Who is Ameresco?

- 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

Background
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
Energy office (or 3\textsuperscript{rd} 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.