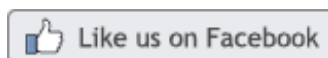




News & Updates from our members and ESC State Chapters



ESC: Atlanta is Peachy

The ESC Board of Directors has selected Atlanta and the Georgia ESC Chapter as the 2018 host for the ESC's 7th Annual Market Transformation Conference. Hotel selection and dates will be announced in January.

Atlanta has a well-earned reputation as a clean and green city. The City requires its buildings to meet or exceed the LEED Silver Standard, with the goal of moving to Gold and Platinum. A new resolution calls for city facilities to use renewable energy and energy efficiency for 100 percent of their electricity usage by 2025. The resolution also states that by 2035, the City of Atlanta is looking at the entire city to move to 100 percent electricity from clean and renewable energy.

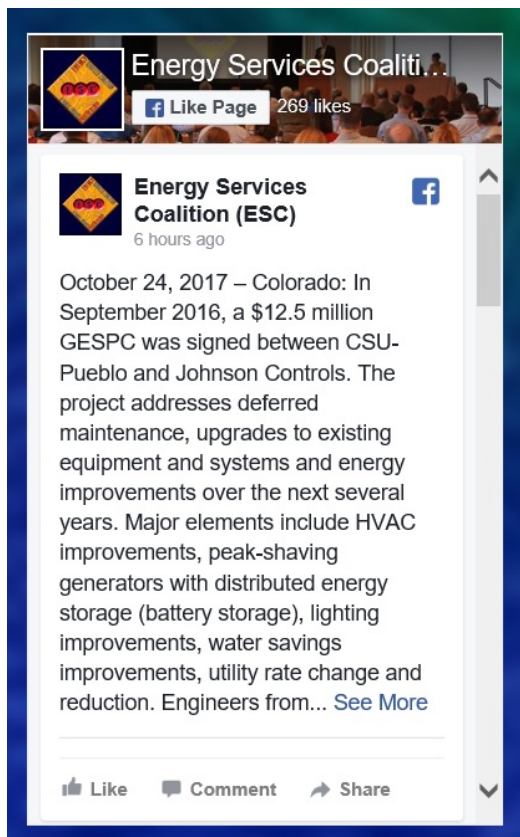
When out-of-state attendees at the ESC Conference arrive in Atlanta they will enter through Hartsfield-Jackson Atlanta International Airport which is regarded as the world's busiest airport, accommodating more than 104 million passengers in 2016. The City has set a goal that would make its airport one of the greenest airports in the world. The airport's sustainability plan from 2011 calls for a 20 percent reduction in emissions, 20 percent reductions in water and energy intensity, and a 90 percent reduction in waste by 2020.

The City is currently moving forward on a new performance contract that includes converting to LED lighting in a number of its airport facilities, parking lots and for roadway lighting. The GESPC also includes an upgrade of the building management systems and a solar installation on the new taxi assembly facility that is under construction.

See ya' in Atlanta.



ESC Website and Social Media Update



"Like" Your State Chapter Facebook Page

The ESC has developed and hosts 31 State Chapter Facebook pages. These pages are continually updated with new material, event announcements, items supplied by Chapter members or news stories that appear in media outlets in each state. Chapters are encouraged to appoint administrators to co-manage the information posted. If you haven't already done so we encourage you to find and "like" your State Chapter's Facebook page and help us keep these pages up-to-date on all things performance contracting in your state.

Chapter Playbook Update

Version 2.0 of The Energy Services Coalition Chapter Playbook is posted to the ESC website. The Playbook is a living document that represents examples of successes and challenges emerging from state programs and state ESC Chapters. The Playbook outlines approaches of how others operate a state ESC

Chapter in support of a statewide GESPC public program with the goal to increase GESPC activity. We welcome any examples that a Chapter has to share for our next update. We encourage the ESC Chapters to look at the examples in the Playbook for ideas on how, or what activities the Chapter might consider undertaking in the future. [Click here](#) for more information.

Communications Committee

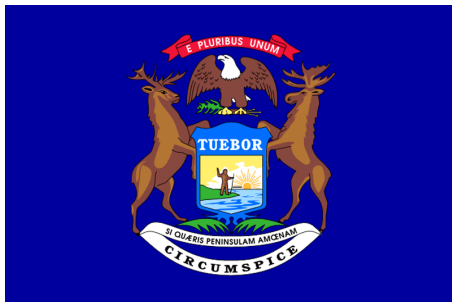
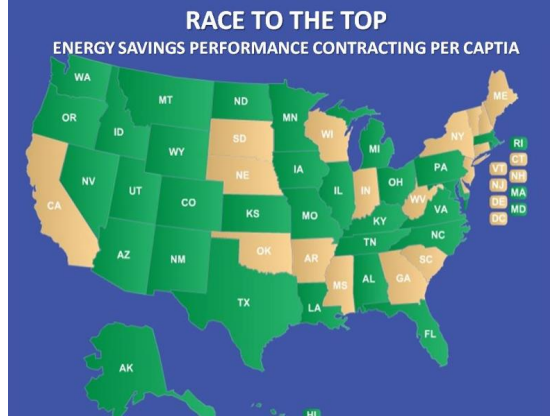
Chapters are encouraged to form a Communications Committee to help manage their Chapter webpages (<http://energyservicescoalition.org/>). The Chapter webpages (and Facebook page) is a great place to post the times, dates and locations of upcoming meetings or workshops. These two communications tools are designed to keep state Chapter membership informed of activities and how they can become involved. It takes only a few minutes of time to provide this information. The webpage also has contact information for current members of the State Chapter, all past state newsletters and press releases.

RACE TO THE TOP IS ON

To see the amount of Guaranteed

Energy Savings Performance

Contracting (GESPC) investments for a particular state [click here](#) to view the ESC state map. The amounts listed are based on the information that has been voluntarily provided by the states. States with out-of-date or missing data are encouraged to contact ESC at info@energyservicescoalition.org to have your data added or updated.



Chapters in the News: Michigan

In recognition of significant energy efficiency investment and demonstrated energy cost savings at facilities throughout the state, Energy Services Coalition - Michigan Chapter (ESC) announced six recipients of its annual Leaders in Energy Efficiency award. The honorees at the ESC's Seventh Annual Awards event included Branch County, City of Grand Rapids, Monroe County Community College, Oakland University, Parchment School District and St. Ignace Area

Schools.

Collectively, this year's recipients invested over \$39.5 million in energy efficiency improvements through performance contracting. These investments will be recouped over time from the energy savings. The 2017 awardees are saving a combined \$2.1 million in energy annually. In the period of 2011-2017, the ESC Michigan Chapter has recognized recipients for a total of \$152.7 million in energy efficiency and renewable energy investments that have resulted in \$9.5 million in annual energy cost savings.

The annual awards event attracts energy efficiency experts from around the state and this year the event was held at the offices of the Michigan Agency for Energy. The event featured a keynote address by Representative Beth Griffin (District 66) and a facilitated panel discussion with the award recipients. Following is the project list by size and savings that were honored with a 2017 ESC-MI Chapter award.

- Branch County: \$1.36M and \$87,222 in annual energy cost savings.
- City of Grand Rapids: \$6.25M and \$108,657 in annual energy cost savings.
- Monroe County Community College: \$16.1M and \$275,000 in annual energy cost savings.
- Oakland University: \$12.7M and \$1.476M in annual energy cost savings.
- Parchment School District: \$2M and \$113,625 in annual energy cost savings.
- St. Ignace Area Schools: \$1.125M and \$33,808 in annual energy cost savings.

Michigan ESC Chapter Facebook Page: If you haven't already done so we encourage you to visit and like the [Michigan ESC Chapter Facebook page](#) and help us keep this page up-to-date on all things performance contracting in Michigan.

GESPC Success in Michigan At A Glance: The ESC has added a new page to its website dedicated to Michigan specific rules and regulations governing GESPC. [Click here](#) to read more.

Spotlight on Maine:

November 22, 2017: The Town of Skowhegan has issued an RFP for Energy Savings Performance Contracting. The Town is looking for comprehensive energy and water conservation services including a detailed walk-through energy

conservation audit and report. Improvements are for existing and new equipment in municipal facilities and conversion of utility owned streetlights to town ownership and upgrading all streetlights to LED or better. A pre-bid conference is scheduled for 12/12/17 and final bids are due 1/18/18. For more information contact Jeff Hewett at 207.474.6905.



Spotlight on New York:

November 21, 2017: Residents in the Fayetteville-Manlius School District will vote on a \$45.2 million capital project in December. This comes following a vote by the board of education in September to move the referendum forward. Of the total \$3.2 million is earmarked for energy improvements through a GESPC and includes the

installation of a new HVAC system, a new roof and windows, replace boilers and additional improvements in all of the district's facilities to generate energy savings. If voters reject the capital project, the GESPC can still move forward through authorization from the school board. The GESPC also qualifies to receive 10 percent savings from building aid from the state education department.

November 2, 2017: Fulton County government is starting to see savings from a GESPC it entered into in 2014-15. At a recent briefing the County reported excess savings of over \$6,700 in the past year. The \$6,732 in excess savings for 2016-17 resulted when the energy savings of \$120,891 exceeded the guaranteed savings of \$114,159.

Spotlight on Indiana:

November 14, 2017: The Evansville School Board approved funding the Energy Systems Group contract with First Financial Bank. The contract is for installing solar panel fields at two EVSC schools: Plaza Park International Prep Academy and the Southern Indiana Career Technical Center. The school board approved Energy Systems Group to be the contractor for \$3.4 million. The two photovoltaic solar array fields will offset electrical consumption on a performance contracting basis. The two schools will put the electricity generate from the system "on the grid," which will go directly into the two facilities to help reduce peak demand times. EVSC officials anticipate lifetime savings of \$6.4 million.



Spotlight on Pennsylvania:

November 9, 2017: Retrofits and upgrades are under way for Connellsville Area School District buildings in Fayette County. ABM projects the GESPC for the school district will save more than \$26.4 million in energy and operating costs over a 15-year period. Connellsville Area School District has more than 550 employees and 4,300 students total. The GESPC will improve HVAC systems, and maintenance, lighting, water conservation, and

energy management systems in each of the school district's buildings. District officials say they plan to use the money saved for educational and technological initiatives. They expect savings equal to the purchase of a laptop for each student. The project, which began last summer, is scheduled to be completed October 2018.

Pennsylvania ESC Chapter Facebook Page: If you haven't already done so we encourage you to visit and like the [Pennsylvania ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Pennsylvania.

GESPC Success in Pennsylvania At A Glance: The ESC has added a new page to its website dedicated to Pennsylvania specific rules and regulations governing GESPC. [Click here](#) to read more.

Spotlight on Georgia:

November 3, 2017: Quitman County School District announced it will partner with Schneider Electric on a guaranteed energy savings performance contract (GESPC) project that will enhance the district's buildings and will save nearly \$500,000 over the life of the project. The GESPC will allow Quitman County Schools to take important steps to modernize its school buildings without increasing taxes in the community.



Georgia ESC Chapter Facebook Page: If you haven't already, done so we encourage you to visit and "like" the [Georgia ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Georgia.

GESPC Success in Georgia At A Glance: The ESC has added a new page to its website dedicated to Georgia specific rules and regulations governing GESPC. [Click here](#) to read more.



Spotlight on Arizona:

November 3, 2017: Humboldt Unified School District board members are considering a contract for certain energy conservation measures. District officials have been working for the past nine months to review services and campuses to include in a performance contract. The district is working with Midstate Energy Company as part of a more than \$5 million GESPC.

Arizona ESC Chapter Facebook Page: If you haven't already, done so we encourage you to visit and "like" the [Arizona ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Arizona.

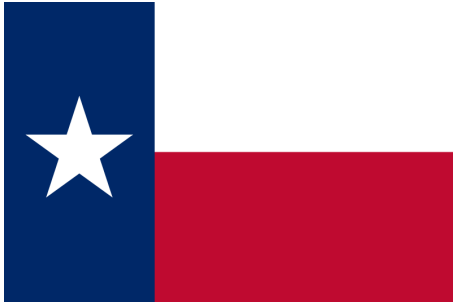
GESPC Success in Arizona At A Glance: The ESC has added a new page to its website dedicated to Arizona specific rules and regulations governing GESPC. [Click here](#) to read more.

Spotlight on Tennessee:

NEXT ESC Chapter Meeting: Monday, December 11, 12:30pm at the William R. Snodgrass TN Tower, 2nd Floor, Conference Room E in Nashville. [Click here](#) for more information. At its last meeting the Chapter elected Alexa Voytek and Chad Kimes as its Public Sector Co-Chairs, and Matt Callahan as its Private Co-Chair. If you are interested in getting involved in the Tennessee effort, contact the ESC at info@energyservicescoalition.org.



Tennessee ESC Chapter Facebook Page: If you haven't already, done so we encourage you to visit and "like" the [Tennessee ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Tennessee.



Spotlight on Texas:

November 3, 2017: Officials in Webb County announced the county will save more than \$10 million through an energy efficiency project. The GESPC with Schneider Electric will improve the County's aging facilities and deliver significant energy and operational savings. The project is designed to leverage savings from Webb County's energy budget to fund much-needed infrastructure upgrades and improve quality of operations.

Construction is underway and is scheduled to be complete by the end of 2018.

November 2, 2017: In honor of Energy Awareness Month, Schneider Electric and Gunter Independent School District (ISD) invited elementary and middle school students to participate in a Solar Car Sprint activity. Through this interactive activity students learned how to build solar panel-powered race cars and also discovered how using energy wisely can positively impact the environment.

Gunter ISD entered a GESPC with Schneider Electric in March of 2016 to leverage the district's energy budget to fund much-needed energy and infrastructure upgrades designed to save money and improve the learning environment for its students. Gunter ISD will generate more than \$2,251,293 million in energy savings over the life of the project.

Additionally, the project is expected to reduce the district's utility budget by 37 percent, saving more than \$112,564 in annual energy costs. The project will also have a sizable environmental impact by providing energy efficiency savings equivalent to removing 152 cars from the road, planting 610 acres of new trees or removing 743 tons of carbon dioxide from the atmosphere.

Texas ESC Chapter Facebook Page: If you haven't already, done so we encourage you to visit and "like" the [Texas ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Texas.

GESPC Success in Texas At A Glance: The ESC has added a new page to its website dedicated to Texas specific rules and regulations governing GESPC. [Click here](#) to read more.

Spotlight on Illinois:

November 2, 2017: Northern Illinois University has implemented sustainability initiatives across its campuses with estimated savings of \$4 million to \$5 million dollars through performance contracts. The university has a performance contract agreement with Energy Systems Group. ESG installed LED exit signs, compact fluorescent lamps and occupancy sensors on campus during the past ten years to increase energy efficiency. The GESPC was funded with the aid of grants from the Department of Energy and the Illinois Department of Commerce and Equal Opportunity.



Spotlight on Colorado:

November 1, 2017: In 2016 the University of Northern Colorado signed a GESPC with McKinstry. UNC took out an \$8.86 million loan to pay for energy efficiency improvements in 18 buildings across campus. The energy savings - \$547,000 per year - will repay the loan over 15 years. As cost-effective as those measures are, the real challenge is changing the habits of the



people who use those buildings.

McKinstry did social science research about what causes people to change their behavior and found internal motivation isn't enough - such as when people start going to the gym or quit smoking. Peer pressure, incentives, recognition for committing and making that commitment a social norm go a long way toward getting people involved.

To that end, UNC and McKinstry launched a campaign called "People. Power. Planet" to effect behavioral change in students, staff and faculty. Any member of the UNC community can create an account online and track the steps they take to save energy and earn points for everything they do. People who earn enough points get real-life rewards, such as gift cards. More than 600 students, faculty and staff signed up in its first year and cut energy use by 12 percent.

Colorado ESC Chapter Facebook Page: If you haven't already, done so we encourage you to visit and "like" the [Colorado ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Colorado.



Spotlight on Montana :

November 1, 2017 - Montana's standardized documents for GESPC are now live on its website. [Click here](#) for more information.

Spotlight on Utah:

GESPC Success in Utah At A Glance: The ESC has added a new page to its website dedicated to Utah specific rules and regulations governing GESPC. Click [here](#) to read more.

Utah ESC Chapter Facebook Page: If you haven't already, done so we encourage you to visit and "like" the [Utah ESC Chapter Facebook page](#) and help us keep these pages up-to-date on all things performance contracting in Utah.



ESC Newsmakers . . .

In The News:

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

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

The 2017 ESC Virtual Tradeshow is open:

The Energy Services Coalition is pleased to announce 20 exhibitors in our [2017 Virtual Trade Show](#). The Virtual Tradeshow is open until April 1, 2018. For more information on how you can

obtain a booth in our Virtual Tradeshow contact info@energyservicescoalition.org. (As a coalition of public and private energy professionals we do not endorse any private sector product or solution.)

ESC Virtual Tradeshow

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*The Energy Services Coalition is pleased to have the support of the exhibitors in our Virtual Trade Show.
As a coalition of public and private energy professionals we do not endorse or promote any private sector product or solution.*

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