Please note corrections to Member Projects Section for ESP and ESG. Thank you.

NAESCO National Association of Energy Service Companies

NAESCO News

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2017 Platinum Annual Sponsors

December 2017

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An Interview with Leslie Nicholls, Acting Director, Federal Energy Management Program, Office of Energy Efficiency and Renewable Energy, U.S. Department of Energy

What new initiatives within the Department of Energy should ESCOs know about?

Federal agencies are placing strong emphasis on agency mission assurance and resilience, which is helping to guide some new initiatives at FEMP. For example, our staff is working closely with the Department of Defense and civilian agencies like the National Aeronautics and Space Administration on using

Leslie Nicholls

performance contracting for resilience through on-site generation. Such potential projects may include a micro-grid, combined heat and power, battery storage and renewable power, greater reliability, better controls, the ability to focus on critical loads, and more.

FEMP continuously looks to improve what we can do to help agencies achieve their goals, including developing new program offerings, updating existing guidance, or creating new guidance reviewed for legal sufficiency by the Department of Energy (DOE) General Counsel's office. For example, we are currently updating and clarifying guidance on O&M savings, a potential source of substantial savings for many performance contract projects.

"The future is bright for performance contracting. What makes performance contracting a solid financing tool is that it is flexible and serves many needs and purposes."

FEMP recently released the Energy Savings Performance Contract Energy Sales Agreement (ESPC ESA) Toolkit, which provides federal agency contracting officers and other acquisition team members with information that will facilitate the timely execution of ESPC ESA projects. The Toolkit provides recommendations and editable templates based on requirements and considerations the ESPC ESA contract structure is subject to, including the IRS Revenue Procedure 2017-19 published in Internal Revenue Bulletin 2017-07 on February 13, 2017 which provides a safe harbor under which the Internal Revenue Service will not challenge the treatment of an ESPC ESA between an energy service company (ESCO) and a federal agency as a service contract under 7701(e)(3) of the Internal Revenue Code.

FEMP and the Environmental Protection Agency are currently partnering agencies to implement cost-effective renewable energy projects using the ESPC ESA project structure through the Affordable Power Infrastructure Partnership. This partnership focuses on a programmatic approach to aggregated on-site solar projects using ESPC long-term contracting authority to leverage federal purchasing power and benefit from economies of scale.

FEMP, DOE's Solar Energy Technology Office, and others sponsored the National Renewable Energy Laboratory (NREL) to develop the Renewable Energy Optimization (REopt) Lite beta web tool, a publicly available tool that can be used to evaluate sites for behind-the-meter photovoltaic (PV) and storage opportunities. A no-cost subset of NREL's more comprehensive REopt model, the tool allows users to identify the system sizes and dispatch strategy that minimize a building's life cycle cost of energy and estimates the amount of time a PV and storage system can sustain the site's critical load during a grid outage.

FEMP continues to implement user-friendly improvements for eProject Builder (ePB), a secure web-based system developed and managed by Lawrence Berkeley National Laboratory on behalf of DOE. ePB enables ESCOs and their customers to upload, track and report their ESPC project-level data through the time of contract award. In 2018 there will be an automatic upload template developed for annual measurement and performance

verification results data, which will significantly streamline data entry.

FEMP is also developing a performance assurance training module for utility energy service contracts (UESCs). Performance assurance plans that are customized for the agency/project and include commissioning, comprehensive training, and strategically scheduled performance period engagement can be cost effective, strengthen site operations and maintenance (O&M) programs, and meet requirements of OMB and 42 USC 8253. The opportunity also exists to provide a customized method of ensuring long-term energy conservation measure performance in place of prescribed measurement and verification (M&V) with annual reports.

How can ESCOs working in the federal government space better support your efforts?

Strive for excellent communication and outreach between all parties. When ESCOs reach out to agencies to get them interested in an ESPC or UESC, remember that FEMP can separately follow up and provide assistance to an agency site. ESCOs should work closely with Federal Project Executives (FPE) to establish a good working relationship throughout the process, but in particular with agency outreach. Encourage agency personnel to follow up with the FEMP FPE while keeping the FPE informed of agency interest. FEMP staff can follow up with agencies to help them decide on a best fit for a contracting vehicle and provide the initial training they need to get started.

In the UESC industry, it is important for ESCOs to keep in mind that the serving utility is the prime contractor on the UESC and must be a key part of the project team. ESCO efforts to foster communication between the utility and project team will lead to improved customer satisfaction.

Also keep in mind that the performance contracting community is small and perceptions circulate fast. Doing quality work, standing behind promises and contract requirements, and rectifying problems in a way that satisfies agency customers are all important elements to maintaining a sizable market for performance contracting. Bad news travels fast, bolsters skeptics, and makes some federal decision makers reluctant to do performance contracting. Some suggestions to help maintain independent ESCO and the wider performance contracting program's reputations include:

- Do great work. Assign your "A" teams and listen to customers during project development.
- Maintain good communication with agency personnel throughout the process, and be responsive to specific agency policies.
- Maintain schedules, work to meet schedules, and communicate changes.
- Be innovative. Show how you can include not just the bread-and-butter measures, but also advanced technologies, a whole building approach where applicable, renewable energy sources, etc.
- Have ESCO staff involved in both the development and construction for good continuity.
- Throughout construction, manage subcontractors closely and correct mistakes quickly.
- Produce clear and accurate M&V reports (for ESPC) and performance assurance reports (for UESC) and stand and behind guarantees.

FEMP's FPEs have many years of experience with these issues, so please call on us for

questions and to help improve your approach.

How do you view the future for ESPCs and UESCs post-2017?

The future is bright for performance contracting. What makes performance contracting a solid financing tool is that it is flexible and serves many needs and purposes. As the new administration shifts emphasis to infrastructure, economic development, and support for U.S. enterprises, performance contracting is well positioned to serve. In addition, performance contracts can help address new focus areas including resilience with on-site generation, potentially including micro-grids, data center consolidation and modernization, and space consolidation.

The cycle for equipment upgrades, as is the need, is continuous. Not only do buildings age, but the energy and water improvements that were installed 20 or 30+ years ago are constantly aging to the point where new projects, with ever-improving technology, products, and equipment, become economical. ESPCs and UESCs now have a substantial track record showing they are often the best contract vehicle to achieve these needed improvements. They provide quality, accountability, and persistence of savings, and faster than could ever be achieved without these paid-from-savings tools that bring in private financing to augment what can be done with appropriations alone.

An April 2017 study by Lawrence Berkeley National Laboratory, "Updated Estimates of the Remaining Market Potential of the U.S. ESCO Industry," estimates $10-15 billion in potential federal investments. To reach the upper limit of federal investment and savings, FEMP anticipates the future of ESPC and UESC includes more strategic leveraging of appropriations with performance contracting to achieve agency mission goals. Space consolidation has potential for significant energy savings and is a largely untapped market for federal performance contracting. Inclusion of process load in projects is another good opportunity; FEMP is currently working with DOE's Sustainability Performance Office to assist them with deep retrofit performance contracting program for DOE sites, where we anticipate high potential for process load energy savings. Significant opportunities also exist in data center projects, including consolidation, infrastructure upgrades to much more efficient systems that are also very economical to maintain, and cloud computing.

While it would require new law, there is growing interest in using ESPCs to explore mobile sources, such as making ships and other mobile infrastructure more energy efficient -- both the hotel loads and propulsion.

FEMP also expects continued growth in UESCs as new utilities establish UESC Programs. FEMP is launching an effort to introduce the UESC contracting vehicle to new utilities in FY 2018 and beyond.

Are there any ESPC or UESC hot buttons of which ESCOs need to be aware?

The key to generating meaningful projects is to make sure projects are aligned with and support individual agency missions and policies.

Across the board, federal agencies are focusing heavily on energy security as it relates to their mission assurance, as well as cyber security. FEMP defines energy security similar to the Navy's approach to this term, where the three pillars of energy security are reliability, resilience, and energy efficiency. Performance contracting can touch on all three pillars,

but it is important for an ESCO to be flexible in its approach, and focus on the individual needs and challenges of each agency/site they are working with to help create successful solutions.

In addition to understanding the federal agency customer's mission, it is essential to get to know the various policies of that agency. There are several issues currently in flux and about which there is not unanimity among agencies, including: the use of reserve accounts to cover future expenditures like repair and replacement; certain aspects of operation and maintenance savings; the use of RECs (renewable energy credits) and other incentives to help finance performance projects; and specific energy or water conservation measures that an agency may not be willing to implement.

So while FEMP has developed guidance on some of these issues for a consistent approach, it is important to note that each agency has the ability to either accept our guidance or adjust it to meet their specific situations.

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13th ANNUAL FEDERAL MARKET WORKSHOP

March 14, 2018 - FHI 360 Conference Center, Washington, DC

NAESCO's annual Federal Market Workshop will focus on the key elements, updates, changes, processes, and people involved in the vast Federal energy efficiency and infrastructure improvement market.

The popular Workshop will attract ESCO leaders and vendor representatives already working in the Federal space and those seeking to break into the Federal market. In addition, Federal agency officials with responsibilities for setting and implementing Federal energy efficiency and infrastructure policies will be with us as invited speakers and attendees.

Additional Information & Registration

- Agenda
- Sponsor Opportunities
- Online Registration

Rates:

- $295 for NAESCO Members
- $395 for Non-members
- $95 for Public Sector

Venue
FHI 360 Conference Center

1825 Connecticut Ave, NW, 8th Floor
Washington, DC 20009
Map

The FHI – Conference Center is located 4 blocks from the Dupont Circle Metro Station on the Red Line. Take the Q Street exit out of the station and walk Northbound on Connecticut Avenue.

Parking

Garage parking is located at 2005 Florida Avenue, between Connecticut Avenue and T Street and is open between the hours of 7 am and 11 pm. We also recommend using Parking Panda https://www.parkingpanda.com/

Hotel

NAESCO Does Not have a block of hotel rooms reserved for this event. However, the link below has a list of hotels within a mile of FHI 360 Conference Center: Hotels

Thank you to our generous sponsors for supporting the 2018 Federal Market Workshop!

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Advocacy

NAESCO Advocacy Update December 2017

Overview

NAESCO continues to work on legislation, regulations, and policy issues that affect the ESCO industry at the federal and state level.

Federal Issues

On the federal level, NAESCO works with coalitions of national EE organizations to promote energy efficiency, renewables, distributed generation and demand response in federal legislation and federal regulatory rulemaking. The coalitions include the Federal Performance Contracting Coalition (FPCC), the Alliance for Industrial Efficiency, the Alliance to Save Energy (ASE), the American Council for an Energy Efficient Economy (ACEEE), the National Resources Defense Council (NRDC), the American Gas Association (AGA), the National Association of State Energy Officials (NASEO), the Energy Services Coalition (ESC), and a number of other groups. The coalitions plan national legislative and regulatory strategy and actively lobby. NAESCO also serves on the Executive Group of SEE Action, which is funded by DOE and EPA to identify and develop resources to solve problems in the acceleration of state and utility energy efficiency programs. Finally, NAESCO serves on the Board of PACENation, a national organization that provides education and expert resources to promote the expansion of PACE programs across the country.

Performance Contracting Challenge

NAESCO continues to work with the FPCC to ensure the implementation of the $2 billion extension of the Challenge announced in October, 2016, with its new focus on both water and energy efficiency, and is also supporting the FPCC's effort to get the Trump Administration to raise the goal to $10 billion. In the spring, FEMP announced the next round of IDIQ awards to 21 ESCOs. NAESCO participated in the FEMP national webinar at which the awards were announced, and also at which FEMP announced a new study by the Lawrence Berkeley National Laboratory, which estimates the total national potential market for performance contracting at up to $300 Billion, see LBNL Market Potential Study. Finally, both the House and Senate 2018 Budget Resolutions contain provisions that resolve the ESPC "scoring" issue by directing the Office of Management and Budget (OMB) to count both costs and savings, rather than just costs.

179D Deduction

NAESCO and several member companies continue to work with Van Ness Feldman and Prime Policy Group to seek an extension of Section 179D.

FERC NOPR

The Department of Energy has filed a Notice of Proposed Rulemaking (NOPR), asking that the FERC modify the rules that govern the regional ISO and RTOs to provide for "reliability" payments to generators that have a 90-day supply of fuel on site, e.g., coal and nuclear plants. The plants that would receive the payments have increasingly been "out of the money" (bid prices too high) in the ISO and RTO capacity auctions, and so are scheduled for near-term retirement. DOE also asked for an extraordinarily fast proceeding schedule for the NOPR. There is significant opposition across the political spectrum to this NOPR, from EE and RE groups, environmental groups, and conservative free-market advocates. NAESCO joined with EE coalitions in the initial round of comments to FERC.

Infrastructure Program

The large infrastructure program that the Trump Administration had promised has been delayed by the prolonged fight over the repeal of the Affordable Care Act and the tax reform legislation. Last winter, the Trump Administration published a short outline of its proposed program: a $1 trillion Public Private Partnership (3P) package that included about $200 billion in federal funding, primarily tax incentives. There was substantial pushback from senators and governors from both parties that this type of program was more modest than they expected and would result in higher tolls and fees to repay the private investors who would provide 80% of the capital.

NAESCO has been promoting ESPC as the most successful form of 3P program in the country, with more than $50 Billion of projects and more than $35 billion of capital improvements. We also emphasize that the private investment in ESPC projects is paid from savings, not from new tolls and fees. We are encouraged by the administration's apparent embrace of performance contracting and believe that performance contracting will be included in the Trump infrastructure program, hopefully next year.

HUD Programs and Procedures

NAESCO and a number of ESCOs have had occasional conference calls, hosted by the Department of Housing & Urban Development, to discuss several chronic problem areas in the HUD Public Housing Authority ESPC program, including the difficulties of implementing ESPC projects with the Rental Assistance Demonstration (RAD) program that is changing the federal funding of PHAs, the lack of knowledge of local HUD staff and PHA managers about the HUD Rate Reduction Incentive program, and the HUD initiative to stimulate EE projects in federally assisted multifamily housing.

State Issues

On the state level, NAESCO is defending the ESCO industry against legislation in several states that would severely restrict performance contracting, and is participating in long-term proceedings in California and New York to restructure ratepayer-funded energy efficiency programs and the utility business model.

Illinois

NAESCO organized a group of ESCOs and their lobbyists to defeat legislation that was sprung on us at the end of the state legislature's 2016 session. The promoters of the 2016 legislation introduced the same legislation (SB 1287) in early 2017. NAESCO organized a 2017 lobbying campaign, funded by a 9-member ESCO Working Group, to fight the legislation. Our efforts bottled up the bill in the state Senate, though it may stay alive during 2018. The ESCO Working Group is also modifying an RFP template for K-12 projects that has been drafted by the Illinois Association of School Business Officials (IASBO) to make it more usable for ESCOs.

Wisconsin

Governor Walker's budget was approved and includes a provision that revokes the Revenue Limit Exemption (RLE) for K-12 ESPC projects. The RLE allowed school districts that implement ESPC projects to avoid the referenda that are normally required to raise school district debt limits because ESPC projects pay for themselves from savings. As of January 1, 2018, all K-12 ESPC financing that involves debt instruments will have to be approved by voters at regularly scheduled elections. These legislators are now sponsoring a second bill, SB 236, which would eliminate ESPC in K-12 schools by requiring

that all K-12 construction projects use traditional spec and bid procurement. This bill has passed the Senate, and NAESCO is organizing a group of ESCOs to fight it in the House.

Business Energy Coalition (BEC)

NAESCO is working with a national organization of EE equipment manufacturers that includes Honeywell, Cree, Schneider, Whirlpool, UTC and Siemens; one ESCO (Ameresco) and two trade associations (NEMA and NAESCO) to fight legislation that would reduce or eliminate state EERS programs (e.g., Ohio or Connecticut). In 2017, the BEC has been active in Connecticut, North Carolina, Nevada, Maryland, Virginia, Rhode Island, and Ohio, submitting testimony, appearing in legislative hearings, and organizing lobby days in state capitols.

Ohio

In late December 2016, Governor Kasich vetoed legislation, heavily promoted by fossil fuel interest groups that would have made the 2013 suspension of the state's EERS and RPS goals permanent. The legislation has been reintroduced in the 2017 legislative sessions, has already passed the House, and is now in the Senate Energy & Natural Committee. NAESCO is working with the national Business Energy Coalition (BEC) to defeat this legislation.

Connecticut and Rhode Island

The state legislatures in both states are appropriating ratepayer funding for EE programs to fill holes in the states' general fund budgets. NAESCO worked with the Business Energy Coalition to oppose these funding cuts, and is now exploring whether it will be possible to revive the fix that funded EE programs the last time the Connecticut legislature grabbed the ratepayer funds. That fix allowed the utilities to borrow money to fund the programs, and the borrowing was repaid over several years through a ratepayer surcharge.

California

In California, a multi-year proceeding of the CPUC that is re-working the structure of the ratepayer-funded EE programs has reached a critical phase. Utilities filed their 10-year EE Business Plans in January, and the CPUC ruled that the Plans had to be supplemented with additional information by mid-June. NAESCO and other parties believe that the Plans, as supplemented, do not conform to explicit CPUC guidance and rulings and have requested the Commission to address issues such as the minimum 60% of the portfolio that is to be outsourced to third parties, doubling the state's implementation of energy efficiency (SB 350), and modifying the programs to recognize savings above existing conditions, with M&V based on normalized meter readings (AB 802). We have gone through multiple rounds of comments on various issues, and the Commission has issued a Proposed Decision that orders the utilities to begin the bidding process for third party contracts, while deferring decisions on the other aspects of the proceeding.

New York -- Reforming the Energy Vision

The New York State Public Service Commission (PSC) is in the middle of a proceeding to restructure the state's utility industry to enable customers to implement the full range of Distributed Energy Resources (DERs) -- EE, RE, DR, CHP, DG -- with utility support rather than resistance.

- The first stage of the proceeding established the fact that widespread DERs are technically feasible and valuable to all ratepayers, and the PSC ordered each of the

utilities to begin pilot DER programs.

- The second stage moves the utility revenue model away from the old centralized system, in which utility financial health and profitability are dependent on kWh throughput, to a system in which the utility acts as the operator for a complex network of DERs.
- The third stage is to persuade the utilities to invest stockholder funds into DER business initiatives, which would indicate that the utilities have embraced the new DER business model. The Cuomo Administration is putting pressure on the utilities to start making investments, but the utilities do not appear enthused.

It is important to note that while the PSC is moving ahead with this development, it is maintaining its commitment to NYSERDA and utility-administered EE and R&D programs, as well as to the DER financing initiative of the Green Bank. NAESCO served as part of the Best Practices Working Group, which surveyed EE programs around the country and made recommendations about initial programs that the utilities should implement. NAESCO also serves on the Advisory Board of Energize New York, the state's PACE coordination agency.

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NAESCO 34th Annual Conference and Vendor Showcase is Another Successful Event

It was a gathering of who's who in Los Angeles last month at the NAESCO 34th Annual Conference & Vendor Showcase. 300 people representing the industry at every level convened for two days of informative sessions and a sold out exhibit hall. Steve Lindemann and Steve Schiller kicked things off with a pre-conference workshop, *Preventing and Resolving Disputes on Performance Contracting Projects*. The keynote address was given by Paul Hibbard, Principal, Analysis Group, Inc., entitled *The Transition of the Electric Power Systems*. Conference sessions looked at the design of the utilities of the future, smart cities, the impact of big data, and macro policy drivers particularly as these relate to Energy Service Companies.

Terry E. Singer, Executive Director of NAESCO said, "NAESCO was pleased to host a very well attended conference spotlighting an extremely timely look at the intersection of the utility and ESCO industries as well as the growth of new technologies and market forces changing the complexion of the energy efficiency industry."

Mark your calendars for 2018 as NAESCO celebrates its 35th anniversary and 35th Annual Conference October 31-November 2 at the *Conde Nast*, award-winning Omni ChampionsGate Hotel & Resort in Orlando, Florida. The conference will feature a new and improved schedule based on member feedback and discussions.

You may view the photos from the Los Angeles event, courtesy of Randy Martin.

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NAESCO Elects New Officers

Natasha Shah (NORESCO) has been elected for a third year as the NAESCO Chair. Chuck McGinnis (JCI) will serve as our 2018 Vice Chair and our 2018 Corporate Secretary is Mike

Perna (Con Edison Solutions). Our Treasurer remains Scott Ririe (CTS) who is serving his third year in this role. The officers represent different types of ESCOs and have focused on managing the many challenges as well as opportunities facing the industry and working hard to ensure NAESCO continues to provide thoughtful and dynamic leadership. Thanks to our great team as well as to Greg Collins (ESG) who is stepping down after ably serving his two year term as Vice Chair.

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Industry Reports

2017 Building Technologies Office Project Peer Review Report
The 2017 Department of Energy Building Technologies Office Peer Review Report summarizes the feedback submitted by reviewers for the 109 Building Technologies Office projects presented at the 2017 BTO Peer Review. The report presents an overview of the goals and activities under each technology program area, a summary of project scores for each program, and a brief analysis of general evaluation trends. Individual project scores, full reviewer comments, and summaries of reviewer comments are available in the Appendix. See full report for more information.

ACEEE Releases Energy Efficiency in Capacity Auctions Report
According to ACEEE, the report released in early December, "puts a spotlight on an uncommonly popular topic: wholesale energy markets. Our new research shows that energy efficiency has provided steadily increasing value to grid operators and customers in two such markets. The report, Energy Efficiency in Capacity Auctions: A Historical Review of Value, finds that since they have been included, efficiency resources have almost tripled in the Mid-Atlantic auction and almost quadrupled in a similar auction in New England." Click to read full report.

Navigant Research Expects the Market for Energy Service Companies to Grow from $15 Billion in 2017 to More than $30 Billion in 2026
A new report from Navigant Research examines the market for energy service companies across North America, Western Europe, and Asia Pacific, providing forecasts, segmented by region, country, and customer and equipment type, through 2026.

"Globally, the ESCO business model and the energy performance contract financing structure are emerging as a valuable way for public and private organizations to realize sustainability mandates while meeting operational, financial, and human capital goals," says Tom Machinchick, principal research analyst with Navigant Research. "Some ESCOs also leverage intelligent digital tools that can tune into new and unique sources of information and add value before, during, and after a performance contracting project is complete."

According to the report, data captured from existing and new projects has allowed ESCOs to develop sophisticated statistical models to help stakeholders understand building performance and end-use customer operational, maintenance, and comfort issues. An Executive Summary of the report is available for free download on the Navigant Research website.

Information Technology and Innovation Foundation's Report Focuses on the Value of DOE's ARPA-E Program

According to an Information Technology and Innovation Foundation's (ITIF) press release, next-generation clean-energy firms that have received funding from the U.S. Energy Department's ARPA-E program go on to raise more private capital than other clean-energy startup firms, and they have particularly high odds of being in the top 10 percent of the fundraising distribution.

The study concludes that ARPA-E's results are complementary to the work of the private sector and have the potential to unleash innovations that the private sector would not support, so the authors of the report make the argument that Congress should reauthorize and expand the program.

Based on ARPA-E's results to date, the report recommends sustaining and expanding the program and infusing its most effective practices into other federal R&D funding agencies. The report concludes that:

- ARPA-E's operational autonomy and distinctive operating procedures should be maintained.
- ARPA-E's budget should be expanded.
- ARPA-E should be reauthorized.
- An ARPA-E trust fund should be established with royalties from oil and gas production on federal lands.
- ARPA-E practices should be infused into the rest of DOE.

"The evidence is increasingly clear that the private sector cannot support clean-energy innovation alone, in part because of a misalignment between the incentives of early stage financial markets and the realities of capital-intense technology development that occurs over long time horizons," said co-author Michael Kearney. "ARPA-E's unique organizational architecture and flexibility allows for the selection of a set of high-risk, high-reward projects and provides the technical validation necessary to attract private capital. Cutting ARPA-E would eliminate a productive asset in the U.S. innovation ecosystem and stymie America's ability to tackle urgent problems of energy supply, management, and use."

** ITIF is an independent, nonpartisan research and educational institute focusing on the intersection of technological innovation and public policy.*

Corporate Investment in Intelligent Building Technologies Provides Impactful, Cost-Effective Approach to Sustainability, According to Navigant Research

A new report from Navigant Research examines the market for intelligent building technologies for sustainability, with a focus on connectivity, data, and analytics as a means of aligning sustainability, energy, and facilities management for comprehensive business improvement.

Intelligent building technologies leverage connectivity and analytics to provide insight into ongoing facility operations as means of coordinating information critical to business strategy across the organization. As pressure grows for companies to demonstrate sustainability improvements, intelligent building technologies can assist by providing visible improvements in how offices and commercial buildings are operated.

"Leadership in sustainability can be a competitive advantage as organizations respond to shareholder, regulatory, and customer demands for tackling climate change," said Casey Talon, principal research analyst with Navigant Research. "Investment in intelligent building

analytics, in particular, can lead to effective and efficient ways to track the data and metrics that determine how well these companies are doing relative to their corporate goals."

According to the report, intelligent building technologies are capable of improving site sustainability within facilities and across portfolios. For example, facilities and energy management, IT, and operations teams are able to use a single intelligent building platform to monitor progress toward corporate sustainability goals.

An Executive Summary of the report is available for free download on the Navigant Research website.

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Welcome New Members!

Read about our new members in their own words.

ESCO Member

FPL Energy Services, Inc.
FPL Energy Services, Inc. is an ESCO, whose expertise includes energy conservation measures ranging from traditional efforts such as lighting retrofits to more advanced measures, including renewable energy. We have implemented millions of dollars in design work, project development and construction for buildings and clients of all types and sizes.

ESA Members

SLP Lighting
In 1969, Koller Enterprises Inc. formed **Scientific Lighting Products (SLP)**. SLP started with three different louvers and based on customer needs. Today SLP Lighting is a leader in developing and manufacturing a full range of lighting solutions and innovative products such as our Citadel Enclosures, Parabolic, Aluminum and Decorative Louvers, Prismatic Lenses Eggcrate, and many more products. SLP provides custom products with beginning-to-end service including: Engineering, Design, Prototyping, In-House Testing, Manufacturing, Distribution and more!

Universal Lighting Technologies
Universal Lighting Technologies is a global leader in the design and manufacturing of lighting products and control systems. Finely tuned over decades of advanced production exclusively in North America, Universal Lighting products are known for quality and reliability. Today, backed by the world-class research and development that comes with being a member of the Panasonic family, Universal is driving industry innovation forward with the industry's most advanced energy-saving designs and the production of LED drivers, modules and comprehensive LED retrofit and replacement solutions. With more than 150 patents in lighting technology awarded to Universal Lighting Technologies engineering designs, the industry turns to Universal for tomorrow's lighting products. In addition to investing in future technology to stay ahead of a quickly evolving industry, Universal remains committed steadfastly to providing industry partners with the most comprehensive line of ballasts and high installed base for nearly every application

imaginable. Based in Nashville, Tenn., with operations and distribution worldwide, the products of Universal Lighting Technologies are marketed under the Universal®, EVERLINE®, Triad®, Panasonic, and Vossloh-Schwabe brand names.

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NAESCO Announces Newly Accredited Members and Renewals

Policy makers and program administrators are struggling to identify experienced, high-quality energy service providers and NAESCO continues to expand its efforts to communicate the value of its rigorous accreditation program as a ready-made solution. Our Accreditation program began 20+ years ago in 1996 and we currently have 8 Accredited Energy Service Providers (ESPs), 17 Accredited ESCOs, and 2 Accredited Energy Efficiency Contractors (EECs).

At its November 2017 meeting, the NAESCO Board of Directors approved the recommendations from the independent Accreditation Committee that the following companies be granted accreditation:

I. Renewal Applicants

A. Constellation, Con Edison Solutions, and Siemens were reaccredited as ESPs.
B. ESCO Renewal: Honeywell was reaccredited as an ESCO.

II. New Applicants

A. ESCO Applicants: TEN and Willdan were newly accredited as ESCOs.
B. EEC Approval: IES was accredited as an EEC.

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Accredited Member Spotlight

IES

Over the past 25 years, **IES** has been providing Facility Solutions services to customers throughout California. IES provides design, engineering, and construction services of HVAC system applications, controls, lighting, and solar power generation facilities solutions. IES also extends expertise to providing energy management, energy education and student STEM apprenticeship programs with our existing and new customers. IES values the quality of their work and the relationships built with their customers.

"Our reputation is founded on providing quality work and customer service, and we are privileged to receive the majority of our work through referrals. NAESCO's rigorous scrutiny and accreditation of our energy services validates our commitment to quality and performance. Most rewarding was our clients providing testimony to the benefits of energy savings and our character and integrity as a company." - Stan Butts, Vice President, IES.

One of the recent successes of IES was the design, building, and construction of a 5MW Photovoltaic (PV) portfolio covering 24 sites at Panama-Buena Vista Union School District in Bakersfield, CA and saving the district nearly $1.6 Million in electric utility costs. The systems consisted of over 16,000 modules, 150 inverters and many shade structures for

added benefits. In addition to the PV installation, IES performed a comprehensive lighting upgrade and energy management and training services to compliment and help maintain performance.

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Member News

Energy Solutions Professionals' Partner Receives Energy to Care Award from the American Society for Healthcare Engineering

Russell Regional Hospital recently won the Energy to Care award. The award is presented by the American Society for Healthcare Engineering (ASHE) to hospitals that demonstrate excellence in energy-saving initiatives. ASHE, which independently verifies the results, found that Russell was the number one energy-saving hospital in the nation. The hospital worked with **Energy Solutions Professionals** to make deep energy retrofits that have resulted in annual savings of 47%. Additionally, the hospital earned an ENERGY STAR score of 100.

Entegrity Wins Arkansas Advanced Energy Business Innovation Award: Recognized for Courage, Savvy and Innovation

Entegrity's services include energy savings performance contracting, commissioning, energy modeling, building testing, lighting solutions, renewable energy, water conservation, and sustainability consulting. Founded in 2007 by Chris Ladner as a one-man consulting house, Entegrity has grown to 70+ professionals operating in Fayetteville, Memphis, Little Rock, St. Louis, Denver and Jackson, Miss. The company's ESPC division was formed in late 2013 following the passage of legislation enabling Arkansas' Energy Performance Contracting program. Since that time, Entegrity has developed and/or implemented over $50 million in ESPC projects in Arkansas. Earlier this year, the company formed solar and water divisions in response to market demand; the solar team has over 600 kW of projects currently under contract.

LFE Solutions grows to eight lighting experts: Wes Fannin added as Regional Sales Manager

Wes Fannin comes to **LFE/LFD** with more than ten years expertise in the lighting industry. Throughout those ten years he has worked with lighting sales agencies, lighting specifiers, corporate clients, lighting and electrical distributors, and ESCOs. To contact Wes: (920) 428-4813 or Wes@LFESolutions.com

McClure Company Named One of the "Best Places to Work in PA" for the 10th time

McClure Company recently announced that it has been named to Pennsylvania's list of the 100 Best Places to Work, which recognizes companies with exceptional workplace cultures. McClure was in the Large Company Category for Outstanding Employee Satisfaction. Appearing on the list for the 10th time, McClure Company was ranked no. 7 on the list, which is based on anonymous employee feedback.

"We've long held the belief that a talented, happy, motivated workforce will do great things for customers," said Chip Brown, President. "We continue to see the competitive differentiator for McClure Company is our employee-first focus.

Rexel Energy Solutions' Scott Munro to Retire, Christopher Monoson Named as Successor

Rexel Energy Solutions recently announced that Scott Munro, President and General Manager will retire effective December 31, 2017. Christopher Monoson, currently Vice President of Finance at Rexel, will assume the role of President and General Manager as of January 1, 2018. More about Munro and Monoson can be read here.

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Member Projects

AECOM to Perform ESPC Project at Patrick Air Force Base in Florida

AECOM, has been selected for an energy savings performance contract award by the US Army Corps of Engineers, Engineering and Support Center, Huntsville to implement energy and cost savings measures at Patrick Air Force Base, Florida. This design-build project will be financed with private capital and guaranteed by AECOM on the basis of the project's energy savings.

Led by the Air Force Civil Engineer Center, Patrick AFB is looking to develop a fence-to-fence project that will increase energy efficiency and improve its infrastructure. Using advanced energy modeling to drive improved energy resiliency and increase mission assurance, the project will mix traditional energy conservation measures such as lighting and HVAC improvements with progressive strategies such as smart energy management controls.

Ameresco and Cannon Mountain, DNCR Celebrate Completion of Major Energy Efficiency Initiative

Cannon Mountain, New Hampshire Department of Natural & Cultural Resources (DNCR) and **Ameresco**, have announced the completion of the approximately $5.1 million energy efficiency initiative at Cannon Mountain. The State of New Hampshire, which owns Cannon Mountain, contracted with Ameresco, Inc. for the project in July 2016. The work to install and enact energy efficiency and conservation measures for both Cannon's snowmaking and energy-supply systems has been underway for the past year.

The largest of the energy conservation measures was to replace 388 existing energy intensive land based air/water snow guns with tower mounted low-energy snow guns, and some portables. The new tower guns greatly reduced compressed air energy as well as the labor required to move the old land guns around the mountain. Twelve hundred feet of water/air lines were also added, as well as a new pump house located at 3,170

feet, to expand Cannon Mountains snow making ability at higher elevations.

The project's conservation measures also included replacement of Cannon's main-trunk power line with a new and more efficient primary power supply line and high- and low-voltage transformer to help increase power reliability and energy efficiency. In addition, upgrades were performed to enhance lighting and weatherization. These provide significant energy savings and improve operational efficiency on the mountain.

The project was funded through the state's energy performance contract, and is budget-neutral, with savings from the reduction in energy to be used to pay off the bond within 16 years. Annual energy cost savings are expected to be approximately $386,000.

Argonia School District and Energy Solutions Professionals Partner for Project
Argonia USD 359 has made significant changes throughout the district in an effort to reduce utility costs and improve classroom and building comfort. The district partnered with **Energy Solutions Professionals (ESP)** to develop and implement $680,000 of energy-saving improvements that are guaranteed to pay for themselves over time from utility and operational savings.

The new equipment and technology includes LED lighting, wifi connected programmable thermostats, expansion of the electronic building controls, new high-efficiency condensing-style furnaces, a variable refrigerant flow (VRF) system that provides cooling in the elementary school, destratification fans in the gymnasiums, and a new heating and air-conditioning unit for the elementary school gym.

ESP is also providing customized conservation training and energy guidelines to staff, students and administration in order to build awareness throughout the district about how each individual can contribute to saving energy at school, and at home.

The project will save the district over $31,000 annually on utility and operating costs. The carbon footprint of the district will be reduced by nearly 479,000 pounds of CO_2e annually, which is equivalent to the electric use of 33 homes each year.

The City of Oakland Park Announces Smart Metering Program in ESPC with Energy Systems Group
The City of Oakland Park, Florida announced that it has awarded a $6.4 million guaranteed performance contract to **Energy Systems Group** to develop a comprehensive scope of energy efficiency and infrastructure solutions, the first phase of which is a smart metering program. The meter infrastructure upgrades will enhance customer service, provide early leak detection, increase revenue, provide needed code compliance of backflow prevention, and reduce operating costs. Meter upgrades will begin in 2018. Click here to learn more about this project.

Johnson Controls Continues Existing 20-year Relationship with Colorado State University-Pueblo
Johnson Controls will continue a 20-year relationship with Colorado State University-Pueblo (CSU-Pueblo) through a recent contract that enhances sustainability efforts through an improved infrastructure and a reduction in energy demands across the 278-acre campus, without capital expenditures. In September 2016, the $12.5 million contract was signed between CSU-Pueblo and Johnson Controls. The improvements, which will encompass 20 buildings (1,099,594 square feet) across the campus, are expected to be

complete in February 2018.

The project addresses deferred maintenance, upgrades to existing equipment and systems and energy improvements over the next several years. Major elements include HVAC improvements, peak-shaving generators with distributed energy storage (battery storage), lighting improvements, water savings improvements, utility rate change and reduction. Engineers from the Colorado Energy Office provided collaborative guidance and consultative review of the Investment Grade Audit.

Through the energy performance contract, the annual utility and operational savings of approximately $650,000 are guaranteed to cover the costs of the work. Annually, the project is expected to decrease utility consumption by 21.8 percent for electrical consumption, 27.2 percent for electrical demand, 5.6 percent for natural gas and 5.5 percent for water. It will have a positive impact on the environment and enhance the campus' sustainability efforts.

One of the more innovative aspects is the design of a Distributed Energy Storage (DES) system that works in parallel with two new natural gas peak-shaving generators to shed campus peak demand throughout the year. The DES system is 250 kW, 250 kWh integrated package, designed to work in conjunction with generators. The generators will include noise mitigation strategies and the system can be isolated from an existing solar photovoltaic field, owned by a third-party provider via a private-public partnership arrangement. Johnson Controls will also work with CSU-Pueblo and the electrical provider to integrate three separately metered residence halls into the campus primary electrical meter to reduce peak demand as well as leverage a lower electrical rate tariff.

Southern Columbia Area School District Approves a Second Phase Energy Project with McClure Company

For the second phase of an ESPC project for the Southern Columbia Area School District in Pennsylvania, **McClure Company** provided an energy saving, safety-focused and capital upgrade solution for the District. At the Elementary School, the District will receive a brand new HVAC system, a new entrance vestibule, an addition to the gymnasium, and a secure administration office entrance. At the High School, a new LED lighting solution will be installed in for the auditorium and stage, as well as select air-conditioning upgrades. The Elementary, Middle and High school buildings will receive select double pane window upgrades, to replace existing single pane windows, and the stadium will receive new LED lighting. The project was implemented during the summer and was complete by the first day of school on August 28, 2017.

Selma-Kingsburg-Fowler County Sanitation District to Save $14.7 Million Through Project with OpTerra Energy Services

Selma-Kingsburg-Fowler County Sanitation District (SKFCSD) in California celebrated a major milestone in the implementation of its new energy program with two ENGIE North America companies, **OpTerra Energy Services** and Green Charge. During a recent groundbreaking event, District stakeholders, project engineers and contractors, and local elected officials commemorated the beginning of the clean energy generation and storage program that will help power treatment facilities across all 550 acres of S-K-F CSD service territory. As a result of the integrated solar, battery storage, and other conservation technology upgrades across the District, S-K-F CSD will save $14.7 million in energy and maintenance costs over the span of the program.

Selma-Kingsburg-Fowler County Sanitation District provides collection, treatment, and disposal of wastewater for nearly 43,000 Fresno County residents - managing nearly 11,300 residential, commercial, institutional, and industrial treatment connections.

More than 2.4 megawatts of solar photovoltaics (PV) will be installed at the Wastewater Treatment Plant, along with a solar parking structure at the Administration Building. A 500 kW/1,000 kWh energy storage battery system and other key energy efficiency measures such as HVAC unit replacements and LED lighting retrofits will supplement the solar implementation. By installing the solar system under Net Energy Metering (NEM), the District will receive full compensation from Pacific Gas & Electric for all the electricity generated by the solar projects at any time. With the new battery storage technology, S-K-F CSD will avoid paying peak demand charges from the utility by flattening its load. OpTerra is also working with S-K-F CSD to design the system to accommodate future plant expansion.

With the multi-tiered solutions underway, S-K-F CSD is looking forward to delivering positive economic, environmental, and community impacts for its customers in the Fresno area. Expected, future benefits include saving $14.7 million in energy costs over the life of the 20-year program, reducing District electricity spend by 70%, creating the equivalent of 244 jobs resulting from the economic multiplier effect, and reducing carbon emissions equivalent to removing 700 cars from the road, annually. The program is currently in the construction phase and is expected to be completed by summer 2018.

Washington County Sewer District Aim to Reduce Energy Through EPC with Wendel

The Washington County, New York Sewer District #2 entered into a 20 year EPC agreement with **Wendel Energy Services** in order to improve upon the energy and operating efficiency of their wastewater treatment plant and collection systems. The objective of the project was to reduce energy consumption and operating expenses while also improving their treatment processes and making a positive impact on the environment by reducing their carbon footprint. In order to create the savings necessary and meet the energy reduction goals, Wendel targeted a number of improvements across the wastewater treatment plant, and 5 pump stations. This included measures such as aeration system upgrades (blowers, ultra-fine diffusers, and controls), solids dewatering and polymer system improvements, lighting and lighting controls upgrades, Energy Management System (EMS) and instrument upgrades at the plant and five pump stations, and the relocation of a sewer force main to reducing pumping energy in the collection system.

Construction for the improvements to the facilities and collection system concluded in May 2016, where it was then noted that a savings of $225,000 were already achieved. Savings throughout the first year of operation were tracked, and exceeded the $164,000 guarantee put in place at the beginning of the project. These savings along with the projected 573 ton reduction of CO2 put Washington County Sewer District well on their way to meeting their goals. The project also helped the Sewer District to avoid SPDES permit violations and consent orders from the NYS DEC.

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Become a NAESCO Annual Sponsor in 2018

In 2018, NAESCO will be celebrating 35 years of advancing the energy efficiency industry as the leading national trade organization representing and promoting the energy efficiency industry in the marketplace, the media, and the government both at the state and federal level.

Become a 2018 Annual Sponsor and show your company's support of NAESCO. Join us in commemorating this momentous occasion by using NAESCO's reach to expand recognition of your company's commitment to making energy efficiency a sustainable and cost competitive resource to the widest possible audience.

How many decision makers will you reach?

- NAESCO welcomed 1000+ participants at its 2017 NAESCO meetings, workshops, conferences and webinars, of which at least 15% were potential public sector customers. We expect to exceed those numbers in 2018!
- NAESCO's website averages 4000 sessions and 14,000 page views per month. Nearly two-thirds of our visitors are new each month.
- An audience of 6,000+ industry contacts who regularly receive news and updates directly from NAESCO, will see your logo on all event marketing materials for the Federal Market Workshop, the Technology and Financing Workshop, and NAESCO's 35th Annual Conference & Vendor Showcase.
- Readers of NAESCO's quarterly, online publication, NAESCO News include 500+ state and federal energy policy makers, nonprofit organizations and allied trade groups, as well as energy efficiency trade press contacts.
- NAESCO proudly offers exclusively to our 2018 Annual Sponsors, multiple opportunities to maximize their visibility as a market leader to energy professionals nationwide throughout the year.
- As a NAESCO Annual Sponsor, your company's name and logo will be prominently featured throughout 2018 in NAESCO's publications and the home page of NAESCO's website.

For more information, please contact Heidi Walters, heidi@naesco.org.

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Member Products and Services

HyLite LED Expands LED Solutions with New Retrofit Series

LED Retrofit lamps intended to replace metal halide, high pressure sodium, and other HID light sources have grown tremendously in popularity because of their lower initial investment and high return on investment. Retrofit lamps cut energy consumption by up to 80%, provide years of maintenance-free operation, and offer the lowest total cost of ownership of any lighting technology. For these reasons, they play an important role in driving adoption to LED technology and promoting energy reduction and sustainability.

Despite the growing popularity of LED Retrofit lamps, there have always been applications where they do not work because of size constraints or light distribution requirements. To expand the availability of applications for LED Retrofit lamps and help drive adoption, HyLite LED is excited to introduce a new series of ultra-efficient retrofit lamps.

The New HyLite LED Intigo™ series features ultra-efficient illumination of up to 145 LPW in three different form-factors and distributions:

- **HyLite LED Omni-Directional (OD) Intigo™**: Compact 14W and 20W LED Lamps to replace 70W & 100W MH/HPS lamps. The HyLite LED OD Intigo™ Lamp's proprietary design allows it to fit in tight applications where LED retrofit lamps have traditionally been unable to work.
- **HyLite LED Post-Top (PT) Intigo™**: Designed as a dedicated Post-Top LED retrofit lamp to deliver light towards sidewalks and roadways with minimal wasted lumens and light pollution. 40W & 55W Models to replace up to 250W MH/HPS lamps.

LFE Solutions is excited to introduce SENSORWORX to NAESCO members!

SENSORWORX is a new brand of lighting controls that is redefining the occupancy sensor category. At the core of this claim is the incorporation of key innovations in three areas: Technology, Convenience, and Manufacturing Quality. Proudly made in the USA, SENSORWORX products were designed from the ground up utilizing the latest technology in electronics, and given mechanical designs that simplify and enhance the installation experience of an electrical contractor.

SENSORWORX was founded in 2017 by engineers with decades of experience in lighting controls, the team behind SENSORWORX has an unmatched resume of bringing high quality and innovative products to the lighting and building control marketplace. With particular expertise in occupancy sensing, their team is uniquely qualified to make the SENSORWORX brand the new standard of quality and technology excellence. Contact: Frank@LFESolutions.com or Bruce@LFESolutions.com

Rexel Energy Solutions Focuses on Utility Rebate Support for ESCO Clients
Rexel Energy Solutions continues to expand their capabilities around utility rebate support for its ESCO partners, supported by a team of rebate specialists and an online database tool.The online database tool empowers ESCO customers to easily find utility rebate programs in any state, as well as instantly find what products qualify for rebates and at what levels.

"By leveraging up-to-date utility program data, this new online asset enables our ESCO partners to seamlessly navigate through an often times complex rebate requirement process, allowing for faster and more cost-effective lighting upgrades," said Christopher Monoson, General Manager at Rexel Energy Solutions.

The database also assists RES partners in evaluating utility program funding, goals, customer eligibility, program depth, locations, etc. to help them identify advantageous programs in new areas of the country. It can also be utilized to identify opportunities to add new measures beyond their existing offering. The online database expands the ability to produce reports on rebate offerings for specific products and conduct searches on products and specific rebate programs.

In addition to the new online tool, Rexel Energy Solutions' team of utility rebate experts is always available to assist partners in identifying advantageous utility programs and rebate-qualified products. The team has the ability to produce custom reports on specific products or in specific territories for RES clients.

RES customers can register for access to the online utility rebate database tool at www.rexelenergy.com/utility-rebates. Their website also provides a variety of resources designed specifically for ESCOs, including a comprehensive product guide, and highlights their tailored solutions, including lighting design, product vetting, project specification and management, customized inventory and logistic solutions, and specialized solutions for utility-driven programs.

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Industry News

Industry Newsletter, *Utility Dive* Recently Publishes Opinion Piece by Alison Silverstein Regarding DOE Grid Study

If I'd written the DOE Grid Study recommendations, by Alison Silverstein

Energy consultant Alison Silverstein, organized the drafting of the Department of Energy "Staff Report on Electricity Markets and Reliability." This was written before the agency issue its Notice of Proposed Rulemaking to provide cost recovery for coal and nuclear generators on Sept. 29.

The Department of Energy's "Staff Report on Electricity Markets and Reliability," released on Aug. 23, 2017, addressed Secretary Perry's specific questions about the causes for recent power plant retirements and their implications for grid reliability. That study's summary and recommendations didn't take the longer view many stakeholders had hoped for, but it did answer the secretary's immediate questions.

Between late May and early July 2017, I organized the research and drafted the bulk of the technical portions of the DOE "Staff Report." DOE staff and management modified the technical study draft and prepared the summary of findings (Section 2) and recommendations (Sections 7 and 8). But that summary and recommendations missed some important points about reliability and resilience that are worth keeping in mind as stakeholders and policy-makers consider next steps. To continue reading, go to: Silverstein on DOE Grid Study

Putting Value on Carbon can Lower Energy Use, Campus Experiment Shows
More than 600 major companies - from BP to Microsoft - have adopted carbon-pricing programs to spur energy conservation and control their carbon emissions. But the effectiveness of these efforts has not been analyzed or publicly reported.

An article recently published in the journal *Nature*, provides new insights into the value of carbon-pricing incentives based on analysis of a pilot program at Yale University in 2015. The researchers highlight some of the ingredients needed to achieve successful carbon-pricing schemes.

In the paper, three Yale researchers provide an overview of internal carbon pricing strategies, including an examination of different models of implementation. Further, they illustrate how the Yale project, which has since been expanded into a campus-wide initiative, has provided empirical evidence of the effectiveness of utilizing such price signals.

"What we found is that carbon pricing can be a valuable tool to help reduce emissions, especially at a time when there is little activity to reduce emissions at the national level," said Kenneth Gillingham, a professor of economics at the Yale School of Forestry & Environmental Studies (F&ES) and lead author of the paper.

The co-authors are Stefano Carattini, a postdoctoral fellow at F&ES, and Daniel Esty, a professor of environmental law and policy at F&ES and Yale Law School.

Putting a price on carbon is considered a key strategy in the fight to limit the effects of climate change. Essentially, the idea is that offering direct incentives will promote behavior changes that encourage energy conservation and thus reduce greenhouse gas emissions. A company or institution can implement a carbon price through internal emissions trading, a carbon charge, or a "proxy price" on greenhouse gas emissions.

The Yale experiment with carbon charges across the campus has demonstrated the efficacy of price signals as a policy tool." See full article.

Energy Department Announces New Projects Between U.S. and China Businesses to Reduce Energy Consumption
The U.S. Department of Energy recently announced new projects between American and Chinese companies to collaborate and showcase successful models that can help industry adapt to new approaches and build business opportunities. These projects intend to improve energy efficiency across retrofitted systems in buildings and industrial facilities.

The 2017 U.S.-China Energy Performance Contracting (EPC) pilot projects were formally recognized by DOE Acting Assistant Secretary for Energy Efficiency and Renewable Energy

Daniel Simmons and China's National Development and Reform Commission (NDRC) at the 8th annual U.S.-China Energy Efficiency Forum (EEF) in Denver, Colorado. The EEF, which is organized by DOE and NDRC, brings together government, industry, and non-governmental leaders from the United States and China to highlight cooperative efforts, including energy performance contracting.

Nine EPC pilot projects were recognized for using a combination of innovative financing models, international performance measurement and verification protocols (IPMVP), integrated systems approaches, and achieving at least 20% energy savings building-wide or at least 1,000 metric tons of coal equivalent (TCE) across retrofitted systems in industrial facilities. This year's projects continue to diversify in building use-they include commercial buildings, industrial facilities, a power plant, medical facilities, and a university, across nine cities in China. The nine projects represent a total investment of $14.5 million (96.8 million CNY) in energy-saving measures.

There are now 21 U.S.-China EPC projects dating back to the program's inception in 2015. Earlier this year, in the release of the "Evaluation of Energy Performance Contracting Pilots: A Promising Way to Foster Deep Energy Savings in China," it was calculated that the 2015 and 2016 EPC pilots attracted $135 million (879 million CNY) in investment and are projected to save 67,000 TCE in energy per year.

DOE's Office of Energy Efficiency and Renewable Energy supports early-stage research and development of energy efficiency and renewable energy technologies that make energy more affordable and strengthen the reliability, resilience, and security of the U.S. electric grid.

Next eProject Builder Webinar on January 18, 2018

The eProject Builder (ePB) team hosts regular webinars to introduce ESCOs, ESPC 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 demonstration. An upcoming webinar will be held, **Thursday, January 18, from 2:00-3:30 pm EST**. To participate in the session, log into www.readytalk.com by clicking the "join meeting" button, and entering Access Code 4952370 shortly before the start of the webinar. The call-in line is 866-740-1260. If you would like further information on the sessions or to receive a calendar invitation, please e-mail epb-support@lbl.gov. For more information go to https://eprojectbuilder.lbl.gov.

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