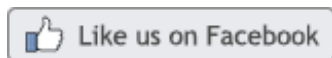




News & Updates from our members and ESC State Chapters



Countdown to Denver

The ESC annual conference is the premier public-private gathering of practitioners involved in the delivery of GESPC programs, projects, products and services. This year's event, the 8th Annual Energy Services Coalition Market Transformation Conference, is just over six weeks away. The Curtis in downtown Denver is host to this year's conference taking place August 21-23.



The [conference website](#) is updated regularly as new information becomes available. The website is the one-stop shop for all aspects related to this year's conference including [agenda updates](#), [sponsorship opportunities](#), [hotel accommodations](#), [conference registration](#), and our [2019 virtual trade show](#).

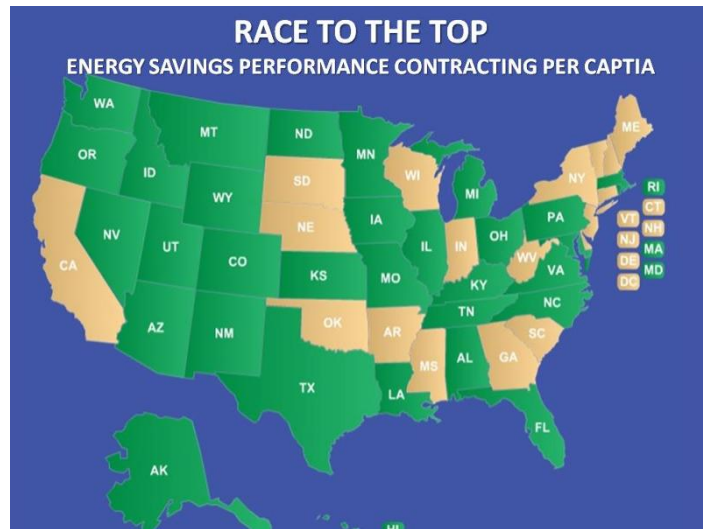
Stay tuned for more announcements, and remember, this conference is designed for you!

See ya' in Denver.

The Race Is On: The 2019 ESC Race To The Top

The ESC is collecting verifiable data to determine the amount of GESPC investment on a state by state basis. This data collection effort will populate the ESC's Race To The Top database and document the success that is taking place across the country.

Information updated prior to August 1 will be considered for the ESC's 2019 Race to the Top awards. Awards will go to the State with the most per capita GESPC investment since Sept 1, 2018. A second Race to the Top award will be given to the state with the most total verified cumulative GESPC investment per capita to date.



[Click here](#) for more information and to obtain a reporting form.

Upcoming ESC training webinars for eProject Builder



The ESC is conducting eProject Builder webinar trainings for public and private individuals and organizations each month. ePB is a free, secure way for federal, state and local entities to track their GESPC projects in coordination with their ESCO partners.

The free training webinars are held twice a month (generally the second Tuesday and fourth Thursday of each month at 1pm EST. During the webinars the ESC trainers, Dale Hahs and John Canfield, introduce ESCOs, federal agencies, state program managers,

building owners, GESPC 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 real-time demonstration.

Upcoming webinars are scheduled for the following dates and times:

Introductory **demonstration and training webinar:**

- **Tuesday, July 23rd, 1:00 PM - 2:30 PM EDT | [Register here](#)**
- **Thursday, July 11th, 1:00 PM - 2:30 PM EDT | [Register here](#)**
- **Thursday, August 8th, 1:00 PM - 2:30 PM EDT | [Register here](#)**
- **Tuesday, August 20th, 1:00 PM -- 2:30 PM | [Register here](#)**

To learn more visit the [eProject Builder](#) website.

2019 ESC Leadership Awards



We invite our members to nominate an individual ESC member for our annual Leadership Awards to be presented at the 8th Annual ESC Market Transformation Conference August 21-23 at The Curtis in Denver. All ESC members are eligible to submit a nomination for consideration. (Note: The nominee must be an ESC member.)

This is an excellent way of recognizing achievement, commitment and success for our members and the GESPC community. The deadline to submit nominations is July 24, 2019.

To learn more [click here](#) for the nomination criteria.

ESC Chapter News

Indiana: The Indiana ESC Chapter participated in the state's Legislative Day at the Indiana Statehouse on April 17th. ESC members reached out to educate decision makers on GESPC.

Kansas: The Kansas ESC Chapter has assisted the Kansas Energy Programs in developing educational programs including a May workshop that was postponed until fall. On June 20th the Kansas Energy Programs held a free webinar for the state's public entities to explain its GESPC program. The hour-long webinar was designed as a preview of a full-day workshop being planned for Fall 2019.

Texas: The Texas ESC Chapter held its second chapter meeting on Tuesday, June 25 at the North Central Texas Council of Governments in Arlington. The Texas Chapter formed in February of 2019 and has grown in six months time to the largest ESC Chapter in the country with 75 members.

Nevada: The Nevada ESC Chapter is partnering with Western Resource Advocates to host an Irrigation and Water Efficiency Tour and Demo at the Washoe County School District in Reno, Nevada. The workshop is scheduled for July 10 from 10am to 3pm PDT. For more information or to register [click here](#).

New Mexico: The New Mexico ESC Chapter is partnering with the NM Association of Energy Engineers to hold the 1st Annual NMAEE and NM ESC Conference. The conference is being held Friday, September 27 at the Sandia Resort and Casino. [Click here](#) for more information.

New Mexico: NM ESC Chapter Public Sector Co-Chair, Erica Velarde, presented alongside ESC Outreach and Education Manager, Dale Hahs, at the National Association of State Facility Administrators on June 9 in New Orleans.

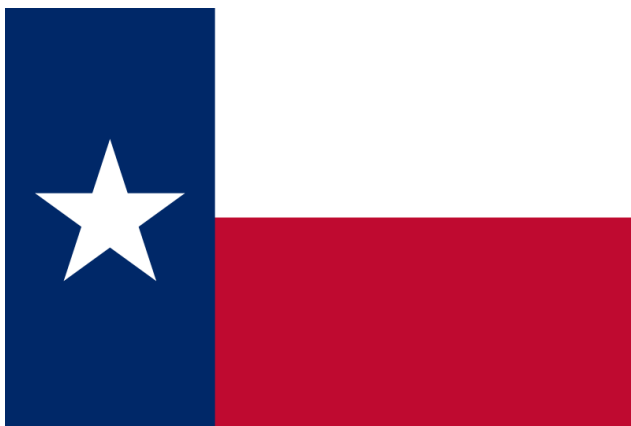
Colorado: The Colorado ESC Chapter held its Q3 Chapter meeting on

Thursday, June 25 in Denver. The Chapter has assigned committees for sponsorship, agenda, host reception and scholarships to help coordinate the 8th Annual ESC Conference coming up in August.

Colorado: The Colorado ESC Chapter has allocated chapter funds to cover the conference registration fees for up to 15 Colorado public sector employees to attend the 8th Annual ESC Conference.

Michigan: The Michigan ESC Chapter announced the recent passing of its long-time Public Sector Co-Chair, Jan Patrick. Jan was a powerful source of leadership, information, motivation and organization. Her passion for her work with ESC, which included the Michigan ESC Chapter and the national ESC, the State of Michigan Energy Office, including her office staff, countless other ESC partners/members - was highly respected and appreciated. We will all miss her.

ESC: The Energy Services Coalition launched its new Guaranteed Energy Savings Performance Contracting (GESPC) Online Community. With support from the US Department of Energy, the Online Community is designed to provide a peer environment where public sector participants of GESPC can congregate to chat with each other, offer advice, ask questions and advance their knowledge.



Spotlight on Texas

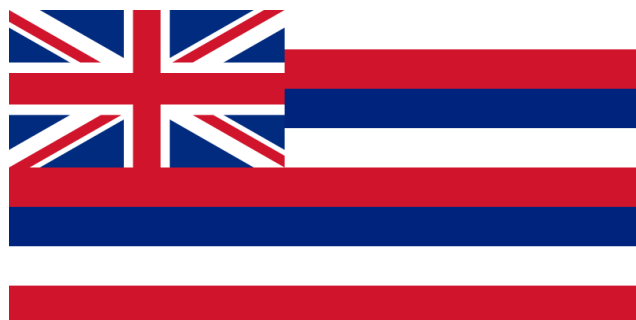
June 27, 2019: Texas A&M University-Corpus Christi will be implementing a number of campus-wide energy efficiency projects estimated to generate energy savings of more than \$500,000 annually. The project was finalized through a \$6.9 million GESPC with Ameresco. The energy conservation upgrades will include central plant optimization, chiller

replacement, demand response, building automation and the installation of irrigation controllers.

June 14, 2019: The Mission City Council is considering a \$17.7 million "Tax Exempt Lease Purchase" proposal to replace water meters, install LED lights and reduce utility costs. Performance Services estimates the plan will reduce annual water loss in the city utility system by 6.5 percent and provide about \$7.5 million in what the company called "operational savings" over 20 years.

Spotlight on Hawaii

June 26, 2019: The state Legislature passed HB 401 and Gov. David Ige has signed into law the bill which will allow government agencies, including counties, to enter partnerships with private-sector energy



transportation companies that will allow the private companies to build the zero-emission transportation infrastructure based on a performance contract the government would pay over time.



Spotlight on Pennsylvania

June 21, 2019: Wilkes-Barre's GESPC with Johnson Controls has been performing better than projected. Over 20 years the program is to deliver approximately \$11 million in savings. When factoring in the more than \$8 million to finance it - interest and principle to pay for the \$5.9 million contract -

the city should come out ahead by more than \$2 million. Five years into the program, Johnson Controls guaranteed savings of \$478,917.

The most recent performance report for February 2018 through January 2019 listed overall savings of \$619,471 for a litany of improvements from new light emitting diode streetlights throughout the city and pumps, to solar panels on the roof of the Department of Public Works garage and rainwater harvesting cisterns.

The program outperformed by \$140,554, continuing a pattern begun when the first report was issued in 2015.

The biggest savings have come from the new light emitting diode technology installed in the streetlights. This year the city saved \$232,549 and approximately \$1.2 million over the last five years.

Spotlight on Kansas

June 20, 2019: The Kansas Energy Program held a free webinar to explain Energy Performance Contracting (EPC) in June. The hour long webinar was designed as a preview to a full-day workshop planned for Fall 2019.



The webinar covered:

- How EPCs can work for you and save energy and money for your facility;
- History of Kansas EPC Projects; Kansas case studies;
- Changes to the Kansas Facility Conservation Improvement Program.

For more details go to: <https://kansasenergyprogram.org/>

Spotlight on Arkansas

June 18, 2019: Pulaski County has issued a bid proposal for building a multimillion-dollar sun farm on county



property, a project expected to save taxpayers 25-35% on an electric bill that once ran \$1.2 million a year. The solar array will be designed to provide 80-100% of the power the county uses in its 40-odd buildings on 14 campuses in and around Little Rock.

Pulaski was the first of the state's 75 counties to use energy performance

contracting and now is the first to use a new state law that allows solar energy to be included in a performance contract. The law, passed in the last legislative session, goes into effect at the end of July and allows public and nonprofit entities like counties, municipalities and schools to contract with a third-party solar provider to build and maintain photovoltaic arrays, with the third-party owning the panels reaping tax incentives while the public or nonprofit entities get the energy savings.

Washington County is also proceeding with an \$8 million efficiency contracting and solar project. The solar array, to be designed and built by Seal Solar Solutions of North Little Rock and Lightwave Solar of Nashville, Tennessee, will be on three acres behind the Washington County animal shelter and youth detention center. Washington County's energy efficiency work is through a GESPC with Johnson Controls.

The energy efficiency contract guarantees energy savings of \$500,000 a year, and will use what's called aggregate metering. If savings from the solar project exceed expectations, the excess energy will power the Washington County Jail. Washington County will own its solar array.

Spotlight on New Mexico

June 18, 2019: New Mexico Military Institute has received board approval for a bond issue to pay for an energy performance upgrade through a GESPC. The sale of the bonds through the New Mexico Finance Authority were approved at a special meeting of the NMMI Board of Regents.



The Series 2019B bonds of not more than \$6.8 million will pay for the contract with Engie Services U.S. of Rio Rancho to install LED lighting and upgrade electrical systems in about 20 buildings on campus. The project is expected to start in the fall and be completed by 2021 with debt service payments of 25 years. Engie has done similar contracts with several New Mexico public entities, including the city of Farmington, McKinley and Sandoval counties and Albuquerque Academy.

May 21, 2019: The Bernalillo County Metropolitan Detention Center announced construction is complete on a multi-million dollar energy project for its facility. The project cost \$13.9 million but will save the facility \$20 million over the term of the contract with Yearout Energy.

Energy cost savings measures range from boiler efficiency, solar power, lighting upgrades and building automation systems. Bernalillo County paid approximately \$2 million upfront and the rest of the project was funded through a GESPC.

April 21, 2019: The New Mexico General Services Department has launched a \$32 million project with Trane to improve energy efficiency of state buildings in Santa Fe that will include solar power, the state government's first battery storage system, the first state's electric vehicles and electric charging stations.

The project is one of the largest GESPC in New Mexico history and addresses Gov. Michelle Lujan Grisham's executive order requiring state agencies to curb their carbon footprints. The state legislature authorized \$20 million to help pay for the \$32 million project, with the remaining \$12 million to be financed by the bonds issued by the New Mexico Finance Authority. TheGESPC guarantees New Mexico will see a savings of \$1.1 million a year.

The initiative calls for improvements to lighting, electric transformers, heating and air conditioning systems, doors and windows and installing solar power at 19 state buildings.

GESPC projects in the state are audited by the New Mexico Energy, Minerals and Natural Resources Department.



Spotlight on Missouri

June 16, 2019: The Columbia City Council will soon vote on a Climate Action and Adaptation Plan. The plan lays goals for the city, residents and businesses to eliminate carbon emissions by 2060. While the plan contains a handful of recommendations about policies the

city should implement, it does not create regulations.

In 2015 Columbia residents emitted 2.4 million metric tons of carbon dioxide, the report said. Since 2000, the city's carbon output increased overall, but emissions per person decreased from 25.7 metric tons of carbon dioxide emitted per person in 2000 to 20.5 metric tons of carbon dioxide per person in 2015.

The plan sets goals of reducing carbon emissions community-wide by 35 percent from 2015 levels by 2035 and 80 percent by 2050 on the way to zero carbon emissions. It also recommends municipal operations reduce greenhouse gas emissions by 50 percent by 2035 and eliminate them by 2050.

To achieve these goals the plan recommends several steps that can reduce emissions in large and small ways. One recommendation says the city should promote energy efficiency programs through incentives, requirements and energy performance ratings.

Spotlight on Kentucky

June 13, 2019: Covington Independent Public Schools' energy savings after the installation of rooftop solar arrays are exceeding original

projections. Performance Services installed the solar arrays and converted the district's interior and exterior lights to LED high-efficiency lighting in October 2017 as part of a GESPC. At the time, the moves were projected to save Covington Schools an estimated \$256,981 in annual energy costs. The first annual report from the company is not due until September but early numbers

indicate electricity use at the district dropped by 27.2 percent while natural gas use was reduced by 13.2 percent. The combined solar arrays produced 490,202 kilowatt hours of energy equivalent to 86 percent of normal production even with sun exposure at 79 percent of normal weather conditions expected for the area

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Spotlight on Alabama

June 13, 2019: Dothan City Schools approved a \$10.6 million GESPC with Trane to fund the replacement and upgrade of system-wide lighting and HVAC systems at Dothan Preparatory Academy, Carver Magnet School, and Selma Street Elementary School. The schools will fund the debt service, \$14.5 million over 19 years, with the savings costs and contributions from the board of \$155,000 a year to pay off the debt by

2031.

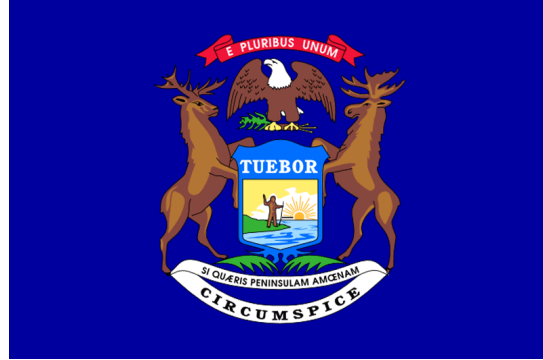
April 21, 2019: The University of North Alabama (UNA) has entered a partnership to implement a GESPC with Schneider Electric to modernize its facilities, drive sustainability efforts and help the university reduce its energy consumption. The contract invests \$17 million in sustainable and energy efficient infrastructure upgrades that will create energy and operational savings in excess of \$27 million over the next 20 years.

The comprehensive GESPC will touch over 70 UNA facilities. Major improvements to the campus will include smart automation and IT technologies, installation of LED lighting, improvements to heating and cooling systems, updates to the building envelope and roofing, and water reduction technologies, all designed to improve UNA's energy efficiency and create savings opportunities.

Spotlight on New York

June 11, 2019: Members of the Bay College Board of Trustees received an update on a proposed multimillion-dollar deferred maintenance project it is seeking funding for. Johnson Controls is working with the college to

implement the improvements through a GESPC. Many of the pieces of equipment that may be repaired, refurbished or replaced as part of the project are between 25 and 30 years old.



May 30, 2019: Rome school district buildings could be on tap for additional energy system improvements under a GESPC being weighed by the Board of Education. C&S Companies of Syracuse presented an expanded program beyond a \$3.61 million Phase I energy-performance contract at Rome Free Academy that it is launching this summer.

A potential Phase II involving numerous other buildings including elementary schools would cost about \$3.2 million to implement, but would pay for itself in 18 years. The board in early 2018 decided to move forward with a Phase I.

May 28, 2019: Johnstown is forging ahead with its citywide LED lighting project. The Common Council recently approved a GESPC with Siemens. The city sought proposals from interested companies for an energy performance contract to acquire existing street lighting from National Grid and the procurement and installation necessary to upgrade all lighting fixtures to LED lighting under the city's ownership.

May 5, 2019: The Gloversville Enlarged School District Board of Education is moving forward with a GESPC with Siemens. The GESPC will include a solar array, boilers, improved insulation, LED lighting and daylight harvesting. The improvements which will be made to all buildings within the school district at an estimated cost of \$4.53 million with guarantee of utility savings and reduced operational costs of \$242,774 annually over an 18-year period. The GESPC now goes to state education for review and then a community vote.

May 1, 2019: The Newburgh school district will launch a GESPC with Johnson Controls this summer. The GESPC was approved by the state Education Department in March 2019 and calls for \$28.6 million in district-wide energy improvements. The project is expected to yield \$1.29 million in yearly energy savings, \$1.2 million in utility rebates, and \$13.56 million in cumulative positive cash flow.

Plans include converting all lights in the district to LED lights, replacing all the windows at the Newburgh Free Library and administration building, modernizing temperature controls throughout the district, adding 1.053 megawatts of solar power to a total of nine buildings, and replacing windows at Newburgh Free Academy.

The district expects the upgrades to reduce energy costs by 60 percent and greenhouse gases by 60 percent. The district will oversee the project with ECG Group, a company that specializes in technical review and overall management of Energy Performance Contract projects throughout New York.

April 24, 2019: Last December, Cazenovia Central School District residents approved a \$15 million capital project - the first phase of the district's "Cazenovia 2030 And Beyond" long-range facilities plan.

This spring the school board began exploring a GESPC to finance an energy

project to be implemented in coordination with the 2020 Capital Project. The proposed \$1.6 million project includes lighting, building envelope, building management system and mechanical/electrical system improvements.

The district currently spends an estimated \$290,000 per year in utilities (electric and fuel). Combined, the proposed energy conservation measures could potentially generate \$97,000 in guaranteed savings. The project would likely be funded over 15 years through a capital lease. The annual cost would be \$133,000. The project would be eligible for utility incentives, a matching grant program to fund the energy audit, and NYS Building Aid (about 57%).

A public referendum is not required, however voter approval would enable the district to receive an additional 10 percent in building aid. A public vote will be held once an ESCO has been selected and a investment grade audit developed.



Spotlight on Illinois

June 4, 2019: Johnson Controls presented the annual performance contracting report to Mattoon Community School District #2. The savings through Year 12 have exceeded the guarantee. The contract commenced in 2004 and has evolved with two additional phases:

- High school contract completed in January 2006
- Middle school contract completed in August 2008
- Elementary schools contract completed in August 2015

Spotlight on South Carolina

June 2, 2019: The City of Charleston partnered with Johnson Controls on a 2007 GESPC. Through this effort, the city has saved \$11.5 million in the past twelve years and is projected to save an additional \$16.2 million over the next eleven years.



With the savings, the city has installed additional new LED lighting technology, new energy-efficient climate control systems, and water conservation devices throughout 3.2 million square feet of building space and 1,806 acres of parks.



Spotlight on California

May 23, 2019: Three California School districts (Stockton, South Monterey County and Shasta Union) are moving forward with a GESPC with Sunworks to develop solar parking canopies. As part of the project, Sunworks will integrate an intelligent energy storage solution to

help maximize clean energy

generation and enhance on-site sustainability. The integration of energy storage units will enhance the benefits of solar by providing the ability for real-time optimization to further reduce costly demand charges, that help maximize the benefits of our system. Construction is expected to commence in the second half of 2019 and to be completed in the first half of 2020.

May 19, 2019: Ramona Unified School District trustees approved a \$12.3 million 15-year GESPC with Climatec that is expected to generate \$34 million in savings over the next 30 years. The project includes solar panels on parking and shade structures at the district's nine schools and infrastructure improvements at each school and the district office. Infrastructure upgrades include replacing 154 heating and cooling units at five sites, completing LED lighting modernization at all sites, installing dual-pane and high-performance windows.

Financing for the 15-year municipal lease purchase is through Banc of America Public Capital Corp at 2.9 percent interest. The district will repay the lease purchase with annual contributions of \$84,850 from its deferred maintenance account and general fund savings in energy and maintenance costs. At the end of 15 years, the district will own the solar photovoltaic system and the other improvements.

The school estimates 85 percent of the net general fund savings of \$14.2 million will be in reduced energy costs and 15 percent in maintenance savings. The district currently spends about \$1.2 million a year for electricity.

In addition to the energy conservation services, Climatec is providing its Climatec Community Connect (C3) suite of communications tools to keep the community informed and engaged in the project through press releases, events, hands-on learning and STEM curriculum, flip-the-switch/groundbreaking events, community forums.

April 23, 2019: The Santa Clarita Valley Sanitation District board approved a GESPC with Schneider Electric Inc., to conduct an "energy audit" on how energy is used at the Valencia Water Reclamation Plant.

Spotlight on Indiana

May 14, 2019:

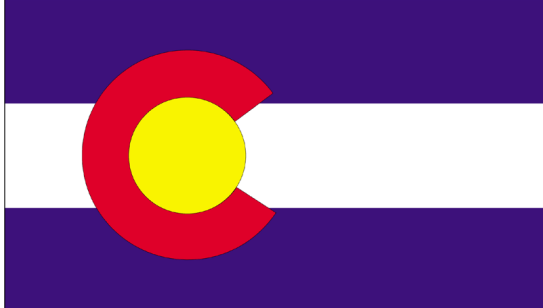
St. Joseph County's \$10.1 million 15-year GESPC with Performance Services has reduced energy consumption by 31 percent. The project includes energy upgrades to all 11 county buildings and seven highway garages, along with replacing streetlights. The savings

guarantee was for nearly \$700,000 in annual energy savings and the actual savings is exceeding more than \$750,000 in savings.



April 3, 2019: Clinton Prairie School Corporation in Frankfort, Indiana, has completed construction of a \$4.7 million in energy improvements through a GESPC contract with Johnson Controls. The deal included state-of-the-art LED lighting as well as building optimization throughout the school district.

Spotlight on Colorado



May 13, 2019: This Spring, eight Pueblo County School District 70 schools competed in the ReNew Our Schools energy reduction competition. Funded by the Colorado Energy Office and administered by Resource Central, a Colorado-based nonprofit organization, the competition saw each school outfitted

with an eGauge electricity monitor, which provided the data necessary for reducing consumption.

Each school was given a mentor - volunteers from The Colorado Energy Office, Trane, Black Hills Energy and Pueblo County - who offered the students advice and support and shared knowledge.

In the elementary school division, Prairie Winds placed first. In the middle school division, Vineland placed first. And Pueblo County High School placed first high schools. Each first-place school received \$20,000 to make energy efficiency improvements to the building.

Pueblo County School District 70 is also saving more than \$500,000 thanks to a \$110,000 commercial lighting rebate and about \$414,000 in anticipated electric bill cost-savings. The rebate was provided by San Isabel Electric and the local cooperative's power supplier, Tri-State Generation and Transmission Association. It is the largest rebate in the cooperative's history.

The savings resulted from upgrades to LED lighting in nine schools served by the local electric cooperative under a GESPC.

April 4, 2019: In what will be the largest solar project in Gunnison County, the county is embarking on an initiative to install solar rooftop systems on five government buildings to offset the energy consumption within those structures. The project is part of a larger GESPC the County is pursuing with Johnson Controls.

The 270 kilowatts (kW) combined capacity of the five solar arrays is expected to generate between 20 to 40 percent of each building's estimated daily load. The estimated cost for all five solar arrays is about \$1 million, half of which may eventually be offset by a Department of Local Affairs (DOLA) grant the county has applied for.

Part of the equation for the project is a utility buy-back rule for any solar project over 25 kW. The buy-back rate must be negotiated for any excess energy produced by systems over 25kW. As a result, a three-way agreement must be reached between the city, the county and the city's energy provider, Municipal Energy Agency of Nebraska (MEAN) that specifies the price at which MEAN will buy back any excess energy produced by the county.

(Hear more about the project at the 8th Annual ESC Conference in Denver, August 21-23.) <https://conference.energyservicescoalition.org/agenda>

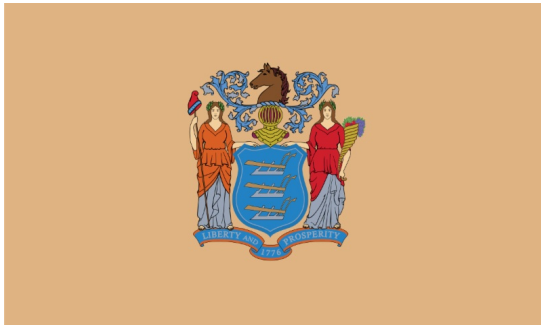
Spotlight on New Jersey

May 12, 2019: Newark is making a

push to make its energy operations more efficient. A GESPC under construction will cut Newark's annual energy operating costs by an estimated 36 percent, saving nearly \$1 million a year. All told, the project encompasses 17 buildings and more than 1 million square feet. Office space, notably in Newark's 113-year-old City Hall, accounts for a large portion of the properties.



Scheduled for completion by the end of the year, the program will reduce Newark's greenhouse gas emissions by 2,930 metric tons a year, roughly equivalent to taking 564 cars off the road. The upgrades are being funded with a \$2.3 million rebate from the New Jersey Clean Energy Program and a 20-year, \$15.4 million GESPC with Honeywell.



Spotlight on Florida

April 2, 2019: Miami-Dade County recently received a \$198,000 rebate related to its 16-year GESPC with Honeywell to support energy and infrastructure improvements at Port Miami. The rebate relates to the federal 179D allocation, a tax benefit established through the 2005 Energy

Policy Act. The Act created a tax deduction of up to \$1.80/sq. ft. for qualifying building retrofits and new construction projects. Since government entities do not pay taxes, under the 179D Special Rule for Government-Owned Buildings, they may allocate the benefit to a tax-paying 'designer' and receive savings in return for the allocation. In this case, Honeywell worked with the County to achieve this tax benefit through the implementation of an energy performance contract. The County has worked with Efficiency Energy, LLC, since 2012 in administering its 179D allocation process.

In addition to the cash rebate, the County's Office of Resilience saw improvements in energy performance, resulting in a 2,695,085 kWh annual electric savings and a reduction in greenhouse gas emissions by 3,071,041 pounds per year. These improvements contributed to the County's resilience goal of reducing 2008 greenhouse gas emissions levels 80 percent by 2050.

Spotlight on Virginia

April 2, 2019: Fredericksburg saved \$1.8 million and produced about 25.6 million fewer pounds of greenhouse gases over the past 20 years by reducing electricity and fossil fuel consumption in its government buildings.



This environmental stewardship dates to the city's first GESPC with

Siemens. In addition, the city's Clean and Green Commission is working to identify more ways to reduce the Fredericksburg's carbon footprint, first by pursuing a greenhouse gas inventory for city operations and second by developing a sustainability vision.

The Fredericksburg public school system has also implemented GESPCs with energy companies Cenergistic and Ameresco over the past 10 years on a plan to improve efficiency in its buildings and infrastructure.