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October 2019

TABLE OF CONTENTS

FROM THE DESK OF TIMOTHY D. UNRUH

NAESCO ADVOCACY UPDATE

R3 CONFERENCE AND SHOW

NEW MEMBERS

MEMBER NEWS AND RECENT PROJECTS

NAESCO ACCREDITATION NEWS

MEMBER PRODUCTS AND SERVICES

UPCOMING LBNL ePROJECT BUILDER WEBINARS

From the desk of Timothy D. Unruh, NAESCO Executive Director

At NAESCO, we are busily preparing for the Annual Conference and Expo – Renovate, Retrofit, Reduce being held in La Jolla, CA on November 13–15, 2019. As I review the agenda, I am excited about the slate of speakers that we have lined up. However, this meeting is far more than just some time listening to people tell us things...This is our annual time to coalesce as an industry. I have often considered the role of such things as the Annual Conference, and our gatherings in general. Certainly, there is need for the larger discussion about the role of NAESCO – our trade association, but for now, I want to consider the annual conference.



Likely, some of you have noticed that we have a new name for the event: *Renovate, Retrofit, Reduce*. These three words embody what we do as an

industry – well, almost. As we all know, the Energy Service Company of today is a dynamic organization that has the ability to accomplish significant changes in our nation's infrastructure, hence, the tagline: Recreating our Building Infrastructure. I hear of many projects that include such things as resiliency and security – to name a couple – indicating that our efforts are truly transforming the places we live, work and play!

However, getting back to the role of the annual conference. Why change the name? There are really two reasons behind the change: Promotion and Strategy. We typically have about 250 persons attend our annual meeting, yet members have expressed a desire to increase the attendance. They see that the event promotes the energy service company industry, while providing valuable information about market direction and client expectations. Having a name that goes beyond stating it is the NAESCO annual conference creates the opportunity to brand the define the meeting. As far as the strategy is concerned, moving the name to something that represents the industry begins to define us and the event further. Renovate, Retrofit, Reduce uses 3 R's for its name, similar to the 3 P's used in Public Private Partnerships, making a distinction from the public private partnership effort that is so often associated with roads, bridges, and ports, to one of buildings, structures and efficiency. When we think of infrastructure, we believe that our nation's building stock is a significant portion of our nation's assets – infrastructure that our industry is well poised to Renovate and Retrofit, while Reducing operational costs. So, by changing the name, we hope to increase attendance, grow industry awareness and define our purpose.

I hope to see you all in La Jolla, CA this November, because our annual conference is where we gather as coworkers, putting competition aside, improving the energy service company industry. At this event, we learn from each other the direction of the market, establish relationships with our affiliates, and form friendships that span the energy services industry as a whole.

>>[Top](#)

NAESCO ADVOCACY UPDATE - October 2019

NAESCO continues to work on legislation, regulations and policy issues that affect the ESCO industry at the federal and state level. Here are some of the highlights of our 2019 advocacy work during the past few months.

Proactive Efforts

NAESCO is pursuing four avenues to shift from a defensive to a proactive stance:

1. Regional Meetings

NAESCO has held two Regional Meetings of ESCOs (Madison in May

and Denver in August) to help tease out local/state level issues. The priority issues will be discussed at the NAESCO R3 conference in La Jolla next month.

2. News Monitoring

NAESCO has maintained subscriptions to E&E news, Energy Central, Bloomberg Government, Morning Consult and other publications to allow us to spot opportunities for ESPC support around the nation.

3. Advanced Energy Economy (AEE) Legislative Database NAESCO used advocacy funds to purchase access to the AEE Legislative Database to allow for alerts to new legislation that will impact ESPC.

4. Promoting ESCOs in National Forums NAESCO has made or will be making presentations at a number of energy meetings and conferences, including Energy Exchange, the Energy Services Coalition Market Transformation Conference, NREL Partner Forum, National Association of State Energy Officials Annual Meeting, ASE Energy Efficiency Stars, Association of Energy Engineers World Energy Efficiency Congress, National Governors Association Lead-by-Example Conference, the Harvard Forum on Energy Efficiency, ZLab Getting to Zero Forum, the Wichita State North American Power Symposium and the P3 (Public Private Partnership) Higher Education Summit.

5. Member Leads NAESCO's Executive Director has been forming personal contacts with each member company representative, encouraging them to make contact directly to the organization to provide earlier notification of issues.

Federal Performance Contracting Coalition (FPCC)

The FPCC is a sister organization to NAESCO that has as its members, a majority of the ESCOs that hold the Department of Energy's Super ESPC contract (Awarded mid-2017). The FPCC strictly focuses on Federal Advocacy to grow the Federal Performance Contracting market. The Executive Director has been working to coordinate NAESCO's efforts with the FPCC. Thus far, this has led to some joint meetings with their executive director, as well as a closer communication tie.

Federal Budget

The Congress enacted a Continuing Resolution (CR) in late September to fund the first part of the FY 2020 budget. The CR expires on November 21, at which time it seems likely that there will be another CR. The House and Senate failed to arrive at an overall budget deal, and so the House is proceeding to enact appropriations "minibus" bills which cover several departments. The minibus for the Department of Energy, which includes slightly increased funding for the Federal Energy Management Program (FEMP), the State Energy Program (SEP) and the Weatherization Assistance Program (WAP) as well as a new provision that would appropriate \$2 Million to create a Performance Contract Support function for state and local government programs.

Section 179d

There has reportedly been a "Four Corners" (leadership of both parties in the House and Senate) staff meeting on an extenders bill, but the meeting has not been publicized. Apparently both the Senate Republicans and the House Democrats have "non-traditional items" (additional to clean extensions of existing tax provisions) they would like to see in a bill, which complicates the negotiations. For example, the House Democrats see extenders as more corporate tax cuts, and want more than they got the last time when they were in the minority. If the two sides can reach an agreement on the outlines of a bill, there are still two major problems. The first is how to pay for the extensions. Democrats have proposed clawing back some of the 2017 corporate and individual tax cuts, which is not very popular with Republicans. The second is that there is no obvious legislative vehicle for the extenders to latch onto. Senator McConnell has ruled out trying to tack extenders onto a budget CR and there appear to be no other "must-pass" bills on the horizon.

HUD PHA Programs

NAESCO is working with a group of ESCOs to re-start the regular discussions with HUD about problems in the program that implements ESPCs in Public Housing Authority projects. A group of ESCOs met with HUD in mid-July, and NAESCO is attempting to get HUD interested in an ongoing dialogue. So far, HUD has not responded.

Minority Contractor Recruitment

At its last meeting, the Board instructed the NAESCO staff to investigate the how to facilitate the identification and hiring of minority contractors for ESCO projects. NAESCO has been working with the Emerald Cities Collaborative (promoting ESCOs in National Forums) to scope out an approach to the issue of minority contractor recruitment. ECC is working with Elevate Energy (www.elevateenergy.org) and Rocky Mountain Institute (www.rmi.org) on pilot projects in Chicago and Boston; NAESCO and a group of Illinois ESCOs have provided input in Chicago, and Don Gilligan has joined the Advisory Group for the Boston project.

US DOE ESPC MUSH Sector Working Group

The DOE Office of Weatherization and Intergovernmental Programs (OWIP) has convened a national Working Group to look at how to expand the use of ESPC in the Municipal, Utility, School, and Hospital (MUSH) market by addressing several perceived problem areas, particularly the lack of long-term M&V in many MUSH projects, which makes it difficult to demonstrate that projects are meeting their savings guarantees. Another priority of the group is the development of a set of recommended qualifications for customer technical consultants and/or owner's reps. MUSH customers are trying to obtain the same level of support that the Project Facilitators provide to federal projects, but in the absence of recommended qualifications, customers are hiring inexperienced individuals or firms that are expensive and don't deliver much value to the project.

ESCO Market Survey

NAESCO is working with the Lawrence Berkeley National Laboratory (LBNL) on our first ESCO Market Survey since 2015. NAESCO and LBNL will be reaching out to all NAESCO members, and other companies that implement performance contracting projects, to complete the survey in the early fall. This is the best overview we have of the status and growth of the ESCO industry, so we urge every company to participate.

State Issues

On the state level, NAESCO continues to defend the industry against legislative attacks, and is shifting its focus into a proactive mode – promoting performance contracting in states where we see an opportunity, because of new state Governors, state-level infrastructure programs, and/or utility industry restructuring.

California

In California, which is the largest state market for ESCO projects, the ratepayer-funded EE programs are in disarray. The California Public Utilities Commission (CPUC) has mandated that third parties replace utility administrators for program design and administration for most programs. This transition involves a multi-step bidding process, which has significant start-up problems, resulting in continuous setbacks in the schedule. In August, the utilities filed their 2020 program budgets, which said that their program portfolios are not cost effective, with TRC scores ranging from about .25 for the Regional Energy Networks to about .75 for SCE and PG&E. These scores mean that at least SCE and PG&E will have to rewrite their ten-year business plans and show that their portfolios will be cost-effective.

The major reason for the cost-effectiveness problems is that CPUC policy does not recognize most of the available, cost-effective savings, because the baseline for calculating savings eligible for incentives is Title 24 for buildings and "Industry Standard Practice" for industrial customers, rather than existing conditions. Title 24 is the state energy building code, which, mandates advanced LEDs with controls for all new buildings. So the CPUC only recognizes savings that are above code. Not much there. All of the "to code" savings (e.g., the conversion of T12s to LEDs) are out of bounds. Several years ago, the CPUC recognized that their policies were creating a problem, and NAESCO has pointed out that these policies contradict the master state energy policy, which is to acquire all cost-effective energy efficiency before any other resources, but the CPUC has not changed the baseline and cost-effectiveness policies.

Furthermore, the CPUC has made it so difficult for ESCOs and customers to get incentives for large "Custom Measures" projects that the program administrators appear to be essentially abandoning the market for large C/I and institutional customers.

NAESCO, working with a number of other parties, has been fighting these policies for a number of years, and helped to get two laws enacted to

remedy the problems. AB 802 mandates that savings be calculated based on existing conditions and normalized meter readings. SB 1311 mandates a strict timetable for CPUC review of Custom Measures projects. Unfortunately, the CPUC has not responded to the mandates by changing their policies and procedures.

This year, the construction unions sponsored legislation that may bring these issues to a head and prompt action from Governor Newsom. The union bill, SB 524, mandates that any project that gets more than \$25,000 in incentives use "skilled and trained" (union) labor. NAESCO is an active member of the California Efficiency and Demand Management Council (CEDMC) (see: <https://cedmc.org/>), which managed to stall the legislation this year by convincing the unions that their bill would raise project costs, resulting in fewer projects and fewer union jobs. This is a significant win, given the political power of the unions. So we are now working to enlist them in the effort to convince the Governor and the CPUC to revise the CPUC policies to recognize, and provide incentives for, all of the savings generated in large projects. We think this would be a win-win: more and bigger ESCO projects and more good jobs for union members.

Illinois

NAESCO has been fighting anti-ESCO legislation sponsored by the state chapter of the American Institute of Architects since 2016. The NAESCO lobbying campaign, funded by a 9-member ESCO Working Group and represented by the lobbying firm McGuireWoods, has been successful in defeating the legislation in each session. The legislation failed again in the 2019 session, so we are not shifting our efforts into promoting ESPC as part of Governor Pritzker's Capital Bond \$45 infrastructure program.

North Carolina

The state has had a successful, large-scale ESPC program for the last decade, which is distinguished from other state programs by a combination of promotion of ESPC across the state, rigorous state program rules and project oversight, and extensive project technical assistance. The program essentially ground to a halt in 2018, because of changes in program rules and documents and in the management of the Utility Savings Initiative (USI) program and the Local Government Commission (LGC -- which approves all local government borrowing). NAESCO is working with NC ESCOs and has contributed some funding to the NC Building Performance Association (NCBPA) to lobby to get the program back on track.

Connecticut

NAESCO was approached by a friend of the new administration of Governor Lamont, which wants to re-start the states lead-by-example (LBE) program for ESPC in state facilities. The new administration, however, is dealing with the legacy of three "problem projects" from the previous administration of governor Malloy. NAESCO volunteered to research the "problem projects," because the new administration didn't seem to know what the problems were. Our research indicates that the

problems were not with the ESCOs, but with the state officials who were in charge of the LBE program but apparently didn't like, and didn't understand, ESPC. NAESCO is following up with the Lamont people to see how we can help get the LBE program re-launched.

New York

The New York Power Authority (NYPA) has again approached NAESCO about helping NYPA to launch a program that would work with ESCOs in a more collaborative way than past NYPA programs. NAESCO has been talking to NYPA about this for about fifteen years. This time, Tim Unruh has taken the lead, holding several meetings with NYPA program managers to prepare for the launch of the new program.

Ohio

The multi-year fight about the Ohio Energy Efficiency Resource Standard (EERS) and Renewable-energy Portfolio Standard (RPS) has continued into 2019, with the passage of a law (HB-6) that combines subsidies for coal and nuclear plants with cancellation of the EERS and RPS. The law is now the subject of a recall campaign, organized by environmental groups, as well as EE and RE business associations, in what promises to be a nasty 2020 campaign. NAESCO was part of the Business Energy Coalition that fought the legislation for several years.

>> [Top](#)

Renovate Retrofit Reduce! NAESCO's Conference and Innovation Expo Set for November 13-15 at the Hilton Torrey Pines in La Jolla, CA!



NAESCO's Renovate, Retrofit, Reduce ("R3") Conference and Innovation Expo will highlight the opportunity for energy infrastructure and upgrading the nation's building stock.

The accompanying "Innovation Expo" will feature exhibits of the latest technologies and services supporting these efforts. This is the premier opportunity to reach the leading companies in the ESCO market.

Keynotes:

Alex Fitzsimmons, Acting Deputy Assistant Secretary for Energy Efficiency and Renewable Energy, U.S. Department of Energy

Agenda

For more information including hotel, registration, exhibitors and sponsorships, please visit: www.R3Conference.com

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>> [Top](#)

NAESCO Welcomes New Company Members (July through September)

Affiliate Members

Aeroseal

Aeroseal is a breakthrough duct sealing technology that seals leaks from inside the duct system using a patented non-toxic aerosol mist. Developed at Lawrence Berkeley National Laboratory with partial funding from the U.S. Department of Energy, the technology addresses problems

associated with the energy waste caused by duct leakage. Because the process is done from the inside, it also eliminates the demolition typically required to find and seal leaks using traditional duct sealing methods.

The AeroSeal process has proven to be the most effective, affordable and viable method for sealing leaky ductwork systems in commercial buildings. The computer-controlled system automatically measures duct leakage rates before, during and after the sealing process and generates a final report that documents the results. Once the leaks are sealed, fan speeds can be reduced dramatically – thereby reducing payback time and increasing energy savings for institutions such as hospitals, labs, universities, K-12 schools and military facilities. For more information: www.aeroseal.com/saveenergy

Atlantic Energy Concepts

Founded in 1994, Atlantic Energy Concepts is a design/build contractor committed to the success of ESCO lighting projects in the MUSH and Federal markets. Although we qualify as an SBA Small Business, we have the resources, technical expertise, and bonding capacity to handle projects from \$200,000 to over \$10M, from 100,000 to over 6M square feet. Our capabilities include, but are not limited to, site survey, data logging, design, photometric analysis, savings & payback calculations, installation, commissioning, M&V, closeout and rebate processing for lighting and lighting controls. We deliver results on-time/on-budget and in compliance with all local and national regulatory guidelines while working in a variety of challenging environments. For more information: www.atlanticenergyconcepts.com

Nenni & Associates

With over 25 years of success, Nenni and Associates is the oldest and largest ESCO focused recruiting and executive search firm.

Nenni and Associates brings a national footprint and business lines across a diverse set of sub-categories within the ESCO model. We pride ourselves on providing top talent and strategic intelligence to our partners in all areas of human capital. For more information: www.nenniandassoc.com

Plasma Air

Plasma Air is a leading innovator in indoor air quality by manufacturing air purification products that result in healthier, more productive indoor environments in institutional, commercial and industrial applications. The company uses highly efficient bipolar ionization technology that supports the engineering community in utilizing ASHRAE's Standard 62.1 IAQ Procedure to reduce outside air intake. This can deliver significant first cost savings, reduction in ongoing energy usage while maintaining optimal indoor air quality. Plasma Air takes the time and guesswork out of using the IAQP for new construction and retrofit projects by providing

the necessary documentation and free access to PlasmaSoft – our award-winning software for making IAQ calculations and generating the associated specifications. The Plasma Air system has been proven in thousands of applications to provide the highest level of indoor air quality improvement while decreasing ongoing energy usage. For more information: www.plasma-air.com

Sigma Luminous

Sigma Luminous is an ISO certified, Core Valued, LED Luminaire and Controls manufacturer based in Livonia, Michigan. We provide LED Lighting and comprehensive controls solutions that deliver premium benefits for our customers in FULL Lighting and Building Automation – energy savings through innovation. Customers include Kimberly Clark, Exxon Mobil, Chrysler, Gold Fish Schools, for all your Commercial/Industrial applications. Our core values are used on a daily basis to help guide our decisions and direction of our firm. If you feel these core values resonate with you, we'll likely make great partners! Sigma Luminous sells exclusively through the electrical distribution market using manufacturers' representatives to help drive business through those channels. For more information: www.sigmaluminous.com

Software Motor Company

Software Motor Company (SMC) has developed the world's most efficient electric motor system, based on revolutionary switched reluctance technology, managed by advanced cloud software. SMC is partnering with dozens of pilot customers and reducing their motor electricity consumption by half. The SMC Smart Motor System is inherently long-lasting and reliable, and it gets increasingly efficient over time. It is an easy motor retrofit that can be applied to virtually every client's rooftop HVAC system, refrigeration systems and pumps, integrates easily into existing BMS, and provides comprehensive, systems-level data for ongoing energy monitoring and fault detection. For more information: www.softwremotor.com

Walters Wholesale Electric

For over six decades, Walters Wholesale Electric Company has served the construction industry throughout Southern California. Today, the freeway-close, network of Walters branches provide quick and convenient access to a full complement of supplies for contractors and construction companies. The Walters multi-branch network is unique because it presents the purchasing power of the large chains ... thus ensuring competitive prices and up-to-date inventories ... and the personalized service found only at the "Mom and Pop" independents. Each of the Walters branches is also linked electronically to the company's central billing and warehouse, where customers can arrange for pick-up or delivery from the branch closest to their job.

In addition, Walters has specialty divisions selling low voltage, industrial

automation, energy efficient products, lighting controls, residential construction, tools and roadway and street lighting products. These divisions sell products and offer services throughout the United States. For more information: www.walterswholesale.com

>> [Top](#)

Member News and Recent Projects

Aeroseal Duct Sealing Yields \$30,000 In Annual Energy Savings For West Texas A&M University Library Renovation with Ameresco

Aeroseal technology has enabled Ameresco to add a new option to its list of energy conservation measures (ECMs) – duct sealing. In November 2018 Ameresco and West Texas A&M University (WTAMU) in Canyon, TX announced the largest single energy reduction and modernization project in the University's history, worth \$14.4 million.

As part of this comprehensive campus-wide energy initiative, the Aeroseal duct sealing process was performed at the University's Cornette Library in order to reduce duct leakage and save energy.

After evaluating several of the University's buildings for potential energy savings through duct sealing, the Ameresco team identified three of the Cornette Library building's five duct systems for a pilot project aimed at proving results. The entire duct sealing process was conducted over a period of three nights, and upon completion, proved to reduce the initial leakage rate by 92%.

Before sealing began, the Aeroseal system measured more than 17,400 CFM (cubic feet per minute) of leakage throughout the three duct systems. After the sealing process was completed, the leakage rate was just 1,271 CFM – a reduction of more than 92%. Using data that included the current cost of energy used to treat the air and run the HVAC systems, Ameresco was able to show the sealing process resulted in an annual energy cost savings of \$30,000.

Eco Engineering Expands ESCO Sales Team

Eco Engineering, a provider of design-build lighting upgrade services, has recently added two Sales Directors to its ESCO business development team. **Larry Daniels** from Houston, Texas and **Walter Reid** from Atlanta, Georgia have recently joined the company as Sales Directors with primary focus on expanding Eco Engineering's services with ESCO companies and regional offices in their respective geographies. Eco Engineering has been supporting its ESCO clients with lighting upgrades included in GESC agreements they have with K-12 school systems, higher education institutions, municipalities, and Federal government entities in multiple regions across the United States. Larry and Walter will represent the full capabilities of Eco Engineering to its growing base of ESCO customers.

North Wood R-IV Teams with Energy Solutions Professionals for Energy-Saving Improvements

The North Wood R-IV school district recently completed an extensive \$1.4 million energy-saving and facility improvement project aimed at addressing a variety of needs in their district. North Wood is a rural Pre-K through 8th grade district located in Salem, Missouri.

The District selected **Energy Solutions Professionals** (ESP) through a competitive RFP process, and together, ESP and the District identified the projects of greatest need that would result in largest impact once completed. ESP installed new LED lighting; sealed leaking doors, windows and roof/wall connections; replaced HVAC split systems with new high-efficiency heat pumps and condensing propane furnaces; added a new building management system to control equipment; and replaced and repaired roofs in multiple areas.

The district is guaranteed to save over \$30,000 annually in energy and operational costs, and the teaching and learning environment has been greatly enhanced with better lighting and temperature control.

Energy Systems Group Helps Warren County Fiscal Court Receive TVA Incentive for Energy Efficiency Upgrades

Warren County Fiscal Court was presented a check by representatives from Bowling Green (KY) Municipal Utilities and **Energy Systems Group** (ESG) for becoming more energy efficient. The court qualified for a payment of \$17,220 from the Tennessee Valley Authority's (TVA) EnergyRight for Business incentive program after converting from gas to electric as part of comprehensive energy conservation measures completed by ESG, a leading energy services provider.

In 2018, Warren County Fiscal Court awarded a \$5.7 million guaranteed energy savings performance contract to ESG to design and implement a comprehensive scope of energy efficiency and infrastructure improvements in 42 county buildings. These measures included significant upgrades to mechanical, controls, and lighting systems while reducing energy usage and operating costs. ESG estimates the project will result in approximately \$6.4 million of energy, water, sewer, and operational cost savings over the 18-year contract term.

The project scope included heating, ventilation, and air conditioning (HVAC) upgrades at the Courthouse, Justice Center, Regional Jail, Capitol Arts Center, and the Planning and Zoning offices. Upgrades at the Courthouse also include a new variable refrigerant flow HVAC system and electrical system improvements. ESG also completed major mechanical, system controls, and life-safety upgrades at the County Regional Jail in addition to significant equipment replacements at the Justice Center and light-emitting diode (LED) lighting retrofits in all county buildings along with LED sports lighting and controls at the primary fields at Basil Griffin Park. Water savings measures and modifications to the utility rate

structure will add additional savings to the project in addition to rebates and utility incentives.

Engie and Gonzales School District Announce Activation of New Solar Power Purchase Agreement

In a solar implementation strategy being adopted by schools and facilities across North America, Gonzales USD in the Salinas Valley announced the activation of their new solar Power Purchase Agreement, or PPA, project at the start of 2019. The system is now activated and in operation as of this spring. By choosing a PPA framework to implement their solar initiative, aligned with ongoing sustainable campus improvements and student-led "green" initiatives across all district sites, Gonzales USD will capture over \$5 million in electricity savings over the term of the 25-year PPA.

Working with a Salinas-based team of engineers from **ENGIE Services U.S.** and energy consulting firm Sage Renewables, a PPA structure enables Gonzales SD to pass off any typical, upfront costs related to the project to the ENGIE team. Gonzales will benefit from ENGIE's third-party maintenance of the 1,600+ new solar panels now operating at parking and shade canopies at Gonzales High School, Fairview Middle School, and La Gloria Elementary School.

All the adjacent PPA sites are net-energy metered. Through the utility, NEM-A sites provide credit to customers with solar PV systems to capture the full retail value of the electricity their system generates, meaning that the remainder of District sites' energy usage is now offset with the solar system, including offsetting energy use at the Maintenance Yard, District Office, and Somavia High School.

Espen Technology Receives Vision Award from FacilitiesNet.com

The Vision Awards, sponsored by FacilitiesNet.com, recently recognized **Espen Technology** as a winner of its inaugural awards program, for its line of commercial, field-adjustable downlights.

Espen Technology won the award in the lighting category, for its innovative line of commercial, LED downlights with field-adjustable light output and correlated color temperature (CCT). This switchable output and CCT reduces the inventory carrying requirements for distributors and electrical contractors. A single model for 4", 6", 8", and 9.5" diameter, replaces nine models of varying output and CCTs. As an example, the 8" diameter downlight can be selected for any combination of 1100, 1650, or 2200 lumens with 3000K, 3500K, or 4000K CCT. That combines nine conventional models in one switchable model.

All of the new commercial downlights are 90+ CRI for exceptional color rendering, 0-10V dimmable, and universal voltage (120-277V). The downlights come with a 25" flexible conduit for quick and easy installation. The units come UL-listed with a 5 year warranty.

The Vision Awards honor innovation and excellence in products that contribute to the efficient and profitable operations and management of institutional and commercial buildings in the United States.

Jaykal Hires Industry Veteran, Keith Williams

JAYKAL LED Solutions recently added **Keith Williams** to their organization to lead their sales efforts in the western US region. Keith brings over 10 years of lighting experience having sold to ESCO's, lighting installation contractors and end users such as large building owners.

With a solid knowledge of the LED retrofit market and LED applications, Keith will be responsible for helping JAYKAL expand its product offerings in the western region of the country.

"We are very excited to have Keith on board to represent JAYKAL," said Peter Randolph, VP, Channel Sales. "While we have experienced tremendous growth for the last 5 years, we have come to realize that we need to expand our presence out west where many of our current customers have additional offices and many other opportunities exist that we haven't accessed."

"Keith will utilize his experience in the Energy Services Industry to advance JAYKAL's LED lighting solutions for exterior and interior LED technology for the regional ESCO market," noted Sanjay Kapuria, President of JAYKAL LED Solutions. "He has an excellent grasp of LED applications and we are excited to have him on our team as we continue to grow and develop more value-add lighting solutions to our product mix."

"I am very excited to be part of this dynamic and professional team. As a true manufacturer of LED lighting products, Jaykal brings the ability to partner with their clients to bring existing or new energy saving solutions quickly to the marketplace," says Keith Williams. "In addition, their vast manufacturing footprint allows them to work in a number of business sectors with BAA / TAA compliant products as well as products that are not impacted by the current Chinese import tariff situation."

Before joining JAYKAL, Mr. Williams was a National ESCO Vertical Market Manager for Ledvance where he obtained numerous sales and revenue growth awards over several years.

Johnson Controls and Cornell College Implement \$5.9 Million in Infrastructure Improvements

Iowa's Cornell College is implementing \$5.9 million in infrastructure improvements with funding enabled by a Contingent Payment Program (CPP), an alternative to traditional debt financing that fully transfers risk to **Johnson Controls**, the company making the improvements.

In addition to removing the campus steam plant, upgrades include installing high efficiency boilers, LED lighting fixtures throughout the campus and window replacements in the Old Sem and College Hall buildings. These improvements will help reduce energy usage by 20%. The CPP guarantees that the infrastructure upgrades will produce savings that can help repay Johnson Controls for the project over the 18-year term agreement.

Johnson Controls will continually monitor progress and provide a report every year to ensure the company's projects are providing the agreed-upon savings. Jonathan Brand, President of Cornell College, said the campus community will benefit from core mission activities, such as faculty retention and student aid, as a result of this infrastructure improvement project.

Navitas Partner, Platte County R-3 School District, Receives AEE's Institutional Energy Management Award

Navitas partner, Platte County R-3 School District, is the recipient of Association of Energy Engineers' (<https://www.aeecenter.org/>) 2019 Institutional Energy Management award. This an international award is given to public sector institutions such as a city, county, state, or federal agency; a university or a K-12 school district for outstanding accomplishments in developing and implementing a comprehensive energy management program. Platte County R-3 School District received the award for US Region IV, which includes Arkansas, Colorado, Kansas, Louisiana, Missouri, Montana, Nebraska, New Mexico, North & South Dakota, Oklahoma, Texas, and Wyoming.

By partnering with Navitas and initiating an energy conservation program, the school district has made energy and conservation a priority in their daily operations and in their culture. The initially invested \$5.1 million in an energy conservation program that included upgrading interior & exterior lighting, HVAC equipment, system controls, building weatherization, as well as water conservation efforts. They have also worked to ensure the long-term success of this project by hiring a full-time energy manager, using data analytics to monitor their systems, and establishing an energy committee to make policy changes as need. All these efforts are paying off; at the program's two-year mark, they had achieved over \$900,000 in utility and operational & maintenance savings. They have also surpassed their original goal by an annual average of \$88,000. In addition, the improvements implemented, and the savings achieved have enabled the school district to receive ENERGY STAR certification on five of their schools.

NORESCO Takes Part in Keesler Air Force Base Groundbreaking Ceremony

NORESCO, helped break ground for a 1.5-MW solar photovoltaic (PV) carport array to be constructed at Keesler Air Force (AFB), part of a \$32.7 million guaranteed energy savings performance contract (ESPC). An on-base ceremony commemorated the start of construction and how the

array will move Keesler closer to its renewable energy goals.

The new solar array will generate over 2 million kWh annually and offset electricity currently purchased from the local utility, enhance resilience and improve mission assurance by diversifying the supply of electric power to the base. The PV array's location close to the commissary and near the base's new primary entry gate will prominently showcase the use of renewable energy and the base's commitment to environmental stewardship. The carport canopy structures will also provide shade and shelter from inclement weather to nearly 500 cars parked underneath. The carports will meet 170 mph wind design requirements and will include LED security lighting mounted under the structure.

A video monitor kiosk in the commissary lobby will display electrical system output, historical data and how the array helps reduce greenhouse gases.

The project includes other energy conservation measures that will contribute to reducing baseline energy use by more than 15% while improving energy efficiency, reducing costs and reducing maintenance requirements. New LED light fixtures will improve personal safety, increase light levels and improve aesthetics. Chiller plant improvements and energy management control systems upgrades will improve climatic conditions and occupant comfort in operations buildings as well as enhance learning environments, supporting Keesler AFB's mission.

Jerry Heine Joins Patriot LED Lighting

Jerry Heine recently joined **Patriot LED Lighting** as National ESCO Sales Manager where he will be entering the LED product manufacturing and sales segment.

Having lived in the Denver metro area for 30 years, Heine embarked on travel to all parts of the U.S. In this next chapter of his career journey, Heine looks forward to future relationships and the extension of past relationships supplying quality LED lighting products back to the ESCO and other markets for energy conservation retrofit and new construction applications. Mr. Heine can be reached at jerryh@patriotled.com.

Siemens and Deerfield Beach, Florida Making A Smart City Vision Real

The City of Deerfield Beach, Fla., and **Siemens** recently announced the start of a city-wide energy efficiency project to reduce the city's environmental footprint. Last month, the Commission of Deerfield Beach approved a 17-year contract with Siemens for energy performance services. Valued at more than \$9.2 million, the infrastructure improvement project will allow the city to reduce energy consumption in more than 20 of its facilities and to increase the use of alternative energy sources. Energy and operational savings are approximated to be \$15 million by the end of the 17-year project.

To help the city meet its energy–efficiency goals, Siemens is providing smart infrastructure solutions in conjunction with cloud–based digital technologies. \

In addition to replacing more than 40 aging HVAC systems and renewing lighting in over 20 facilities, Siemens will install its integrated building management system Desigo CC.

To increase the use of alternative energy sources, Siemens will also build a Compressed Natural Gas (CNG) fueling station for the city's solid waste collection vehicles which will reduce operating costs, lower carbon emissions, and boost the city's fleet resiliency.

Another driver to meet the city's energy–efficiency goals is the installation of solar photovoltaic panels on several buildings to generate energy from renewable sources and increase the city's energy resiliency.

Wendel Announces Recent Hires

Wendel, an architecture, engineering, energy efficiency, and construction management firm, is pleased to announce three new Associate Principals.

Michael C. Galley, PMP, has been appointed to the position of Associate Principal. This appointment recognizes professionals for their exemplary leadership and commitment to excellence.

Mike is a Project Manager with 26 years of experience in the numerous aspects of construction projects, including; planning, designing, detailing, specification writing, project coordination and field supervising. He has overseen a wide range of projects in varying business sectors ranging from the residential, commercial, education and medical fields. Mike provides both project and construction management services from design inception to project turnover, in addition Mike has also provided on–site construction management, administration and inspection for Wendel's clients.

Lindsay Brownschidle, RA, PMP, LEED AP, has been appointed to the position of Associate Principal. This appointment recognizes professionals for their exemplary leadership and commitment to excellence.

Lindsay is an architect and Project Manager with Wendel. She has more than a decade of experience delivering projects, from planning through design and construction. Through her work, Lindsay has expertise in a variety of client sectors including; hospitality, public transportation, commercial, and higher education. Lindsay coordinates the design and construction of projects from beginning to end, including monitoring project scope, schedule, and budget as well as managing the activities and interactions of the project team, consultants and client stakeholders.

Christopher Colvin, EIT has been appointed to the position of Associate Principal. This appointment recognizes professionals for their exemplary

leadership and commitment to excellence.

Chris is a mechanical engineer with 15 years of design experience with Wendel. Along with his great diversity of expertise, he has two strong focuses in Fire Protection and Compressed Natural Gas (CNG) station design. Chris is fluent in International and NFPA codes, including many state and local codes in these trades. This knowledge is a valuable asset in the design process, and makes Chris uniquely qualified for projects such as evaluating existing maintenance garages for CNG compliance, and cost-effectively bringing them into compliance with current codes.

Wendel also announced the addition of **Sheila Ransbottom, P.E.**, to Wendel's Engineering team. Sheila is no stranger to Wendel, having worked for the firm as a project engineer for four (4) years from 1994 to 1998. She returns with two decades of additional experience from work on numerous transportation, environmental and civil/site projects. Sheila has leadership experience as well, having acted in the roles of Project Manager and Office Manager in addition to her project work. Supervising and mentoring junior staff; building client relationships with local municipalities, agencies, architects and consultants; and managing office activities are all skills that Sheila has picked up throughout her career. Sheila returns to Wendel in the role of Senior Transportation Engineer, where her expertise and leadership abilities will be invaluable.

>> [Top](#)

NAESCO Accreditation News

NAESCO's voluntary Accreditation program is open to NAESCO members. Accreditation is offered twice annually. The Spring Accreditation process begins in January and the Fall Accreditation begins in July.

NAESCO's Accreditation Committee is an independent entity comprised of industry experts who are unaffiliated with any particular ESCO and all information is confidential.

The following companies were presented and approved at the June Board of Directors Meeting. **CMTA** was renewed as an Accredited Energy Service Company, (ESCO), and newly accredited ESCOs included **FPL Energy Services** and **SmartWatt Energy Inc.** In addition, **GreenTech Energy Services** was newly accredited as an Energy Efficiency Contractor.

If you have questions about NAESCO Accreditation or are interested in the next round, contact Nina.Kogan@naesco.org for more information.

>> [Top](#)

Member Products and Services

Aeroseal to Host October 29 Webinar on Using Duct Sealing as an ECM

Aeroseal is hosting a webinar on October 29 at 2:30pm EST to discuss the process and benefits of using duct sealing as an ECM. The webinar is eligible for 1 LU continuing education credit through AIA. For more information or to sign up, visit www.aeroseal.com/saveenergy.

Universal Lighting Technologies Introduces Everline LRA4P Ideal for Retrofit

Universal Lighting Technologies, Inc., a member of the Panasonic Group, recently upgraded its EVERLINE LED Retrofit Strip Assembly (LRA4P) designed for applications such as parking garages, retail stores, commercial office buildings, schools, and industrial facilities.

"As the retrofit market continues to grow with LED technology, Universal is always focused on solutions that save our customers time and money, allowing them to easily replace parts without a complete redesign," said Greg Bennorth, Director of Product Management. "The EVERLINE LRA4P aims to make installations and retrofits easier than ever, providing supreme flexibility for application options ranging from industrial facilities to retail stores."

The LRA4P strip retrofit family includes kits for 4-foot and 8-foot strip fixtures. The 4-foot is available in 5 different lumen packages ranging from 3,000 to 7,000 lumens. The 8-foot is available in 6 different packages ranging from 5,000 to 11,500 lumens.

The EVERLINE LRA4P kits are also field programmable using the "Touch to Tune" app with the installed EVERLINE PW Driver. This technology allows Touch to Tune distributors to tune the drivers locally when necessary to customize light levels within defined limits.

The 4 1/2" wide LED Retrofit Strip Assembly is universally compatible with a variety of fluorescent strip fixtures and manufacturers making this a great choice for most retrofit solutions. The LRA4P includes one or two 4-foot strip fixture panels with EVERLINE® LED lensed modules connected to a pre-mounted 0-10V dimming driver. The installation kit installs directly into many fixtures using existing mounting locations but also contain flexible mounting brackets to expand application use.

The EVERLINE LRA4P are UL classified for damp and dry locations, and DesignLights Consortium® (DLC®) Qualified. Designed for maximum durability, the LRA4P offers a seven-year warranty. For more information on Universal Lighting Technologies, visit www.unvlt.com.

Streamlinx Launches Blog, SnapCount Insights

Streamlinx recently launched a blog with information and insights for managing projects. Click here to view SnapCount Insights postings.

eProject Builder Team Announces Upcoming

Webinars

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.

- Thursday, October 10, 1:00 PM – 2:30 PM EDT | [Register here](#)
- [eProjectBuilder November 14, 2019 introductory training webinar](#)
- [eProjectBuilder November 26, 2019 introductory training webinar](#)
- [eProjectBuilder December 12, 2019 introductory training webinar](#)

>> [Top](#)

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