



2017 Platinum Annual Sponsors

January 2017

Table of Contents:

FEDERAL MARKET WORKSHOP

NAESCO 2017 ADVOCACY INITIATIVES BUILD ON 2016

THE STATE OF ENERGY EFFICIENCY IN 2017 - PERSPECTIVES FROM THE INDUSTRY

INDUSTRY REPORTS

NEW MEMBER

ACCREDITED MEMBER SPOTLIGHT

MEMBER NEWS

MEMBER PROJECTS

NEW PRODUCT AND SERVICES SHOWCASE

DUES RENEWAL

PACENATION SUMMIT INFORMATION

Federal Government Exceeds Goal for Renewable Energy and Energy Efficiency Investments

On December 28, 2016, Christine Harada, White House Federal Chief Sustainability Officer, CEQ announced that the President's Performance Contracting Goal has been exceeded, which will reduce energy spending by \$8 billion over the next 18 years. See complete post [here](#).

Join us for the 2017 Federal Market Workshop!

March 15, 2017 - FHI 360 Conference Center, Washington, DC



The Workshop will focus on the key elements, updates, changes, processes, and people involved in the vast Federal energy efficiency and infrastructure improvement market.

The popular (and always sold out) Workshop will attract ESCO leaders and vendor representatives already working in the Federal space and those seeking to break into the Federal market. In addition, Federal agency officials tasked with setting and implementing Federal energy efficiency and infrastructure policies will be with us as invited speakers and attendees.

Confirmed speakers as of the first week in January include **Daryl Haegley**, Control Systems Cybersecurity, Program Manager for Business Enterprise Integration in the Office of the Deputy Under Secretary of Defense (Installations and Environment); **Dr. Ron Ross**, Industrial Control System Security, National Institute of Standards and Technology Computer Security Division; **Peter Flynn**, Principal, Bostonia Partners; **Robert Johnson**, Senior Vice President, Hannon Armstrong; **Tim Unruh**, Director, Federal Energy Management Program, Department of Energy; and **Jack Surash**, Acting Deputy Assistant Secretary of the Army (Energy & Sustainability), Office of the Assistant Secretary of the Army (Installations, Energy & Environment).

[Additional Information, Agenda & Registration](#)

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>> [Top](#)

NAESCO 2017 Advocacy Initiatives Build on 2016 Efforts

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

Performance Contracting Challenge

In late December, FEMP announced that federal agencies had exceeded President Obama's \$4 billion goal with \$4.2 billion of booked projects. NAESCO is now working to ensure that the Trump Administration will reinforce this ongoing federal waste reduction program by issuing a new Executive Order for a minimum of another \$2 billion of projects that focuses on both water and energy efficiency.

Policy Agenda for the Presidential Transition

NAESCO is working with the Federal Performance Contracting Coalition (FPCC) to draft two short position papers outlining how the federal and state/local government performance contracting programs are good examples of the type of public-private partnerships that the Trump Administration should promote to revitalize critical US infrastructure. NAESCO is also working with the broader EE Strategy Group coalition on a paper that demonstrates how energy efficiency investments in general are good examples of how modest federal tax incentives leverage large infusions of private investments in public facility modernization.

179D Deduction

NAESCO has worked successfully for four years with a group of interested NAESCO members and the lobbying firms of Van Ness Feldman and Prime Policy Group to secure the extension of the Section 179D deductions for energy efficiency work in commercial buildings. We were able to obtain extensions that covered the 2014

through 2016 tax years. We had anticipated that a tax extenders bill would be introduced in the lame duck session of Congress, but House leadership decided to postpone tax legislation until 2017, when they expect to introduce a comprehensive tax reform bill.

HUD Programs and Procedures

NAESCO ESCOs and HUD are continuing their bi-monthly conference calls to discuss issues and challenges with the PHA EPC programs. The next call is scheduled for mid-January.

Clean Power Plan (CPP)

NAESCO has worked for three years with a group of ten ESCOs that developed a substantial White Paper and a number of formal comment documents that have been submitted to the EPA. We expect that President Trump will move to cancel the CPP in the early days of his administration, since this was one of his major campaign pledges, and so we will stop working on it unless and until there is an indication that it will continue.

PACENation

NAESCO now has a seat on the board of PACENation, a national organization formerly called PACENow, which is promoting the adoption of high-quality PACE programs across the country. NAESCO held a very well attended pre-conference workshop on PACE at its Annual Conference in November. We will work with the Trump Administration to identify opportunities to promote commercial PACE nationally as a way to stimulate EE and RE investments in commercial, non-profit and public facilities.

Click to see [full report](#) and continue reading about State Issues.

>> [Top](#)

THE STATE OF ENERGY EFFICIENCY IN 2017: PERSPECTIVES FROM THE INDUSTRY

A Legislative Forecast

By Jeffrey C. Genzer, General Counsel, NAESCO



Energy legislation is not the first order of business for the Trump White House. The near-term focus will be on repealing and replacing Obamacare and moving forward on tax legislation. It appears that a major infrastructure bill will also be on the short-list, though the President may be more interested in infrastructure spending than members of his own party in Congress. The near-term impacts on energy efficiency may come in the form of an attack on appliance energy efficiency standards through the

Congressional Review Act (CRA). The CRA permits Congress to overturn federal rules that are approved in the last months of an Administration. In this case, rules since June of 2016, which include a number of appliance efficiency standards might be susceptible to being over-turned. However, under the CRA as it exists today,

approximately 10 hours of debate would be permitted in the Senate, which could effectively limit the number of rules that might be over-turned. In addition, rules that are on a similar subject matter might also be prevented from being issued. There are legislative proposals that would allow CRA matters to be bundled. One of these bills has already passed the House. The prospects in the Senate are far less clear, since under existing rules, 60 votes would be required to allow a change in law to move forward. Beyond appliance standards, it certainly appears that the incoming Administration will do all it can to impede the implementation of the Clean Power Plan, which is before the U.S. Court of Appeals for the D.C. Circuit. Procedurally, how this will be accomplished is uncertain. The President-elect has also made clear that he intends to pull the US out of the Paris Climate Agreement. New rules governing methane releases and the previously issued "Waters of the U.S." rule are also in the new Administration's cross-hairs.

Another area that could see action in the spring is the final appropriations bills for FY'17. In the Continuing Resolution (CR) approved in December 2016, the new President and the new Congress will have the opportunity to weigh-in on both funding levels and policy riders in the appropriations process. The existing CR expires on April 28, 2017. It is possible that dramatic funding cuts for energy efficiency and renewable energy could be contained in a final package, with shifts to fossil energy and nuclear programs. Special targets may include solar and wind programs, building energy codes and appliance standards. Again, cooperation will be required in the Senate from Democrats to move appropriations bills forward, though the Democrats are likely to pick their fights carefully. It would not be surprising to see a number of energy-related policy riders surface in the Energy and Water Development Appropriations bill.

The Senate and the Administration are moving quickly to attempt to get their Cabinet-level nominees moved through the confirmation process. On January 6, 2017, the Director of the Office of Government Ethics expressed concern that they had not received critical information from some of the nominees for which hearings have been scheduled. The key nominees in the energy and environmental arena include Rick Perry (former Texas Governor) for the Department of Energy, Ryan Zinke (R-MT) for the Department of Interior and Scott Pruitt (Oklahoma Attorney General) for EPA. Rex Tillerson, the outgoing CEO of Exxon, is the President-elect's designee to be Secretary of State. They have not yet named an Agriculture Secretary nominee, though this week's rumors include Sonny Perdue, former Georgia Governor. The nominee for OMB Director, Mick Mulvaney (R-SC), could have a great deal of impact on funding for DOE and EPA, and he is one of the leaders of the Freedom Caucus in the House. In the context of broader tax reform, the energy tax provisions from the so-called "tax extenders package" that expired at the end of 2016 (and in some cases at the end of 2015), are certainly on the chopping block. It is too early to assess the fate of the 179d commercial buildings energy efficiency tax deduction."

Convincing the Trump Administration to Support Performance Contracting

By Donald Gilligan, President, NAESCO

While we don't know the specifics of the Trump Administration's energy and tax programs, we believe that they will not threaten, and may even boost, performance contracting, for two reasons.



First, Energy Performance Contracting has very strong bi-partisan support in the Congress and in state legislatures around the country. We don't think that will change. Conservatives support EPC because it cuts government waste and re-directs money currently spent on wasted energy into a payment stream for badly-needed capital improvements in schools and other public facilities.

Second, President-elect Trump has pledged to launch a major new program to rebuild America's infrastructure - roads, bridges, schools, etc. We are proposing that EPC projects be used to rebuild public facilities. EPC can leverage a modest amount of federal funding (tax credits and bond interest rate buy-downs) with substantial private investment, because EPC projects pay for themselves from savings. EPC can thus complement other elements of the infrastructure program that will have to be funded from appropriations. And performance contracting has the potential to create good jobs in every community across the country.

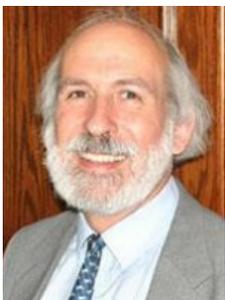
NAESCO is making a focused effort to get the Trump transition team to adopt a public buildings "Retrofit for Resiliency" program as part of its infrastructure initiative. Our proposal will emphasize performance-based tax and interest rate incentives for EPC projects, rather than direct grants, in order to leverage federal dollars. We will propose that the Retrofit for Resiliency program include a comprehensive suite of measures, including EE, RE, CHP and DG, energy storage, and advanced controls and microgrids.

NAESCO is working with member ESCOs and the Federal Performance Contracting Coalition (FPCC) to ensure that retrofitting public buildings is part of the Trump program to rebuild our infrastructure.

NAESCO is also working with the EE Strategy Group coalition to promote a broader list EE programs to the new administration.

2017 is Looking Like a Good Year for Energy Efficiency as Investments Grow

By Steven Nadel, Executive Director, ACEEE



As the new year begins, we expect 2017 will bring increased investments in energy efficiency and other efforts to save energy.

The energy efficiency investment picture indicates that savings will continue to grow. Spending on energy-efficient goods and services as well as employment in energy efficiency jobs has increased in recent years, and these trends will likely continue.

The International Energy Agency estimates that energy efficiency spending increased about 6% from 2014 to 2015, with 2015 spending totaling about \$221 billion in major economies throughout the world (2016 figures not yet available). Similarly for the United States, BW Research in a report for the Department of Energy, found that 1.9 million Americans work full- or part-time energy efficiency jobs and that companies planned to hire another 260,000 energy efficiency workers in 2016. This job growth is spurred by a growing private sector focus on energy efficiency and strong policies, particularly at the state and local levels. See [full posting](#).

Prognosis for Section 179D

By Michael Platner, Senior Tax Counsel Van Ness Feldman



The outlook for comprehensive tax reform legislation, including energy related tax incentives, has changed dramatically with the incoming Trump administration and the start of the 115th Congress with Republican control of both the House and Senate. The goal of comprehensive tax reform is to create a simple and fair tax system that encourages job creation, higher wages, and growth in the U.S. economy. The simple and fair part of that goal will require Congress to eliminate special interest tax deductions and credits and reduce tax rates for businesses and individuals. The Section 179D, Energy Efficient Commercial Building Deduction, which expired on December 31, 2016, is an example of the type of deduction that Congress may try to permanently eliminate in tax reform.

While the Republican leadership intends to move very quickly on tax reform, it is very likely they will not be able to complete the legislation until early 2018 which provides an opportunity for input into the design of the new tax system. The energy efficiency community should start early this year to continue their efforts to educate Senators, Representatives, and new members of the Trump administration on the importance of providing a tax incentive for increasing the energy efficiency of commercial buildings, including those owned by governments and other not-taxable entities. In addition, if tax reform is not completed before the end of 2017, there may be an opportunity to include a short-term extension of Section 179D, if tax extenders legislation is considered in the latter part of this year.

As President, Trump will be CEO of 'US Energy Incorporated'

By Dan W. Reicher, contributor to *The Hill*, published November 28, 2016



Dan Reicher presented the Keynote address at NAESCO's 2016 Annual Conference in Scottsdale last November. Mr. Reicher is Executive Director, Steyer-Taylor Center for Energy Policy and Finance, Stanford University and a former Assistant Secretary for Energy Efficiency and Renewable Energy, Chief of Staff and Deputy Chief of Staff to the Secretary of Energy, and Acting Assistant Secretary for Policy and International Affairs during the Clinton administration.

On January 20, [Donald Trump](#), the real estate tycoon, is going to become Donald Trump the president.

He may not know it but in this transition he will take the reins of the largest energy company in the world. The federal government owns energy-rich real estate covering one-quarter of all U.S. lands, hundreds of power plants, tens of thousands of miles of transmission lines, 350,000 buildings and even more vehicles.

Throw in an annual energy bill of \$23 billion, by far the largest in the nation, and a President Trump can rightly be called the CEO of U.S. Energy Inc. See [full editorial](#).

U.S. Energy Service Company (ESCO) Industry: Recent Market Trends

This study conducted by the Lawrence Berkeley National Laboratory and NAESCO presents an analysis of the market size, growth projections and industry trends of the U.S. Energy Service Company (ESCO) industry, drawing on information provided by ESCO executives in late 2015.

A key finding was that after more than two decades of year-over-year growth, ESCO industry revenues appeared to flatten between 2011 and 2014. ESCOs reported 2014 industry revenue of approximately \$5.3 billion, which represents no increase over the 2011 ESCO industry revenue of \$5.3 billion (nominal \$) reported by Stuart et al. (2013).

In that earlier Lawrence Berkeley National Laboratory study, ESCOs projected annual revenues of ~\$7.5 billion in 2014, which was about 44% (\$2.3 billion) higher than actual ESCO-reported revenues. ESCOs expect total annual industry revenues to be approximately \$7.6 billion in 2017, which equates to an average annual growth rate of ~13% from 2015-2017. See [full report](#).

LBNL Policy Brief Shows Ups and Downs in the Cost of Saving Electricity Over Time

This technical brief authored by the Lawrence Berkeley National Laboratory presents trends in the cost of saved electricity for utility-sponsored energy efficiency programs between 2009 and 2013. 5,400 program years of data were collected and analyzed in 36 states from 78 administrators of programs funded by customers of investor-owned utilities. These administrators provide efficiency programs to customers of investor-owned utilities that serve about half of the total U.S. electricity load. See [full report](#) for more information.

Among the key findings:

- The levelized cost to efficiency program administrators of saving electricity averaged \$0.028 per kilowatt-hour (kWh) over the five-year period. The average program administrator cost of saved electricity declined from \$0.044/kWh in 2009 to \$0.023/kWh in 2011 and then rebounded slightly to \$0.028/kWh in 2013.
- In the commercial, industrial and agricultural market sector, the cost of saved electricity averaged \$0.027/kWh over the five years, with a modest upward trend from 2011 to 2013. In the residential sector, the cost of saved electricity averaged \$0.035/kWh in the residential sector but declined from \$0.071/kWh in 2009 to \$0.030/kWh in 2013.
- Weighting the program administrator's cost of saved electricity values by the amount of savings - lending more influence to program administrators that are managing larger portfolios of programs - shows better cost performance overall with an average of \$0.022/kWh, possibly indicating economies of scale.

E4TheFuture Releases Report, Energy Efficiency Jobs in America

In December 2016, E2 and E4TheFuture released Energy Efficiency Jobs in America, which found that energy efficiency is a massive employer with 1.9 million jobs nationwide and thousands of jobs in each and every state.

The report, based on U.S. Bureau of Labor Statistics data and a survey of tens of thousands of businesses across the country, provides detailed breakdowns of clean energy jobs not available previously, and it was developed and released in connection with a major U.S. Department of Energy study of all energy jobs in America. See the [full report](#) along with fact sheets.

NRDC Study Finds Higher Electricity Costs Occur in States that Fail to Invest in Clean Energy

Despite wild swings in fossil fuel prices, America's electricity bills and the per-kilowatt-hour rates recorded have been relatively stable and affordable for decades, thanks in good part to leadership at the state level in support of energy efficiency and renewable energy resources, as a new NRDC report published recently shows. See the report, [Cleaning Up Our Act on Energy and Reaping the Benefits](#).

Brookings Report Assesses Carbon "Decoupling," State by State

The report argues that state progress on emissions trends matters more than ever, and that it is important to track those trends, understand what is driving them, and consider how progress can be accelerated given the need to dramatically reduce global greenhouse gas emissions by the end of the century. See the [full report](#).

Technavio Report Finds Global Industrial Energy Efficiency Sector Worth \$10.18B in 2020

The global industrial energy efficiency services market will enjoy a compound annual growth rate of more than 6 percent during the next four years, according to Technavio.

The report, which tracks the market from last year through 2020, says that its value will be [\\$10.18 billion at the end of the study period](#). The report also says that the size of the auditing/consulting market will grow due to policy mandates. That sector, which was valued at \$3.21 billion last year, will reach \$4.51 billion by 2020, Technavio predicts. Click [here](#) for more information.

From Risk to Return - Investing in a Clean Energy Economy

The U.S. economy faces significant risks from unabated climate change. Every year of inaction serves to broaden and deepen those risks. Founded by co-chairs Michael R. Bloomberg, Henry M. Paulson, Jr., and Thomas F. Steyer, the Risky Business Project examines the economic risks presented by climate change and opportunities to reduce them. Click [here](#) for more information.

CMTA Consulting Engineers



CMTA is a full service engineering firm, providing infrastructure solutions to K-12 schools, Higher Education and State and Local Government facilities through energy savings performance contracting. Their solutions allow facilities with limited funding to receive complete high quality HVAC, lighting and plumbing renovations that are funded through reductions in energy and operational costs. They are a leader in Net Zero Energy Engineering with many operating Net Zero Energy facilities, and most of our performance contracting projects incorporate new geothermal HVAC systems as a key component. CMTA has over 200 employees with company headquarters in Louisville, KY with additional offices in Lexington, KY, Houston TX, Cincinnati, OH, and Washington, D.C.

>> [Top](#)

ACCREDITED MEMBER SPOTLIGHT



Accredited by NAESCO in 2016, Navitas is a Kansas based independent provider of comprehensive energy services currently serving clients in the Midwest. Navitas is an engineering centric company grown from the roots of Smith & Boucher Engineering, a 60 year old engineering firm, that also formed Energy Masters International in the 1980's. Smith & Boucher's principals joined with other entrepreneurs from the engineering, construction, and energy performance contracting industry to form Navitas.

Navitas provides the development, design, engineering, installation, savings verification and utility cost management of comprehensive projects that reduce energy, operations and maintenance costs of client facilities. These projects generally include a variety of measures customized for each facility designed to improve the efficiency of major building systems and equipment. Navitas commits to our clients that our energy efficiency projects will satisfy agreed upon performance standards and achieve specified increases in energy efficiency. In most cases, the lifetime energy and operating cost savings of the energy efficiency measures will pay for all or nearly all of the cost of such measures. After energy efficiency measure implementation, Navitas often provides continuing services that include utility bill savings assessment, energy management consulting, building system performance optimization and continuous commissioning for client's energy systems.

A notable recent success story is the North Kansas City School District located in a suburb of Kansas City, Missouri. The school district covers more than 82 square miles, serves more than 18,500 students through 30 school locations, which include 21 elementary schools, five middle schools, and four high schools, as well as 10 support facilities. Like many school districts, North Kansas City School District was

faced with aging facilities, rising utility costs, and school funding reductions. Navitas implemented a comprehensive program that utilized an energy management plan, equipment and system replacements and data analytics to optimize building performance. Over \$30 million dollars of improvements have been funded from over 30% annual utility savings that is being achieved.

>> [Top](#)

MEMBER NEWS

AECOM appoints Annika Moman Senior Vice President, Power & Energy Services Lead

AECOM recently announced that Annika Moman has been named Power & Energy business line lead within design consulting services Americas. She is charged with implementing an integrated growth strategy and she will continue to lead AECOM's energy savings performance contracting group, which develops, designs, implements, and operates alternatively financed energy efficiency projects that save money and achieve other goals for federal, municipal, and private sector clients.

Energy Focus Announces New Sales Hires

Jennifer Stradtman has joined **Energy Focus** as a Business Development Executive where she will focus on supporting customers working in the non-DoD Federal market. She has extensive experience working in government affairs, business development for the private Corrections industry, and in infrastructure development roles.

Tony King has joined Energy Focus as a Client Development Executive. His efforts will be to develop business in the performance contracting space working with ESCOs and Lighting Retrofit Companies. He has worked in the Utility and Energy Industry for more than 26 years. He spent 5 years at Fort Rucker (United States Army) as a Resource Efficiency Manager and during that time was a significant part of the development of over \$30 million in energy projects. He is a Certified Energy Manager, Certified Energy Auditor and LEED® AP.

FMI Capital Advisors Announces Latest Transaction

FMI Capital Advisors Inc., a subsidiary of FMI Corporation, announced the acquisition of Groom Energy Solutions LLC by DK Energy. FMI Capital Advisors acted as the exclusive financial advisor to Groom for this transaction.

Metrus Energy Featured in RILA's Energy Efficiency External Finance Guide

Metrus Energy was highlighted in the financial management section of the Retail Industry Leaders Association's [Energy Efficiency External Finance Guide](#).

Performance Services Announces Land Acquisition for Regional Headquarters Development

Performance Services has acquired 16-acres in Round Rock, Texas for the construction of a 60,000 square foot commercial office building for the regional consolidation of business operations. Following a complex site search and successful cooperation with the Round Rock Chamber of Commerce, the company will bring its regional headquarters to Round Rock.

>> [Top](#)

MEMBER PROJECTS

ABM and Colquitt County Schools Partner in ESPC

ABM provided the financial solution that Colquitt County Schools in Moultrie, Georgia needed to make critical infrastructure improvements to their aging buildings and equipment.

The first year energy audit, completed in June 2016, revealed actual savings exceeded the projected guaranteed savings by \$336,455. The project entailed replacing more than 50 percent of school district's HVAC equipment and upgrading the lighting. Centralized building controls with remote capabilities and improved energy efficiency and water conservation were installed.

The results were guaranteed savings of \$19 million in energy and operating costs over the next 15 years.

AECOM Announces Fleet Readiness Center Opens New Navy Primary Standards Laboratory

AECOM, recently announced that the Fleet Readiness Center Southwest (FRCSW) held a ribbon-cutting event for the completion of a new Calibration Laboratory.

FRCSW collaborated with AECOM to develop a design concept, space plan, and operational specifications for the new Calibration Lab. The new "dream lab" includes modernized laboratory infrastructure that allows for increased production and additional contract awards; a 100-percent increase in lab space; a modern, water-saving recirculating system; a solar thermal process heating unit; a high-efficiency chiller; advanced compressors, and an energy management control system with new data cabling, lighting, and flooring. The Calibration Laboratory was completed on schedule and within the budget.

Ameresco and Multnomah County Oregon Partner on Energy Savings Performance Contract to Upgrade the Inverness Jail and Juvenile Justice Complex

Ameresco announced the acceptance by Multnomah County Oregon Board of Commissioners for a comprehensive energy savings performance contract that is expected to save the County \$239,000 a year in water, gas and electricity costs. Ameresco was selected to conduct the efficiency measures after being awarded the contract through a competitive Request for Qualifications process for project

development of conservation projects at County facilities.

Under the ESPC, Ameresco conducted an energy audit of nearly 676,000 square feet of space and identified energy conservation measures that the Company will design, construct, commission, and verify. The nearly \$2.5 million project includes lighting upgrades, new controls, heating ventilation and cooling enhancements, and water conservation improvements at both the Inverness Jail and Juvenile Justice Complex. In addition to the annual savings noted, Multnomah County will also receive \$230,000 in incentives and grants that Ameresco helped secure, contributing to maximum savings for the project.

Bostonia Finances Largest Federal ESPC to Date on Behalf of Honeywell

Bostonia recently financed the largest Energy Savings Performance Contract to date, providing \$262,000,000 to Honeywell Building Solutions for the implementation of a Public-Private Partnership infrastructure project at the Oklahoma City Air Logistics Complex located at Tinker Air Force Base in Oklahoma. The financing is backed by the energy savings created by the Federal ESPC Task Order.

Honeywell will utilize the funds for the 45-month installation of energy and water conservation measures at 50 buildings comprising 10 million square feet at Tinker AFB. The conservation improvements include upgrades to the boiler plant, chiller plant, HVAC and lighting systems, building envelope, and water and sewer systems.

The conservation measures implemented by Honeywell at Tinker AFB are expected to save the U.S. Air Force \$650 million over the 25-year performance period of the project.

CTS and Jacksonville, Illinois School District Partner

CTS will save the Jacksonville, IL School District \$6,970,745 in a 20 year term through a performance-based contract. The project utilizes energy efficient systems that include ground source geothermal HVAC, a temperature control building automation system, lighting retrofits, and plumbing renovations.

The transformation will enrich the learning environment and have an impact on the students and community which has a 69% low income student population.

NORESCO Implementing ESPC for Department of Veterans Affairs in Albuquerque and El Paso

NORESCO is implementing nearly \$22 million in infrastructure upgrades at the Raymond G. Murphy VA Medical Center in Albuquerque, New Mexico, and at the El Paso VA Health Care System in El Paso, Texas, through a guaranteed energy savings performance contract.

This project will help deliver energy efficiency and facility improvements including energy management control system enhancements, air handler upgrades, new boilers, chilled water system improvements and the installation of high-efficiency LED lighting technology. It also supports the VA's renewable energy objectives

through the implementation of a 528 kW roof-mounted solar photovoltaic system."

Cosumnes Community Services District to Capture \$2 Million in Net Energy Savings through Project with OpTerra Energy Services

Cosumnes Community Services District in California has entered into a project with **OpTerra** to increase the District's energy and operational savings. Through a new energy program planned to start this fall, the District is expected to generate over \$2 million in net savings as a result of energy efficiency upgrades across 22 sites, including community centers, parks, and fire stations.

Performance Services and University of Arkansas at Pine Bluff Sign \$19.3 Million Energy Contract

Performance Services and the University of Arkansas at Pine Bluff have signed a \$19.3 million energy performance contract through the Arkansas Energy Performance Contracting Program. The project will deliver LED lighting, water, building envelope, HVAC, and controls upgrades across campus. Additionally, the campus' chilled water loop will be optimized and re-engineered for maximum efficiency. The [UAPB energy performance project](#) is the largest of its kind completed under the AEPC Program. Once completed, the project will decrease UAPB's energy consumption by a sizeable 32%, making UAPB the first state university to meet the 30% energy reduction mandate signed into law by Act 1494 of 2009. Energy savings from these improvements are guaranteed by Performance Services to cover the costs of installation on an annual basis over 19 years.

Wendel Assists Mason County Schools in Saving \$300k Annually

Wendel Energy Services, announced that Mason County Schools of West Virginia is benefiting from their recent Energy Performance Contract project, which is saving them an approximate \$300,000 annually through energy savings.

The County's first priority was to evaluate the replacement of a failing boiler and air handling unit to address a critical need. Working since March, the Wendel team completed this \$5 million project under budget, including the retrofit of several thousand light fixtures, new energy management HVAC control systems for every building, building envelope improvements, water conservation, and computer power management.

NEW PRODUCT AND SERVICES SHOWCASE

Energy Focus has launched two new products, 500NR Network-Ready Series LED Tube and Intellitube® NR Network-Ready Tube. Created with high-quality components, these are the first retrofit TLEDs on the market to put dimming technology directly inside the tubes. This Internet of Things technology enables the UL-approved tubes to be directly connected to and controlled by the building's automation system or lighting control system.

The company has also launched a campaign around its 100% flicker-free technology and announced a national partnership with Autism Speaks, centered on research on

the benefits of LED lights on the special needs population.



Energy Focus 500NR Network-Ready Series LED Tube

Lutron HomeWorks QS and RadioRA 2 Lighting Control Systems to Work with Amazon Alexa

Lighting control pioneer **Lutron Electronics** announced the integration of its HomeWorks QS and RadioRA 2 lighting control systems with Amazon Alexa, providing convenient voice-activated control of lights, shades, and temperature. HomeWorks QS and RadioRA 2 systems can be controlled from anywhere inside or outside the home from system keypads, a mobile device, the Lutron Pico remote control, and select third-party devices. And now, customers with an Amazon Echo, Echo Dot, Amazon Tap, or Amazon Fire TV can control these systems using their voice.

Mitsubishi Electric Cooling & Heating Announces New PLFY-EP**NEMU-E Ceiling Cassettes

Features include:

- Availability in capacities ranging from 8,000 Btu/h to 48,000 Btu/h
- Square edge sleek design
- New built-in 3D i-see Sensor™*
- Occupancy detection*
- Energy saving features*
- Improved occupant comfort*
- 3D turbo fan enabling increased airflow
- Four fan speed settings including auto-fan
- Ventilation air intake supported



*Requires a PAR-32MAA-J controller.

The new models will be available upon depletion of current stock. Pricing information is available in the price guide. To access the price guides, log on to the [Extranet](#), select the Resources and Tools pulldown menu, then select Price Guides. You can download product information from [MyLinkDrive.com](#).

PLEASE RENEW YOUR MEMBERSHIP DUES

We hope you will continue to support NAESCO and participate actively in what we expect to be a very busy 2017. Your company's dues renewal invoices and a 2016 Management Report were emailed in early December. If you would like another copy sent to you, please contact Heidi Walters, heidi@naesco.org.

>> [Top](#)

PACENation to Host Summit February 13-15 in Denver



The Annual PACENation Summit is the only national conference focused completely on PACE! This year's event will feature three days of content, 25+ interactive sessions, 50+ expert speakers, and many unique networking opportunities. We will bring together legislators, program administrators, financiers, contractors, building owners, government and nonprofit organizations to help grow the PACENation marketplace in a way that benefits everyone.

[Summit Information and Registration](#)

>> [Top](#)

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