



Energy Services Coalition A Public-Private Partnership Sept 2016 Newsletter

News & Updates from our members and ESC State Chapters

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



The ESC 5th Annual Conference is in the books

The Kentucky Energy Services Coalition Chapter hosted the 5th Annual ESC's Market Transformation Conference August 23 and 24.

Nearly 140 energy industry experts and public sector thought-leaders gathered for the day and a half conference at the Galt House in downtown Louisville.

The conference showcased innovations, case studies, best practices and more in Guaranteed Energy Savings Performance Contracting and public building energy retrofits. Presentations are now posted on the [conference website](#).

In The ESC Spotlight

2017 Conference Update: The ESC announced the Nevada ESC Chapter will host the 6th Annual Market Transformation Conference in 2017 in Henderson, Nevada. Dates and the host hotel will be announced in October. Watch this space for important conference updates.

Energy Stewardship Awards: ESC President Tom Walther, presented the first ESC Energy Stewardship Awards to six states in attendance at last month's 5th Annual Market Transformation Conference. Awards were presented to states of Massachusetts, Colorado, Delaware, Kentucky, New Mexico, and North Carolina. The state's were recognized for a combination of their state's leadership, programmatic design, and the amount of private sector investment in guaranteed energy savings performance contracting in their state.

Board Elections: The 18 positions on the ESC Board of Directors are coming up for election this fall. Balloting is conducted by electronic ballots. Nominations will be accepted until September 23, with balloting in October. The new board members' terms will begin upon certification of the election by the Board at its October meeting. [Click here](#) for nominating instructions.





The 2015/2016 National ESC Board of Directors: Back row/left to right: Pete Berger, Rick Rodrigues, Tom Walther, Len Hoey, Doug Dahle, John O'Herron. Front row/left to right: Jim Ploger, Christine Keck, Chris Halpin, David Terry, Mary Blackmon and Karen Pelzer.

Federal Spotlight: US DOE

Dr. Kathleen Hogan, Deputy Assistant Secretary for Energy Efficiency, U.S. Department of Energy, recognized the commitment of nine states in attendance at the 5th Annual ESC Market Transformation Conference for their efforts in promoting Guaranteed Energy Savings Performance Contracting.



Dr. Hogan recognized the states as partners in the DOE's ESPC Accelerator Program, and each state's pledge toward reaching the Department's \$2 billion goal for public-sector energy efficiency GESPC investments at the state and local level. The \$2 billion goal covers the period from January 2013 to December 2016.

States attending the conference in Louisville, and their commitment are listed below:

- Alabama (\$5 million)
- Colorado (\$125 million)
- Massachusetts (\$350 million)
- Minnesota (\$105 million)
- Montana (\$5 million)
- New Mexico (\$50 million)
- North Carolina (\$100 million)
- Virginia (\$175 million)
- New Hampshire (\$25 million)

Additional state partners not in attendance include Illinois, Missouri, South Carolina, Connecticut, Michigan, Washington, Nevada, and Hawaii.



ESPC Accelerator States in attendance at the ESC 5th Annual Conference (Pictured l to r): Pete Berger (Minnesota), Erica Velarde (New Mexico), Len Hoey (North Carolina), Matt Robinson (Colorado), Dr. Hogan (US DOE), Karen Rantamaki (New Hampshire), Mary Blackmon (Alabama), Eileen McHugh (Massachusetts).



State Spotlight: Delaware

The Delaware ESC Chapter is holding its 3rd Annual Energy Conference on October 19, 2016 at the Chase Center in Wilmington, Delaware.

Judi Greenwald, Deputy Director for Climate, Environment, and Energy Efficiency, and Senior Advisor to the Secretary for Climate Change, US Department of Energy, will give the opening keynote.

The lineup of confirmed speakers to date include:

- Ed Jackson, CEM, Principal, Affinity Energy Management
- Senator Harris B. McDowell, Chair, Committees on Energy and Transit
- Richard Sweetser, President at Exergy Partners Corp.
- Bryan Tracy, CEO and Founder, White Dog Labs, Inc.
- David Terry, National ESC Board of Directors Public Sector VP
- Pam Frank, Vice President, Gabel Associates
- Bill C. O'Connell, LC, LEED AP, Sylvania

To register click [here](#). Contact: [Debbie Boylan](#) at 202-255-1140 for more information.

Energy Stewardship Award: Since 2012, the State of Delaware and the Delaware ESC Chapter have partnered to promote GESPC solutions to failing and inefficient equipment in aging public buildings to reduce utility costs and energy and water consumption. To date, more than \$125 million in energy savings projects have been implemented in Delaware as a result of a GESPC. Pictured to the right, Tony DiPrima, accepts the ESC Energy Stewardship Award from ESC President, Tom Walther.



State Spotlight: Vermont



Otter Valley Union High School in Brandon, is the third district in the past three years in the Rutland region to undertake major building improvement projects paid for with energy cost savings through a partnership. The \$3.6 million energy performance contract will help the school make much-needed upgrades to the building and dramatically reduce its carbon emissions. The

improvements will be fully paid for through cost savings accrued over the next 18 years.

State Spotlight: Utah

City of Orem will save an estimated \$11.4 million in energy and operational cost savings and capital cost avoidance over 15 years as a result of its new GESPC. Energy efficiency measures include upgrading the city's 5,182 streetlights with LED bulbs, resulting in a projected annual savings of \$181,000. The project scope also includes building automation modifications, HVAC enhancements, and building envelope improvements at the city center, public library, public safety building, senior center, recreation center, and citywide fire stations. Future infrastructure improvements may include upgrades to elevators, boilers, and generators, as well as water-saving technologies.

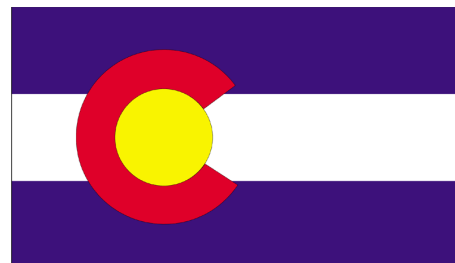


Shawna Cuan, Utah ESC Chapter Public Sector Chair, accepts the ESC's Leadership Award from Board President, Tom Walther.

The 2016 ESC Public Sector Leadership Award: During the closing ceremonies of the 2016 ESC Market Transformation Conference in Louisville, Shawna Cuan of the Utah Chapter, was awarded the 2016 ESC Public Sector Leadership Award. The ESC Chapter in Utah was reinstated at a meeting of steering committee members on February 17, 2016. At that meeting Shawna Cuan was unanimously voted in as public co-chair of the Utah ESC Chapter, and since that time she provided the leadership that led to the group's initial meeting, launch of an outreach committee and an outreach action plan, worked with the Utah Energy Office to develop an RFP for third-party reviewers, and represented the Chapter at the Governor's Energy Summit.

State Spotlight: Colorado

Clear Creek County is evaluating proposals submitted as part of a recent RFP for a GESPC. The RFP calls for a tax-exempt lease purchase agreement to finance energy and water savings measures for certain facilities located at the Clear Creek County's campus.



Energy Stewardship Award: Colorado initiated its energy performance contracting program in the early 1990s, and soon after a public/private partnership formed the Colorado ESC chapter. Throughout their joint history, the Colorado Energy Office (CEO) and the Colorado ESC Chapter have partnered to ensure the

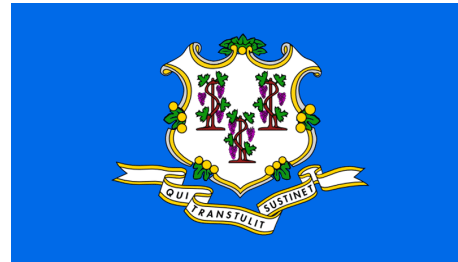


Matthew Robinson accepts the ESC Energy Stewardship Award on behalf of Colorado from ESC President Tom Walther.

successful implementation of GESPC projects throughout the state. The Colorado Energy Office hit a significant program milestone earlier this summer when the state surpassed \$500 million in GESPC projects. To date, more than 140 public jurisdictions have executed nearly 200 energy performance contracts, leveraging over \$32 million in annual guaranteed utility savings to pay for energy efficiency improvements in administration buildings, schools, courthouses, jails and correctional facilities, libraries, health clinics, veterans housing, ballparks and other community facilities. A GESPC project is benefitting at least one community in 75 percent of Colorado's counties.

State Spotlight: Connecticut

The Enfield Town Council and residents recently heard presentations regarding the town's proposed \$11.2 million energy performance contract. Under the proposal, Honeywell would make energy efficient upgrades to 24 aging town buildings, which would be paid for through a 15 year GESPC. Town officials hope to bring the project, which failed in a referendum last November, to the ballot this fall.

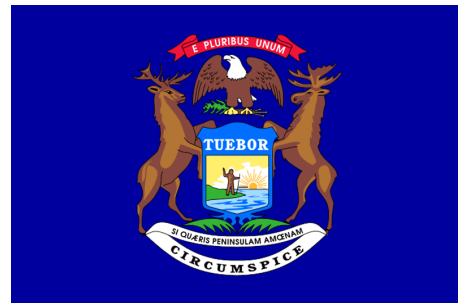


State Spotlight: Mississippi

Hattiesburg has agreed to a \$7.2 million energy-savings performance contract. At a recent press conference, Hattiesburg, Mayor Johnny DuPree announced Johnson Controls will work with Hattiesburg representatives to update city facilities and equipment. The project is expected to earn the city \$562,641 in savings within the first year and more than \$10.5 million over the duration of the 15-year contract.

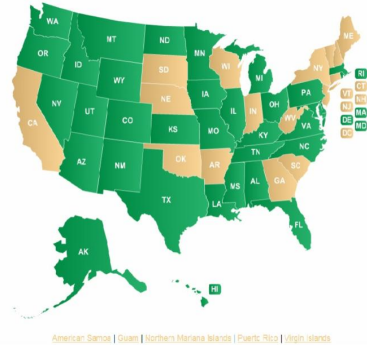
State Spotlight: Michigan

A new law, which provides local governments with flexible financing plans to conserve energy, is expected to make energy performance contracts more commonplace and affordable. House Bills 4990-4994, now Public Acts 119-123 of 2016, went into effect at the end of August. Under the law, local governments - which include cities, counties, townships and village councils and governing bodies - can enter into a financing arrangement known as a Tax-Exempt Lease Purchase (TELP). TELPs are not considered debt for local governments, making energy performance contracts more attractive.



Race to The Top:

To see the amount of Guaranteed Energy Savings Performance Contracting (GESPC) investments in state and local buildings in a particular state, [click here](#) for the state map. The amounts listed are based on the information that



has been provided by the states. States with out-of-date or missing data are encouraged to contact ESC at info@energyservicescoalition.org to have your data added or updated.

State Spotlight: West Virginia

The installation of new geothermal heating and cooling systems at three Berkeley County elementary schools is nearing completion as contractors put the finishing touches on a major part of a system-wide energy-savings project. Berkeley County Schools Superintendent Manny Arvon said the GESPC is expected to save the school district \$1.7 million a year in energy costs.



State Spotlight: North Carolina

Energy Stewardship Award: The State of North Carolina was awarded the Energy Stewardship Award at the 2016 ESC Market Transformation Conference in Louisville. The State Energy Office and the North Carolina ESC Chapter boast of dozens of examples of successful GESPC contracts. To date, more than 74 public jurisdictions throughout North Carolina have executed guaranteed energy savings performance contracts, leveraging nearly \$500 million in private sector investments

into an estimated \$50 million in guaranteed annual energy cost savings.

State Spotlight: Massachusetts

Energy Stewardship Champion: The Commonwealth of Massachusetts was recognized by the ESC for its leadership, programmatic design, and private sector investment in GESPC. To date, Massachusetts reports private sector investment in energy efficiency through a GESPC in excess of \$865 million.



State Spotlight: Kentucky

The Kentucky ESC Chapter hosted a training workshop for local officials on how performance contracting works for the public sector in Kentucky. The training was a breakout session offered as part of ESC annual conference in Louisville. The workshop was led by Private Sector Chair, Teresa Barton, and Lona Brewer of the Kentucky Division of Energy Efficiency and Conservation.

Energy Stewardship Award: The Commonwealth of Kentucky and the Kentucky ESC Chapter have partnered to ensure that GESPC reduces the strain on

taxes and supports a healthy environment for Kentuckians by updating public buildings and reducing utility costs and energy and water consumption. Kentucky's public sector institutions have implemented more than \$750 million in GESPC projects since enabling legislation was passed in the 1990s.

ESC Private Sector Leadership Award: John

Boyd was recognized for his contributions to the Kentucky ESC Chapter with the 2016 ESC Leadership Award. Boyd has been active in the ESC market for eight years - first as a sales representative for an ESCO, then as a supplier to ESCOs. He became the Private Co-Chair of the Kentucky Chapter of the ESC in 2009. Since that time he has contributed countless hours of personal and professional time to leading the Kentucky Chapter to its position as one of the most active and productive ESC Chapters in the nation, with the one of highest per capita contracting volume in the nation, with over \$750 million in jobs since enabling legislation in 1996 (\$224 million in the last three years alone).

John regularly rallies Chapter members to give presentations at public events. At practically every Chapter meeting he reminds members to draft and submit their case studies for online publication to "tell their story." Once, to address the lack of case studies, he recruited a small team of members to spend the day in the Capitol basement going through state government files, pulling contracts from which he personally drafted many case studies.



John Boyd, Private Sector Chair, and Lona Brewer of the Commonwealth of Kentucky, accept the Energy Stewardship Award from ESC President, Tom Walther. Boyd also received the ESC Private Sector Leadership Award.