

# NAESCO, A Resource for State Energy Offices

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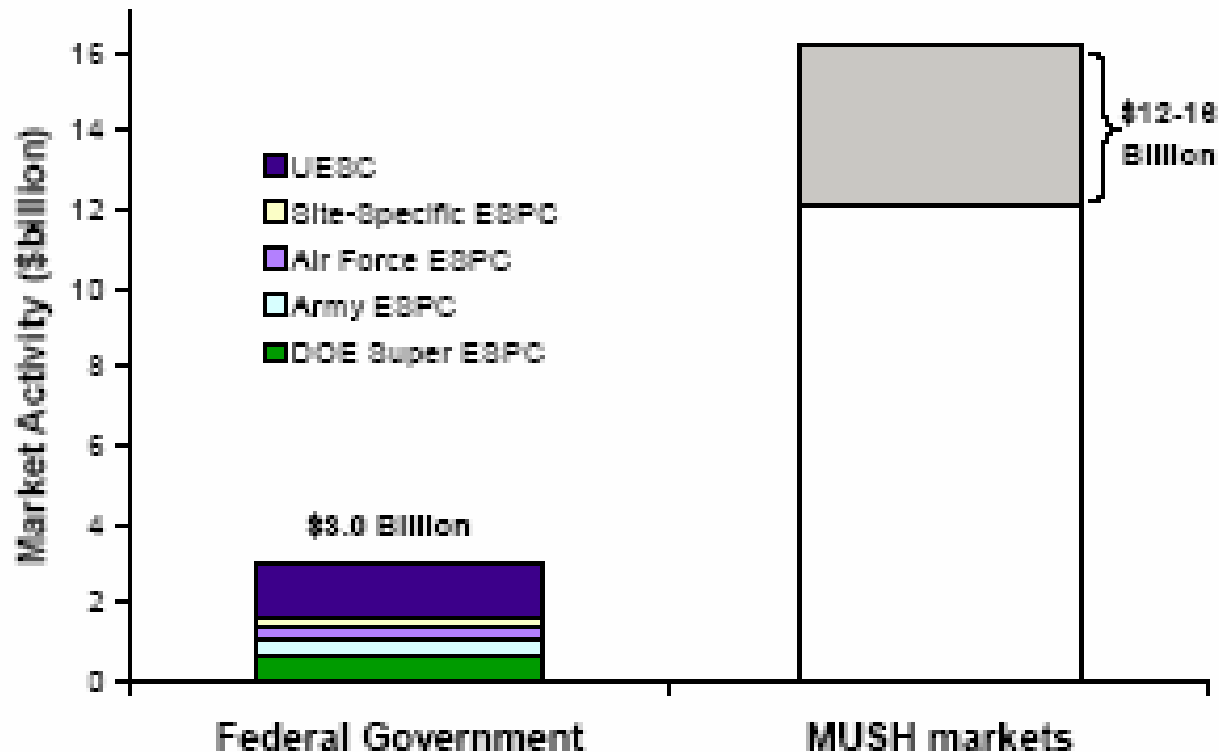
Presented by  
Donald Gilligan  
President, NAESCO  
September 11, 2006

# NAESCO Overview

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- ❑ 20+ Year History
- ❑ Represents a \$3 billion/year industry
- ❑ Quality = NAESCO Accreditation
- ❑ Measurable project savings
- ❑ Industry trends
- ❑ NAESCO available to help

# ESCO Industry, 1990-2003



# ESCO Industry History

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- ❑ Database of projects maintained by Lawrence Berkeley National Laboratory
- ❑ Reports available at [http://google.lbl.gov/search?q=naesco&btnG=Google+Search+Berkeley+Lab&ie=&site=lbl&oe=&lr=&access=p&client=lbl&proxystylesheet=lbl&output=xml\\_no\\_dtd](http://google.lbl.gov/search?q=naesco&btnG=Google+Search+Berkeley+Lab&ie=&site=lbl&oe=&lr=&access=p&client=lbl&proxystylesheet=lbl&output=xml_no_dtd)

# Quality = NAESCO Accreditation

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- ESCO applies to independent NAESCO committee
  - Legal and technical experts
- ESCO submits comprehensive data
  - ≤ 50 completed projects within 3 years
  - Detailed spreadsheet of results and costs
  - Project contracts
  - Project Operations and Maintenance (O&M)
  - Project Measurement and Verification (M&V)
- Committee checks customer references
- ESCO agrees to NAESCO Code of Ethics
- Committee recommends accreditation

# Measurable Project Savings

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- IPMVP is the established standard
  - In use for about 10 years
  - Continuously improved
  - Expert staff (EVO) and blue-ribbon consultant panels
  - Website: [www.ipmvp.org](http://www.ipmvp.org)
  
- Prove savings for emissions reductions, resource procurement, economic development, etc.

# ESCO Industry Trends

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- Energy efficiency = supply resource
  - California
  - ISO-NE, Massachusetts, Rhode Island
  
- Energy efficiency = economic development
  - Investment in public facilities
  - Job and income creation

# Investment in Public Facilities

<b>Market Segment</b>	<b>Number of Projects</b>	<b>Average Project Cost (million \$)</b>	<b>Average Project Investment (\$/ft<sup>2</sup>)</b>
K-12 schools	202	\$2.66 +/- 5.4	4.34
State/local government	119	\$1.71 +/- 3.7	4.80
Health/hospital	100	\$0.99 +/- 1.5	3.12
University/college	75	\$2.62 +/- 3.2	3.46
Federal government	56	\$2.78 +/- 4.7	2.92
Industrial	59	\$0.79 +/- 2.3	1.47

# Economic Development

## *Macroeconomic Impacts of the New York Energy \$mart Program (through December 2004)*

Economic Variable	Program Implementation Years	Years Following Program	Annual Average over 18-Years
	(1999 to 2006)	(2007 to 2016)	(1999 to 2016)
<b>Jobs</b>	4,779	4,109	4,407
<b>Labor Income</b>	\$211 Million	\$134 Million	\$168 Million
<b>Total Output</b>	\$407 Million	\$71 Million	\$220 Million
<b>Value Added</b>	\$205 Million	\$5 Million	\$94 Million

# NAESCO Can Help

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- Advocate for legislation and regulations
  - Work with ESC and energy offices
- Serve on advisory committees
  - NY, CA, WGA, NAPEE
- Work with regional and state officials to develop programs
  - ISO-NE, CA, NC

# More information

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Donald Gilligan

President

NAESCO

781.793.0250

[donauldgilligan@comcast.net](mailto:donauldgilligan@comcast.net)

# *“An Evening at Parkside”*

September 12, 2006

8:30 - 10:30

Parkside Room

second floor, next to the lounge in the Crowne Plaza Hotel



Hospitality provided by:



**NAESCO**  National Association of  
Energy Service Companies