



# NAESCO

*Partnering today for a more efficient tomorrow*

## NAESCO NEWS

March, 2021

### FROM THE DESK OF TIMOTHY D. UNRUH NAESCO EXECUTIVE DIRECTOR

Hello members! As we are now two months into a new year, the prospects that 2021 will be different is very welcome to us all. In 2020, NAESCO saw its two main conferences cancelled, and replaced with online events. While at first, the online experience was great, I must admit that it is getting old. We at NAESCO are looking forward to planning for this year, and are working to bring us back to live events as soon as possible. Until then, we continue to have a robust set of webinars scheduled for the year. I suggest you check with the NAESCO website often to see what is our [next event](#).



Throughout 2020, we continued to press forward our Mission Critical Facilities Renewal proposal. Many of you will remember, that last year, this was a focus of a member letter writing campaign. This campaign resulted in the introduction of the Open Back Better Act of 2020. As we moved through the year, it became clear that a stimulus package would not be part of any passed legislation. However, in 2021, it is looking likely that some type of stimulus and/or infrastructure package will again be proposed. NAESCO continues to emphasize the benefits of leveraging federal stimulus dollars with energy savings performance contracting. We have been promoting that every \$1 in federal funding for resiliency will be matched by at least \$4 in private financing through energy efficiency improvements.

On another front, NAESCO continues to work with the National Association of State Energy Officials, the Energy Services Coalition and the US Department of Energy to finalize the certificate program for Owners Representatives. In 2019, NAESCO asked congress to fund the development of this program, and we hope to see it become available in 2021 for use. This is a direct outcome of our regional meetings. We learned there that both owners and ESCOs want to have consistency in the delivery of Owners Representative services. The resulting program will be a series of online courses and tests that must be completed to be issued a certificate from the US Department of Energy.

Finally, I want to thank those members renewing their membership for 2021. Early in 2020, much uncertainty surrounded the industry, and we were unsure if 2021 would see a strong NAESCO continue. However, with nearly all members renewing, and new members joining, we are ready for a robust 2021 – all thanks to you! I look forward to resuming our live events, and traveling to visit with YOU – the members of NAESCO.

## NAESCO ADVOCACY UPDATE

Federal Advocacy

NAESCO's federal advocacy is focused on ensuring the funding of the **Open Back Better**. We are working with the national Energy Efficiency Strategy Group (EESG) and meeting with both Biden administration and Congressional staffers to understand where in the pending major legislation -- COVID relief, budget reconciliation, supplemental appropriations, or infrastructure -- OBB will best fit. Once we know where OBB will land, we will ask NAESCO members to contact key Representatives and Senators to support the bill.

- The **Open Back Better** bill will appropriate \$22 billion for Mission Critical Facilities Renewal (MCFR) that will be leveraged into \$110 billion of performance-based projects. *This bill was reintroduced on March 2.*
- Increased **appropriations** for the State Energy Program (SEP), the Energy Efficiency and Conservation Block Grant (EECBG) program, and the Weatherization Assistance Program are also priorities for the EESG.
- **Authorizations for tax incentives**, including extension and enhancement of the 179D and the authorization of E-QUIP tax deductions.
- Recommended **administrative actions** include mandatory benchmarking for all multifamily public and assisted housing, streamlining the approval process for PHA EPC projects with a mandatory timeline, and requiring that all Rental Assistance Demonstration (RAD) conversions meet minimum standards for energy efficiency.

## State Advocacy

State legislatures are back at work after their interrupted 2020 schedules. NAESCO is focused on six states:

- **California:** NAESCO will participate in the California Energy Commission rulemaking to ensure that ESCOs can utilize grants from the School Energy Efficiency Stimulus (SEES) in performance contracting projects.
- **Illinois:** NAESCO is working to defeat this year's AIA/ACES bill from that would knock performance contracting out of the K-12 market. We are also working to make sure that the Clean Energy Jobs Act (CEJA) will provide significant increases in EE and RE programs and that the state funding in the school construction program can be leveraged with performance contracting.
- **Ohio:** NAESCO is working with the Ceres Energy Optimization group of national companies to lobby for the repeal HB-6 and the reinstatement of the EERS and RPS goals.
- **Minnesota:** NAESCO is working with a coalition of ESCOs and labor unions on legislation to reform the states performance contracting laws.
- **Tennessee:** NAESCO is working with a group of ESCOs to ensure that HB-78, which the Governor and legislative leaders intend to boost performance contracting, does not include provisions like the securitization of savings guarantees, that will make it harder to implement projects.
- **New Jersey:** NAESCO is working with a group of ESCOs to ensure that the New Jersey SEES legislation, which appears to be very similar to the California SEES, allows for grants to be used in performance contracting projects.

# FEDERAL MARKET WORKSHOP 2021

MARCH 9 - 11 |  
2:30pm



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## NAESCO WELCOMES NEW COMPANY MEMBERS

New as of 2-28-21

### 2G

2G Energy Inc., a subsidiary of 2G Energy AG in Germany, is a renowned CHP cogeneration specialist offering best-in-class cogeneration systems for natural gas, biogas, landfill gas, syngas, and hydrogen in the 50 to 2,500 kW power range. 2G Energy is both an engine manufacturer and a complete CHP system packager of both their own engines as well as a select few engine partners. 2G Energy offers the most efficient and reliable energy solutions because of our highly engineered modular design and focus on making the highest quality product with outstanding service. With over 7,000 2G systems installed worldwide, our customers confirm the quality and performance of 2G products and are the backbone of our international success.

### Flushmate

Low flush volumes. High standards. More than 35 years ago, we set out to build an environmentally conscious company by producing vessels that deliver superior performance while conserving more water. The result was Flushmate® pressure-assisted technology, which saves water, preserving our natural resources while not compromising performance. Today, Flushmate vessels are the preferred choice of installers and users around the world.

### GE Current - a Daintree Company

GE Current, a Daintree company, enhances spaces with advanced lighting and intelligent controls. We deliver solutions that reduce energy consumption and empower intelligent outcomes in commercial and industrial facilities, cities, greenhouses and all specialty applications in between. We do this with solutions recognized for unbeatable quality and reliability, and a team trusted to get the job done right the first time.

### Light Efficient Design -returning member!

Light Efficient Design is the leader in LED screw-in retrofits for HID fixtures. Leveraging over 10 years of

product development, first-to-market innovations and strong distributor partnerships, Light Efficient Design expanded into LED pin-base retrofits and work lights. The acquisition of Remphos Technologies in 2018 catapulted the company to leadership in LED retrofit kits, fixtures and custom solutions for large projects across vertical markets such as the government/military, healthcare and education. The company's latest brand introductions include Solera Solar Lighting™ and LumiCleanse(tm) lighting that sanitizes. Dedicated to its distributor and ESCO relationships, Light Efficient Design is renowned for innovation, collaboration, education and quality.

### McWong International

For 30+ years, McWong has produced superior lighting controls and related electrical power and protection components. Today, McWong has engineered IoT solutions for today's rapidly changing marketplace, such as its award-winning Bluetooth mesh control solutions. McWong offers robust solutions for ESCOs, contractors, and facility managers. With advanced design and manufacturing facilities, the company also offers extensive component choices for OEMs.

### PowerSecure

PowerSecure, a Southern Company subsidiary, is the nation's leading distributed energy innovation company. Our team of experts has developed, installed, managed and serviced 2+ GW of microgrid capacity over the past 20 years, to become the market leader in North America. PowerSecure has implemented over \$800 million of energy efficiency upgrades for our ESCO clients, and self-performs most of our Lighting, HVAC/Mechanical, Electrical, Water Conservation, and Building Envelope work.

### RealTerm Energy

RealTerm Energy is a North American leader in smart lighting, smart city and smart building solutions, having completed over 300 successful projects across the U.S. and Canada since 2013. Headquartered in Montreal, Canada with a U.S. base in Annapolis, MD, RealTerm Energy's vision is to connect communities and help save the environment through technology. A U.S. Department of Energy qualified Energy Service Company (ESCO), RealTerm Energy offers turnkey LED exterior and interior lighting upgrades with smart lighting controls. It is the only company offering a unified suite of smart city solutions for small to mid-sized municipalities and its smart building solution is the only one of its kind in the world. The company's success is built on a stellar reputation for smooth and timely delivery, a price for performance beyond compare, and a customer-focused mentality offering quality, efficiency and professionalism every time.

### Signify - returning member!

Signify is the world leader in lighting. We provide professional customers and consumers with quality products, systems and services. And our connected lighting offerings bring light and the data they collect to devices, places and people - redefining what light can do and how people use it.

As the global leader in lighting for more than 125 years, we have the know-how and the most comprehensive portfolio of energy efficient technology to meet the needs of almost any situation. From retrofit products through connected solutions, our team can help you determine the best solution for your customer's application.

### Steam Management Inc.

Steam Management Inc. (SMI) is a premier energy conservation contractor providing custom design/build solutions for steam, hydronic, water, and HVAC building systems. We support ESCO ESPC, large C&I and Utilities across the nation with consistent turnkey solutions as well as design/bid services.

### TCP Inc.

TCP is a global leader in energy efficient LED lighting innovations dedicated to creating high-quality products that are better for the environment. TCP markets a variety of energy efficient lighting brands for commercial, industrial and residential applications. For more information, visit [www.tcpi.com](http://www.tcpi.com) or call (800) 324-1496.

### Verizon

At Verizon, our goal is to help improve the quality of life for people living in cities around the world and increase the ways and efficiency in which cities operate. It's not just about smart technology, connectivity or applications; it starts with a focus on the people and their basic wants and needs. We partner with each city to design infrastructure, systems and processes that elevate the way they provide services in new and cost-effective ways.

## **Public Sector**

### DOE/EERE/BTO/CBI

The Commercial Buildings Integration (CBI) program works to identify and develop strategies and technologies to dramatically reduce commercial building energy consumption. CBI's efforts focus on highly innovative, cost-effective, energy-saving measures—ones that produce significant energy savings and improve building performance, but are underutilized by the market. These efforts are carried out in collaboration with researchers at national laboratories and partners in industry and business with the goal of dramatically reducing new and existing commercial building energy consumption.

#### **Say it isn't so! Departing Members**

Harshaw Trane - now part of Trane Technologies - ESCO  
Sterling National Bank - Energy Service Affiliate

## **MEMBER NEWS AND RECENT PROJECTS**

### **U.S. Navy Partners with Ameresco for Project at Norfolk Naval Shipyard**

**Ameresco** recently announced that the U.S. Navy and the Ameresco Federal Solutions team are breaking ground to expand on-site generation, strengthen reliability, and enhance resiliency at Norfolk Naval Shipyard (NNSY) in Portsmouth, Virginia. This \$173 million ESPC builds on Ameresco's two decades of support to the NNSY mission to repair, overhaul, and refuel the most technologically advanced warships in the world. [Read more](#)

### **California Energy Commission Approves Grant for University of California San Diego, Johnson Controls and BERT**

Last month, the CEC approved a grant of \$1,028,000 for UC San Diego to "Demonstrate the Integration of Smart Plug Load Controls and Building Energy Management Systems in Commercial Buildings." The UCSD bid was selected from 5 competitive bids.

UCSD will install 2500 **BERT®** Smart Plugs that will be integrated with **Johnson Controls' Metasys®** Building Automation System throughout 10 campus buildings. The project will demonstrate that the integration of advanced smart plug load controls with an existing building automation system reduces building energy usage and facilitates load shifting.

### **Constellation to Implement \$17M Energy Efficiency Project at Massachusetts Information Technology Center**

The Massachusetts Division of Capital Management and Maintenance (DCAMM) has selected **Constellation**, an Exelon company, to implement more than \$17 million in energy efficiency improvements at the Massachusetts Information Technology Center (MITC). MITC, located in Chelsea, Mass., is home to several state departments and houses state-operated data center equipment. [Read more](#)

### **Brown County, KS Selects Energy Solutions Professionals for Upgrades at County Jail**

Brown County recently selected **Energy Solutions Professionals (ESP)** to make nearly \$300,000 in energy-saving improvements to their County Jail.

ESP conducted a detailed investment grade audit of the buildings, developing numerous energy-saving possibilities and options, and then worked with the County to select the improvements that were the most desirable.

The upgrades to the jail include new LED lighting, more efficient HVAC systems, thermostats with humidity control, and new laundry equipment and the County is expected to save almost \$14,000 annually in energy and operational costs.

### **ESG and Altoona Water Authority to Develop Water Resource Recovery Facility under a GESA Contract**

The Altoona Water Authority (AWA) will improve its wastewater plant by transforming the Westerly Wastewater Treatment Facility into a Water Resource Recovery Facility (WRRF) through a guaranteed energy savings agreement (GESA) with **Energy Systems Group, LLC (ESG)**. The \$35.6 million project, signed in September 2020, will increase the plant's

efficiency and enhance its waste processing capabilities. The project will also reduce carbon emissions, create renewable biogas, and provide new revenue to AWA. [Read more](#)

### **Howard University Announces 20-Year Energy Partnership with ENGIE North America**

**ENGIE North America** announced that it has solidified its relationship with Howard University, one of the nation's premiere HBCUs, by executing a long-term agreement for the design, construction, operation, and maintenance of a new central utility plant on Howard's campus located in Washington, D.C.

The new central utility plant will provide both electric and steam services for buildings on campus. Under this agreement, ENGIE will design and construct the new plant and once complete, provide operations and maintenance services over the next 20 years. This long-term partnership will result in safe, reliable operation and resilient service for Howard's students, faculty, and other stakeholders, while at the same time reducing the campus' carbon footprint and furthering Howard's energy efficiency goals. ENGIE plans to begin construction in late-February with expected completion in late 2022. [Read more](#)

### **Mifflinburg Area School District's Energy Project is guaranteed to save over \$19.5M with the Help of McClure Company**

**McClure Company** provided a solution for Mifflinburg Area School District to reduce their energy costs. With a project guarantee of over \$19.5M in project savings spread over 20 years, the District embarked on a renewable biomass heating project and other facility improvements measures. [Read more](#)

### **Meridium-led consortium and its partner NORESKO are awarded a 33-year PPP contract at the California State University, Fresno Campus**

Meridium-led consortium and its partner **NORESKO** (together known as "Bulldog Infrastructure Group") have been selected as the developer for a 33-year public-private partnership (P3) contract to modernize and maintain Fresno State's central utility infrastructure system.

The contract — valued at about \$170 million — will address the campus hot- and chilled-water generation and distribution piping network providing more than 25,000 students, faculty and staff with energy-efficient and reliable heating and cooling. In addition to the construction of a new central utility plant, the project includes photovoltaic solar panels that will be built over existing campus parking lots to generate clean energy and energy conservation measures within buildings to reduce campus energy usage and carbon footprint. [Read more](#)

### **RealTerm Energy Approved by U.S. Department of Energy as a Qualified Energy Service Company**

**RealTerm Energy**, announced that it is now a [U.S. Department of Energy \(DOE\) qualified Energy Service Company \(ESCO\)](#).

As a qualified DOE ESCO, RealTerm Energy can compete for energy savings performance contracts (ESPCs) issued by federal agencies, with assurance that the company has the baseline technical, management and financial capabilities required for such projects. Additionally, RealTerm Energy has been vetted by DOE and the Federal Energy Management Program for its ability to contribute to federal energy and cost reduction goals. [Read more](#)

### **Streamlinx Makes 2021 Lighting Retrofit Industry Trends and Predictions**

Most industries have seen their business activity impacted one or the other by the pandemic, and lighting retrofitting is no exception. At the start of another year, one that is likely to bring some of the same constraints and opportunities, **Streamlinx** wants to look forward by hearing from some the industry's leaders. [Read more](#)

### **TEN Signs Contract with Adams County, Pennsylvania**

Adams County, Pennsylvania has entered into a contract with **The Efficiency Network (TEN)** to implement over \$3 million in energy efficiency investments at four Adams County facilities (Courthouse, Correctional Facility, Emergency Services & Human Services) The agreement between the County and TEN was developed via the Guaranteed Energy Savings Act (GESA). Through GESA, the county will invest in energy efficiency measures at Adams County and pay for them over time with the annual savings from reduced utility consumption. [Read more](#)

### Wendel and the Town of Lancaster Undertake Expansive Contract

Wendel was selected by the Town of Lancaster, New York to provide a guaranteed energy savings contract that included the conversion of 2,650 street lights to new Signify-Philips LED technology. The project scope also included the installation of a Signify-Philips Asset Management System that will enable the Town to modulate light output, monitor light fixture performance and diagnose operational issues. [Read more](#)

## NAESCO IN THE NEWS

### Industry Spotlight: Interview with Newly Appointed NAESCO Chair, Michael Perna

Energy Services Media  
Julie Chesna  
December 26, 2020

The National Association of Energy Service Companies (NAESCO), a leading advocacy and accreditation organization for Energy Service Companies (ESCOs), recently completed the election of board members for the next term running November 2020 – November 2022. The newly elected officers, alongside Executive Director Dr. Timothy Unruh, have begun outlining the organization's strategic objectives capitalizing on the success it has seen over the past several years. Leading the group for next term as NAESCO's Chair is Michael Perna, Vice President of Strategic Initiatives for Con Edison Clean Energy Businesses, which includes NAESCO member company Con Edison Solutions. As chairman, Perna will be responsible for NAESCO's strategic planning and board-level operations.

[Read more here](#)

### [Other NAESCO Coverage](#)

### National ESCO Week: How It Came To Be

Energy Services Media  
Julie Chesna  
November 12, 2020

The first-ever [National ESCO Week](#) is set to begin Monday, November 16th, 2020, led and hosted by the National Association of Energy Service Companies (NAESCO). In years past around this time, NAESCO and its members were typically preparing for the annual conference and vendor showcase, which in 2019 took on a new name; Renovate, Retrofit, Reduce (R3) Conference. The annual NAESCO conferences are highly attended and bring together a diverse group of industry leaders and experts. Attendees walk away with new relationships, an understanding of changes to the industry and market trends, a view into new technology and innovation, and, ultimately, guidance for what can be expected for the upcoming year.

[Read more here](#)

## MEMBER SPOTLIGHTS

NAESCO's new *Member Spotlight* series is one of several initiatives designed to enhance NAESCO's membership experience and increase overall brand awareness. Member Spotlights are meant to give select NAESCO members, at no extra cost, a unique opportunity to publicize their corporate milestones, project developments, and new and emerging initiatives, among other things.

Through it all, NAESCO aimed to make 2020 a year of 'Building Trust' among its

members and the wider ESCO industry, attracting new members and ensuring that energy savings performance contracting (ESPCs) remains a cornerstone of the nationwide transition toward a more resilient built environment.

## Southland Energy's Self-Performance Project Delivery Model Provides Cost-Effective Energy Solutions

Member company Southland Energy - a division of one of the nation's largest mechanical, electrical and plumbing (MEP) building systems companies, Southland Industries - is a national provider of performance-based energy and infrastructure solutions. By leveraging integrated engineering and construction expertise to reduce clients' operating expenses, renew their infrastructure and make their facilities more resilient throughout their lifecycles, Southland Energy employs a self-performance project delivery model to develop cost-effective and reliable solutions.

[Read more here](#)

## Constellation Lowers The World Trade Center's Carbon Emissions By 4,500 Metric Tons Annually

Constellation, a NAESCO-accredited energy service company (ESCO) and an Exelon company, provides integrated, project-based solutions to customers seeking creative and customized strategies to address efficiency, sustainability and resiliency. Constellation recently helped the Port Authority of New York and New Jersey save money and reduce its carbon footprint by installing lighting upgrades across the World Trade Center campus. Constellation retrofitted more than 13,000 lighting fixtures to new LED fixtures, a cutting-edge lighting technology that reduces energy consumption and increases life expectancy of lamps.

[Read more here](#)

## NAESCO ACCREDITATION

NAESCO's voluntary [Accreditation Program](#) is open to NAESCO members in good standing. Accreditation is offered twice a year. 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.

If you have questions about NAESCO Accreditation or are interested in the Fall 2021 round, please contact [Nina.Kogan@naesco.org](mailto:Nina.Kogan@naesco.org) for more information or go to [www.naesco.org/accreditation](http://www.naesco.org/accreditation).

## FEATURED MEMBER PRODUCTS AND SERVICES

### **EiKO Backlit Panel with PowerSet and FieldCCet**

LED Backlit Panels maximize form, fit and function, providing a low-profile, economical solution for general purpose lighting in offices, retail, schools, and more. The PowerSet feature allows for multiple "set and forget" lumen stops, and the FieldCCeT feature allows for multiple "set and forget" CCT options in each fixture. For this and other products: <https://www.eiko.com/products>

### **Light Efficient Design's LumiCleanse UV-C Tower**

Germicidal UV-C Tower fixture with 253.7nm wavelength has a proven track record for use in germicidal applications. • Select from 3 timing options — 30 mins, 60 mins or 120



mins. • Designed with safety in mind. Once disinfection time is set by remote control, there is a safety delay before the UV-C light turns on, giving the user time to exit the space. • Integrated motion sensor will detect any movement and immediately deactivate the fixture if someone mistakenly walks into the space while the light is on. • Portable & compact. Simply wheel tower to desired location, and disinfect. • Perfect for hotels, schools, theaters & gyms. For more info: [led-llc.com](http://led-llc.com)

### **MaxLite introduces canless commercial downlights with field-selectable wattages and CCTs**

Building on the contractor-friendly features of its canless LED commercial downlights, MaxLite expands the popular RCF Series with wattage and CCT selectable models that enable installers to customize light outputs and color temperatures in the field.

The RCF is a labor-saving, all-in-one solution for adding recessed downlighting to hospitality, retail, office, and other commercial lighting applications. The downlight features a built-in driver and integral whip that can be connected directly to a junction box, eliminating the need for a traditional recessed housing.

The ENERGY STAR certified series is available in four sizes (4", 6", 8", 9.5" sizes) to cover a full range of application needs. Each model provides a choice of three wattages and CCTs, helping lighting distributors meet varied customer preferences with fewer SKUs. Outputs range from 900 to 3,400 lumens across the series.

The downlights may be paired with a field-installable emergency battery backup kit to enhance safety during loss of power. A safety cable is provided standard with the fixture, complemented by optional frames with an integrated junction box for use in new construction applications. View the product page for complete product specifications at: <https://www.maxlite.com/products/universal-downlights-wattage-color-selectable/>

### **Universal LRx C LED Strip Fixture Retrofit Kit**

Universal Lighting Technologies announced the launch of its LRx C LED Strip Fixture Retrofit Kit with Bluetooth Controls. The product comes as a natural addition to the expanding fixture control ecosystem options offered by Universal.

Designed with flexibility in mind, the LED Strip Retrofit Kit is used for replacing 4-foot or 8-foot fluorescent strip fixtures with LED including a Bluetooth Controller. The controller receives dimming and on/off commands. The LRx C utilizes a simple Bluetooth Ecosystem for app based wireless control.

The LRx C LED Strip Fixture Retrofit Kit with wireless Bluetooth control is ideal for a variety of applications needing an efficient, easy retrofit solution. Educational buildings, industrial spaces, offices and retail locations are ideal for this cutting-edge, connected lighting solution. This product is Title 24 and ASHRAE 90.1 compliant, DesignLights Consortium® qualified, RoHS compliant, UL Classified, and features a 5-year warranty. <https://www.unvlt.com/>

## **UPCOMING EVENTS**

- [Federal Update - For NAESCO Members Only - March 26th](#)
- [Webinar - Are You Ready for the New Federal Cybersecurity and Supply Chain Requirements? - March 29th](#)
- [New Member Orientation - April 12th](#)
- [Webinar - Why Engineers Fail to Identify Great Savings Opportunities with Coolers and Freezers - April 19th](#)
- R3 Conference and Innovation Expo! November 9-11, 2021 - Austin, TX

#### **Other Events:**

- [AEE - Energy Efficiency for Transformative Solutions - April 20-21, 2021 - Virtual](#)
- [Upcoming eProject Builder Trainings](#) hosted by the Lawrence Berkeley National Laboratory

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