NAESCO National Association of Energy Service Companies

NAESCO News

July 2017

Table of Contents:

St. Louis Technology and Financing Workshop a Popular Success

NAESCO hosted its annual Technology & Financing Workshop, June 7-8 at the Chase Park Plaza Hotel in St. Louis, Missouri. This was the second year NAESCO incorporated a dual-track format which again proved to be popular, attracting over 150 attendees from Missouri, neighboring states, and nationwide.

The event began with plenary sessions, *21st Century Utilities: Upgrading the Infrastructure While Optimizing New Technology and Innovation* and *A Regional Report on Public Sector Energy Efficiency Initiatives* before the group split for the *Technology as a Differentiator* and *Challenges in Financing Energy Efficiency and Clean Energy* tracks. Attendees were given the option to move freely between tracks. Sessions looked at the types of investments likely to be required to make the grid "smarter" and more resilient, the prospective role for energy efficiency, CHP, DG, renewable energy, and microgrids in the utility of the future, the role for advanced meeting and big data applications, perceptions of lender and project risk, trends in intelligent building technology and delivery models,

and considering energy efficiency as an asset class. The closing plenary, *The Customer Experience with Innovative Technologies* featured representatives from the City of Ballwin, Missouri and CTS Group speaking about a public park and pool project as well as representatives from Jefferson City, Missouri, Ameresco and AllyEnergy Services speaking about a landfill gas-to-energy project.

NAESCO will announce next summer's location and theme soon. Please plan to join us for what will be another great Workshop in 2018.

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Top >

NAESCO Advocacy Update

July 2017

NAESCO continues to work on several major programs and legislative issues that are important to the growth of the ESCO industry.

Federal Issues

Performance Contracting Challenge

NAESCO continues to work with the FPCC to ensure the implementation of the $2 billion extension of the Challenge announced in October, 2016 with its new focus on both water and energy efficiency, and is also supporting the FPCC's effort to get the Trump Administration to raise the goal to $10 billion. FEMP has announced that federal agencies

implemented $4.2 billion of ESPC and UESC projects under the Performance Contracting Challenge by the end of 2016, exceeding the original $4 billion target.

Policy Agenda for the New Administration

NAESCO worked with the EE Strategy Group coalition to develop a "wish list" of EE programs that we think should be part of the Trump Administration's infrastructure program. The list includes a few measures that will benefit the ESCO industry, including the extension and expansion of tax incentives (179D and Section 48 renewables) and the extension and expansion of federal incentive programs for bonds used in ESCO projects (QECB, CREBs, QZAB, etc.), and the creation of a new incentive for bonds used to finance comprehensive projects to make public facilities resilient (EE + RE + DG + storage and microgrids).

179D Deduction

NAESCO is once again coordinating a 179D Working Group of NAESCO members, to secure the extension of the Section 179D deductions for energy efficiency work in commercial buildings. We continue to work with the lobbying firms Van Ness Feldman and Prime Policy Group, with whom we were successful in getting extensions that covered the 2014 through 2016 tax years. We are positioning the extension of 179D to be part of either comprehensive tax reform or a more limited tax extenders package.

HUD Programs and Procedures

NAESCO and a number of ESCOs have re-established bi-monthly conference calls, hosted by HUD, to discuss several chronic problem areas in the HUD PHA ESPC program, including the difficulties of implementing ESPC projects with the Rental Assistance Demonstration (RAD) program that is changing the federal funding of PHAs, the lack of knowledge of local HUD staff and PHA managers about the HUD Rate Reduction Incentive program, and the HUD initiative to stimulate EE projects in federally assisted multifamily housing.

State Issues

NAESCO state advocacy has focused on four states where we have defended the industry against potentially damaging legislation, two states that offer legislative opportunities to improve ESCO industry opportunities in the short term, and two precedent-setting states where we are working to assure that multi-year proceedings to re-vamp energy efficiency programs and utility regulation offer new opportunities for ESCOs.

Illinois

NAESCO organized a group of ESCOs and their lobbyists to defeat legislation that was sprung on us at the end of the state legislature's 2016 session. The promoters of the 2016 legislation introduced the same legislation (SB 1287) in early 2017, based on their claim that recent ESCO projects have implemented retrofits utilizing life safety and IAQ improvements which are not authorized in ESPC legislation. NAESCO has organized a 2017 lobbying campaign, funded by a 9-member ESCO Working Group, to fight the legislation, which appears to be dead for this session. Illinois also passed legislation at the end of 2016 that permanently transfers the administration of public building EE programs from a state agency to the utilities, thus eliminating the potential, which occurred two years ago, of the state using ratepayer EE funding to fill holes in the state budget.

Wisconsin

Governor Walker has introduced, as part of his budget package, a provision that would

revoke the Revenue Limit Exemption (RLE) for K-12 ESPC projects. The RLE allows school districts that implement ESPC projects to avoid the referenda that are normally required to raise school district debt limits because ESPC projects pay for themselves from savings. NAESCO is working to defeat the legislation and continue the RLE, with one ESCO taking the lead for the Working Group.

Ohio

In late December, Governor Kasich vetoed legislation, heavily promoted by fossil fuel interest groups that would have made the suspension of the state's EERS and RPS goals permanent. Unfortunately, the legislation has been reintroduced in the 2017 legislative sessions, has already passed the House and is scheduled for Senate action later in the summer. NAESCO is working with national coalitions of EE and RE companies to combat this legislation.

Texas

Over the past couple of years, a phrase in the ESPC enabling laws - that government agencies can use all types of financing except for state loan funds -- has caused problems with the development of some projects, particularly for water and sewer agencies. The problem is that the language, which was inadvertently added to a rewrite of the enabling laws in 2013, precludes agencies from using the popular LoanSTAR revolving loan fund. NAESCO assembled a group of ESCOs, and one ESCO took the lead to lobby successfully for the passage of corrective legislation.

North Carolina

The state budget for the Department of Environmental Assistance and Customer Service (DEACS) was cut by the House, threatening the funding for the Utility Savings Initiative, whose staffers oversee the state's successful ESPC program. NAESCO is working with the Business Energy Coalition, a national organization of manufacturers of energy efficient equipment, to restore the DEACS budget in the Senate and through the budget conference committee process.

Connecticut and Rhode Island

The state legislatures in both states are threatening to appropriate ratepayer funding for EE programs to fill holes in the state general funding budget. NAESCO is again working with the Business Energy Coalition to combat these funding grabs.

California

In California, a multi-year proceeding of the CPUC that is re-working the structure of the ratepayer-funded EE programs has reached a critical phase. Utilities filed their 10-year EE Business Plans in January, and the CPUC ruled that the Plans had to be supplemented with additional information by mid-June. NAESCO and other parties believe that the Plans, as supplemented do not conform to explicit CPUC guidance and rulings and are requesting that the CPUC order hearings and/or expedited settlement discussions to address issues such as the minimum 60% of the portfolio that is to be outsourced to third parties, doubling the state's implementation of energy efficiency (SB 350), and modifying the programs to recognize savings above existing conditions, with M&V based on normalized meter readings (AB 802).

New York -- Reforming the Energy Vision

The New York State Public Service Commission is in the middle of a proceeding to restructure the state's utility industry to enable customers to implement the full range of Distributed Energy Resources (DERs) -- EE, RE, DR, CHP, DG -- with utility support rather

than resistance.

The first stage of the proceeding established the fact that widespread DERs are technically feasible and valuable to all ratepayers, and the NY Public Service Commission (PSC) ordered each of the utilities to begin pilot DER programs.

The second stage moves the utility revenue model away from the old centralized system, in which utility financial health and profitability are dependent on kWh throughput, to a system in which the utility acts as the operator for a complex network of DERs.

It is important to note that while the PSC is moving ahead with this development, it is maintaining its commitment to NYSERDA and utility-administered EE and R&D programs, as well as to the DER financing initiative of the Green Bank and Energize New York. NAESCO served as part of the Best Practices Working Group, which surveyed EE programs around the country and made recommendations about initial programs that the utilities should implement.

>> Top

Join Us for the 34th Annual Conference & Vendor Showcase

November 14-16, 2017 - Sheraton Grand Hotel, Los Angeles, CA

Mark your calendar and plan on attending NAESCO's 34th Annual Conference & Vendor Showcase, November 14-16, 2017. The leading ESCOs will be represented, plus our Vendor Showcase will display the latest innovations, technologies, and services in the energy efficiency industry. Register today for this must-attend event!

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>> Top

Industry Reports

Berkeley National Lab Releases Report on the Remaining Market Potential of the U.S. ESCO Industry

Researchers at Lawrence Berkeley National Laboratory (LBNL) were asked by the U.S. Department of Energy Federal Energy Management Program (FEMP) to update and expand their estimates of the remaining market potential of the U.S. ESCO industry.

The report's key findings include that ESCOs expect total industry revenue to grow to $7.6 billion in 2017–a 13% annual growth rate from 2015–2017. For the base case of remaining market potential, the authors of the report estimate a remaining market potential of $92–$201 billion ($2016). Read the full report.

ACEEE Releases *2017 Utility Energy Efficiency Scorecard* Report

ACEEE's first-ever scorecard of US utilities was recently released, revealing regional differences and identifying the best and worst performers with regard to energy efficiency. The report looks at the performance of the 51 largest electric utilities in the United States and highlights cutting-edge efforts. Topping the list of best performers are Eversource Massachusetts and National Grid Massachusetts, which both earned the same score. Rounding out the top five are Pacific Gas & Electric, Baltimore Gas & Electric, and Eversource Connecticut. Read the full report.

Better Buildings Challenge Partners Save $1.9 Billion According to Recently Released Progress Report

The U.S. Department of Energy recently announced the energy-efficiency progress made by the 345 leading public and private sector organizations participating in the Better Buildings Challenge. These efforts have led to a combined 240 trillion Btus and an estimated $1.9 billion in cumulative energy and cost savings. These results are summarized in the 2017 Better Buildings Progress Report.

Berkeley National Lab Releases *Building Energy Benchmarking Report*

The Lawrence Berkeley National Lab's new report provides an overview of policy design and implementation attributes of state and local energy Benchmarking and Transparency

(B&T) policies for privately owned buildings and summarizes performance impacts. Research for the report included interviews with thirteen of the jurisdictions that implement B&T policies as well as expert consultants and organizations, and a literature review.

Among the findings, all but one of the B&T policy evaluation studies reviewed indicate some reduction (from 1.6% to 14%) in energy use, energy costs, or energy intensity over the two- to four-year period of the analyses. More specifically, most of the studies reviewed indicate 3% to 8% reductions in gross energy consumption or energy use intensity over a two- to four-year period of B&T policy implementation. Two additional evaluation studies indicate that there is a causal relationship between B&T policies and energy savings or energy cost savings. The authors conclude that a nationally standardized method for data collection, reporting, and evaluation of B&T policies–developed with an advisory group of state and local jurisdictions, energy efficiency and evaluation experts, building owner and real estate associations, and other stakeholders–could improve the consistency and quality of B&T impact studies, providing policymakers and others with a more complete understanding of the present and future impacts of these policies. Read the full report.

Virginia Energy Efficiency Council Releases New Report Showing EE is a $1.5B In-State Industry and Supports 75,000 Jobs

VEEC recently released a report entitled *Why Energy Efficiency is a Smart Investment for Virginia,* as a follow-up to a 2013 census report.

Data in the report show that energy efficiency is a $1.5B industry in Virginia that supports 75,000 jobs. The report includes a set of policy recommendations paired with case studies to underscore the potential for those policies and programs to drive even more economic and clean energy growth in the Commonwealth.

The report also includes case studies, testimonials and five policy recommendations for making energy efficiency an even more integral part of Virginia's economy. Read the full report.

The Global Market for Energy Efficient Building Technologies Expected to Reach $360 Billion in 2026

A recent report from Navigant Research examines the global market for energy efficient building products and services, providing an analysis of market issues and global forecasts for revenue, segmented by product type, service type, region, and construction type, through 2026.

The authors suggest that the landscape for energy efficient building technologies may be changing more rapidly today than it has at any point in its history. New market trends such as digitization as a service offering, the Internet of Things, and the ubiquitous nature of software systems are bringing new dynamics of operation and competition. Read the full report.

>> Top

Welcome New Members!

Read about our new members in their own words:

Energy Service Affiliates

Eco Engineering

Eco Engineering is a national design-build energy services company specializing in providing turnkey lighting system upgrade services. We design and implement energy saving lighting and lighting control projects with compelling financial paybacks. Eco Engineering helps its customers reduce operating and maintenance expenses, boost employee productivity, while positively impacting the environment through reduced energy consumption. Eco Engineering has become one of the largest independent design and build engineering firms in the United States that is focused exclusively on energy efficient lighting. The company operates throughout North America and continues to add expertise, particularly in the areas of advanced lighting controls and promising but rapidly changing LED technology. More than 50% of company revenues come from supporting ESCOs as they engage in energy performance contracts with their K-12 school, higher education, military and government clients.

Every Industry LLC

Every Industry promotes source high-cost performance products; our enterprise objective is to become the leader of LED lighting solutions providers. As one of the most professional solutions providers in LED lighting field, we have a strict quality standard for production. We have cooperated with Lawrence Berkeley National Laboratory for 10 years. Since the beginning, our success was attributable to focus on business innovation and meeting our customer's needs. EVE's employees, products portfolio, business model, corporate culture, core values and management system can help us to achieve your business initiatives.

Associate Energy Service Affiliates

HyLite LED Lighting, a division of ARVA

HyLite LED Lighting is a family-owned, certified MBE/DBE that specializes in industrial-quality lamps and fixtures that save energy, reduce maintenance costs associated with frequent relamping, and provide a positive impact on the environment. HyLite LED Lighting products provide ultra-efficient and reliable lighting solutions for a wide range of applications. HyLite LED products easily replace HID, CFL, and fluorescent lamps in their existing fixtures.

Streamlinx

StreamLinx brings innovation to ESCO and Retrofit organizations by empowering them to optimize energy efficiency projects and initiatives for their clients. StreamLinx's premier software solution, SnapCount® is used by thousands of Energy Service professionals to assess, quote and mobilize comprehensive energy retrofit projects in a fraction of the time and effort of traditional methods.

>> Top

Accredited Member Spotlight

McClure Company

Headquartered in Harrisburg, PA, McClure Company has been providing premier engineering, energy and construction services since 1953 and has been an accredited Energy Services Company by NAESCO since 2009. The company is built upon core values that include developing legacy relationships, financial stability through strategic and diverse offerings and a caring for the communities they serve and people they employ.

"NAESCO accreditation often serves as a third party validation for our clients; it's a very visible indication of our commitment and expertise in the energy services marketplace. Additionally we benefit on many levels from our affiliation with the community of energy services professionals."

Through a Private – Public – Partnership, the Greencastle Antrim School District has recently experienced the benefits of McClure's core values. Like many of their peers, the District was faced with aging facilities in need of upgrades. A 3rd party feasibility study identified $50M in recommended upgrades but that far exceeded their financial abilities. The District called upon their professional team to help identify a more targeted scope of work that not only upgraded their critical needs and garnered guaranteed results but also allowed them to phase in the work over a 5 year period. As a result, McClure sculpted a $20M, 5 year plan with guaranteed costs and savings. The final phase of the program will be substantially complete in September, 2017.

NAESCO Board of Directors Approves Spring 2017 Accreditation Committee Recommendations

Congratulations to **Energy Systems Group, Johnson Controls, NORESCO**, and **OpTerra Energy Services** whose renewal applications for accreditation as ESPs (Energy Service Providers) were approved by the NAESCO Board of Directors following the recommendations of the independent Accreditation Committee. Congratulations also to **Harshaw Trane, McClure, Performance Services**, and **Schneider-Electric** all of whose ESCO accreditation renewal applications were approved. Finally, congratulations to **CMTA Engineering** whose initial application for ESCO accreditation was approved.

Companies seeking NAESCO-Accredited status must apply to a committee of industry experts who are unaffiliated with any particular ESCO or any other company under consideration for accreditation, and undergo a rigorous examination of their core competencies and business practices. The committee carefully reviews the detailed documentation submitted and consults with selected customer references. The committee looks at criteria including the precise nature of the applicant's business; the range of measures and services offered to customers; the availability of a performance-based project approach; ethical business practice commitment; project engineering and design, financing, project management, operations, and maintenance capabilities; and the capability of verifying and monitoring energy cost savings.

It should be noted that while only NAESCO member companies can be accredited, not all

NAESCO members choose to apply for accreditation. As a result of the rigor of the application process, not all members that apply are granted accreditation.

>> Top

Member News

2017 U.S. Department of Energy Indefinite-Delivery, Indefinite-Quantity (IDIQ) Energy Savings Performance Contract Awarded to 17 NAESCO Members

The 2017 DOE IDIQ ESPC was awarded by the DOE Golden Field Office to 21 energy service companies on April 27, 2017. According to DOE, the federal government has been awarding ESPCs at an investment pace of about $2 billion every three years. DOE expects the ESPC IDIQ contracts to be used for investments resulting in federal infrastructure improvements, energy savings, and job creation. Federal agencies can work with the selected companies under the DOE IDIQ for a period of five years with one extension period of 18 months.

"This program highlights how the public and private sector partnerships can align with the Administration's objectives for increased energy efficiency and job creation without burdensome regulations," said U.S. Secretary of Energy Rick Perry. "A key component is that these energy and water efficiency projects at federal facilities pay for themselves, and the hope is that all federal agencies will utilize this financing method to the fullest extent."

DOE selected as contract awardees 17 NAESCO members including **ABM Governmental Services, AECOM Technical Services, AMERESCO, The Brewer Garrett Company, CEG, ConEdison Solutions, Constellation New Energy, Energy Solutions Professionals, Energy Systems Group, Honeywell, Lockheed Martin, Noresco United Technologies, Opterra Energy Services, Schneider Electric, Siemens Government Technologies, Southland Energy,** and **Trane US**. Congratulations to all!

ESG Customer Wins Award for Upgraded Infrastructure and First Ever Homeland Security Microgrid Study

The United States Coast Guard Base Portsmouth Utility Energy Services Contract team received the 2016 USCG Sustainability, Energy, and Environmental Readiness Award in the Overall Sustainability Category as well as the SEER Team Category for the Energy Track. In early fiscal year 2016, **Energy Systems Group**, worked with the Base through Dominion Virginia Power's UESC program to develop, design, and build the multi-phase UESC-funded project, including the first microgrid feasibility study within the Department of Homeland Security.

The UESC project included over $8.4 million in capital improvements and the conversion of multiple boilers to natural gas heating, thereby eliminating the annual consumption of propane and #2 fuel by 11,005 and 111,000 gallons respectively. This allowed for the removal of 16 outmoded above ground storage tanks and eliminated the Base's requirements to have a Facility Response Plan with the State of Virginia. Further, more than four million gallons of water will be saved annually due to the installation of new water

fixtures, while new lighting fixtures will save more than 1,000 man hours of maintenance per year.

The microgrid study completed helps establish a deliberate pathway towards resiliency and energy independence across all of Base Portsmouth's missions and commands. The UESC installation of a 1.2 megawatt peak shaving generator not only lowers the Base utility rate and supports future microgrid capabilities, it is also associated with new switchgear that improves worker safety and stabilizes commercial electrical power.

Energy Solutions Professionals Announces New Team Member

Energy Solutions Professionals is pleased to announce that **Chris Salzmann** has joined their talented team of professionals. Chris is an energy services veteran who has worked over 30+ years in the industry. He has been involved in nearly every aspect of the ESCO business, and brings a wealth of insight to the team.

Hannon Armstrong Releases Annual Report

Hannon Armstrong, makes debt and equity investments in sustainable infrastructure, including energy efficiency and renewable energy. The company went public in 2013 and has completed transactions worth more than $3.5 billion, including approximately $1.1 billion in 2016 – with leading service providers, including a number of Global 1000 corporations and private developers. The company recently released their 2016 Annual Report, available here.

Johnson Controls Receives Energy Efficiency Awards

The United States Department of Energy recently held its annual summit for the Better Buildings, Better Plants program May 15 through May 17 in Washington D.C. Each year, the Department of Energy acknowledges companies, including **Johnson Controls**, for their commitment to reducing energy intensity of their national manufacturing operations by at least 25 percent within 10 years.

At this year's event, Johnson Controls received two awards. Catherine Potter, director, Global Sustainability, accepted the Department of Energy's Better Plants, Better Practice Award on behalf of Johnson Controls. The following day, Clay Nesler, vice president, Global Sustainability and Industry Initiatives, and Fernando Reyes-Gonzalez, manager, Global Environmental Sustainability accepted the Goal Achievement Award on behalf of the company.

The Better Plants, Better Practice Award recognizes partner efforts to drive organizational and cultural changes associated with energy efficiency achievements. Johnson Controls won the Better Practice and Goal Achievement Awards for establishing a company-wide Energy Hunt program as part of the Johnson Controls Manufacturing System that resulted in a threefold increase in identified energy savings projects and helped the company meet its Better Plants Challenge goal.

The Better Plants Goal Achievement Award was given to the company for achieving its 25 percent energy intensity reduction goal across its U.S. industrial facilities. The timeframe of the commitment extended for 10 years through 2019, however by the end of 2016, JCI's energy intensity performance reached a 26 percent reduction, achieving its goal

three years earlier. Cumulative energy savings across its U.S. industrial facilities over seven years amount to approximately 1,600,000 MWh which equals to removing approximately 166,000 homes from the electricity grid in the U.S.; and 700,000 metric tons of greenhouse gas emissions avoided, which equals to removing approximately 148,000 cars from the streets for one year.

Rexel Energy Solutions Adds ESCO Sales Representatives, Opens Four New Locations

Rexel Energy Solutions, as announced earlier this year, continues to add ESCO Sales Representatives for stronger national coverage of ESCO customers. In addition, they have recently opened four new locations in Salt Lake City, UT, Carrollton, TX, King of Prussia, PA, and Farmingdale, NY.

Recent additions to the ESCO Sales team include:

Scott Gaston, National ESCO Sales, has ten years of experience in building multi-faceted energy efficiency projects with proven skills in lighting project management and design, and implementation of medium to large scale technical efficiency projects. Prior to joining the Rexel Energy Solutions team, Scott was an Energy Efficiency Consultant at LED Supply Company. Scott is based in Denver, Colorado.

Josh Lippiatt, National ESCO Sales, has over fifteen years of experience in the lighting industry and focused sales of advanced LED lighting technologies and control system integration within ESCO performance contracting parameters to maximize cash flow and increase project offerings to the end user clients. Prior to joining Rexel Energy Solutions, Josh worked as a Business Development Manager for Lighting Services, Inc. Josh is based in Hinckley, Ohio.

>> Top

Member Projects

AECOM Announces the Completion of the Nellis Air Force Base Lighting Project

In August 2016, Nellis Air Force Base and Southwest Gas together with **AECOM**, entered into a task order for an $8.5M Utility Energy Services Contract (UESC) implementation project that improves both interior and exterior lighting throughout the base. The project saves Nellis AFB $760,000 per year, reducing the energy use nearly 10 million kWh, or 5.2%. Through this project, Nellis AFB continues its efforts to reduce its energy usage by implementing a first phase lighting project that would be rapidly deployed, maximize project economics and improve the operations of the base and its core mission.

Southwest Gas and AECOM provided an energy solution focused on a rapid development and construction of a first-phase project to leverage existing available surveys and reports that has previously been completed. The project included interior, parking lot, street, and apron lighting.

Rhode Island College Partners with Ameresco to Reduce Energy Consumption

Ameresco recently announced it is working with Rhode Island College to renew and upgrade its campus energy infrastructure and to institute energy efficiency and water

conservation measures at the college. The $5 million ESPC project is expected to save the college more than $340,000 in avoided energy costs annually for the next 15 years. The project includes energy efficiency and infrastructure upgrades to 33 buildings and 1.2 million square feet on campus.

Services include an Investment Grade Audit, installation of energy conservation measures, and measurement and verification of guaranteed savings. The following upgrades are expected to help enhance the quality of the teaching and learning environments: energy management system upgrades; central plant improvements; variable frequency drives ; water conservation measures; building weatherization; energy efficiency motors; demand control ventilation; transformer replacements; window air conditioner timers; AHU/Rooftop unit replacements; vending machine controls; kitchen hood controls; and repair of heat recovery units. In support of the college's sustainability goals, the project is expected to help reduce CO2 emissions by approximately 4,141,058 pounds annually, the equivalent to removing 344 cars from the road each year.

CTS Group Secures Project for Winchester Elementary School in Illinois

Winchester Elementary School was constructed in 1959 and many of the main parts were original and wearing. The District turned to **CTS Group** to develop a project scope that would make the elementary school not only healthier, but energy efficient too. The $4,462,250 project involves asbestos abatement, geothermal heat pump system installation, electrical upgrades for new HVAC and technology in the classrooms, LED lighting installation, and other improvements. The District will have total savings of $4,907,585 over a 20 year term and the project span June-August 2017.

Energy Systems Group Helps Glenville State College Exceed Energy and Resource Savings

Glenville State College in West Virginia selected **Energy Systems Group** to implement the largest campus-wide improvement project in GSC's history. The $4.1 million project, completed in 2014, included comprehensive energy efficiency and building improvements to reduce energy costs, modernize building systems and technologies, and enhance the environment.

Recently an energy savings data report indicated that Glenville State College exceeded the anticipated impact of its campus-wide energy efficiency and facility modernization project by approximately $184,000 in the first two years since the project's completion.

Working with local subcontractors and vendors, Energy Systems Group implemented a wide range of energy efficiency and infrastructure improvements in 13 campus buildings, spanning approximately 608,500 square feet, including the President's House and the Community Center. The improvements, expected to result in more than $176,000 of energy savings annually over the 15-year term of the contract, included lighting upgrades, heating, ventilation, and air-conditioning system upgrades, window replacements, a demand response program, and the conversion of gas wells to feed GSC facilities directly.

By implementing these key facility modernization measures, Glenville State College will reduce its carbon footprint by more than 1,600 metric tons of carbon dioxide, which is equivalent to generating enough electricity to power more than 150 homes or planting more than 1,300 acres of forest.

ESG was also instrumental in helping GSC qualify for a zero percent $1 million loan through the West Virginia Higher Education Policy Commission.

Energy Usage Halved at Hawaii Airports in Johnson Controls Project

With an aim to reduce energy consumption, the Hawaii Department of Transportation has moved into the second phase of its ESPC with **Johnson Controls** to provide energy-efficient lighting at 11 Hawaii airports and solar PV systems at Honolulu International Airport.

Phase 2 of the contract guarantees $65.5 million in energy savings through the replacement and retrofit of 47,747 existing florescent lamps to LED lamps, the application of high-end trim to 8,256 LED fixtures (which customizes the light level for an area in order to prevent using more energy than is necessary), and the installation of 15,683 photovoltaic roof-mounted panels including parking lot canopy systems at the Honolulu International Airport capable of producing 5.3 megawatts of power.

The total energy savings guaranteed at Hawaii's airports exceeds $606 million over a 15-year period with the addition of Phase 2, according to the department.

Phase 1 and Phase 2 combined will see an installation totaling about 98,000 lamps and over 24,400 PV panels, which is expected to bring in almost 8 megawatts of energy savings and power generation.

Lake Park High School and Performance Services Celebrate Completion of Solar Project

Lake Park High School located in Roselle, IL, was looking for ways to dramatically increase the energy efficiency at the East and West campuses and selected **Performance Services** to implement a guaranteed energy savings project.

The School recently hosted a ribbon cutting event to celebrate the completion of two solar photovoltaic (PV) systems, making it one of the first public school districts in Illinois to adopt solar power on a large scale. The declining costs of solar installation have made this cost-effective for the District and will result in an estimated net savings of $5.1 million over 25 years. Both Lake Park West and Lake Park East high schools now have roof-mounted solar panels expected to generate 1.86 megawatts of clean energy. The solar array will provide 2,215,247 kilowatt hours of power to the grid.

Southland Energy Awarded Fort Riley Energy Services Performance Contract

Southland Energy was recently awarded an ESPC for Fort Riley near Junction City, Kansas. The first phase of this multi-phase project is expected to provide more than $37 million in facility improvements across 280 buildings.

Spanning 5.4 million square feet, Southland Energy will complete 15 energy conservation measures across the United States Army installation. Southland's scope consists of expanding and upgrading the central plants and energy management controls, HVAC upgrades, interior, exterior, street, and airfield LED lighting, as well as boiler and water conservation improvements. In addition, Southland will operate and maintain two central plants and perform controls maintenance. The main energy management controls system will be updated with enhanced cybersecurity protocols to earn Department of Defense accreditation.

The improvements will be funded through the $2.4 million in annual cost savings that the project is expected to generate. Over a 22-year period, these savings are anticipated to grow to more than $92 million in savings. The project's design and construction phases are scheduled to begin in June 2017.

Siemens Project Creates $1 Million in Energy Savings to Help City of Taylor, Texas Fund Infrastructure Improvements

The City of Taylor, Texas, is addressing deferred maintenance projects and making facility modifications as part of an ESPC with **Siemens**. The ESPC will allow the city to make such infrastructure improvements as LED lighting and HVAC system adjustments within its existing budget, and will use the more than $1 million of projected energy savings to fund upgrades over the next 15 years.

The initial project phase involves Siemens making energy-efficient changes such as retrofitting lighting with LED bulbs and assessing various aging HVAC systems in 17 buildings throughout the city, including the library, city hall and the municipal court. Select aging HVAC systems will be upgraded, while other existing units will be cleaned and re-commissioned to extend their useful life. Work on the project is expected to be completed by this summer, with Taylor's guaranteed energy savings beginning in the fall.

>> Top

New Product and Services Showcase

HyLite LED Lighting, a division of ARVA, LLC, is excited to announce the expansion of its retrofit lamp product lines with new 347V & 480V options. These new high voltage models are available in the HyLite LED Omni-Cob™, Arc-Cob™, & Lotus™ series sizes 20W and up. The new models replace metal halide and high pressure sodium lights up to 1000W.

HyLite LED Retrofit lamps allow customers to retrofit their existing fixtures with a low initial investment and installation cost while saving up to 80% in energy with years of maintenance-free operation. The new High Voltage models will expand the range of applications for these lamps. Facility managers can now replace outdated HID/MH/HPS lamps in areas where it wasn't previously possible.

Philips Lighting Continues to Accelerate Innovation and Adoption of LED Lighting

Philips Lighting is introducing new offerings designed to help reduce energy and operating costs, improve the comfort and utilization of a space, and deliver value that goes beyond illumination. These latest technology advancements combine the accumulative improvements in energy efficiency with enhanced quality and capabilities of connected LED lighting.

Philips InstantFit LED T8 lamps with EasySmart technology: A simplified path to connected ready lighting, the Philips InstantFit LED with EasySmart technology is

the first and only wireless, network-capable linear lamp retrofit with a simple plug and play installation that reduces energy, effort and costs, while providing intelligent control. The expanded Philips InstantFit platform is built on the ZigBee 3.0 standard based protocol for easy integration of the TLEDs with a wide variety of control devices and systems.

Snapcount Streamlines Rebate Calculations with Encentiv Energy Partnership

SnapCount, the industrial-grade retrofit software from StreamLinx, has announced a partnership with Encentiv Energy that will enable SnapCount customers to rapidly calculate incentive and rebate programs from over 1,020 utilities nationwide. Electric utilities offer incentives and rebates for their customers to replace outdated lighting and HVAC equipment with more modern energy efficient versions. Until now, researching and calculating retrofit project incentives has been time and labor intensive. Using Encentiv Energy's Encentivizer™ Platform, SnapCount users will have the ability to discover and calculate rebate saving opportunities for energy efficient retrofit projects instantaneously.

>> Top

Industry News

Cyber-Ninja Force" Being Developed to Protect Energy, Gas Grid

Article by Bill Murray for RealClear Energy

Protecting the U.S. electrical grid and the gas pipeline system from cyberattacks has drawn increased attention from Congress as the threats to infrastructure become more prevalent globally.

Successful cyberattacks on Saudi Arabia's energy infrastructure in 2012 and Ukraine's electrical grid in 2015 have spurred coordination between U.S. utilities, national laboratories and state governments like never before, according to testimony before a Senate panel earlier this month.

The concern is also heightened by a general understanding of the ubiquity of wireless electronics in Americans' daily lives. Continued growth of the "Internet of Things" in the coming years means the most mundane of objects throughout one's home - such as water heaters and refrigerators - will soon be connected to the Internet and be at risk of cyberattack. Read the full article.

eProject Builder to Host Upcoming Training Webinars

The eProject Builder (ePB) team hosts regular webinars to introduce ESCOs, ESPC customers, and other interested parties to ePB and provide a forum to ask questions. All webinars cover the benefits of using ePB, project workflow, a walk-through of the data template, and a demonstration. Upcoming dates and registration information are below:

Tuesday, July 18th, 2:30pm-4:00pm EDT

Wednesday, August 23, 2pm–3:30pm EDT

To participate in a session, simply log in to: www.readytalk.com and join the meeting by entering access code 4952370 shortly before the start of the webinar. The call-in line is 866-740-1260, with access code 4952370 (same as the webinar code). Anyone who wants to receive a calendar invitation, can e-mail epb-support@lbl.gov.

ePB standardizes data collection for ESPC projects nationwide-across ESCOs and all market sectors, including: federal, state, local, K-12, universities and colleges, public housing, health, industrial and private commercial. ePB provides authorized users with a streamlined, standardized, and secure online platform for collecting, housing and reporting their ESPC project data.

ePB enables energy service companies (ESCOs) and their customers to:

- Upload, track and access ESPC project-level information for the life of the performance contract
- Quickly generate data for project and portfolio reports
- Develop project scenarios using standardized amortization calculations
- Benchmark new ESPC projects against historical project data

Industry benchmarking functionality allows a broader group of stakeholders the ability to compare the performance of a proposed retrofit against aggregated ESCO project data from the LBNL/NAESCO project database-the largest database of ESCO project information in the world. Benchmarking information can be disaggregated by market sector (e.g., federal, K-12 schools, private) and a range of performance metrics such as total project installation costs ($/ft^2), simple payback time (years), and annual energy savings (e.g., kBtu/ft^2, kWh/ft^2, % of baseline energy).

ePB is a free system developed and managed on behalf of the Department of Energy's Federal Energy Management Program and Office of Weatherization and Intergovernmental Programs by Lawrence Berkeley National Laboratory.

>> Top