



Setting Standards for Excellence

## **Fact Sheet and Contact Information: Energy Service Companies (ESCOs)**

In December 2009, sixteen Energy Service Companies (ESCOs) were awarded special umbrella Energy Savings Performance Contracts (ESPCs) by the U.S. Department of Energy (DOE) to assist the U.S. government in achieving energy efficiency, renewable energy, and water conservation projects at federally-owned buildings and facilities. These “Super ESCOs” are key actors on designing, specifying and executing major federal building renovation and enhancement projects. Many of the ESCOs are active service providers to state and local governments as well.

According federal officials, many of the renovations to U.S. government facilities funded by the American Reconstruction and Reinvestment Act of 2009 will be done under contracts with ESCOs and “Super” ESCOs.

The DOE “Super ESPC” awardees are:

- Ameresco, Inc.
- Chevron Energy Solutions
- Clark Realty Builders
- Consolidated Edison Solutions, Inc.
- Constellation Energy Projects & Services Group, Inc.
- FPL Energy Services, Inc.
- Honeywell International, Inc.
- Johnson Controls Government Systems, LLC
- Lockheed Martin Services, Inc.
- McKinstry Essention, Inc.
- NORESKO, LLC
- Pepco Energy Services
- Siemens Government Services, Inc.
- TAC Energy Solutions
- The Benham Companies, LLC
- Trane U.S., Inc.

### ***Background***

Under an ESPC, the contractor designs, constructs, and obtains the necessary financing for an energy savings project, and the agency makes payments over time to the contractor from the savings reduction in the utility bills which are paid by the agency’s appropriated funds over time. The contractor guarantees the energy improvements will generate savings. Moreover, the aggregate annual amount of payments to the contractor and payments for utilities cannot exceed the amount that the agency would have paid for utilities without an ESPC. After the contract ends, all continuing cost savings accrue to the agency.

The new DOE ESPCs provide for a maximum individual contract value of \$5 billion over the life of the contract, eliminate technology specific restrictions, and allow federal agencies to use these contracts in federal buildings, nationally and internationally.

**Primary Contact Points for DOE “Super” ESCOs**

Organization	Primary Contact
<p><b>Ameresco, Inc.</b>                      111 Speen Street, Suite 410                      Framingham, MA 01701  <a href="http://www.ameresco.com/">http://www.ameresco.com/</a></p>	<p><b>Keith Derrington</b>                      Vice President and General Manager                      Phone: 865-330-7146  <a href="mailto:kderrington@ameresco.com">kderrington@ameresco.com</a></p>
<p><b>Chevron Energy Solutions</b>                      2600 Eagan Woods Drive                      Eagan, MN 55121  <a href="http://www.chevron.com/">http://www.chevron.com/</a></p>	<p><b>Jay A. Johnson</b>                      Director Operations - Federal Business Unit                      Phone: 651-905-5707                      Mobile: 612-670-7825  <a href="mailto:jajohnson@chevron.com">jajohnson@chevron.com</a></p>
<p><b>Clark Realty Builders, LLC</b>                      4401 Wilson Boulevard, Suite 600                      Arlington, VA 22203  <a href="http://www.clarkrealty.com/">http://www.clarkrealty.com/</a></p>	<p><b>Bryon Krug</b>                      Phone: 703-294-4526                      Mobile: 240-638-6695  <a href="mailto:bryon.krug@clarkrealty.com">bryon.krug@clarkrealty.com</a></p>
<p><b>Consolidated Edison Solutions, Inc.</b>                      701 Westchester Avenue., Suite 300 E                      White Plains, NY 10604  <a href="http://www.conedsolutions.com/">http://www.conedsolutions.com/</a></p>	<p><b>Anthony P. Spera</b>                      Director of Sales                      Phone: 914-286-7756                      Mobile: 914-400-6507  <a href="mailto:speraa@conedsolutions.com">speraa@conedsolutions.com</a></p>
<p><b>Constellation Energy Projects &amp; Services Group, Inc.</b>                      7129 Ambassador Road                      Baltimore, MD 21244  <a href="http://www.constellation.com/">http://www.constellation.com/</a></p>	<p><b>Douglas S. Sattler</b>                      Director, Federal Business Development                      Phone: 978-848-6025                      Mobile: 610-389-3067  <a href="mailto:douglas.s.sattler@constellation.com">douglas.s.sattler@constellation.com</a></p>
<p><b>FPL Energy Services, Inc.</b>                      700 Universe Boulevard                      Juno Beach, FL 33408  <a href="http://www.fpl.com/">http://www.fpl.com/</a></p>	<p><b>Ed Lynch</b>                      Contracts Manager                      Phone: 321-726-4936                      Mobile: 321-431-4391  <a href="mailto:ed_lynch@fpl.com">ed_lynch@fpl.com</a></p>
<p><b>Honeywell International, Inc.</b>                      1985 Douglas Drive North                      Golden Valley, MN 55422  <a href="http://www.honeywell.com/">http://www.honeywell.com/</a></p>	<p><b>Steven C. Craig</b>                      General Manager, Federal Government Business Unit                      Phone: 513-459-1641  <a href="mailto:steven.craig@honeywell.com">steven.craig@honeywell.com</a></p>
<p><b>Johnson Controls Government Systems, LLC</b>                      507 East Michigan Street                      Milwaukee, WI 53201  <a href="http://www.jci.com/">http://www.jci.com/</a></p>	<p><b>Andrew M. Morton</b>                      Phone: 720-635-6607  <a href="mailto:andrew.m.morton@jci.com">andrew.m.morton@jci.com</a></p>

Organization	Primary Contact
<p><b>Lockheed Martin Services, Inc. (dba: LMSI)</b>            700 North Frederick Avenue            Gaithersburg, MD 20879-3328  <a href="http://www.lmco.com/">http://www.lmco.com/</a></p>	<p><b>Patrick M. McCarthy</b>            Program Director, Energy and Environmental Services            Phone: 301-519-6314  <a href="mailto:patrick.mccarthy@lmco.com">patrick.mccarthy@lmco.com</a></p>
<p><b>McKinstry Essention, Inc.</b>            5005 3rd Avenue South            Seattle, WA 98034  <a href="http://www.mckinstry.com/">http://www.mckinstry.com/</a></p>	<p><b>Ash Awad</b>            President            Phone: 206-832-8227  <a href="mailto:asha@mckinstry.com">asha@mckinstry.com</a></p>
<p><b>NORESCO, LLC</b>            One Research Drive, Suite 400C            Westborough, MA 01581  <a href="http://www.noresco.com/">http://www.noresco.com/</a></p>	<p><b>Britta Macintosh</b>            Vice President, Business Development            Phone: 508-614-1050            Mobile: 508-330-9991  <a href="mailto:bmacintosh@noresco.com">bmacintosh@noresco.com</a></p>
<p><b>Pepco Energy Services</b>            1300 North 17th Street, Suite 1600            Arlington, VA 22209  <a href="http://www.pepcoenergy.com/">http://www.pepcoenergy.com/</a></p>	<p><b>Steve Boyle</b>            Phone: 703-253-1765            Mobile: 202-744-8940  <a href="mailto:sboyle@pepcoenergy.com">sboyle@pepcoenergy.com</a></p>
<p><b>Siemens Government Services, Inc.</b>            1881 Campus Commons Drive, Suite 300            Reston, VA 20191  <a href="http://www.siemensgovt.com/">http://www.siemensgovt.com/</a></p>	<p><b>Michael Angerame</b>            Vice President            Mobile: 508-728-2850  <a href="mailto:michael.angerame@siemensgovt.com">michael.angerame@siemensgovt.com</a></p>
<p><b>TAC Americas, Inc.</b>            1650 West Crosby Road            Carrollton, TX 75006  <a href="http://www.tac.com/">http://www.tac.com/</a></p>	<p><b>Kevin Vaughn</b>            Phone: 512-837-4181            Mobile: 512-633-8104  <a href="mailto:kevin.vaughn@tac.com">kevin.vaughn@tac.com</a></p>
<p><b>The Benham Companies, LLC</b>            9400 North Broadway, Suite 300            Oklahoma City, OK 73114  <a href="http://www.benham.com/">http://www.benham.com/</a></p>	<p><b>Kenneth A. Nelson</b>            Corporate Senior Vice President            Phone: 405-478-5353  <a href="mailto:ken.nelson@benham.com">ken.nelson@benham.com</a></p>
<p><b>Trane U.S., Inc. (dba: Trane)</b>            3600 Pammel Creek Road            LaCrosse, WI 54601-7599  <a href="http://www.trane.com/">http://www.trane.com/</a></p>	<p><b>John Stanley</b>            Phone: 972-406-3656            Mobile: 214-869-3037  <a href="mailto:jstanley@trane.com">jstanley@trane.com</a></p>

Other DOE-qualified ESCOS are listed here:

[http://www1.eere.energy.gov/femp/financing/espcs\\_qualifiedescos.html](http://www1.eere.energy.gov/femp/financing/espcs_qualifiedescos.html).