

NEWS HEADLINES AND UPDATES: FROM OUR MEMBERS & ESC CHAPTERS

March 1, 2015

President's Message:



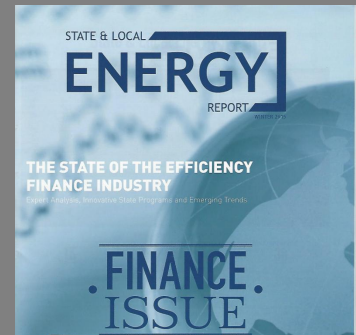
To define value is an exercise in futility. This isn't because you can't define value. It's because it means different things to different people. So before you begin a discussion about value, it makes sense to agree on what value is.

In Louisiana, value is called "Lagniappe" (pronounced Lan-yapp). It means "a little something extra". In Detroit, it's referred to as "worth the price". In Kentucky, it is demonstrated by a friendly smile, and in Florida, it is a smidge more than you'd expect. Value means different things to different people! My definition for the following is: a greater opportunity than I would otherwise have".

In my last note, I spoke about relevance. I mentioned that growing our membership numbers adds to our relevance, and one way to add to our numbers is to provide added value to our members. If we can do that, more people will want to join. In this message, I'd like to share some ideas as to how the ESC could add value to the membership in the future.

Professionals in the workforce are always demonstrating their expertise (for their specific specialty) by receiving an accreditation in their field. You see credentials in the ESCO field all the time. PE/CEM/PMP/Leed AP, etc. are just some common examples.

There are new accreditations becoming available every day. As a professional organization dedicated to the advancement of Performance Contracting, it seems to me that the Energy Services Coalition can assist their members in building their professional credentials which will assist them in advancing



Our friends at [State and Local Energy Report](#) (SLER) magazine released their winter issue last week. The issue's theme is "The State of the Efficiency Finance Industry", and illustrates a wide variety of financing options that are being used to unlock energy savings potential throughout the country.

SAVE THE DATE
Aug 31 -- Sept 2,
2015

[ESC 4th Annual
Market
Transformation
Conference](#)

Hosted by the North
Carolina ESC

Performance Contracting. That sounds like a win,win,win (California definition of Value)!

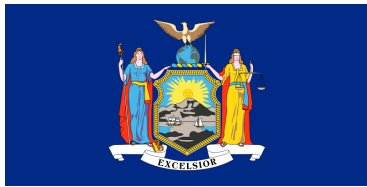
If a variety of accreditations can be offered throughout the year to ESC members at a more cost-efficient fee than a member could pay outside of the organization or individually, well that's Lagniappe!

Let me know what you think about this idea at president@energyservicescoalition.org. What accreditations would you be interested in? Thanks for being an ESC Member and a leader in the Performance Contracting industry!

Tom Walther, ESC President

Facility Retrofits for Energy Efficiency (*FREE*)

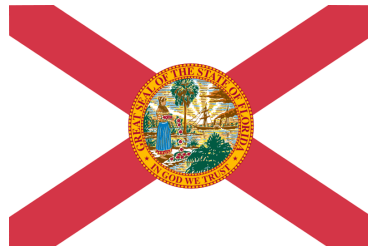
News and activities reported by our network of State Chapters and ESC members.



New York: The North Merrick School District Board of Education will vote on March 10 whether to place

a \$15.75 million bond referendum on the May school ballot. District administrators have said borrowing is necessary to overhaul aging infrastructure at its three schools. The board was originally set to vote on Feb. 10, but trustees decided to delay the vote one month to await the results of bidding on a district energy performance contract that could reduce the need for borrowing.

Florida: A \$45 million contract to implement energy and water efficiency measures, and to install a 2 megawatt solar system, at the Federal



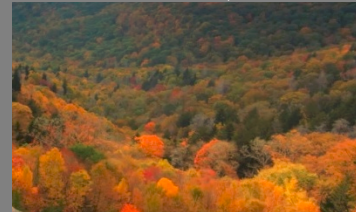
Correctional Complex in Coleman, was recently awarded. The contract is expected to save \$79 million in energy costs over the next 19 years. FCC Coleman is composed of 5 different facilities, 2.4 million square feet of building area, and is home (in a way) to over 7,400 inmates. Construction work is currently expected to be completed sometime in 2017.

Chapter



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

**SAVE THE DATE
March 24-26, 2015**



The U.S. Department of Energy will be hosting a 2.5 day Energy Codes Conference this spring. The conference is scheduled to take place on March 24-26, 2015 in Nashville, TN.



Canada: The National Research Council of Canada is undertaking a \$5.4 million ESPC to be complete in 2016. The NRC expects the project to cut

\$500,000 (CAD) annually in utility costs and save 3.1 million kWh and 366 kW of electricity, 21,600 gigajoules of steam, and 5,100 cubic meters of water each year. The project will also reduce carbon dioxide emissions 829 metric tons, equivalent to eliminating 160 passenger vehicles from the road annually.



Intro to the ESC

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New Hampshire - York would like to be among the first in the state to switch its 830 streetlights entirely to LED lights, and have put forth an ESPC



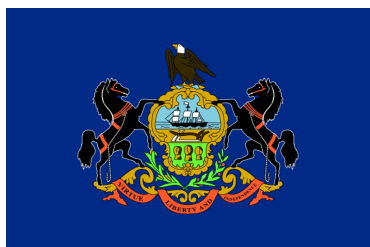
proposal to make the switch. The town's Energy Steering Committee estimates it could immediately save the town up to 25 percent of the \$131,000 it spends now on streetlights, and over time save 60 to 80 percent of that cost. The cost to switch to LED lights would be between \$300,000 to \$500,000, costs that would be recouped within five to 10 years depending on contract terms, financing and other factors.



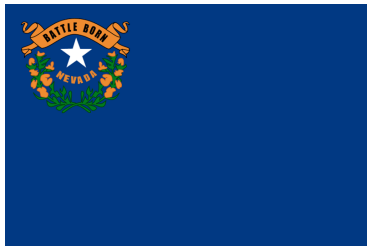
Utah: Cedar City is evaluating ESCOs that responded to an RFQ to provide ESPC consulting and conduct an IGA for city facilities,

grounds and infrastructure for energy efficiency upgrades.

Pennsylvania – A contract for the start of construction on \$5.9 million in energy and water conservation measures at Chester County government facilities was introduced to the Chester County Board



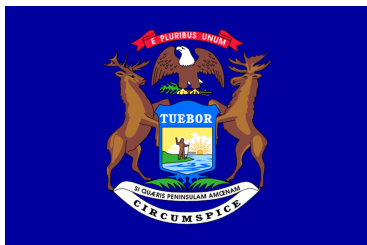
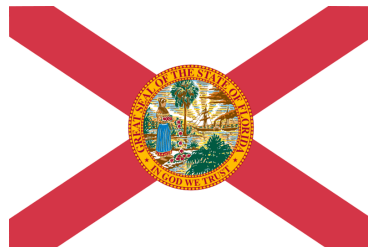
of Commissioners earlier this month. If approved, the project is expected to provide \$6.7 million in cost savings through a 15-year energy performance contract.



Nevada: Carson City is the latest Nevada city to issue a solicitation for an Energy Savings Performance Contract from the state's pre-qualified

vendors. The bid deadline has passed and a decision is expected soon. Nevada is among the first states in the country that require use of the eProject Builder database as part of the reporting requirements for ESCOs doing ESPC work in the state.

Florida: The City of Temple Terrace is evaluating responses to its recent RFP for an ESCO to provide a turnkey energy conservation program.



Michigan: Branch County is implementing an energy audit as part of a proposed ESPC to identify energy and other cost savings streams in

its building operations throughout the county.

Virginia: The Amherst school board and county supervisors are exploring a combined project. Earlier in 2014, the School Board



approved a \$8.7 million project, which would be financed over an 18-year period. If the county moves forward with an energy performance contract, the project could be combined with the school project.

Pennsylvania: The U.S. Army has signed a \$43.6 million ESPC for a maintenance depot in southern Pennsylvania.

The Letterkenny Army Depot project will cut energy



use by 25 percent and water use by 50 percent.

Virginia: The Suffolk City/School Committee on Collaborative Fiscal Concerns has recommended that the two entities explore a joint



ESPC. According to the Virginia Department of Mines, Minerals and Energy about 70 public bodies, including jails and water authorities, have been through the ESPC process to date in the state, and neighboring school systems in Isle of Wight County and Newport News are currently implementing projects.



California: La Mesa-Spring Valley School District is in the early stages of implementing an ESPC as they evaluate bids for an Energy Performance

Contracting Services that were submitted prior to the recent deadline for proposals.

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



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



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