21 Energy Performance Contract projects in state buildings. These projects are helping Maryland achieve contractually guaranteed energy and operational savings of approximately \$310 million to be realized throughout the life of the contracts. These contracts are saving \$21.3 million annually and reducing CO2 emissions by 130,000 tons annually.

and deferred maintenance initiatives as part of a two-phased project. Phase one of the project was completed in May 2013 and has helped the university save \$237,551 annually. Phase two began in March 2015 and will add \$281,163 in annual savings for Henderson State, totaling a savings of \$518,714 per year. The school is on track to reduce its energy consumption by 30 percent.

New York: After nearly a year of research, discussions and meetings, the Warwick Valley School Board has



approved plans to build a 2-megawatt solar power project under an ESPC that will save the school district \$200,000 to \$300,000 a year in energy costs. The total cost of the project is \$4.7 million and the project will pay for itself in savings after eight years. Moreover, the cost of electricity itself will be much less expensive - from about 13 to 15 cents per kilowatt-hour the district currently pays for electricity – to the negotiated rate of 3-4 cents per kilowatt-hour, saving the district about 10 cents per kilowatt-hour. After comparing the savings benefits of a Power Purchasing Agreement (PPA) versus an Energy Performance Contract (EPC), the school board facilities committee recommended entering into an EPC. Some of the reasons for selecting an EPC rather than a PPA are that with an EPC, the system is not limited to a specific size, the payback term is just eight years, the construction is eligible for New York state building aid and the cost per kilowatt-hour is negotiated as part of the contract. With the EPC agreement, the district will own the solar panels and have an 18-year maintenance agreement with the ESCO to cover anything that may go wrong with the system. The ESCO will also maintain the land around the unit, providing mowing and weeding as necessary.



Texas: Brown County Commissioners approved a \$5.799 million dollar ESPC to improve county buildings including the Brown County

Courthouse, Juvenile Justice Center and Agricultural Extension Office. The first phase of the project was approved in a 3-1 vote.

Connecticut: The City of Danbury Housing Authority

Did You Know: Maryland maintains a comprehensive large-scale utility management system, the State Energy Database, that includes over 1 million invoices and over 22,000 State utility accounts. The State total utility expenditure was \$219 Million in FY2013.

## In the Spotlight: Virginia's Executive Order 31



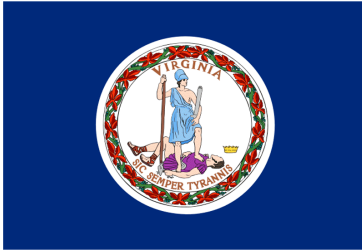
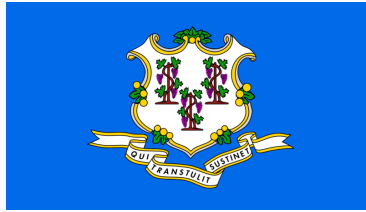
Governor Terry McAuliffe signed Executive Order 31 in October of 2014. The Governor's directive instructs all executive branch agencies, authorities, departments, and all institutions of higher education to proactively pursue energy efficiency measures, especially EPC, to reduce energy consumption. EO 31 also called for the appointment of Hayes Framme as Chief Energy Efficiency Officer within the administration to oversee the planning, implementation, and measurement of energy efficiency throughout state government.

Did You Know: Hayes Framme will be a keynote speaker at the ESC's 4th Annual Market Transformation Conference September 1 and 2 in Charlotte, North Carolina.

## In the Spotlight: Delaware ESC Chapter



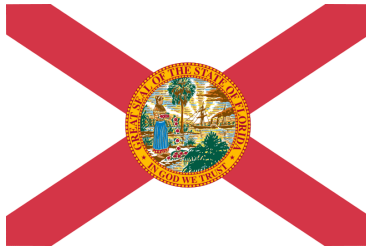
is evaluating applications submitted through an RFP process for an Energy Performance Contract Owner's Representative.



**Virginia:** The Suffolk City Council has approved a resolution to authorize financing of a \$4.7 million ESPC for energy efficiency upgrades

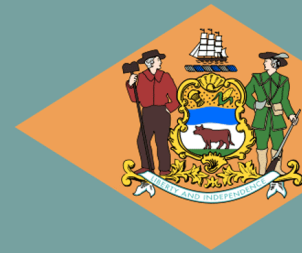
to the Western Tidewater Regional Jail. The projected energy and operational savings are anticipated to exceed \$7 million.

**Florida:** The City of Sarasota entered into a 12-year guaranteed energy performance contract in 2010. The city of Sarasota's sustainability manager, Stevie Freeman-Montes, says the city has saved more than \$4 million dollars so far and the environmental impact is the equivalent of taking 121 cars off of the road annually.



The City of Sarasota has saved more than \$4 million dollars so far as a result of a 2010 ESPC.

**Michigan:** Eastern Michigan University is evaluating responses to an RFQ for an ESPC to provide upgrades to the EMU Heating Plant and Energy Conservation Capital Projects.



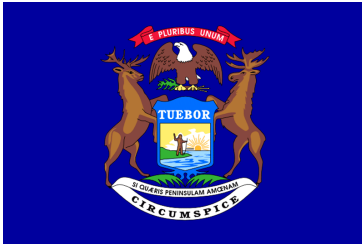
DECEMBER 7, 1787

The Delaware Chapter of the ESC had a very successful "Delaware Energy Conference" last fall, with about 100 attendees, a dozen sponsors, and valuable networking, including starting a dialog with Governor Markell, who was the Conference keynote speaker.

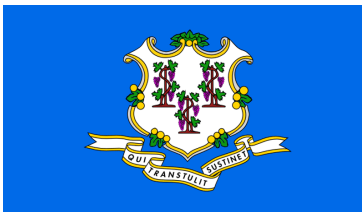
Chapter members took advantage of an opportunity to spend a few minutes with the Governor following the 2014 Conference, at which time Gov. Markell agreed to meet to discuss how to get another major ESPC bond issue moving again. Two subsequent meetings with the Governor were held in the winter and spring.

During the Spring meeting, after getting positive feedback from the Finance Secretary, the Governor agreed that a "green light" letter should be developed to set forth the administration support for a new bond issue for state agencies and school districts interested in saving energy through ESPCs. From this meeting collaborations with OMB to develop ESPC contracting improvements, including uniformity in standards, and with the Finance Department on financial parameters for bond issues have been held. The Chapter's goal is to be able to present guidance on the next round of bond funded ESPC's at the 2015 Delaware Energy Conference.

**Did You Know:** The 2015 Delaware Energy Conference is being held at the Chase Center on the Wilmington Waterfront on October 21. The Chapter is looking for volunteers to help with the annual conference. If you are interested in working on the conference, contact [debbie.boylan@eastcapitol.net](mailto:debbie.boylan@eastcapitol.net).



**New York: Mineola has issued an RFP for a Phase II ESPC for the Mineola Union Free School District. The deadline is August 25. For more information contact Jack Waters, Assistant Superintendent at 516-237-2001.**



**Indiana: The Census Bureau's National Processing Center in Jeffersonville has implemented a 25 year \$120 million ESPC. This is the 5th largest contract of its kind awarded by any civilian agency since President Obama launched the Performance Contracting Challenge in 2011.**



**West Virginia: In 2007 the Mayor of Morgantown signed the U.S. Mayors Climate Protection Agreement, pledging the city's**



**Connecticut: The Town of Westport is evaluating bids submitted for ESCOs to provide energy and water retrofits as part of an ESPC for the Town facilities and Public Schools.**

**New Mexico: New Mexico State University is building a 108 kW solar canopy in a parking lot as part of a larger energy performance**

**contract. The array will serve to offset power consumption by the Satellite Chiller Plant.**

## Job Board



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Ameresco currently has a new opportunity based in Tempe, AZ for a Renewable Construction Sr. Project Manager. We are looking for talented team players with initiative, drive, creativity and vision. In addition, we are seeking individuals who are critical thinkers, possess the drive to achieve quick results with accountability, and have experience working in a fast pace environment with multiple project responsibilities running concurrently. Ideal candidates will have a passion for the solar industry, experience managing people, and direct P&L experience of renewable projects of at least \$1M or greater.

Interested individuals are encouraged to APPLY DIRECTLY. Please visit <http://careers.ameresco.com> to submit your resume, cover letter, sample project history, geographic location preference, and salary information.

**[JOIN TODAY](#)**

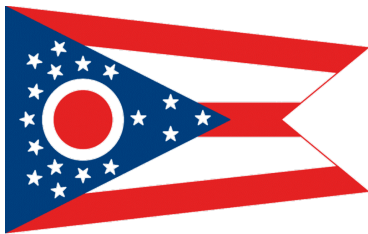
**commitment to reduce greenhouse gas emissions. In 2008 they entered into an energy savings performance contract to help meet the goals of Climate Protection Agreement. Today, the City is exploring energy efficiency and renewable energy projects that could reduce greenhouse gas emissions in order to meet regulations anticipated with the pending release of the EPA's Clean Power Plan.**



**Maryland: Annapolis City Council is looking for an ESCO to conduct an energy audit of all City-owned facilities and execute an ESPC**

**that will identify and implement energy-reducing facility improvements.**

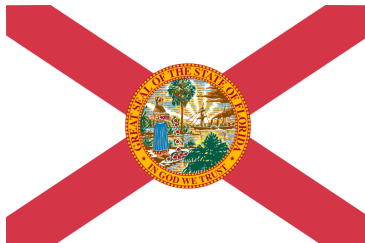
**New York: Harrison Central School District is evaluating proposals received as part of an RFP for implementation of an ESPC throughout the district.**



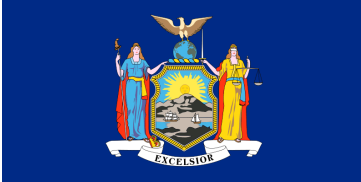
**Ohio: A second phase \$4 million ESPC at the Youngstown Metropolitan Housing Authority is expected to be completed later this**

**year. Phase 1, implemented in 2008, has saved the YMHA several million dollars. Phase 2 will provide energy efficiency upgrades to more than 500 units in five developments, and builds on the success of Phase I by providing the Authority an additional \$100,000 per year in savings. The Authority expects to save more than \$500,000 annually in combined savings for the two-phase project. Energy efficiency components for this phase will include lighting retrofits, upgraded apartment temperature controls, energy efficient refrigerators, furnace replacements, energy-efficient domestic hot water heater replacements, building envelope improvements, and vending miser systems.**

**Florida: Miami International Airport has implemented one of the largest energy performance contracts ever**



undertaken in Florida. The \$32 million 14-year project includes the installation of energy-efficient lighting, water conservation retrofits, air-conditioning and ventilation upgrades and other projects to optimize energy management with new technologies in airport energy efficiency. The project will save the airport 17 million kilowatts of energy each year. The changes will also save up to 28 million gallons of water each year. The project has guaranteed electricity and water consumption savings of more than \$2.2 million annually while also achieving additional savings in maintenance.



**New York: Warwick Valley Central School District School board' Facilities Committee is looking at a solar**

**energy performance contract that is expected to cancel out any costs by reimbursements to come from New York State in the form of state aid and energy credits. The district expects to see about a quarter-million dollars in savings, with "zero cost to the district, zero cost to the taxpayer."**

**Pennsylvania: The Beekmantown Central School Board had a presentation on Energy Performance Contracting at its last meeting on July 14, in the Middle/High School library.**



**Virginia: Work has begun in Orange County schools as part of a Phase II ESPC. The School Board voted June 29 to authorize energy upgrades to nine**

**buildings at a cost of \$1.25 million. Locust Grove Elementary School will receive the largest share of the upgrades including comprehensive lighting upgrades, as well as upgrades to automation and control systems, replacement of the domestic hot water system and weatherization improvements. The improvements are projected to produce utility savings of some 39 percent at Locust Grove Elementary alone, energy reductions of more than \$83,000 annually. Total project savings are estimated at nearly \$1.6 million over the 15-year term of the contract. The first phase of the project, already completed, has produced utility savings of 32 percent annually, with total project savings over the**



15-year term of that phase estimated at \$9.3 million.

Canada: Regina  
Qu'Appelle Health  
Region has issued a  
solicitation for a  
contractor to  
develop an energy  
performance  
contract for



Wascana Rehab Center and Pasqua Hospital. The  
estimated value of the contract ranges from \$140  
million to \$210 million.

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



*We are the nation's only public-private-partnership organization leading the charge to deliver the benefits of Energy Savings Performance Contracting.*



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