

## Introduction to Ameresco

Ameresco, Inc. (NYSE:AMRC) is one of the largest independent energy services providers in North America, delivering long-term customer value and environmental sustainability through energy efficiency measures, alternative energy infrastructure solutions, and innovative facility renewal strategies. Unaffiliated with a utility or manufacturer, Ameresco is widely recognized for its world-class energy engineering expertise and for establishing industry best-practices. With a corporate philosophy of promoting sustainability, Ameresco has one core mission centered on energy. Ameresco's team of energy professionals, including registered professional engineers and certified energy managers, have identified and implemented billions of dollars in energy projects worldwide, including the delivery of more renewable energy ESPC projects at federal facilities than any other company. Ameresco is one of the nation's leading Federal contractors, delivering comprehensive services to multiple agencies within the U.S. Government.

Ameresco's integrated approach can assist Federal agencies in achieving comprehensive energy efficiency and renewable energy outcomes. By designing and implementing solutions which are tailored to the client's energy needs, our projects deliver short and long-term value. Most importantly, our projects can be integrated into the client's overall energy and sustainability plans.

## Ameresco's ESPC Approach

Ameresco maintains an entire business unit dedicated exclusively to developing energy projects for the U.S. Federal Government. The Federal Group project management team can respond with any of its senior management staff, technical resources, and operations technicians on short notice and will be most responsive to the needs of any Federal customer.

Ameresco's approach to insuring a successful ESPC project is guided by three simple principles: 1) establishing a rapport that promotes open communications between the customer and Ameresco personnel; 2) establishing long-term program goals by prioritizing the customer's requirements; and 3) reaching an early consensus on sources of savings, capital investment limitations, operations and maintenance responsibilities, and measurement and verification requirements. Early agreement in these areas sets a strong foundation for a partnership of understanding and shared expectations. Our approach ensures Federal facility personnel are able to aggressively implement changes to reduce energy cost, minimize energy usage, and lessen environmental impact due to carbon emissions.

Ameresco's energy solutions span energy efficiency, energy supply, renewable energy, and energy information management. These capabilities serve a wide-range of client's needs before and after the meter. Specifically, this portfolio can reduce energy intensity, generate new capacity, manage energy supply, maintain energy facilities, and process real-time energy information across a multi-location enterprise.

## Ameresco ESPC Experience

Ameresco's diversified portfolio of projects has served a wide-range of building types and facilities, including historical and governmentally-significant buildings with unique work scheduling requirements and publicly-sensitive operational needs. Ameresco personnel have provided engineering, designs, construction, construction management, and construction administration for numerous agencies including the DOE, DOD, USDA, Air Force, Army, Navy, Marine Corps, Coast Guard, Defense Logistics Agency, EPA, GSA, Federal Bureau of Prisons, NASA, Architect of the Capitol, National Archives and Records Administration, and the VA. The following projects are representative of Ameresco's ESPC experience and capabilities.

### U.S. Senate Office Buildings, Architect of the Capitol, Washington, DC

**Scope of Work:** Ameresco designed and implemented multiple ECMs at the Russell, Dirkson, and Hart Senate Office Buildings. ECMs were implemented in multiple areas that were tenant occupied and included comprehensive building automation system (BAS) modernization, including the upgrade of existing pneumatic and electric controls for heating, ventilating, and air-conditioning (HVAC) systems with direct digital controls (DDC); upgrade of existing light fixtures with high efficiency lamps, ballasts, and reflectors as well as new replacement fixtures; replacement and consolidation of existing transformers with high-efficiency transformers; and air- and water-side testing, adjusting, and balancing of the HVAC systems.

**Investment:** \$42 M      **Savings:** \$3.6 M (annual)

### **U.S. Army Laboratory Center, Adelphi, MD**

**Scope of Work:** Ameresco has implemented three phases of comprehensive energy projects including Combined Heat and Power (CHP); new chillers; garrison-wide open protocol EMCS upgrades; high efficiency transformers; lighting retrofits and controls; high performance fume hoods retrofit; new boiler burners and controls; high efficiency air compressors; HTHW piping insulation; heat pipes; new humidification and dehumidification systems; and AHU retrofits. The most recent Phase 3 modification adds 9 ECMs and includes 5 rooftop AHU replacements to alleviate maintenance problems with existing equipment; rainwater harvesting; data center HVAC improvements; and 2.0 MWs of solar PV (331 kW rooftops and 1,700 kW carports).

**Investment:** \$42.5 M    **Savings:** \$3.5 M (annual)

**Renewable Energy:** Photovoltaic (PV) Array, Landfill Gas to Energy Plant

### **DOE Savannah River Site, Aiken, South Carolina**

**Scope of Work:** Ameresco implemented a \$795 million contract for the turnkey installation of a biomass cogeneration facility, which has a design capacity of 240,000 pounds per hour (PPH) of steam and 20 megawatts (MW) of electric power, and two 10,500 PPH steam biomass heating facilities. The project is the largest energy savings performance and renewable energy contract (ESPC) in the nation's history.

**Investment:** \$150 M    **Savings:** \$34.3 M (annual)

**Renewable Energy:** Biomass Energy Center utilizing clean biomass and bio-derived fuels

### **National Archives and Records Administration – Archives II, College Park, Maryland**

**Scope of Work:** Ameresco has engaged in two phases of work at the NARA Archives II facility. Phase 1 includes energy efficiency improvements to the HVAC, lighting, and steam trap systems as well as a comprehensive upgrade of the mission critical Energy Management System (EMS). Phase 2 includes a new high efficiency chiller/heater, cooling only chiller, new refrigerant monitoring, and an evacuation system. Additional Phase 2 modifications include a new open-protocol control system to automate, integrate, and optimize the facilities HVAC system; a water irrigation system; LED lighting upgrades; variable speed drives; high efficiency motors; and 430 kW of rooftop solar PV.

**Investment:** \$12.5 M    **Savings:** \$951,7911 (third year)

### **Portsmouth Naval Shipyard, New Hampshire**

**Scope of Work:** Ameresco designed and installed a comprehensive power plant upgrade and improvements to the steam and hot water distribution systems, and modernized the central power/steam plant. The project also included consolidation of the Shipyard's heating systems and enhancements and repairs to the compressed air system and lighting systems.

**Investment:** \$47.2 M    **Savings:** \$ 3.9 M (annual)

### **Hill Air Force Base, Utah**

**Scope of Work:** Ameresco has implemented four phases of comprehensive energy projects at Hill AFB, including a 210 kW ground-mounted photovoltaic (PV) array, a solar thermal energy system, a 2,250 kW renewable Landfill Gas to Energy plant, and energy efficiency improvements to HVAC, lighting, compressed air, steam distribution, and energy management systems.

**Investment:** \$17.7 M    **Savings:** \$2 M

**Renewable Energy:** Photovoltaic (PV) Array, Landfill Gas to Energy Plant

### **San Francisco Housing Authority, San Francisco, CA**

**Scope of Work:** Ameresco implemented 2 phases of comprehensive energy projects including heating plant replacements at multiple properties, water and lighting efficiency upgrades, cogeneration, energy management system upgrades, and building ventilation improvements.

**Investment:** \$41.4 M    **Savings:** \$3.6 M

## **Contact Information**

Nicole Bulgarino, Vice President of Federal Group Operations  
101 Constitution Avenue NW, Suite 525 East, Washington, DC 20001  
Phone: 202-650-6218; Email: [nbulgarino@ameresco.com](mailto:nbulgarino@ameresco.com)