

ENERGY AND SUSTAINABILITY SERVICES FOR CAPE ELIZABETH

AMERESCO 
Green • Clean • Sustainable

AUGUST 21, 2019

About Ameresco



SAVING ENERGY, AND SUPPORTING SUSTAINABILITY GOALS

\$2.7 Billion

Project financing
sourced and raised

MORE THAN

1,000

employees

Founded in
2000

OVER
\$5 Billion

in energy solutions
delivered since inception
(including our predecessors)

**Structured to
Deliver
Customer Value**

\$1

Billion

bonding capacity with a
per project maximum
of \$150 million

PUBLIC
2010
NYSE: AMRC

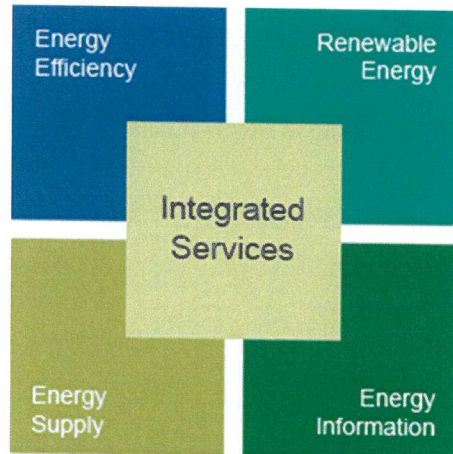
267MWe

of energy and landfill gas
generated by owned and
operated energy plants

**\$787.1
Million**

annual revenue in 2017

BROAD BASED SOLUTIONS AND SERVICES



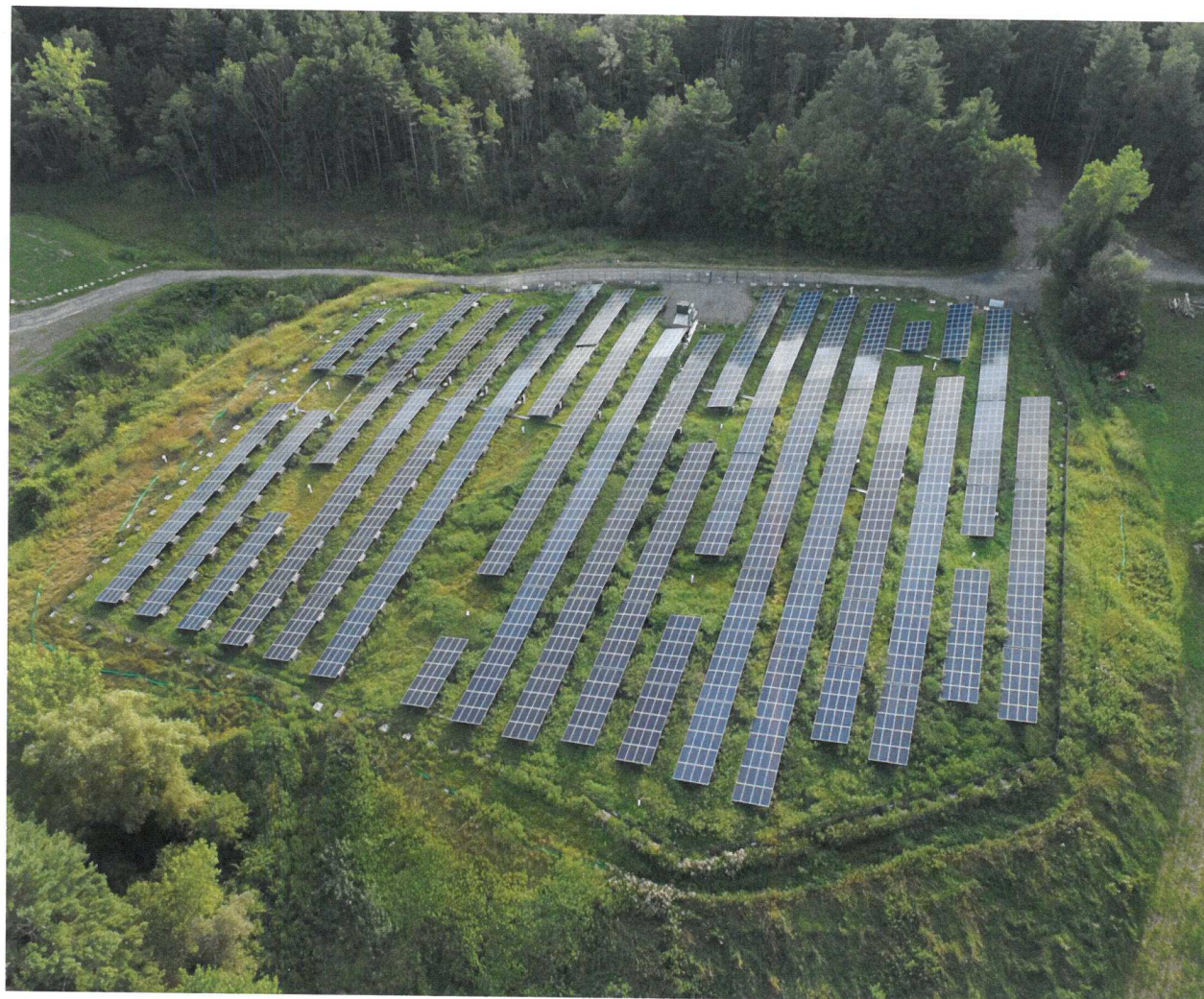
Ameresco offers a comprehensive array of energy solutions to address energy at every stage – **before, at, and after the meter** on an integrated basis, supporting best practices and customer value

Energy Efficiency	Energy Supply	Integrated Services	Renewable Energy	Energy Information
<ul style="list-style-type: none"> Energy Savings Performance Contracting Demand Side Management Demand Response Turnkey Design/Build Facility Renewal LEED Construction Power Quality & Reliability 	<ul style="list-style-type: none"> Utility Budgeting Commodity Procurement Rate Analysis Negotiation Price Risk Mitigation Green House Gas Management 	<ul style="list-style-type: none"> Asset Monetization Plant Rehabilitation Facilities Management On-site Cogeneration Distributed Generation 	<ul style="list-style-type: none"> Landfill Gas Biogas Biomass Solar Photovoltaic Solar Thermal Geothermal Wind 	<ul style="list-style-type: none"> Utility Bill Analysis, Processing & Payment ENERGY STAR Reporting Green House Gas Reporting Automated Demand Response xChangePoint® AXIS® MyEnergyPro Asset Planner

CURRENT SITUATION

- Public Entities “Budget Crunch”
- Rising Energy & Maintenance Costs
- Aging Buildings with Obsolete Systems
- Facilities Staff Stretched to the Limit
- Desire to “Go Green” or become “Sustainable”

SOLAR



AMERESCO MAKES LONG TERM COMMITMENTS ON SOLAR

- In-House, Dedicated Project Team - Our project leaders stay with the project from development through operation
- In-House Design Engineering capability
- In-House Financing capability (Financial Strength) - we can start immediately, fund our own construction, and have established project financing partners
- In-House Construction Management capability
- In-House O&M capability (Long Term Commitment) – we own and operate our systems with municipalities
- Educational Components – Kiosk and School Curriculum modules at no additional cost

Ameresco has built 100% of Our Contracted Solar Projects

AMERESCO SOLAR EXPERIENCE

Solar PV Projects Developed by Ameresco's Regions	Completed (kW-DC)	Completed (Number of Installations)	In Construction (kW-DC)	Awarded (kW-DC)
East USA	99,202	138	28,471	39,432
West USA	82,984	246	16,760	39,432
Midwest USA	0	0	3,700	13,802
Federal USA	41,010	18	5,059	50,300
Canada	6,318	55	0	0
Ameresco Solar (Off-Grid)	2,543	7	0	0
Subtotal	232,056	464	53,989	142,966
Total Completed and In Construction (kW-DC)		286,046		

- Over 30 MW of landfill solar projects built and operating in New England
- **Recently completed Portland Jetport Solar PV project**

OVER 60 MW OF TURN-KEY MUNICIPAL SOLAR PROJECTS IN NEW ENGLAND

- Multiple municipal ground mount and landfill projects between 2 and 10 MW, all completed turnkey and contracted under 20-year PPAs
- Ft. Detrick Project in MD – 18.6 MW under long term PPA with Federal Government
- Candlewood Solar, New Milford CT – 24 MW in final development
- Example projects include landfills, ground mounts, rooftops and canopies:
 - Portland Jetport Rooftop – 475 kW
 - Weston Landfill – 2.27 MW
 - Pittsfield Landfill – 2.91 MW
 - Mendon and Hopedale Ground Mount – 6.9 MW (Community Solar)
 - MA DOT – 4.2 MW multiple sites and loads
 - Wareham – 10.2MW Ground Mount

PORTLAND JETPORT – 475 KW



- Installed on the upper level parking garage at the Jetport
- One of the largest roof mounted PV arrays in Maine, consisting of 1,398 US made PV panels

NORTHAMPTON LANDFILL – 3.4 MW



- Project includes landfill cap and ground mount portions
- Safely worked around extensive gas collection system

WESTON LANDFILL – 2.27 MW



- Construction closely coordinated with active transfer station operations
- Worked with Town and local residents to address aesthetics concerns

PITTSFIELD LANDFILL – 2.91 MW



- Installed on two separate landfills – municipal solid waste and industrial ash
- Construction required installation of main conductors underneath a utility transmission corridor, requiring a special utility study

MAINE SOLAR INCENTIVE CHANGES (LD1711)

- **Changes to Net Energy Billing (NEB):**
 - 5 MW AC size
 - Changes compensation rate to small commercial rate: Supply + 75% T&D = ~\$0.13/kWh in CMP territory
 - Removes off-taker limit (formerly was 10 off-takers max)
- **Declining Block Program**
 - Declining block program for non-residential & community solar
 - Initial competitive procurements to set compensation rates, and declining blocks by 3% decrease thereafter
 - **Encourages participation in competitive procurement**

NET ENERGY BILLING IS AVAILABLE NOW

Net Energy Billing for Cape Elizabeth

- Install solar at Town facilities and use NEB
- Up to ~4 MW DC could be installed based on existing Town load of ~5.6 M kwh annually
- Ameresco can build and own Solar PV systems under 20-year PPA with the Town – allows utilization of Federal tax credits
- The Town saves on difference between PPA rate and NEB rate
- **No permitting or capital costs** for the Town
- **Generate additional Tax revenue** for the Town

SOLAR AT THE TOWN LANDFILL 21 DENNISON ROAD

- 1.42 MW DC system
- 1st year Generation of 1.9M kWh
- NEB would generate ~\$250,000 in net metering credits in 1st year
- No up-front cost to Town



SOLAR AT SCHOOLS AND TOWN FACILITIES

Rooftop Solar with Net Energy Billing

- 37 Town owned buildings; 750,000 sf
- Solar on schools and other facilities can be added to landfill system for additional NEB benefit
- Based on initial evaluation, schools could support up to 1 MW or more of rooftop solar
- Coordinate solar at schools with renovation schedule
- No permitting or capital costs for the Town

ENERGY EFFICIENCY

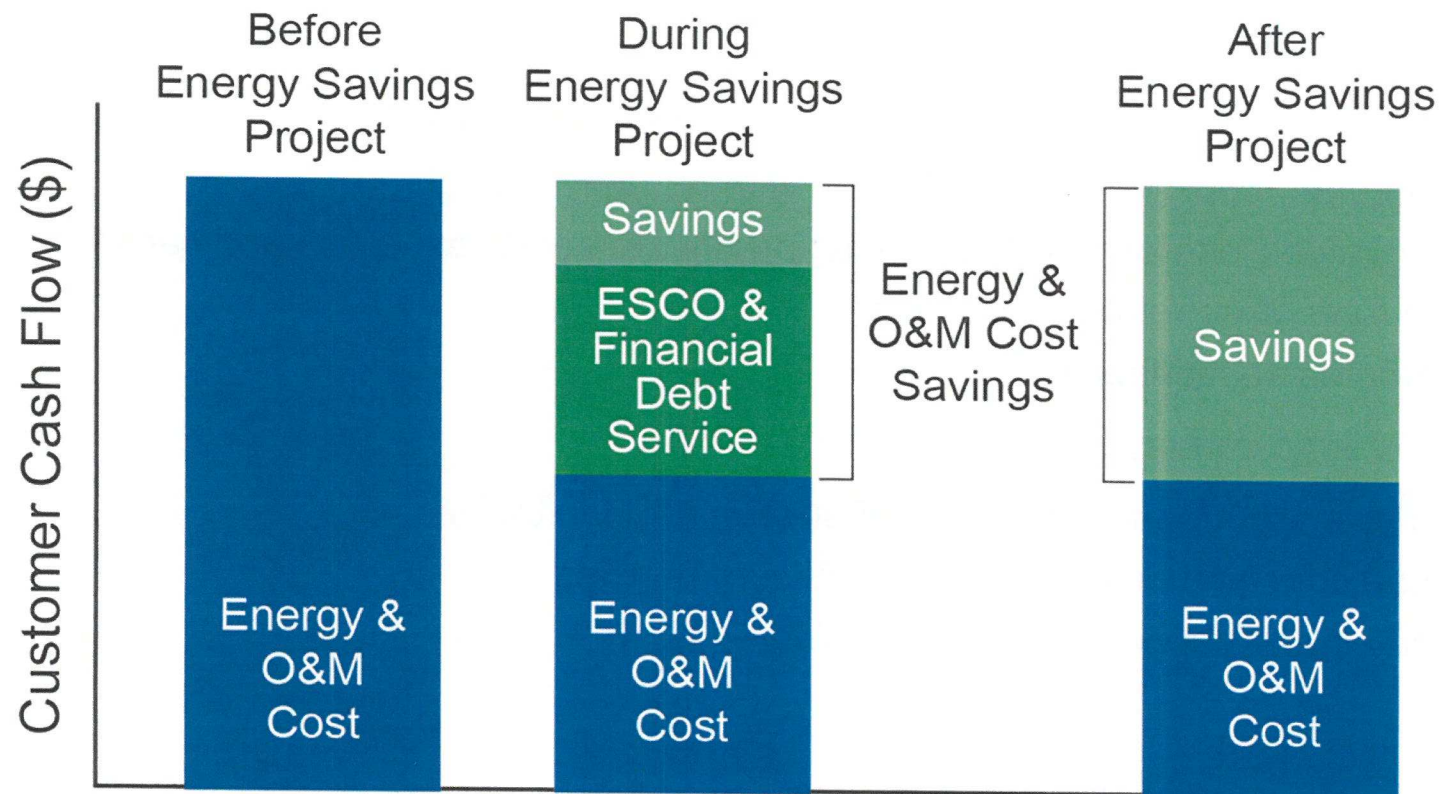


AMERESCO ENERGY EFFICIENCY SERVICES

- Alternative mechanism for developing, constructing & financing energy and water conservation projects where capital funds are limited.
- Ameresco develops, designs and implements energy efficiency measures
- Guaranteed savings accrue & pay for project costs over project life
- Ameresco assists with arranging financing
- Renewable energy & CHP can be implemented along with infrastructure improvement projects
- Project performance period – investment repayment
 - *Investment is repaid through guaranteed savings*
 - *Measure, monitor and verify energy savings*

ENERGY SAVINGS PERFORMANCE CONTRACT (ESPC) CONCEPT

Energy related capital improvements paid from future energy and operating cost savings - No impact to taxpayers



BENEFITS OF ENERGY SAVINGS PERFORMANCE CONTRACTS

- Facility repair and upgrades without impacting capital budget
 - Capital improvements, modernization and infrastructure upgrades
 - Repair, reuse, and revitalize facilities
 - No increased taxes
- Reduce current and future energy consumption and costs
- Integrated, budget-neutral solutions with no upfront cost
- Guaranteed energy savings leveraging private sector expertise and capital
- Can fund other related initiatives
- Promotes sustainability
 - Reduce carbon emissions
 - Better control and reporting of sustainability initiatives
- Infuse construction dollars into local communities
- Creates and supports local green jobs

CITY OF PORTLAND, ME

- Audited over 51 locations
 - Including schools, city buildings, and streetlights
- Identified 87 Energy Conservation Measures (ECMs) with over 400 potential opportunities identified
 - Boiler Upgrades
 - HVAC Controls
 - Cogeneration
 - Fuel Conversions
 - Lighting
 - Building Envelope
 - Heat Pumps
 - Renewable Energy (Solar PV, Solar Thermal)



CITY OF LOWELL, MA

- Phase 1: ESPC
 - 23 energy conservation measures at 28 schools and 19 municipal facilities
 - Expected to produce energy savings of more than \$1.5 million over the 20-year contract
- Phase 2 & 3: Solar PV
 - Under the first PPA, Ameresco designed, installed, commissioned, owns, operates, and maintains five roof-top mounted solar PV systems totaling 341.9 kW at three elementary schools, a middle school and the Lowell Memorial Auditorium
 - Under the second PPA, Ameresco implemented a 1.5MW ground mounted project at the City's capped landfill
- Phase 4: Energy Management
 - Ameresco provides a web-based energy management system that collects and analyzes energy usage data for all the City of Lowell's utility accounts



AMERESCO VALUE

- **Energy is our only business**
- **We are local, knowledgeable, and dedicated** - Experienced, Local Project Team With Proven Track Record. Ameresco Is Committed To Providing Top-quality Services For The Long-term
- **Financially strong** - we have the financial capability to initiate development immediately
- **In-house capability** - we develop, engineer, construct, operate and maintain using our in-house personnel
- **We Are Customer Focused** - Our Track Record For Energy Savings Performance Is Exceptional, And We Have Met **All** Of Our Guarantees.

AWARD WINNING

Top 15 Clean50 Projects
 City of London's Canada
 Games Aquatic Centre
 Canada's Clean50

**20 Most Promising Energy
 Technology Solution
 Providers**
 CIO Review

Green Champion Award
 The Energy Live Consultancy
 Awards

**Best Energy Efficiency
 Solutions**
 The New Economy Clean
 Tech Awards

Game Changers
 The Boston Globe Magazine

Energy Project of the Year
 New Mexico State University
 New Mexico Association of
 Energy Engineers

Finance Monthly CEO Award
 George Sakellaris
 Finance Monthly Magazine

**Top Clean Energy
 Companies**
 Boston Business Journal

**Economic Leadership in
 Energy Efficiency**
 Michigan Agency for
 Energy/Michigan Public
 Service Commission
 Energy Service Coalition

Airports Going Green Award
 Minneapolis St. Paul
 International Airport
 City of Chicago Department of
 Aviation

**Technology and Innovation
 in Environmental
 Stewardship Award**
 Metropolitan Airports
 Commission
 Minnesota Department of
 Transportation

THANK YOU

Kleo Taliadouros
Vice President

Joel Lindsay
Sr. Director



Your Trusted Sustainability Partner
ameresco.com

