INDUSTRY DAY - OVERVIEW

- Ameresco History and Corporate Overview
- Core Business – Energy
- Federal Business Unit
- ESPC Business Model
- Sample Project Measures
**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
CORE BUSINESS - ENERGY

- Markets
  - Government – Federal, State and Local
  - Public Housing
  - Renewable Energy
  - Invoice Management
  - Energy software
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
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
<table>
<thead>
<tr>
<th>Lighting – interior, exterior, natural</th>
<th>Lighting controls – sensors, clocks, BAS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boilers – HW heaters, furnaces, etc.</td>
<td>Chiller upgrades and plant replacements</td>
</tr>
<tr>
<td>CHP - upgrades and replacements</td>
<td>Steam/HW distribution system upgrades</td>
</tr>
<tr>
<td>Motors and transformer upgrades</td>
<td>Chemical make up water upgrades</td>
</tr>
<tr>
<td>Frig / Freezer replacements or upgrades</td>
<td>Compressed air system upgrades</td>
</tr>
<tr>
<td>Cooling tower replacements / retrofits</td>
<td>Motor, HVAC, EMCS control systems</td>
</tr>
<tr>
<td>Water retrofits showers, toilets, faucets</td>
<td>Distributed and backup generation</td>
</tr>
<tr>
<td>Renewable energy</td>
<td>Meters – electric, gas, water, steam, etc.</td>
</tr>
<tr>
<td>Windows</td>
<td>Insulation</td>
</tr>
</tbody>
</table>
Lighting
Boilers
Controls
Motors
Thermal Storage

Compressed Air
Insulation
THANK YOUR FOR YOUR TIME!

Joe Price, CEM, CEA
Senior Director – Federal Programs
P: 850-624-8790
E: jprice@ameresco.com