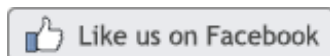


## News & Updates from our members and ESC State Chapters



## 7th Annual ESC Market Transformation Conference Goes Down to Georgia: October 4-5, 2018 in Atlanta

The 7th Annual Energy Services Coalition Market Transformation Conference is being held October 4-5 at The Georgia Tech Conference Center in Atlanta. 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 [virtual tradeshow](#).

Our annual conference is the premier public-private gathering of practitioners involved in the delivery of GESPC programs, products and services.

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

See ya' in Atlanta.

## ESC Data Collection and Interview Efforts Underway

Since July 1, the ESC State Liaison Team (Eddie Riddle, Jim Ploger, John Canfield and Dale Hahs) has been reaching out to our state partners for updated GESPC investment totals. The ESC is collecting verifiable data to determine the amount of GESPC investment on a state

by state basis. This data collection effort, supported by the US Department of Energy, 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 September 15, will be considered for the ESC's 2018 Race to the Top Award. This year's award will go to the State with the most per capita GESPC investment since January 1, 2017. 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.

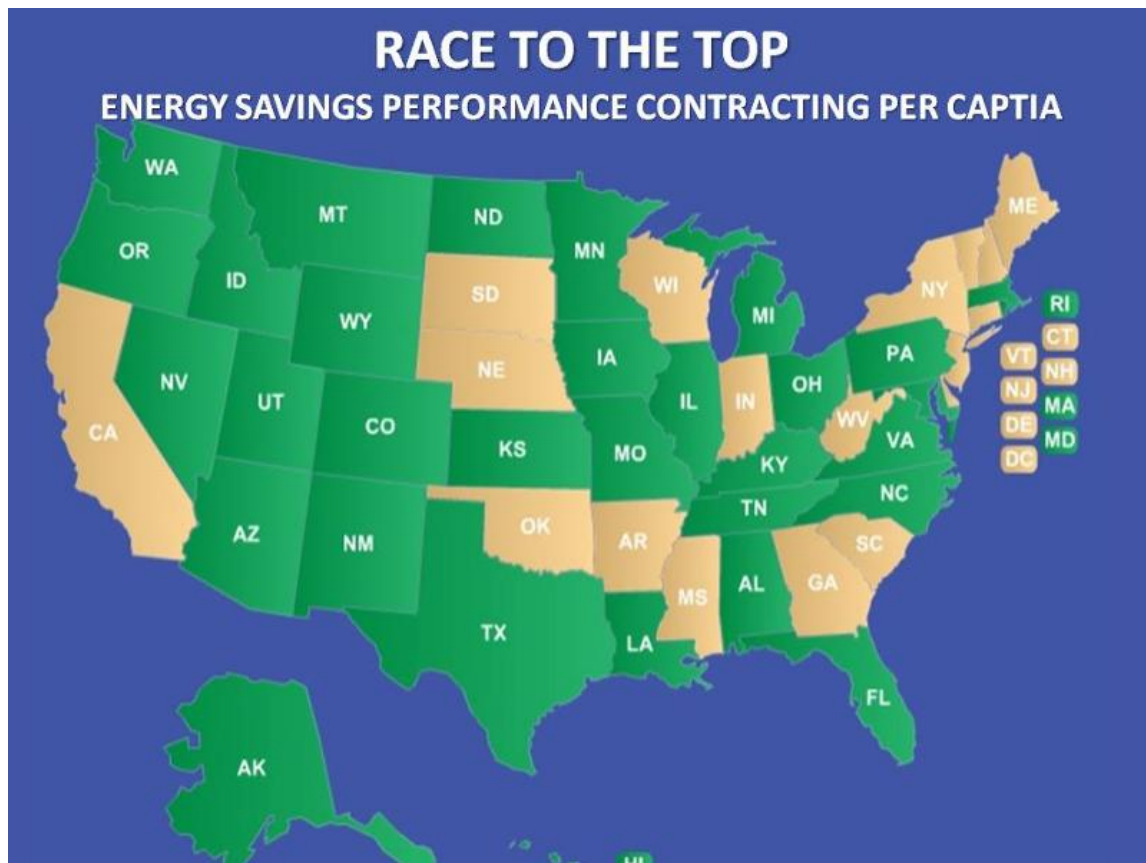
During the past two years the ESC has worked directly with States to understand their programmatic design elements for GESPC and refreshing the Key Attributes that lead to success. This research indicated only a limited number of states are maintaining records on GESPC investments presently. In a vast majority of states the challenge is that the tools do not exist to allow a state to collect data to demonstrate the achieved impacts of Guaranteed Energy Savings Performance Contracts.

These results suggested a clear need to collect as much of this data as possible to not only demonstrate the steady growth in recent years, but highlight the economic impact that this procurement tool has at the state and local level and the staggering amount of untapped potential.

A second outreach effort is also underway with the ESC State Liaison Team interviewing GESPC practitioners and state energy office stakeholders about data collection and tracking methods and their use of eProject Builder.

As part of these interviews, the ESC is documenting the benefits, challenges and barriers to deploying a national repository for GESPC project data. .

Both efforts are supported by the U.S. Department of Energy's Office of Energy Efficiency and Renewable Energy.



## 2018 ESC Leadership Awards

We invite our members to nominate an individual ESC member for our annual Leadership Awards to be presented at the 7th Annual ESC Market Transformation Conference October 4 and 5,

2018, at the Georgia Tech Conference Center, Atlanta, Georgia. 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 August 20, 2018.

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



## "Charting a Chapter Path to Success" webinar added to ESC Homepage

The webinar presented in May for State ESC Chapters in Indiana and Tennessee is now posted to the ESC homepage. The

["Energy Services Coalition - Charting a Chapter Path to GESPC Program Success"](#) webinar shared concepts

and considerations to explore the tools and resources available online from the ESC Program in a Box and illustrate experiences that have proven successful by other Chapters.

## Spotlight on New Hampshire

On June 27, the **State of New Hampshire** authorize the State Treasurer to enter into an Equipment Lease/Purchase Agreement with Banc of America Public Capital Corp in an amount not to exceed \$7,727,755. The action is part of a 20-year GESPC with Consolidated Edison Solutions to install energy and fossil fuel energy conservation measures at all 28 state owned buildings located in Concord. The project terms include a five-year M&V plan.



## Spotlight on Massachusetts

In June 2018, the **City of Boston** took several actions to promote community energy solutions including a feasibility assessment funded by the Massachusetts Clean Energy Center (MassCEC) for a district energy microgrid proposed for the Raymond L. Flynn Marine Park. The actions are contributing to the city's progress towards the Climate Ready Boston initiative and a 2050 goal for a Carbon Free Boston.



The marine park, a 191-acre former military base owned by the Economic Development and Industrial Corporation (EDIC), dba Boston Planning and Development Agency (BPDA), is a prime location for a district energy microgrid project because of its location along the South Boston Waterfront. The feasibility assessment builds on work that identified potential end users, technology options, and a preliminary scope for a district energy microgrid project.

One key question for the feasibility assessment is what governance and financing model will work best. Under consideration is a P3 approach with an ESCO providing energy management services to the public and private property owners and tenants within the marine park. These services would deploy project-finance mechanisms including a design-build-operate structure for the development of the district energy microgrid and an energy performance contract for building energy improvements. Because EDIC lacks procurement authority for this approach, the Boston

City Council recently passed a home rule petition to authorize a P3 for this project, which now is pending in the state legislature.

## Spotlight on Georgia

The **Lowndes County school system** could save \$13.6 million over the course of the next 15 years on energy and operating costs as a result of a GESPC with ABM. Lowndes High, Hahira Elementary, Hahira Middle, Moulton Branch Elementary, Parker Mathis Learning Center, Dewar Elementary, the board of education office, the bus shop and the maintenance office are going to see the upgrades during the next year.

Each building has a different objective, but plans involve putting in new LED lighting and upgrading the HVAC systems. Estimates are the county schools could save \$800,000 in the first year. ABM has previously worked with Brooks County School District with the guarantee to save the schools more than \$10 million in 15 years.



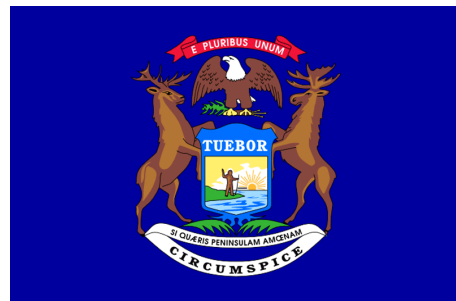
## Spotlight on Wisconsin

The **Madison School District** has moved one step closer to launching a long-term energy savings program. The board of education recently authorized a GESPC with Energy Systems Group. The district is hiring ESG to make an estimated \$1.8 million in energy conservation improvements throughout the Madison School District. The district is looking to complete portions of its light-emitting diode (LED) lighting initiative and examine the feasibility of a solar

energy farm, looking at outdated and inefficient heating-ventilation-air conditioning units, and sealing up areas throughout the building that leak energy.

## Spotlight on Michigan

The **Lake Superior State University** Board of Trustees recently approved a performance contract between the university and Johnson Controls International (JCI). The 30-year performance contract will address many energy needs on campus.



## Spotlight on Missouri

**El Dorado Springs' R-II school district** announced first year results of its GESPC with 360 Energy Engineers. Completed a year ago, the contract resulted in new LED lighting across the entire district and school buildings in addition to computerized controls of lighting and HVAC systems. The district pays annual payments of \$68,000 for the installation and equipment, however it is already seeing significant savings. A

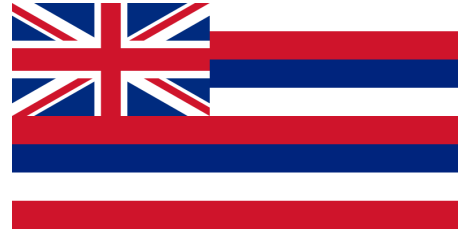
presentation in May by a company representative said the school district had estimated partial first year savings so far of \$57,000.

**Grundy County's Sunnyview Nursing Home and Apartments** is guaranteed to save more than \$32,800 annually in energy and operational costs after energy-saving improvements are made to its facility over the next 60 to 90 days. Sunnyview recently entered into a GESPC with Energy Solutions Professionals of Overland Park, KS, which will result in \$215,000 in infrastructure upgrades. The goals of the project include improving building comfort and saving energy.

## Spotlight on Hawaii:

One of the largest GESPC ever in the MUSH market, a \$207 million GESPC aimed at improving energy efficiency at airports across the state, is nearing completion. New solar modules are currently being installed at **Honolulu airport** as part of the GESPC with Johnson Controls.

Construction on the solar project is expected to begin Aug. 20. All of the panel installation work will be completed in 2019. In addition to the solar project, the GESPC is expected to generate more than \$600 million in savings over the next 20 years. Other energy improvements at Hawaii airports under the contract include ECMs such as installing thousands of high-efficiency light fixtures, improving air conditioning and more.



## Spotlight on Oregon:

The **Oregon Department of Transportation** and Ameresco are partnering on a pilot project to replace more than 10,000 low-efficiency highway lights in the Portland metro area with lights that can improve safety and save money. ODOT is responsible for thousands of light fixtures along the state's highways to ensure nighttime visibility and improve safety for the traveling public.

## Spotlight on Maine:

Contractors started work on the **Wiscasset School** Department's long-awaited GESPC in late June. The energy project is being funded through a \$1.55 million lease-purchase agreement with a bank for a duration of 15 years. The Wiscasset School Department received \$167,516 in unanticipated state funds for the 2017-2018 school year and the Wiscasset School

Committee voted to use the funds for components of the energy project. Voters had previously rejected the Wiscasset School Department's original proposal of a \$1.75 million energy conservation performance contract with Siemens Inc. at the annual town meeting by referendum in 2017. A subsequent vote of the Town Council approved the project with the state funds paying down the cost.



## Spotlight on Washington:

Roger Miller, Secretary of Transportation for the **Washington State Department of Transportation**, wrote in a recent issue of Roads and Bridges about WSDOT first GESPC.

Miller wrote that WSDOT owns approximately \$1 billion (in replacement costs) worth of major electrical systems. The agency has adopted a practical solutions approach to capital investment decisions involving these systems. The approach relies on data rather than the business as

usual approach of doing things as they have always been done.

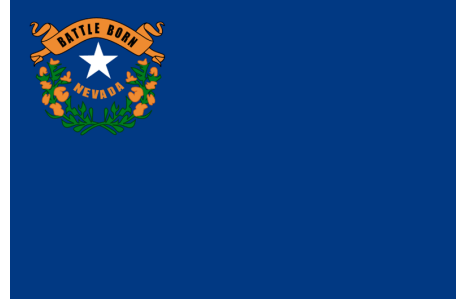
A recent example was WSDOT's approach to lighting. "As maintenance and utility costs rose, we researched the use of light on our roadways and learned that, in many cases, we were providing more lighting than was needed to maintain safety," Miller wrote.

Washington changed its roadway lighting design policy that allowed it to remove lighting that was no longer adding value (505 lights and poles statewide) while also replacing the remaining lights (2,162) with more efficient and brighter LED light. The project was funded through the agency's first Guaranteed Energy Savings Performance Contract.

WSDOT is building on the success of this Phase 1 project with a much larger project with the same philosophy: Remove lights that are no longer needed while converting the remainder to LED. The goal is to convert 12,000 lights to LED and remove 4,000 WSDOT-owned lights statewide over a four- to six-year period.

## Spotlight on Nevada ESC Chapter:

Elections were held last month for the Nevada ESC Chapter leadership positions. Elected to serve two year terms on the Executive Committee were Christopher Halpin, Celtic Energy (Private Sector Co-Chair), David Wyllie, Celtic Energy (Secretary), and Jim Knutson, University Mechanical Contractors (Treasurer).



## Spotlight on Kansas ESC Chapter:

Elections were held earlier this month for the Kansas ESC Chapter leadership positions. Elected to serve two year terms on the Executive Committee were John O'Herron, Engie (Private Sector Co-Chair) and Jim Ploger, ESC (Public Sector Co-Chair).

## Spotlight on Arizona ESC Chapter:

Elections were held earlier this month for the Arizona ESC Chapter leadership positions. Elected to serve two year terms on the Executive Committee were Daniel Hunter, Ameresco (Private Sector Co-Chair) and Jim Arwood, ESC (Public Sector Co-Chair).



ESC Newsmakers . . .

## In The News:

**ESC Newsletter:** The ESC Newsletter is distributed monthly to members of record and state GESPC program managers. If you have a news item you would like to see in the next issue of the ESC Newsletter, send it to [info@energyservicescoalition.org](mailto:info@energyservicescoalition.org).

If you have missed a past issue of this newsletter you can access all issues dating back to 2009 on the ESC website. [Click here](#) to access past issues.

## Visit the ESC's 2018 ESC Virtual Tradeshow

In support of the 7th Annual ESC Market Transformation Conference, the Energy Services Coalition presents its [2018 Virtual Tradeshow](#). The Virtual Tradeshow will be open until March 31, 2019. For more information on how you can obtain a booth in our Virtual Tradeshow contact [info@energyservicescoalition.org](mailto:info@energyservicescoalition.org). (As a coalition of public and private energy professionals the ESC does not endorse any private sector product or solution.)

## 2018 VIRTUAL TRADESHOW

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