

View of the Expanding ESCO Market

Florida Energy Services Coalition

January 2008



- Stones River Electric, Inc
 - Core Competencies
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- View of Expanding ESCO Market
 - C40
 - Clinton Climate Initiative
 - US Green Building Council
 - National Energy Services Coalition
 - Network of Partners



Company Profile

- Stones River Electric founded in 1990.
- Light Incorporated, a 43 year old lighting management company, purchased in 1993.
- Providing turn-key energy solutions at a National level through a cooperative effort that involves an established industry network.



Core Competencies

Our management team is highly experienced in providing all types of electrical and lighting services, which include:

- Energy Efficient Lighting Upgrades
- Lighting Maintenance
- Lighting Design and Design Build Services
- Electrical Contracting & Maintenance
- Infrared Diagnostics



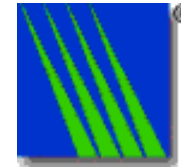
Team Approach to Success

- **Key to Success - Customer Expectations Understood**
 - Knowledgeable about Solutions' Selling
 - Ability to Identify Opportunities
- **National Supplier Involvement**
- **Education and Training**
 - **LC** – Lighting Certified (NCQLP/IESNA)
 - **CLMC** – Certified Lighting Management Consultants (NALMCO)
 - **Master Electricians**
 - **CSLT** and **CALT** - Certified Senior and Apprentice Lighting Technicians



Team Approach to Success

- **Industry Alliances**



NAESCO Accredited



- **First Accredited NAESCO Energy Efficiency Contractors**
- **2004 Business Woman Owner of the Year**
- **Published in Forbes September 2006**
- **2006 LEED Accredited**





View of Expanding ESCO Market

- Network of Tennessee Partnerships
 - Led by the TN ESC
 - Kilo-watt Ours
 - US Green Building Council
 - Tennessee Valley Authority Governments
 - Nine TN Development Districts



C40

The C40 is an association of large cities that have pledged to accelerate their efforts to reduce greenhouse gas emissions and so provide global leadership in this arena.



Clinton **Climate** Initiative

The Clinton Climate Initiative (CCI) is a project of the Clinton Foundation that is dedicated to making a difference in the fight against climate change in practical, measurable, and significant ways.



Clinton **Climate** Initiative Progress

In May 2007, Former President Bill Clinton launched a landmark program. Multinational Corporations, Five Global Banks, and the First Fifteen Cities Partner with the Clinton Foundation to Retrofit Buildings and Reduce Carbon Emissions.



Clinton **Climate** Initiative Progress

In November 2007 at the Green Build (USGBC) conference in Chicago Launched new Partnerships to improve energy efficiency worldwide & included hundreds of millions of square feet of public & private real estate throughout the United States.



How Does CCI Help – Related to ESCo's

- There are many interventions that cities can take to reduce energy consumption and to use cleaner energy. They include:
- Creating building codes and standards that include practical, affordable changes that make buildings cleaner and more energy efficient.
- Conducting energy audits and implementing retrofit programs to improve energy efficiency in municipal and private buildings.
- Installing more energy efficient traffic and street lighting.
- Additional Help.....



Agreement Language Signed by Over 700 cities:

Whereas,

5. Make energy efficiency a priority through building code improvements, retrofitting city facilities with energy efficient lighting and urging employees to conserve energy and save money;
6. Purchase only Energy Star Equipment & Appliances for city use;
7. Practice and promote sustainable building practices using the US Green Building Council Leed program;



Summary

**The ESC State Chapter
has an opportunity to promote this
message as part of the performance
contracting outreach effort!**