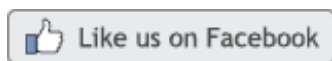




## ESC Decade in Review: Programs and Projects Part 2 -- Countdown 2014-2010

Highlights of GESPC Successes from around the nation



### 2014 . . .

#### Spotlight on US DOE

**Nov, 2014:** DOE and LBNL rolled out its new eProject Builder Database at the NAESCO conference in mid-November. The web-based system enables ESCOs and their contracting agencies to upload and track project level information, generate reports, and benchmark new GESPC projects against historical data. This database

is seen by end-users as a way to promote customer confidence through transparency. It standardizes data collection across local, state and federal government agencies with the potential to reduce transaction costs.



#### Spotlight on US DOE

**Oct 14, 2014:** The States of Georgia, Virginia and Kentucky have partnered

#### Spotlight on Massachusetts

**Oct 23 2014:** North Hampton City Hall GESPC project is nearing completion. City Hall, designed by architect William Fenno Pratt and constructed in 1850, is part of the city's historic district and is listed on the National Register of Historic Places. It combines elements of the Gothic and Tudor styles and the trademark Norman towers.

on a nearly \$500,000 grant by US DOE to work together to develop a consensus approach regarding evaluation, measurement and verification (EM&V) protocols that could help states integrate GESPCs into compliance plans for EPA's proposed Clean Power Plan. The three states will convene their state energy offices, utilities, clean air agencies, regional EPA officials and other stakeholders in this project. The states will document and standardize their work to facilitate adoption by other statewide GESPC and public, federal, or commercial facility retrofit programs.



### Spotlight on US DOE



**Oct 14, 2014:** New Mexico was awarded a \$300,000 DOE contract to implement a program to remove barriers to energy efficiency and renewable energy by providing guidance to local governments relating to GESPCs. The grant's objective is to increase demand for energy efficiency measures in public facilities among New Mexico's 33

counties and 105 municipalities, and reduce the energy usage of local government facilities by utilizing the GESPC process.

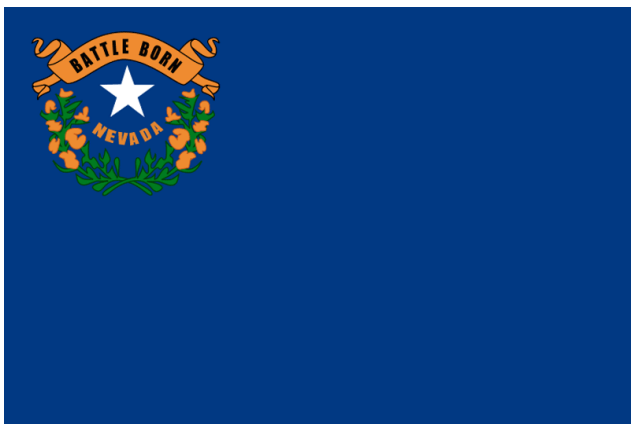
### Spotlight on Georgia

**June 21, 2014:** The Georgia Environmental Finance Authority and the Georgia State Financing and Investment have approved \$87.4 million in energy efficiency projects through the state's "Guaranteed Energy Savings Performance Contracting Program". The state Department of Corrections is authorized to spend up to \$28.6 million on efficiency contracts.



The World Congress Center Authority can spend up to \$28.1 million, the Georgia Department of Transportation up to \$12.3 million, the Department of Juvenile Justice up to \$3.1 million and the North Georgia Mountains Authority up to \$5.1 million at its lodges and resorts. The University System of Georgia is authorized to spend up to \$10.2 million for projects at University of Georgia and Georgia Tech.

### Spotlight on Nevada

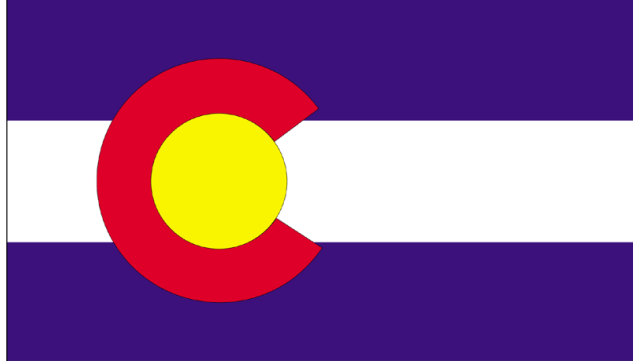


**June 21, 2014:** The Governor's Office of Energy awarded \$150,000 to the Cities of Reno and Sparks through its Performance Contract Audit Assistance Program (PCAAP) to cover the cost of a Financial Grade Operation Audit. The Nevada program reimburses all or part of an IGA when a public agency signs an GESPC contract. The program started in 2012 as a pilot program but has become a permanent grant.

### Spotlight on Colorado

**June, 2014:** Colorado is wrapping up a pilot project assessing private sector reaction to key elements of its successful public sector GESPC program. Through its cooperative agreement with and Competitive Award from the U.S. Department of Energy, Colorado offered for the first time a cost share on the investment grade audit fee to participating private sector companies. Sixteen companies received an audit. Their

ESCOs identified annual savings of 12.8 million kWh electricity, 450,000 therms natural gas, and 3434 kgal water, for total annual utility savings of \$1.45 million.



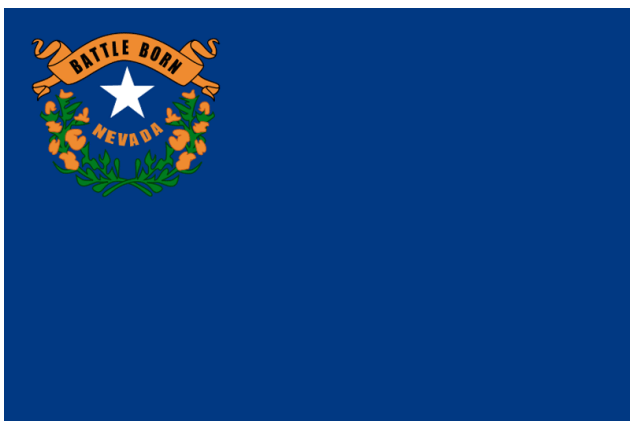
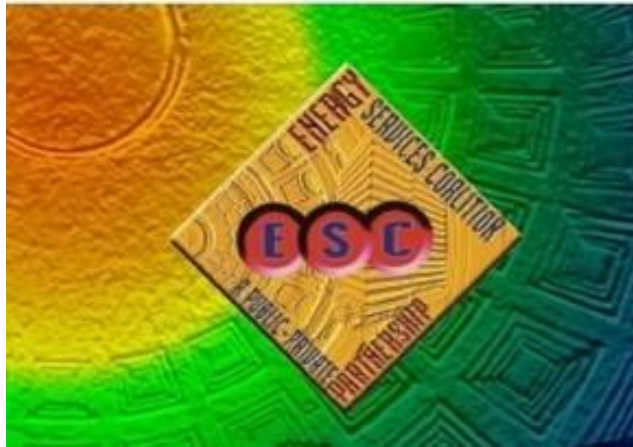
## Spotlight on US DOE

**May, 2014:** US DOE led an initiative with industry and stakeholders to update the ESC's standardized templates. The result is a refined and streamlined set of [model contract documents](#) for use in both state and local governments. DOE introduced the new documents through its new State ESPC Accelerator Program. The State Accelerator is modeled

after the FEMP effort to generate \$2 billion in projects through GESPC. The ESPC Accelerator's goal for state and local governments is a target of \$2 billion in projects by 2016.

## ESC Chapter launches in New York in support of Green Bank

**May, 2014:** Governor Andrew M. Cuomo launched an expansive effort to improve energy efficiency in New York state. A new state Green Bank is a critical piece of this energy initiative. The NY Green Bank is designed to unleash the power of private sector energy financing. The Green Bank's \$1 billion capitalization could produce as much as \$8 billion of additional private sector investment in clean energy projects over the next ten years. As part of this initiative, a new ESC Chapter was launched in New York state to help grow retail energy services and help expand energy efficiency business opportunities through support of the Green Bank.

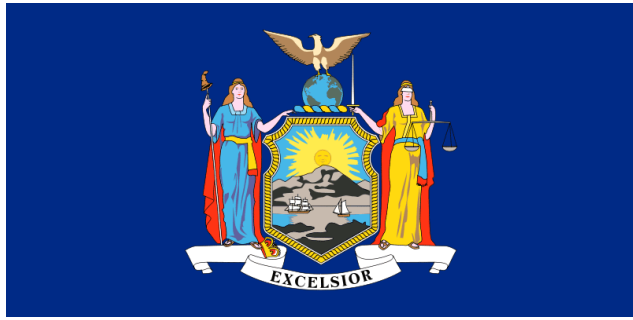


## Spotlight on Nevada

**April 1, 2014:** The Truckee Meadows Water Reclamation Facility (TMWRF) is getting a \$24 million GESPC. An energy audit revealed improvements were needed to keep the integrity of the plant and lower energy, chemical and operational costs. The audit included a retrofit plan that would make TMWRF 45 percent energy independent, saving more than \$1.1 million in energy, chemical and operational costs per year.

## Spotlight on New York

**Feb 23, 2014:** Mamaroneck's Hommocks Ice Rink has completed a GESPC project at the 30-year-old facility. The ice rink is the town's largest energy user, and the energy renovations are part of a larger GESPC that will save the town a \$292,000 in utility costs in the first year. The rink's old mechanical systems were failing and the GESPC involved installing new chillers, condensing units, dehumidifiers and LED lighting. Best of all, the ice rink can be used 12 months a year instead of the previous nine-month season.



## Spotlight on Arizona

**Feb 9, 2014:** The State of Arizona released its Master Energy Plan and one of the five initiatives identified in the plan focuses on GESPC. The state plan calls for the development of an GESPC contract through partnerships with the Arizona Department of Administration, the Arizona State Procurement Office and the Arizona Attorney General Office's which will be used to identify, design, implement and maintain

energy-efficiency projects through energy performance contracting in state buildings. The plan also calls for an updated prequalified list of ESCOs from which state agencies and school districts will be able to procure. Read more here: <http://www.azenergy.gov/doclib/EmPowerAZExecSum.pdf>

## Spotlight on Alabama

**Jan 25, 2014:** Limestone County Schools partnered with Schneider Electric on one of the largest public school renovation initiatives in Alabama. The \$22 million turnkey energy efficiency project included significant upgrades to all 13 campuses in the county, projected to save \$500,000 annually. Not only will the school reduce energy and water use, it is also providing an environmental and economic boost to the community.



# 2013 . . .

## Spotlight on Kentucky

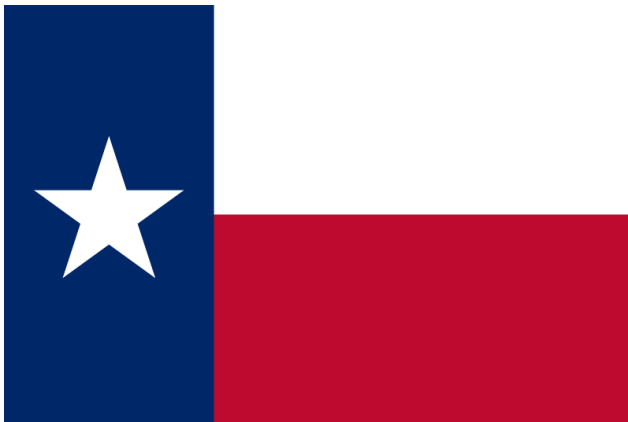
**July, 2013:** The University of Kentucky's \$25 million GESPC is the Commonwealth's latest example



where a project's verified savings have significantly exceeded the guarantee. In the past fiscal year the university cut utility costs by \$2.4 million a year, exceeding the guarantee of \$2.2 million. In 2009, Eastern Kentucky University entered a \$27 million/12 year GESPC. From July 2012-June 2013, ECU realized approximately \$3.2 million in utility cost and operational savings -- nearly a million dollars more than the annual guarantee.

## Spotlight on North Carolina

**June 14, 2013:** Gov. Pat McCrory applauded action by the UNC Board of Governors in approving groundbreaking lighting and other energy-saving efforts that avoid \$25 million in energy costs through a unique system-wide guaranteed energy savings contract involving 13 UNC campuses, the UNC General Administration and several affiliated organizations.



## Spotlight on Texas

**May 26, 2013:** Texas SB 533 was approved May 24th. The bill amended guidelines for energy savings performance contracting. The bill's language provides new guidance for the review of cost savings to state agencies and institutions of higher education under energy savings performance contracts.

## Spotlight on North Carolina

**May 26, 2013:** Legislation moving through state chambers impacts GESPC. HB654, if passed, provides that any energy savings realized by State Agencies may remain available to the Agency for other facility upgrades related to reducing energy and water consumption.

HB645 amends the existing statute governing Guaranteed Energy Savings Contracts. Among the new proposals is a change that allows a governmental unit wishing to enter into additional performance contracts with the same qualified provider within five years of signing a performance contract with that provider, the governmental unit may enter directly into a guaranteed energy savings contract with the same qualified provider. The State Energy Office shall review the terms and conditions of the agreement prior to execution.





## Spotlight on Massachusetts



**May 25, 2013:** Senate Bill 390, if adopted, will provide for an energy efficiency and clean energy program in public school buildings. The bill will also authorize the Administration and Finance agencies to issue and sell from time to time revenue bonds, known as "clean energy bonds", in an amount outstanding at any one time not to exceed \$50 million.

## Spotlight on California

**May 25, 2013:** AB719 is making its way through the California Legislature. This bill would require the Public Utilities Commission, on or before March 1, 2014, to order electrical corporations to submit a tariff to be used, at the discretion of local governments, to fund energy efficiency improvements in street light poles owned by the electrical corporations. Under this bill utility-owned street light poles, whose electricity use is paid by local governments, be converted to use cost-effective technology that reduces electricity consumption to achieve lower utility bills.



**CALIFORNIA REPUBLIC**

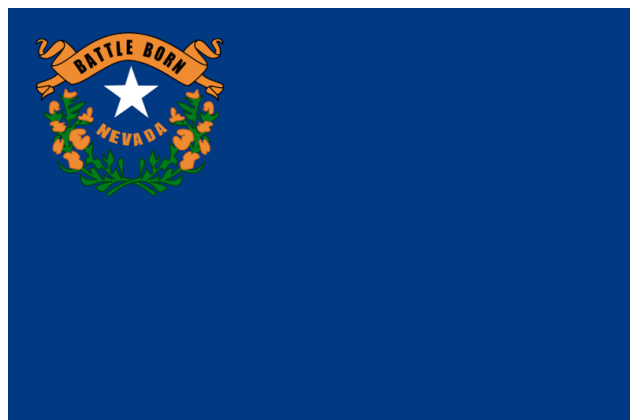
## Spotlight on Kentucky

**May 25, 2013:** HB 288 passed into law expanding the definition of eligible buildings for GESPCs to include infrastructure and other real property that use energy, water, and other utilities.



## Spotlight on Nevada

**May 25, 2013:** SB142 revises state statute governing performance contracts. The bill has three provisions including a requirement that the Nevada Office of Energy provide local governments information, educational resources and support relating to operating cost savings measures and GESPC. It also calls upon the Office of Energy to include on its website information and education resources relating to operating cost-savings measures and GESPC.





## Spotlight on Alabama

**May 13, 2013:** The State Building Energy Retrofit Program is saving more than \$1.6 million in annual energy costs in Alabama Correctional facilities resulting from GESPCs funded through the ARRA State Energy Program administered by the ADECA.

## Spotlight on Arizona

**March 29, 2013:** Santa Cruz Valley Unified School District No. 35 will have its long-awaited, district-wide energy-efficient upgraded heating, cooling and lighting systems by September 2013. The \$4.2 million cost will be paid entirely through an 18-year energy savings performance contract. The project is being financed through a 1.8 percent federally subsidized bond (called Qualified Zone Academy Bonds - QZAB)



## Spotlight on Colorado

**March 22, 2013:** Governor Hickenlooper signed Senate Bill 13-028 into law. While previous legislation required state agencies to perform energy efficient renovations, design, or new construction to achieve the highest performance standard certification attainable, the state agencies and departments were not statutorily required to track the data needed to measure whether the

certification was indeed attained. This bill mandates tracking actual state building energy consumption to evaluate whether the facilities are performing at an optimum level and report the results on annual basis.

## Spotlight on New Hampshire

**March 10, 2013:** The fourth and final City of Dover energy performance report for 2012 shows an annual savings of \$317,642. The 10-year energy performance contract was implemented in 2009 and involved 14 of 15 city facilities. Energy savings from the project during 2012 include \$105,925 on electricity, thermal savings of \$159,910 and water and sewer savings of \$13,078. According

to the report, the original annual savings guarantee of \$304,510 includes \$256,990 in energy cost avoidance, \$13,680 in operations and maintenance cost avoidance, and a future capital cost avoidance of \$33,840.



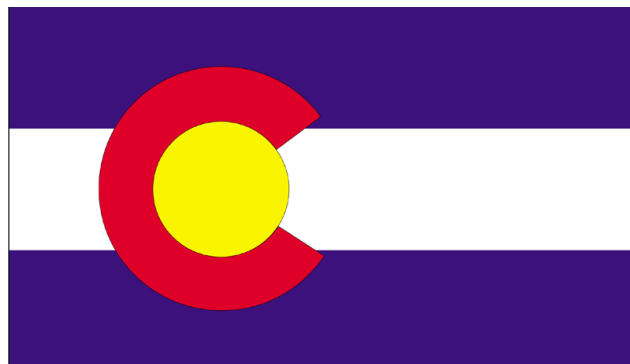
### Spotlight on Arizona

**March 6, 2013:** Over a span of three years (2010 to 2013) Tucson Unified School District implemented \$2.9 million in energy projects in 15 schools. In 2009, TUSD was awarded an \$878,000 grant toward the projects from the State Energy Program (administered by the Governor's Office of Energy Policy) while financing the rest of the cost through an GESPC. The projects are saving an estimated \$462,182 a year in

energy costs.

### Spotlight on Colorado

**Feb 14, 2013:** The American Council for an Energy-Efficient Economy and the Alliance for Water Efficiency recognized the City of Boulder's Energy Savings Performance Contract as an "exemplary program" that saves both energy and water. The City was honored for its innovative, cost-effective approach to reducing energy and water use at 66 city facilities. Water conservation,



such as the replacement of existing water fixtures with low-flow devices, has resulted in a total reduction of 2,796 kilo-gallons annually. The city's facility maintenance backlog was also reduced by \$1.8 million due to the installation of newer, more efficient and longer lasting equipment.

### Spotlight on Massachusetts



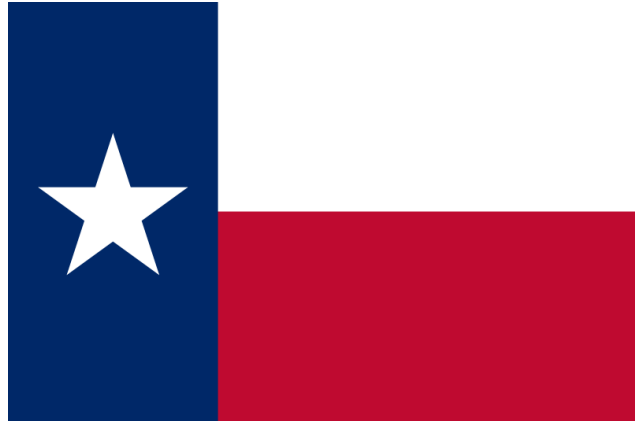
**Feb 14, 2013:** Lt. Gov. Tim Murray and other state officials joined Framingham State University leaders to celebrate the completion of the campus's GESPC project that involved a power plant conversion project. By switching from number 6 fuel oil to natural gas, university officials expect the upgraded facility to reduce the campus's greenhouse gas emissions by 30 percent and help save \$735,000 a year in energy

costs. The project was part of a \$7.1 million GESPC funded through the state's Division of Capital Asset Management and Maintenance.



## Spotlight on Texas

**Jan 9, 2013:** Building on its record energy efficiency, Austin Energy has entered into a GESPC on a \$5.2 million budget-neutral Domain District Cooling Plant project. The contract includes the installation of a new chilled water storage system to reduce the plant's peak electricity usage by shifting the chilled water load and associated electric consumption from on-peak to off-peak hours. The upgraded system will be comprised of a 2.4 million gallon concrete thermal energy storage (TES) tank, whose circulation will be maintained by three 200 horsepower horizontal split case pumps controlled by variable frequency drives.



## 2012 . . .

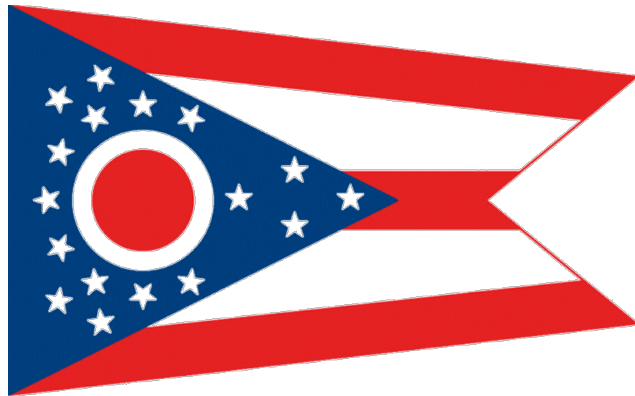


## Spotlight on Massachusetts

**Dec 20, 2012:** The City of Lawrence has completed the first phase of a \$545,000 GESPC at the City Hall, Library and Senior Center. The GESPC was partially funded by grant money from U.S. Department of Energy's EECBG program. Savings are projected to exceed \$50,000 annually.

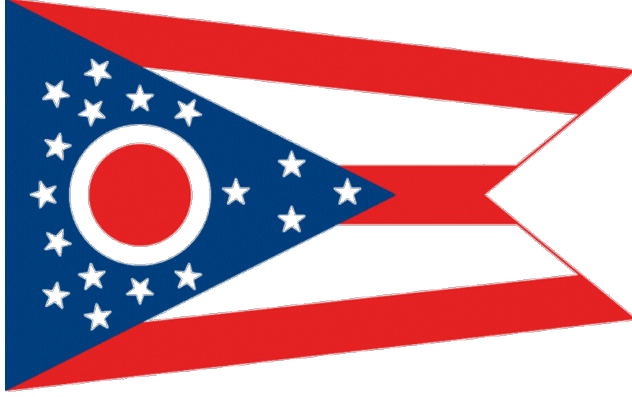
## Spotlight on Ohio

**Nov 1, 2012:** London City Schools is expected to save as much as \$2.3 million over the next 15 years through a GESPC that leverages Ohio's landmark energy conversation legislation (HB 264). Legislation passed by the Ohio General Assembly in 1985 allows school districts to obtain low-interest, 15-year loans to improve energy efficiency.



## Spotlight on Ohio

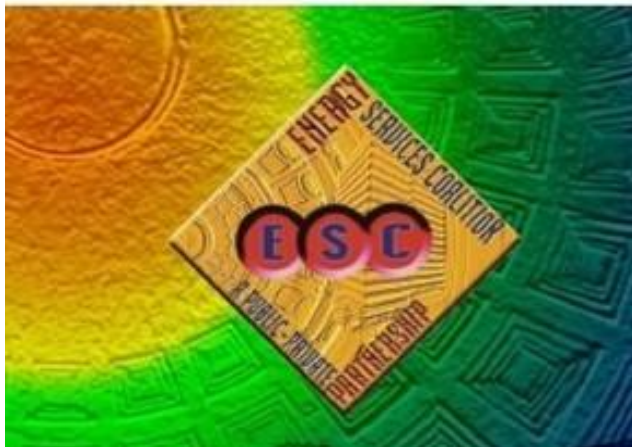
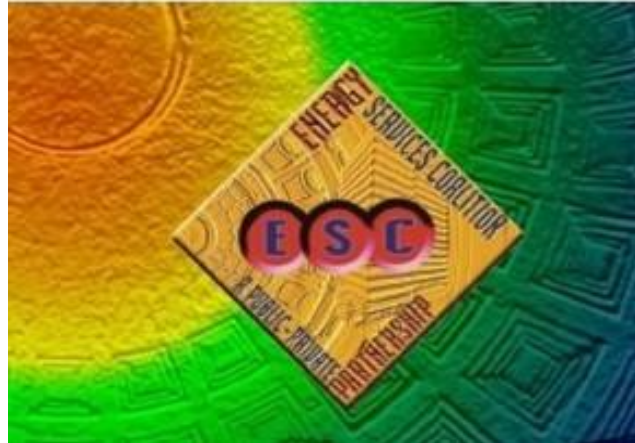
**Sept 18, 2012:** Don Gilligan, NAESCO President, told participants at the annual NASEO energy policy strategy conference that energy service companies have invested nearly \$1 billion of private capital in Ohio public facilities through GESPC projects since 1985. Despite that



investment, he said the state has performed comprehensive energy efficiency retrofits in only 10% of its buildings and at the current pace will not meet the state's 20% mandate in state facilities by 2014.

### Florida ESC Chapter nears 10-year milestone

**Sept 6, 2012:** Florida ESC Chapter Update: Tracey Gallentine, Private Sector Chair, reported the state's ESC Chapter was chartered in 2002 and is nearing the end of the second of two five-year program plans.



### Pennsylvania ESC Chapter is nation's 6th largest Chapter

**Sept 4, 2012:** Larry Myers, Private Sector Chair, reported the Chapter, which started in fall of 2010, is the 6th largest ESC Chapter. The Chapter is averaging a membership meeting every quarter and also has a newsletter. Meetings rotate between the state's three largest cities, Philly, Pittsburgh and Harrisburg and the Chapter is focusing on getting the entire supply-chain involved. More than 150 attended the Chapter's first

workshop. Diana Shellenhammer, Private Sector Chair, said the Chapter's next workshop is scheduled for September.

### Massachusetts ESC Chapter outreach is paying dividends

**Aug 31, 2012:** Eileen McHugh, Public Sector Chair, reported there are 192 projects in progress throughout the state representing up to \$235 million in investments and \$12 million in annual savings. The Chapter provides education to cities and towns and has promoted aggregating small communities to do projects.



## Minnesota ESC Chapter celebrates first birthday

**Aug 29, 2012:** Peter Berger, Public Sector Chair, reported the MN Chapter started a year ago and now has 42 members. The state's first GESPC workshop is scheduled for October. The State Energy Office has pre-qualified 11 ESCOs and created a joint-powers agreement to allow schools and others to use the state contract. US Sen. Al Franken has held several seminars on energy retrofits with the Chapter's involvement.



## Delaware ESC Chapter reports on trends

**Aug 28, 2012:** Tony DePrima, Delaware Sustainable Energy Utility, presented on the scale, trends and opportunities for GESPC in Delaware during the 1st ESC Market Transformation Conference in Nashville, Tennessee. DePrima observed a key provision of Delaware's enabling legislation being that agencies budgets "shall not be reduced as a result of energy savings obtained."



## Spotlight on Minnesota

**Aug 15, 2012:** The Minnesota Division of Energy Resources is providing technical, contractual and financial assistance to state agencies, local governments, school districts, and institutions of higher learning that elect to implement energy efficiency and renewable energy improvements through Guaranteed Energy Savings Contracts. The intent is to maximize job creation and operational cost

savings through investment in public facilities with the goal of reducing energy consumption by 20 percent throughout all state agencies.

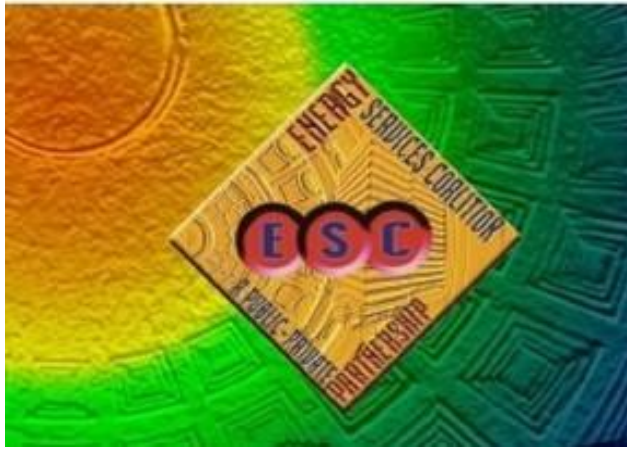
## Spotlight on New York

**July 15 15, 2012:** Gov. Andrew Cuomo announced his intentions to have the New York Power Authority finance some \$450 million in cost-effective energy efficiency projects over the next four years to reduce consumption in state buildings by 20 percent. NYPA also intends to finance an additional \$350 million to





provide financing and technical services to county and local governments and schools for energy efficiency.



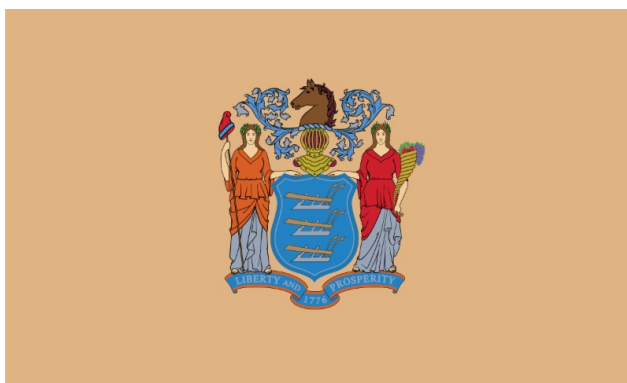
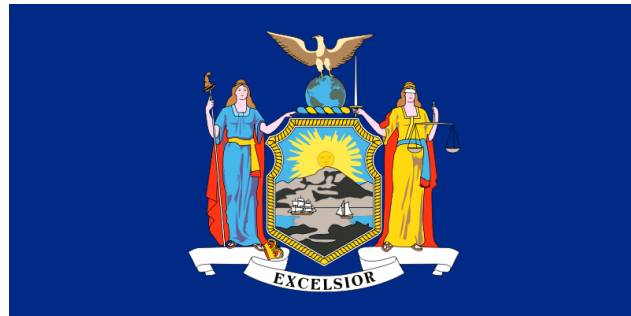
## Minnesota ESC Chapter hosts workshop for local governments

**June 13, 2012:** Thirty people gathered in Appleton, Minnesota to participate in a Financing Energy-Saving Projects for Local Governments & Schools event. The forum, sponsored by the MN ESC and West Central Clean Energy Resource Team, was geared toward counties, cities, municipalities, school districts, townships, municipal utilities, and other local units of government to help them better

understand the current tools available to finance energy efficiency and renewable energy projects, including Energy Savings Performance Contracting. Presenters included members of the Energy Services Coalition.

## Spotlight on New York

**June 8, 2012:** One year after implementation of a \$20 million energy savings performance contract with Johnson Controls, the Empire State Building is ahead of plan and has exceeded its year one energy-efficiency guarantee by five percent, saving \$2.4 million and establishing a commercial real estate model for reducing costs, maximizing return on investment, increasing real estate value, and protecting the environment. The improvements are paying off in other ways too, the project has attracted new tenants looking for space that reflects their sustainability values.



## Spotlight on Florida

**June 4, 2012:** Florida A&M University (FAMU) has entered into a \$12.2 million performance contract that will save the college approximately \$1.2 million in equivalent guaranteed annual energy savings. In 2009, FAMU implemented a Phase 1 GESPC, a \$2.4 million project that successfully introduced the energy efficiency and financial benefits of performance contracting to the school. Phase 2 will put numerous

local contractors to work and prompt a local mechanical systems company on the project to hire several additional employees to do the job

## Spotlight on Massachusetts

**May 17, 2012:** Every \$1 million invested in energy retrofiting produces 16.7 jobs, according to estimates by the Political Economy Research Institute at the University of Massachusetts, Amherst.



## Spotlight on Arizona

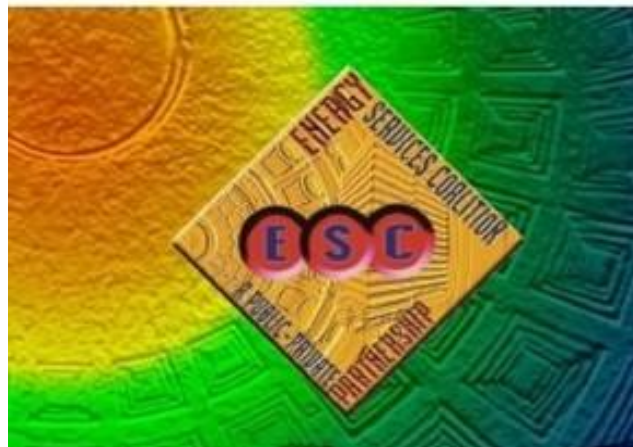


**April 30, 2012:** The Arizona Governor's Office of Energy Policy has wrapped up its very successful Energy Performance Contracting in Schools Program. The program, launched in 2010, was funded by ARRA State Energy Program funds and provided a 30 percent buy-down for schools that entered into an GESPC. Nearly \$50 million worth of projects in 28 schools statewide were completed during the two-year

program. The projects will save the schools a combined \$5 million annually on energy bills

## Georgia adopts ESC's Best Practices model to pre-qualify ESCOs

**March 19, 2012:** The Georgia Environmental Finance Administration is the latest State Energy Office to adopt and implement the Energy Services Coalition's best practice model for prequalified vendors. GEFA selected 15 companies for inclusion on the Georgia Energy Savings Performance Contracting (GESPC) prequalification list.



## Spotlight on Alabama



**Feb 17, 2012:** The Alabama State Building Energy Retrofit Program is using ARRA State Energy Program funding for energy retrofits in Alabama Department of Corrections facilities. The energy measures were identified through energy audits and are using the federal funds allocated to the state to leverage additional capital as part of long term, lease purchase financing with two Energy Service Companies. More than 200 energy projects have been funded in 32 correctional facilities statewide.



# 2011 . . .



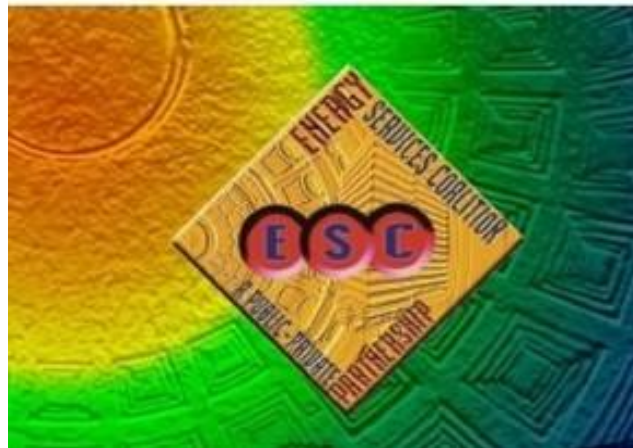
## Spotlight on Kansas

**August, 2011:** Emporia public schools have achieved anticipated energy savings as part of an GESPC project through the Kansas Energy's Office Facility Conservation Improvement Program. Since the improvements to the district buildings, the ESCO has reported Emporia Public Schools has exceeded the projected savings of \$179,918 from August 2010 to August 2011. The total savings to

Emporia Public Schools was over \$190,000. The upgrades are part of the Kansas Energy Office's Facility Conservation Improvement Program, which only certifies vendor companies that guarantee savings for energy efficiency clients if the loan amount for the efficiency upgrades combined with the energy costs exceed the costs of the old system.

## Tennessee ESC Chapter celebrates 10th anniversary

**January, 2011:** The Tennessee ESC Chapter organized in 2001 and meets on a quarterly basis. The Chapter is celebrating its 10th anniversary this year and boasts of completed projects covering all sectors of government in the state.



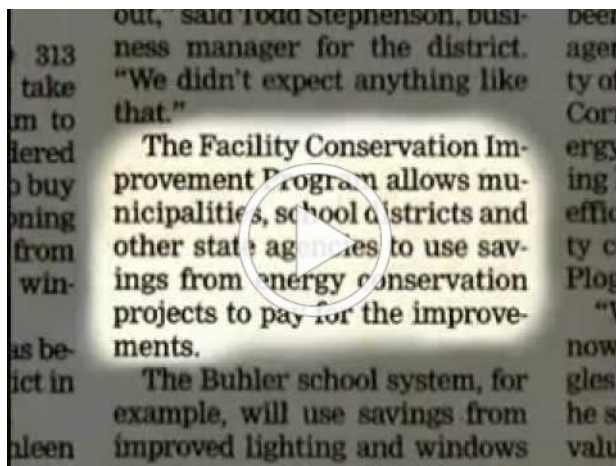
## Spotlight on Alabama

**January, 2011:** The Alabama State Building Energy Retrofit Program is utilizing GESPC contracts to undertake energy efficiency retrofits in 32 Department of Corrections facilities. All retrofits will be completed in early in 2012. Funding for the program is coming from the ARRA State Energy Program funds allocated to Alabama in 2009.

# 2010 . . .

## Spotlight on Georgia

**November, 2010:** Georgia voters overwhelming passed by a margin of 61% to 39% a constitutional amendment to establish a way for the state to pay to install energy-saving devices through a GESPC contract.



### Energy Smart Kansas

## Kansas State Energy Office's video case study of its Facility Conservation Improvement Program

**January, 2010:** The State of Kansas was one of the early adopters of a set of Best Practices that helped reduce the barriers to GESPC in the state. The Best Practices were based on the ESC's Key Attributes. In this promotional video, the Kansas State Energy Office documents the process and highlights three video case studies.

## ESC State Chapters of Alabama, Arizona and Texas collaborate on grant

**January, 2010:** Three ESC Chapters collaborated with their respective state energy offices on a US DOE State Energy Program grant. The project resulted in three video case studies of GESPC projects in each state covering medical, city and school market sectors.



### ESPC Water Meter Replacement

## Texas ESC Chapter and State Energy Office produce GESPC video case study

**January, 2010:** The Texas ESC Chapter took the lead on producing a GESPC video case study of a water meter and stoplight replacement project in Tyler, Texas. More than 31,000 water meters were replaced as part of the GESPC with Johnson Controls.

## Project (Tyler, Texas)

### Alabama ESC Chapters and State Energy Office produce GESPC video case of hospital project

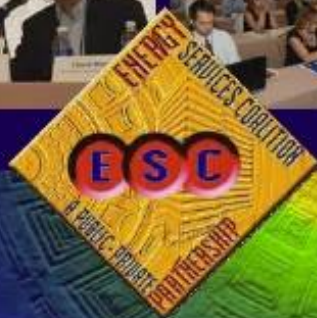
**January, 2010:** The Alabama ESC Chapter, in conjunction with the State Energy Office, documented a GESPC video case study of a 2009 project in Greil Hospital in Montgomery, Alabama. The \$1.476 million project has a 20 year contract term.



### Arizona GESPC case study: Prescott Unified School District

**January, 2010:** The Arizona Energy Office and the Arizona ESC Chapter collaborated on a video case study highlighting a successful school GESPC at Prescott Unified School District. The ESCO on the project was Ameresco.





# WANT IN ON THE ACTION?

The Energy Services Coalition is the nation's only public-private partnership organization leading the charge to deliver the benefits of Energy Saving Performance Contracting at the state and local level.

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**ENERGY SERVICES COALITION**

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