



DOE ESPC SMALL BUSINESS INDUSTRY DAY

February 24, 2015

INDUSTRY DAY - OVERVIEW

- ▶ Ameresco History and Corporate Overview
- ▶ Core Business – Energy
- ▶ Federal Business Unit
- ▶ ESPC Business Model
- ▶ Sample Project Measures

www.ameresco.com

COMPANY OVERVIEW

- ✓ Experience in Federal ESPC extends over 20 years
- ✓ Incorporated as Ameresco in 2000
- ✓ Publicly traded independent company
- ✓ Federal Business Unit
- ✓ Privately financed ESPCs are a core business
- ✓ Subcontracting opportunities

www.ameresco.com

CORE BUSINESS - ENERGY

▶ Markets

- ▶ Government – Federal, State and Local
- ▶ Public Housing
- ▶ Renewable Energy
- ▶ Invoice Management
- ▶ Energy software



www.ameresco.com



FEDERAL BUSINESS UNIT

- ▶ Focus is Federal Government Energy
- ▶ Full service provider
 - ▶ Engineering, Project Management, O&M Services, Financing
 - ▶ Commissioning, M&V, Safety, Quality Control, etc.
 - ▶ ESPC, UESC, PPA, Design-build
- ▶ Multiple ESPC contract vehicles
 - ▶ DOE, Army, GSA

www.ameresco.com

ESPC BUSINESS MODEL

- ▶ Project development - lengthy and at risk
- ▶ Comprehensive scope
 - ▶ Site-wide – energy, water, renewable
- ▶ Guarantee savings
- ▶ Self perform engineering, project management, safety and QC
 - ▶ Subcontract installation and construction
 - ▶ Competitively bid
 - ▶ Subcontractors are pre-qualified before they can bid
 - ▶ Subs required to provide bonds and insurance

www.ameresco.com

ESPC BUSINESS MODEL

Lighting – interior, exterior, natural	Lighting controls – sensors, clocks, BAS
Boilers – HW heaters, furnaces, etc.	Chiller upgrades and plant replacements
CHP - upgrades and replacements	Steam/HW distribution system upgrades
Motors and transformer upgrades	Chemical make up water upgrades
Frig / Freezer replacements or upgrades	Compressed air system upgrades
Cooling tower replacements / retrofits	Motor, HVAC, EMCS control systems
Water retrofits showers, toilets, faucets	Distributed and backup generation
Renewable energy	Meters – electric, gas, water, steam, etc.
Windows	Insulation

www.ameresco.com



Lighting

www.ameresco.com



Lighting



www.ameresco.com





Boilers

www.ameresco.com



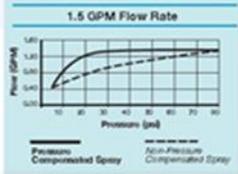


Chillers





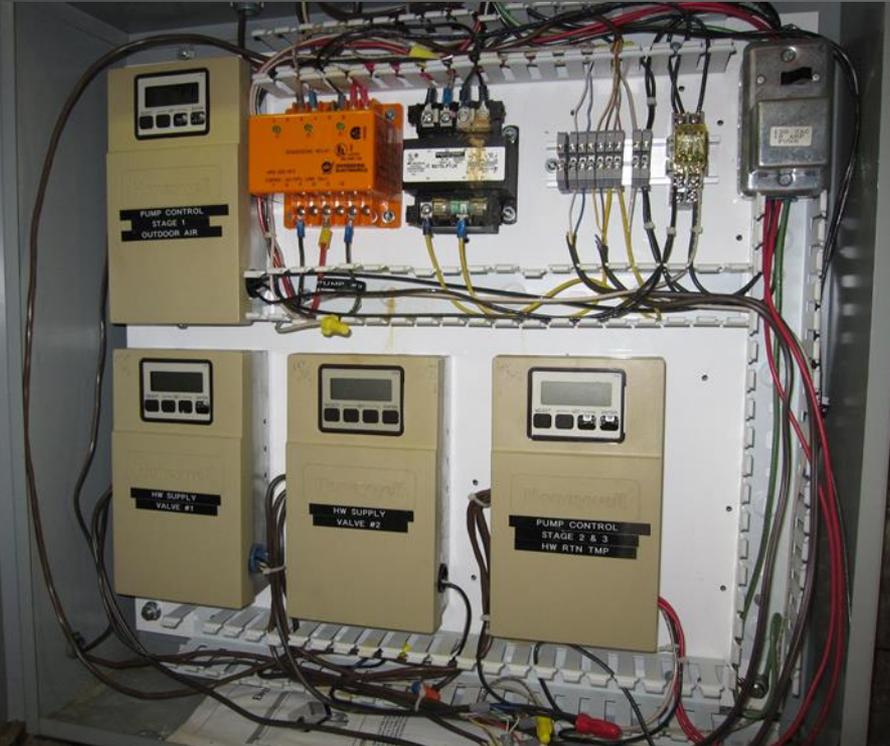
Water



www.ameresco.com



Controls



www.ameresco.com



Motors



www.ameresco.com





Thermal Storage

Compressed Air



www.ameresco.com

Renewable Energy





Insulation

THANK YOUR FOR YOUR TIME!

Joe Price, CEM, CEA

Senior Director – Federal Programs

P: 850-624-8790

E: jprice@ameresco.com

www.ameresco.com