



2017 Platinum Annual Sponsors

April 2017

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Meet us in St. Louis for the Technology and Financing Workshop! June 7-8, 2017

We encourage you to bring multiple members of your team to the dual-track Technology and Financing Workshop which highlights the changes, challenges, and opportunities when designing and financing energy efficiency projects today for tomorrow. We had a tremendous turnout last year in Louisville and expect a very well



attended event in St. Louis as well. Remember there are discounts available when you register as a team. There will also be some sessions for which attendees can obtain CEUs.

Confirmed Speakers

- **Ellie Blankenship**, Municipal Account Manager, CTS Group
- **Linda Bruer**, Director of Parks and Recreation, City of Ballwin, MO

- **Dan Delurey**, President, Wedgemere Group
- **Joel Elkins**, Vice President, R&D and Product Development, Think Energy
- **Annie Gilleo**, Senior Manager, State Policy, ACEEE
- **Brad Jenkins**, Director of Business Development, Retro-Tech Systems
- **Alyse Lembo-Buzzelli**, Associate, Commercial & Industrial Programs, Connecticut Green Bank
- **Tom Machinchick**, Associate Director, Energy, Navigant Research
- **Michael Matour**, National Sales Manager – Energy, Lutron
- **Stacey Paradis**, Executive Director, Midwest Energy Efficiency Alliance
- **Bruce Schlein**, Director, Community Reinvestment Act Business Strategy Group, Citibank
- **Jon Zelinsky**, Director, Contracting Market, Philips Lighting

Workshop Session Highlights

- 21st Century Utilities: Upgrading the Infrastructure While Optimizing New Technology and Innovation
- Examining the Digital Opportunities through Energy Management Software
- Sensors and Controls: Improving Optimization of Building Energy Use and Integrating Energy Loads with the Grid
- Evaluating Lighting Alternatives that Maximize Value Creation
- What Does the Internet of Things Mean for Energy Efficiency and ESCOs?
- Assessing the Market Robustness for Financing Energy Efficiency
- Adopting and Financing Cutting Edge Technologies
- Examining the Financing Community Perspective on Measurement and Verification Methodologies
- Financing Resiliency Initiatives
- Building Energy Efficiency as an Asset Class
- Examining the Financial Impact of Public Financing Initiatives: Green Banks and Utility On-Bill Financing
- A Federal and Regional Report on Public Sector Energy Efficiency Initiatives

Additional Information

- [Agenda](#)
- [Online Registration](#)
- [Sponsor Opportunities](#)
- [Explore St. Louis](#)

Hotel

The Chase Park Plaza, dating back to the "Roaring Twenties," is located within easy reach of Downtown St. Louis and close to neighboring cultural attractions. NAESCO has reserved a special room rate of just \$169.00 per night (single or double occupancy) plus applicable taxes. This special rate is only offered until **May 26, 2017**. Please use the [online reservation form](#) to reserve your room today.



[The Chase Park Plaza](#)

Thank You Workshop Sponsors!

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New Webinar! *Commercial PACE for ESCOs*

Monday, April 24, 2017, 2:00 – 3:00 pm ET

Join us for the second webinar in NAESCO's 2017 series, *Commercial PACE for ESCOs*, presented by [Elyssa Roth](#), Director of Policy and Market Development, PACENation.

Learning Objectives:

1. Learn the basics of PACE financing: how it works, who is involved, why it has become so successful so quickly.
2. Gain perspective on the national landscape of PACE financing: where legislation has been passed, where programs are active, what the future looks like.
3. Discover which projects are right for PACE financing, and determine how to target the right property owners to close successful deals.
4. Get a handle on how to get started with PACE financing and taking the first steps.



This course has been approved for 1 CEU from AIA.

[Register for the Webinar!](#)

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NAESCO Advocacy Update

March 2017

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

Performance Contracting Challenge

NAESCO continues to work with the FPCC to ensure the actual implementation of the \$ 2 billion extension of the Challenge announced in October, 2016 with its new focus on both water and energy efficiency. FEMP has announced that federal agencies implemented \$ 4.2 billion of ESPC and UESC projects by the end of 2016, exceeding the original \$ 4 billion target. NAESCO has sent a welcome letter to the new Secretary of Energy Perry congratulating him on his new role and providing him with direct examples of what NAESCO member companies have accomplished in Texas and elsewhere, the magnitude of the energy and dollar savings created by the industry nationwide, and suggestions of how NAESCO, working with its members and DOE, can contribute meaningfully to the realization of the Administration's interest in implementation of a massive infrastructure program.

Policy Agenda for the New Administration

NAESCO worked with the EE Strategy Group coalition to develop a "wish list" of EE programs for the new administration. 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 (QECCB, 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 had worked successfully for four years with a group of interested NAESCO members and the lobbying firms Van Ness Feldman and Prime Policy Group to secure the extension of the Section 179D deductions for energy efficiency work in commercial buildings. We got extensions that covered the 2014 through 2016 tax years, but there were no action on extenders at the end of 2016. We are now working with our members as well as VNF and PPG to discuss next steps in 2017.

HUD Programs and Procedures

NAESCO and a number of ESCOs had 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. HUD has postponed the first two calls in 2017, pending the installation of the new HUD senior management team led by Secretary Carson.

Clean Power Plan (CPP)

NAESCO had worked for three years with a group of ten ESCOs that developed a substantial White Paper and a number of formal comment documents that were submitted to the EPA. President Trump signed an Executive Order to unwind the CPP. The actual process could take several years, because the CPP is based on federal court orders and an extensive record of EPA research and findings that must be challenged and reversed.

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 (SB1287) this January, 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 an 8-member ESCO Working Group, to fight the legislation.

Indiana

Apparently inspired by their colleagues in Illinois, the AIA in Indiana are trying to rouse support for a bill similar to IL SB1287.

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.

Ohio

In late December, Governor Kasich vetoed legislation 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, and we anticipate that it will be pushed aggressively by fossil-fuel interest groups in the state.

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 Loan Star revolving loan fund. NAESCO has assembled a group of interested ESCOs interested in promoting a legislative fix.

Michigan

Michigan passed a comprehensive energy bill that included increases in the state's EERS and RPS and other provisions that encourage utilities to promote the development of Distributed Energy Resources. The bill had been under development in the legislature for two years, with the active sponsorship of Governor Snyder.

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. In mid-August, the CPUC issued its most recent decision specifying the content of the utility Business Plans, which will set the framework for a ten-year Rolling Cycle of programs, and will be followed by more detailed Program Implementation Plans. One of the major changes in the August decision is that the utilities were ordered to raise the percentage of third-party programs from the current minimum of 20% of the portfolio to a minimum of 60% of the portfolio by 2020. Third party programs are defined as programs designed and implemented by third parties, not designed by the utilities and bid out to third parties for implementation.

Utilities filed their Business Plans in January, and other parties filed their Responses and Protests on March 3. The Responses and Protests of NAESCO and a number of other parties said that the utility plans failed to conform to the CPUC guidance in critical areas – Third Party programs, 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).

We are also working to support California SB 518 which would extend the Prop 39 funding for K-12 and community colleges for an additional 5 years, until the end of 2023.

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.

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Industry Reports

The Status and Promise of Advanced M&V – An Overview of M&V 2.0 Methods, Tools and Applications – by the Rocky Mountain Institute

Advanced measurement and verification (M&V) of energy efficiency savings, often referred to as M&V 2.0 or advanced M&V, is currently an object of much industry attention. Thus far, however, there has been a lack of clarity about what techniques M&V 2.0 includes, how those techniques differ from traditional approaches, what the key considerations are

for their use, and what value propositions M&V 2.0 presents to different stakeholders. The objective of this paper is to provide background information and frame key discussion points related to advanced M&V. The paper identifies the benefits, methods, and requirements of advanced M&V and outlines key technical issues for applying these methods. It presents an overview of the distinguishing elements of M&V 2.0 tools and of how the industry is addressing needs for tool testing, consistency, and standardization, and it identifies opportunities for collaboration. See full paper [here](#).

Market Data: Global Energy Efficiency Spending – report by Navigant Research

A recent report analyzes global government and utility energy efficiency program spending and capacity, examining the related market issues and providing market forecasts for capacity and revenue, broken out by region and segment, through 2026.

Data trends indicate that energy efficiency spending is expected to increase, and an uptick in mergers and acquisitions of energy efficiency services firms signals that utilities, technology providers, and energy equipment manufacturers are all stepping into the market. A summary and the full report are available [here](#).

2017 Market Report – by Advanced Energy Now

Advanced Energy Now's 2017 Market Report is their fifth annual report on the size, growth, and trends in the advanced energy market, globally and in the United States. The report features 17 stories on the trends that are driving advanced energy growth. This year's edition shows global growth of 7% from 2015 to 2016, nearly twice the rate of the world economy overall. In 2016, advanced energy represented a \$1.4 trillion global market and a U.S. market of \$200 billion.

The advanced energy industry is also a major employer, supporting more than 3 million U.S. jobs. That's equal to the employment provided by retail stores, and twice the number of jobs in building construction. The full report is [here](#).

Sustainable Energy in America Factbook – produced for the Business Council for Sustainable Energy by Bloomberg New Energy Finance

The 2017 edition of the *Sustainable Energy in America Factbook* provides up-to-date, accurate market information about the broad range of industries – energy efficiency, natural gas and renewable energy– that are contributing to the country's move towards cleaner energy production and more efficient energy usage. For more information, click [here](#).

Cybersmart Buildings – Securing Your Investment in Connectivity and Automation – A Whitepaper published by Johnson Controls and Booz Allen Hamilton

As data becomes more and more prevalent throughout the buildings where we live and work, so does the need to protect that data. "It is no longer enough for a building to be smart – it must now be cybersmart," according to a new whitepaper published jointly by NAESCO Member, **Johnson Controls** and Booz Allen Hamilton, The whitepaper provides a roadmap for building managers, building owners, contractors and others to act to protect their information. See paper [here](#).

Welcome New Members!

Read about our new members in their own words:

ESCO Member

The Brewer–Garrett Company

Since 1959, Brewer–Garrett has demonstrated a long–lasting commitment to excellence in energy services and facility solutions. Our goal is to empower our customers to reduce their impact on global energy resources. Our sustainable initiatives are made possible by our passion for advanced technologies, our in–house engineering, design, and installation teams, and a promise to provide our customers with long–lasting and impactful energy efficiency solutions.

Energy Service Affiliates

Energy Efficient Investments Inc.

EI is a growing New Hampshire based energy services company that has been developing and implementing successful energy savings projects for our Northern New England customers since 2007. Energy Efficient Investments, Inc. (EEI) located in Merrimack, NH and our parent company ENE Systems, Inc. (ENE), with locations in Canton, MA, Providence, RI and East Granby, CT (SNE) are best in class energy management systems and service companies. ENE is the largest independently owned building controls contractor in New England, and including ENE's subsidiary companies we have over 200 employees and more than 60 service vehicles on the road.

GreenTech Energy Services

GreenTech Energy Services provides lighting and water retrofit services for many ESCOs across the country. We have retrofitted over 6,000 buildings nationwide. Our goal is to provide the highest quality work at the most competitive rates to insure customer satisfaction. We have designed and installed energy efficiency and water conservation measures in a wide range of facilities, including school districts, federal and municipal buildings, colleges and military bases. We are capable of serving a national market but small enough to mobilize quickly, allowing us to meet or beat every deadline. We have bonding capability to 30 million dollars overall, a solid 20–year track record, and an in–house team of certified surveyors, designers and installers who have undergone detailed background checks and screenings. We appreciate the trust that many ESCOs have placed in us.

Light Efficient Design

Light Efficient Design is transforming lighting with the industry's broadest, highest–quality LED retrofit product line. Their LED retrofit solutions power your switch to advanced LED technology in the most seamless, easy transition. Keep your existing fixtures by swapping out the lamp with our easy, screw–in LED retrofits, and gain fast energy savings up to 70%! Reap the financial rewards by saving money on maintenance costs while contributing to a greener world. Plus, your facility will shine with an improved visual environment and safer surroundings.

LRI/Water Savers LRI / Water Savers provides the most comprehensive scope of advanced energy and water efficiency solutions to the industry's top ESCO and Utility clients. They are a turn-key energy & water efficiency partner founded in 1993 with over 650 federal & MUSH projects successfully completed. LRI / Water Savers will completely evaluate current energy & water usage within a facility or campus to fully understand the existing utility use profiles prior to custom designing and implementing an energy and/or water efficiency project. The turn key services include initial & detailed design through operational delivery, M&V and close out all while offering an industry leading safety rating (EMR). To achieve maximum efficiency, we strive to reduce lighting loads as well as potable and non-potable water consumption. They leverage LED, advanced lighting controls, re-use water discharges, and recycle water wherever possible. They leverage every available proven energy & water efficiency technology and process.

Associate Energy Service Affiliates

Roth Lighting Roth Lighting's North American ESCO partners appreciate speed to market, BAA compliant off-the-shelf and custom products and competitive cost solutions. Experienced LED technical professionals plus a wholly owned LED distribution division representing all major manufacturers combine to provide those benefits and improve project management efficiency and margins.

Thermolite Inc. Thermolite Inc. is a leading designer, manufacturer and installer of commercial secondary glazing systems. Working primarily with the federal government, our custom systems can provide significant reductions in demand and load, allowing mechanical retrofits to be greatly downsized or eliminated all together from the scope of work. We have security clearances and contract schedule number with the GSA and have done work with most all federal agencies including the Navy, Army, Federal Reserve, National Parks Service, Department of Interior, FBI, USDA, Architect of the Capitol, Bureau of Prisons, and the VA. Our secondary glazing systems can be upgraded to provide hurricane, blast, forced entry and signal defense mitigation.

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Accredited Member Spotlight

Wendel Energy Services is a nationally recognized Energy Services Company providing guaranteed Energy Savings Contracts to clients across the country. As a division of Wendel, a 75-year-old design and construction firm, Wendel Energy has the internal staff to design and implement deep energy retrofits for a variety of clients in the municipal, education, healthcare and transportation markets. Wendel is vendor neutral, ensuring that clients get appropriate and cost effective solution for their turnkey energy efficiency projects.



"Achieving NAESCO accreditation means our organization is among the best in the field. The accreditation reinforces to our clients that they are working with a company that maintains the highest quality standards and service in the industry. Wendel is proud to be a

part of this community of excellence." –Joseph A. DeFazio, PE, Executive Vice President.

Recently, Wendel completed a project for St. Lawrence County, NY. The county was faced with aging infrastructure and rising utility costs and needed to complete construction of a variety

of improvements to address their needs. Much of this work had to be completed in a short timeframe to address urgent deficiencies and rising maintenance costs.

Wendel worked with the county to secure over \$280,000 in state and utility incentives, delivering St. Lawrence County's project for \$2.42 million with a savings of nearly \$800,000 or 25% from the typical design build approach.

The total project, which included a wide variety of energy and water conservation measures including mechanical and electrical upgrades to reduce annual operational and maintenance costs, was completed in just over one year.

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Member News

Energy Systems Group Customer Earns ISI Award

Energy Systems Group customer, the Metropolitan Nashville Airport Authority, is a recent recipient of the Envision Silver award from the Institute for Sustainable Infrastructure (ISI). The award was for the Water Source Geothermal project implemented in part, by ESG at the Nashville International Airport in Tennessee. The Envision system rates sustainable infrastructure projects across the full range of environmental, social, and economic impacts..

FMI Advises Enovity on Sale to Veolia

FMI Capital Advisors recently announced the sale of Enovity, a San Francisco-based energy services firm, to Veolia North America. FMI Capital Advisors acted as the exclusive financial advisor to Enovity for the transaction.

GEM Energy Appoints Solar Project Coordinator

Stephanie Andrews has joined **GEM Energy** as a solar project coordinator. Andrews holds a bachelor's degree in mechanical engineering from The University of Toledo. She is immediate past president and a current alumni advisor for The University of Toledo's chapter of Tau Beta Pi, a national engineering honor society.

Wendel Companies Recognized for Engineering Excellence

Wendel Companies, received two Engineering Excellence awards from the American Council of Engineering Companies (ACEC) New York.

ACEC New York selected the Niagara Falls Intermodal Transportation Center and the



Peace Bridge U.S. Commercial Warehouse for Platinum and Gold awards, respectively, based on the quality and significance of each project. In both projects, Wendel worked in conjunction with the owner and multiple stakeholders and regulatory bodies to produce energy efficient buildings with top security measures to serve at important U.S./Canada border crossings.

Wendel provided a number of services for the project, including various engineering specialties, architecture, landscape architecture, and construction management. Due to the requirements and regulations of the border crossing and the historic site, among other considerations, Wendel also worked with U.S. Department of Homeland Security/Customs and Border Protection, State of New York Department of Transportation, Federal Highway Administration, Federal Transit Administration, and the Federal Rail Administration. The firm consulted with the New York State Historic Preservation Office and the United States Department of Interior as well as the University at Buffalo Archeology Department for appropriate handling of the Customhouse and the Underground Railroad site.

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Member Projects

ABM and Heller Machine Tools Secure Largest PACE Investment in Michigan

ABM announced that ABM Technical Solutions has signed an agreement to implement the largest PACE-financed project in Michigan for Heller Machine Tools L.P.

ABM's project will provide more than \$978,600 of energy-saving improvements, which includes replacing 30+ rooftop units with new, energy-efficient HVAC units, installing a web-based building automation system, interior/exterior LED lighting and controls, and replacing the oldest section of the facility's ballasted roof with heat-reflective, energy-efficient white thermoplastic polyolefin (TPO) roofing. Other energy efficiency improvements include building envelope enhancements and damper automation to reclaim heat from shop-compressed air operation. The facility is also on track to be one of a select few manufacturing facilities that is ENERGY STAR certified and is estimated to reduce carbon emissions by 357.7 metric tons per year. Altogether, the benefits are guaranteed to yield energy and operational costs savings in excess of \$1.7 Million over 15 years.

Monroe County, Illinois Invests in Guaranteed Energy Savings Project with CTS Group

CTS Group, along with the government of Monroe County, Illinois, announced that they are implementing a comprehensive \$1.7 million energy savings performance contract. The project scope will include the original courthouse, jail, highway department, Superintendent of Schools Building, and the Annex Building. Impending plans include energy-efficiency upgrades to the Oak Hill facility.

The Monroe County Courthouse, located in Waterloo, IL, was constructed in 1852-53 with additions of the wings in 1903 and another addition in 1995. The county's main concern and initial reason for looking into this project was a focus on energy efficiency, along with escalating maintenance and repairs costs of the aging equipment.

CTS Group will provide the county with widespread LED lighting and zoned heating and cooling. The improvements at the courthouse building alone will reduce energy

consumption in the facility by 28%.

Energy Systems Group and Harrison County Schools Partner in \$6 million Project

Energy Systems Group received a multimillion dollar contract from Harrison County Schools in Clarksburg, WV, which includes \$2.5 million for lights, \$2.5 million for heating, ventilation and air conditioning, and \$1 million for labor, administration and other costs. "Half of our electricity is used for lighting and half is for HVAC," Harrison Schools Clerk of the Works Neil Quinn said. "These new lights will save us about 30 percent on the lighting portion of our bill. Depending on how old the light was that is being removed, the new lights will pay for themselves in five years."

Energy Systems Group, out of Virginia, has subcontracted the lighting work out to NAESCO member Global Energy Services.

Honeywell Leads \$243 Million Infrastructure Modernization Project at Tinker Air Force Base

Honeywell and the U.S. Air Force recently announced a \$243 million facility modernization project at Tinker Air Force Base in Oklahoma City that is expected to reduce energy consumption by 23 percent and save the base \$20.5 million in energy and operational costs each year. It is the largest energy savings performance contract (ESPC) ever awarded by the Air Force. The project is a joint effort among Tinker, Honeywell, the Defense Logistics Agency Energy, Headquarters Air Force Materiel Command and the Air Force Civil Engineer Center.

The project will focus on improvements to production facilities at the Oklahoma City – Air Logistics Complex (OC–ALC), which employs more than 9,000 people and is one of three air logistics complexes operated within the Air Force Sustainment Center (AFSC), Air Force Materiel Command (AFMC). The work will be funded through a 21–year ESPC awarded to Honeywell by the Defense Logistics Agency Energy. The ESPC will enable the Air Force to fund upgrades using annual energy and operational savings that are guaranteed by Honeywell, eliminating the need for any upfront capital investment by the Air Force.

Once the project is complete, the improvements are anticipated to save the Air Logistics Complex more than \$626 million in energy and operational costs over the life of the project. In the first year alone, the base is expected to save more than \$6.7 million in energy expenses and \$13.4 million in operational costs.

Kansas State Polytechnic University Teams up with Energy Solutions Professionals

Kansas State Polytechnic University is teaming with **Energy Solutions Professionals (ESP)** to make campus–wide facility improvements targeted at saving utility and operating costs. The \$2.8 million project was approved unanimously by the State Board of Regents.

A key feature of the project will be a solar array that will not only provide clean energy to the campus, but will serve as a teaching and instructional tool for students. Some of the other improvements include interior and exterior LED lighting, water saving devices, reductions in building infiltration, expanded and enhanced building controls, wi–fi programmable thermostats, variable frequency drives on motors, air destratification,

new chillers and boilers, and variable refrigeration flow (VRF) heating and cooling.

ESP will also provide customized conservation training and energy guidelines to staff and students in order to build awareness around campus about how each individual can contribute to saving energy on campus, and at home.

In total, the project will save the University nearly \$137,000 annually on utility and operating costs. The campus's carbon footprint will be reduced by 2.7 million pounds of CO2 annually, which is equivalent to the electric use of 184 homes each year.

JAYKAL Awarded Dual Indefinite Delivery, Indefinite Quantity Contracts in partnership with UNICOR

JAYKAL LED Solutions has been awarded dual, five-year indefinite delivery, indefinite quantity (IDIQ) contracts with UNICOR after a lengthy and highly competitive bidding process.

As a Category 1 IDIQMATOCawardee, JAYKAL will supply cutting-edge LED fixture and lamp component kits to UNICOR facilities in the western United States for final assembly and eventual distribution to US federal installations around the world. These highly efficient, BAA compliant, commercial and industrial LED lighting products are already in use at dozens of federal properties. JAYKAL was also awarded a Category 2 IDIQMATOC. As a Category 2 awardee, JAYKAL will provide lighting-related development, design, and installation services to the same federal agencies purchasing their BAA compliant LED luminaires.

Johnson Controls to Work with Naval Air Station in Corpus Christi, TX

Naval Facilities Engineering Command (NAVFAC) Southeast awarded a \$6.13 million ESPC to **Johnson Controls, Inc.**

The contract calls for the design and installation of interior and exterior lighting upgrades in 22 facilities, water conservation measures in 21 facilities, and building automation system upgrades in 11 facilities at Naval Air Station Corpus Christi.

The project is projected to save up to 10,499 MBTU (Million British Thermal units) and more than 1.36 million gallons of water annually. That equates to more than \$415,000 annually in combined energy and water savings.

The project falls under the Energy Independence and Security Act of 2007, which authorizes agencies to use appropriations, private financing, or a combination of both to comply with its requirements for UESC for evaluations/project implementation.

Lutron Partners with Franklin & Marshall University in Retrofit Project

Lutron has been working with Franklin & Marshall University, located in Lancaster, PA to retrofit a variety of buildings on campus, some that date back to late 1700s. According to Franklin & Marshall, with the prior fluorescent fixtures, the administrative offices were using 130 kWh during the measured time period. After the lighting and controls retrofit, the space is using 60.86kWh in a comparable time period – a total electricity savings of 55%.

OpTerra and South San Francisco USD Celebrate New, High Efficiency LED Stadium Lighting Installation

Recently, **OpTerra** and South San Francisco Unified School District held a ceremonial

groundbreaking to celebrate the brand new stadium lighting being installed at El Camino High School. District Leadership, local elected officials, student athletes, and community members gathered to commemorate the beginning of this new chapter of energy work happening across campuses. The new initiative is expected to save the District over \$2 Million for the General Fund and create over 30 construction jobs for the skilled local workforce.

Siemens to Improve Efficiency and Reliability at Army Facility Known for Significant Energy Use

Siemens has signed the U.S. Army's first energy savings performance contract at a government-owned, contractor-operated facility.

Under this \$11.8 million contract with the U.S. Army Corps of Engineers, Siemens will implement facility upgrades to enhance energy efficiency and reliability at the Joint Systems Manufacturing Center in Lima, Ohio, known to be one of the Army's largest energy consumers.

The project includes a guarantee by Siemens that its improvements at the facility will save approximately \$20 million or approximately 1.4 million British thermal units over the 15-year performance period. JSMC, which restores and repairs armored vehicles, such as the M1A2 Abrams Main Battle Tank, is owned by the Army but operated by General Dynamics Land Systems.

The highlights of the Siemens effort include upgraded lighting to new, light-emitting diode or LED technology with advanced control, repair and replacement of existing steam traps and insulation to ease maintenance burdens and increase steam system efficiency, building envelope upgrades that will extend the useful service life of existing roofs, water system efficiency upgrades, and compressed air system upgrades for increased reliability and efficiency.

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New Product and Services Showcase

LEDVANCE has expanded its award-winning SYLVANIA SubstiTUBE® LED product line making it even easier for companies to save money by either replacing traditional tubes to reduce their energy costs or in new construction that want the latest lighting products, in addition to lower labor and recycling costs.

SubstiTUBE LED solutions have a long rated life up to 50,000 hours (L70), reduce energy usage by up to 40 percent, contain no mercury or UV emissions, and provide instant light. New additions include a dimmable glass LED T8, a LED T5HO which offers the highest efficacy on the market of its kind, an LED Ubend replacement for traditional fluorescent T8 lamps, and DULUX L LED TT5 lamps. These are ideal for a wide range of applications including general illumination, cove lighting, display cases, parking garages, warehouses, and tunnels.



In North America, LEDVANCE offers

SYLVANIA advanced LED lamps as well as a wide range of traditional light sources, standardized luminaires and connected lighting solutions.

OpTerra announced its new in-house financing solution, OpTerraADVANTAGE™, which will provide organizations within the commercial, industrial and institutional sectors with a financial solution to help successfully implement their energy efficiency initiatives. The OpTerraADVANTAGE enables customers to navigate around common financial hurdles that they may face during the implementation of energy efficiency initiatives. [Learn more here.](#)

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Industry News

eProject Builder to Host Upcoming Training Webinar

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. The next webinar will be held, Wednesday, April 26, 2pm-3:30pm EDT.

To participate in a session, 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). If you would like to receive a calendar invitation, please email epb-support@lbl.gov or visit their website: www.eprojectbuilder.lbl.gov.

Energy Department Introduces Financing Navigator for Energy Efficiency Projects

The U.S. Department of Energy (DOE) has introduced a new, web-based financing navigator to help private and public sector organizations discover financing solutions for energy efficiency projects that meet their unique needs.

NAESCO members, **AAIG**, **Hannon Armstrong**, and **Bank of America** are featured in the navigational tool.

Limited financing options are often cited as a major barrier to investing in energy efficient systems. Through the [Better Buildings Financing Navigator](#), building owners, facility and energy managers, and other decision-makers can connect with financiers, including banks and financial institutions, to pursue energy-saving measures.

The new tool allows users to connect to the larger [Better Buildings Challenge Financial Ally community](#), including banks and lenders that are committed to bold financial investments in energy efficiency and are actively pursuing new opportunities to finance projects. Through the [Better Buildings Challenge](#), 30 of these organizations are partnering with the Energy Department to commit \$5.4 billion in financing for energy saving projects, as well as sharing successful strategies that will maximize efficiency over the next decade.

Issued on January 19, 2017, and effective on February 13, "this revenue procedure provides a safe harbor under which the Internal Revenue Service (Service) will not challenge the treatment of an Energy Savings Performance Contract (ESPC) Energy Sales Agreement (ESA) between an Energy Service Company (ESCO) and a Federal Agency (FA) as a service contract under §7701(e)(3) of the Internal Revenue Code (Code). The revenue procedure also provides an example of an ESPC ESA, which involves third party ownership of renewable energy asset (e.g. PV) on government property." The procedure could open up opportunities, particularly for civilian federal agencies, to meet Congressional and Executive Order renewable energy use goals. A link to the IRS Bulletin is [here](#).

The American Society of Civil Engineers has given the U.S. energy infrastructure a grade of "D+

ASCE's 2017 Infrastructure Report Card gives Energy infrastructure a D+, citing that, "much of the U.S. energy system predates the turn of the 20th century. Most electric transmission and distribution lines were constructed in the 1950s and 1960s with a 50-year life expectancy, and the more than 640,000 miles of high-voltage transmission lines in the lower 48 states' power grids are at full capacity. Energy infrastructure is undergoing increased investment to ensure long-term capacity and sustainability; in 2015, 40% of additional power generation came from natural gas and renewable systems. Without greater attention to aging equipment, capacity bottlenecks, and increased demand, as well as increasing storm and climate impacts, Americans will likely experience longer and more frequent power interruptions." Read more [here](#).

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