

Your Trusted Sustainability Partner.



NASEO Annual Meeting | September 19, 2017

Who is Ameresco?

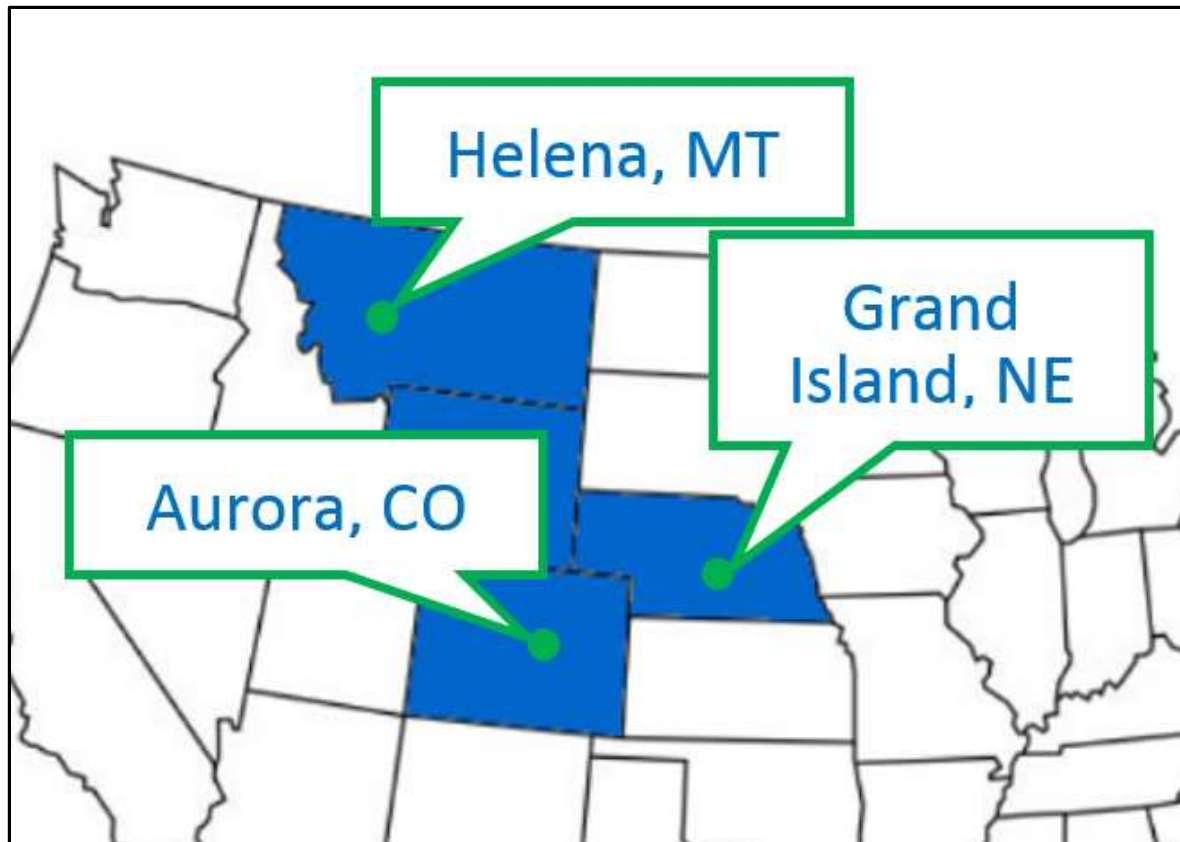
Background

- Largest independent energy services company
- Focus is efficiency and renewables
- Headquartered in Framingham, MA
- 1000+ energy professionals
- Over \$5B in delivered solutions
- 350 + MW of on-grid renewables in North America
- Largest “off-grid” solar provider in the world



Ameresco's Rocky Mountain Region

Serving the states of Colorado, Montana, Nebraska and Wyoming.



EPC Programs in Ameresco's Rocky Mountain Region

Colorado

Mature EPC program with several pre-qualified ESCOs, dedicated energy office staff, and detailed guidelines and templates.

Montana

Enabling EPC legislation; handful of active ESCOs; energy office oversight; program rulemaking underway.

Nebraska

Enabling EPC legislation; handful of active ESCOs; minimal energy office oversight.

Wyoming

Enabling legislation in place but legality is under review; market currently inactive.



Key Success Factors – An ESCo Perspective

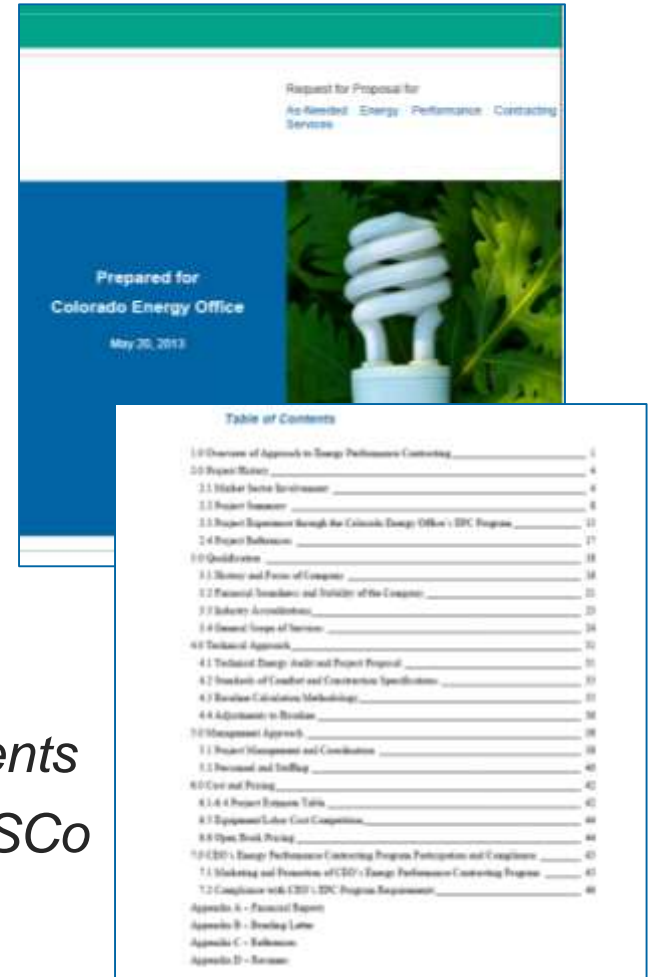
Robust pre-qualification process

- Project experience
- Customer references
- Accreditations and certifications
- Savings guarantee and M&V experience
- Financial and bonding capacity
- Pricing commitments

Protects program integrity

May expedite customer solicitation requirements

Recognizes relationship building efforts by ESCo



Key Success Factors – An ESCo Perspective

Templates and Guidelines

- RFP templates
 - > Standardized requests for EPC and Financing proposals
- Contract templates (IGA and EPC)
 - > With flexibility for unique customer requirements
- Measurement and Verification Guidelines
 - > IPMVP and FEMP drive consistency in approach
- Other Guidance
 - > Commissioning
 - > Training

Efficiency in addressing paperwork
Careful to not be overly prescriptive

Submitted to:
Governor's Energy Office
225 First 16th Avenue Suite 600
Denver, CO 80203

Key Success Factors – An ESCo Perspective

Energy office (or 3rd party) verification

- Energy savings calculations and guarantees
 - > Model and calculation assumptions are vetted
 - > Safety factors are reviewed
- Measurement and verification process
 - > Confirmation of appropriate methods (Options)
 - > Recognizes the rigor of the method relative to savings

Provides customer with the security of independent validation

Provides ESCO security when boards and councils change over



Key Success Factors – An ESCo Perspective

Energy office acts as program advocate across agencies

- Support legislative updates as necessary
- Seek opportunities to leverage program strengths
- Identify and resolve areas of potential conflict between programs

*Inter-agency collaboration is vital
Need support at highest level*



Key Success Factors – An ESCo Perspective

Update program to recognize evolving customer needs

- Considering energy savings only, project paybacks of 10 years or less are rare
 - > Appropriate treatment of capital avoidance can help
 - > Possible consideration of environmental costs
- EPC can also support more than just energy efficiency
 - > Water distribution and consumption efficiency
 - > Renewable generation technologies
 - > Smart city technologies

Customers are looking to ESCOs and regulators to help them meet efficiency and environmental goals.



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