an independent energy solutions company

Energy Savings Performance Contracting
Green Servicizing

June 23, 2011
Company Overview

- Ameresco, Inc (NYSE: AMRC) is a leading independent Energy Services Company (ESCO) in North America.

- Delivering long-term customer value and environmental sustainability through alternative energy solutions, energy efficiency and innovative facility renewal strategies.
Experience

• Engineering-based company
• $5 billion in Energy Solutions implemented
• 30 years experience in design, operation and management of energy supply, usage, and assets
• Award-winning expertise in energy asset development
• Independent company, not affiliated with any utility or parent company – technology and equipment neutral
## Solutions

### Clean. Green. Sustainable.

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Energy Efficiency

Energy Savings Performance Contracts (ESPCs):

- Self-funding energy projects
- No upfront capital required
- Design and implement energy conservation measures
- Guaranteed energy savings
- Savings accrue and pay for project implementation costs
What is an ESPC?

Energy Savings Performance Contracts bundle energy services and infrastructure improvements:

- improving operational efficiency
- enhancing existing structures
- reducing energy consumption
Outcomes from an ESPC

- Reduced Carbon Footprint
- Facility Renewal
- Improved Efficiency:
  - Upwards of 25-45% reduced energy/water consumption
- Local Economic Impact
Energy Saving Performance Contract

- The ESPC contractor carries the contracting risk and secures third-party financing.
- Projects are paid for over an agreed term with Guaranteed Energy and Operations and Maintenance Savings.
- Ensures long-term measurement and verification of energy savings.

ESPC is alternative-financing and enables agencies/clients to meet sustainability goals and reduce costs when appropriated funds are not available.
Key Points

- Mandatory savings guarantees
- Savings must exceed payments in each year
- Measurement and verification (M&V) of savings is mandatory
- Contract term cannot exceed 25 years in the federal sector
Hill Air Force Base, Utah

$17.7 M Comprehensive Energy Projects:

• 2,250 kW LFGTE Plant
• 210 kW PV Array
• Facility & Energy System Improvements
• First DOE BAMF Project, First LFGTE Project in Air Force and DOD, First LFGTE Project in Utah
• 20 Year Operations, Gas Purchase, and Power Purchase Agreements
Great Lakes Naval Training Center

- 1,500 buildings - 16 million sq.ft.
- Since 1997, the projects have saved 1,308,100 MBTUs of thermal energy

Measures include:
- New 11MW Cogeneration System
- 4 MW backup capacity with diesel-powered generator
- Facility-wide SCADA system for centralized control of electricity
- Replacement of 1+ miles of steam and condensate piping, steam traps, & pipe insulation

Project Capital: $101 M
Annual Savings: $12 M
Boeing Company

- 20 Year Agreement
- Design-build, Own, Operate & Maintain
- High Temperature Hot Water/Chiller Water Plant
  - 5,500tons of Chiller Capacity
  - 56 MMBtu/hr of HTHW Boiler Capacity
- Fully automated, efficient and reliable operations since 2001

Huntington Beach, CA
FCI Texarkana, Texas

Federal Correctional Institution (FCI), Texarkana, TX, houses 1,700 inmates.

- Total Investment: $10.6M
- Cumulative Savings: $34.8M over 20+ yrs

- 6 Energy Measures (EM) being implemented, including Biomass Renewable Plant.
- Will reduce carbon emissions by 4,200 tons annually.
DOE Savannah River, S.C. Biomass Cogeneration

- Largest Renewable ESPC in history
- $795M DOE ESPC to construct a biomass cogeneration facility and two smaller biomass heating facilities
- Facility design capacity of 240,000 pounds per hour (PPH) of steam and 20 megawatts (MW) of electric power
- $34M annual cost-savings, $840M savings over 19 years
- Reduces greenhouse gas emissions by over 100,000 tons annually
DOE Savannah River, S.C. Biomass Cogeneration
US DOE, National Renewable Energy Laboratory

- Generates 9 MBtu/hr, or Approximately 600 Gallons Per Minute of Hot Water

Golden, CO
National Archives, Washington DC

- ESPC & Cogeneration
- $1.2 Million Annual Savings, one square block
- Maximizing Efficiency, Water Use and Steam
- National Archives I & II
ESPCs Federal Sector

As of May 2011, more than 570 projects worth $3.9 billion were implemented at 25 Federal agencies in 49 states and D.C.

These projects saved an estimated:

- 32.8 trillion Btu annually
- (Equal to the energy consumed by 345,000 households or a city with a population of 893,000)
- Saved $13.1 billion in energy costs
- (Approximately $10.1 billion goes to fund energy efficiency projects and $3 billion is reduced Federal Government spending)
Thank You