



Doing Well by Doing Good

Environmental, Social & Governance Report 2020

AMERESCO 



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Letter from the CEO

I have long believed that Ameresco is **doing well because we are doing good**. This notion motivates me daily, and I am humbled that it inspires many of our employees too. Ameresco's vision is to **Energize a Sustainable World**, and, core to Ameresco's culture and business are our guiding values: C.A.R.I.N.G. about our customers, our environment, our communities, our people, and our business.

These values have been tested in a year marked with unrivaled global challenges — from the public health crisis and economic downturn caused by the COVID-19 pandemic, to civil unrest stemming from prejudice and racial injustice — but steadfastly remain our guiding principals. What cannot and should not be lost in all of this is the tremendous opportunity, and responsibility, for us to work together in an effort to reduce emissions and limit the effects of climate change.

Our company's strengths are on full display in 2020 as we responded to the pandemic by ensuring the health and safety of our employees. We implemented a seamless transition to full remote operations for many months, and, while following all CDC guidelines, continued front-line work at our essential facilities. I cannot thank our employees enough for their dedication throughout these unprecedented challenges. Our culture has held strong and we are moving full steam ahead — raising full year guidance for 2020 while staying resilient and nimble in executing on projects and goals.

Last year, Ameresco's customer projects and owned renewable energy assets delivered a carbon reduction of approximately 11.2 million metric tons of carbon dioxide — equivalent to reducing greenhouse gas emissions from more than 27.7 billion miles driven by passenger vehicles. As a long-term

trusted sustainability partner, we are committed to making a meaningful impact on a low carbon future and doing our part to ensure future generations will be able to enjoy this world to its fullest.

In this first Environmental, Social, and Governance Report, we are proud to detail many of Ameresco's initiatives and impact aligned with our mission to **lead the quest in creating a more sustainable world**. I hope you enjoy reading this report's highlights and examples of how ESG is engrained in our culture — delivering energy savings and green energy generation for our clients, and setting the pace for the industry; cultivating a culture that embraces diversity and inclusion, employee well-being, community engagement; embracing governance pillars such as health and safety, cyber security, and corporate responsibility. Our financial performance is backed by a strong leadership team and a dedicated workforce executing in key ESG areas each and every day.

As a pioneer in the energy industry for the last 20 years, Ameresco has maintained a relentless focus on the environment. By driving energy savings and renewable solutions, I hope that we have created a path for customers, partners and people to follow. While being proud of what we have accomplished so far, I am both humbled and yet excited for what is to come. I am more confident than ever that our continued drive and determination will one day make our goals for carbon neutrality and a cleaner, greener planet a reality.

A handwritten signature in black ink, appearing to read "George P. Sakellaris".

George Sakellaris President & CEO



About Ameresco

Bringing Long-Term Value to Customers Since 2000

Ameresco, Inc. (NYSE:AMRC) is a leading energy services company with a comprehensive portfolio of energy efficiency and renewable energy solutions. Our technical independence coupled with our advanced technology portfolio allows us to integrate best-in-class solutions for the unique needs of each customer.

We provide energy efficiency services, [distributed generation](#), analytics, supply management, and innovative facility renewal all with practical financial solutions. Our team of technical experts deliver measurable cost savings through customized efficiency measures. Whether focused on securing infrastructure upgrades, meeting sustainability goals, or creating resiliency – our customers benefit from a single provider of comprehensive energy solutions.

Drawing from decades of experience, Ameresco develops tailored energy projects for federal, state and local governments, educational and healthcare institutions, airports, public housing authorities, and commercial and industrial clients across North America and the U.K.



Our Values



Ameresco has become a leading energy efficiency and renewable energy company by approaching its business with a specific set of values and goals. Our C.A.R.I.N.G. values shape our culture and are instrumental in guiding every aspect of our business. These are demonstrated in the way we work to meet the energy and sustainability goals of our clients and stakeholders.

Committed: Engaged, loyal, and, accountable to our stakeholders in achieving our shared goals.

Attitude: Demonstrating a can-do attitude.

Resourceful: Nothing is insurmountable. We do more with less.

Integrity: Empowered to do the right thing with consistent and high ethical standards in everything we do by embracing honesty, fairness, respect, and safety.

Nimble: The flexibility to remain ahead of a changing environment by being entrepreneurial, passionate, open, innovative, and smart.

Greatness: Leading the industry by pursuing excellence and innovative solutions, demonstrating the highest standards, leveraging experience, and unlocking the hidden potential to create a more efficient, sustainable world.

Our Vision

Energizing a sustainable world.

Our Mission

Leading the quest to change the world as the trusted sustainability partner creating valued, single-sourced, efficient energy solutions delivered with passion, expertise, teamwork, and a relentless focus on customer satisfaction.



Ameresco, Inc. Fast Facts

(NYSE: AMRC)

1,000+ Employees
Throughout North America and the United Kingdom

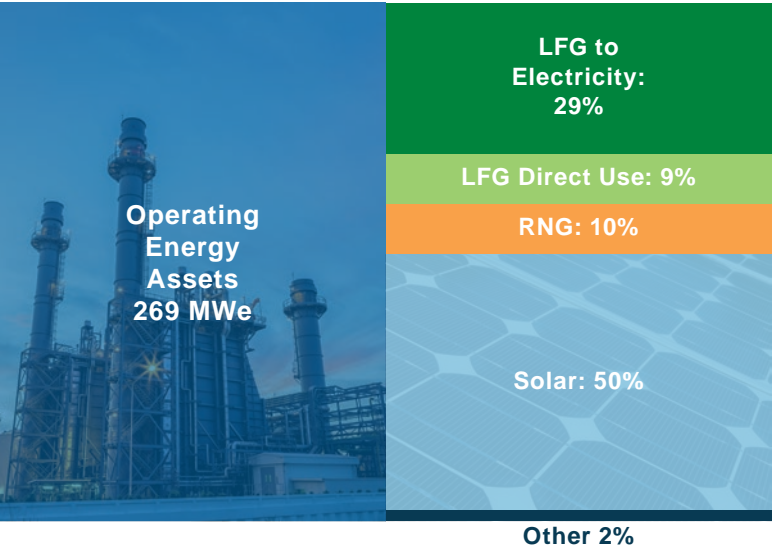
70+ Offices
Providing Local Experts in Markets Served

\$3.5 Billion
Project Financing Sourced and Raised

\$7+ Billion
in Energy Solutions Delivered Since Inception

Energy Asset Portfolio

as of 09/30/2020



269 MWe of Energy Assets. Renewable Gas is MWe, Solar is 135 MW, Other is 6MW*

\$82 Million
2020 YTD Adjusted EBITDA

70% of EBITDA from
Recurring Lines of Business

\$2.2 Billion
Project Backlog

\$1.1 Billion
Operations & Maintenance (O&M) Backlog

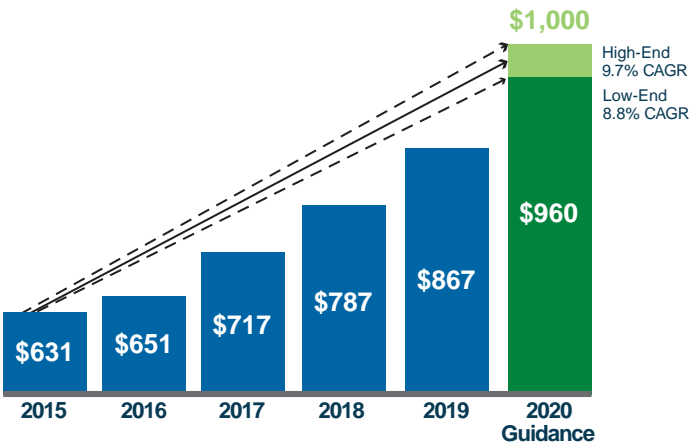
269 MWe
Energy Assets in Operation

322 MWe
Energy Assets in Development & Construction

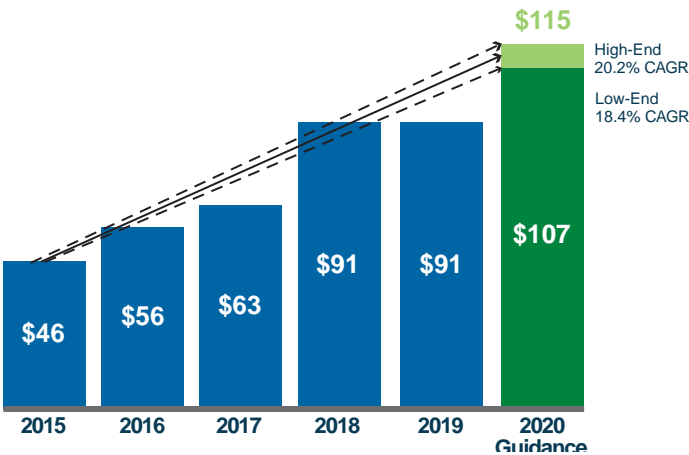
All figures as of September 30, 2020



Revenue (\$M)



Adjusted EBITDA (\$M)



*FY 2020 total revenue expected to be in the range of \$960 million to \$1 billion as of guidance on 09/30/2020

ESG at Ameresco: Doing Well by Doing Good

Founded on a mission to create value and provide energy efficient and renewable solutions to the organizations we serve, Ameresco is relentless in the pursuit of a sustainable future. This first ESG Report's theme of "Doing Well by Doing Good" reflects the inherent and grounded purpose behind the company's success in delivering solutions that enable a low carbon future.

Since the very start, "doing good" has been part of the essence of our company – whether through the environmental impact of our independent energy solutions, our embrace of a diverse workforce with a deep bench of technical expertise, or engagement with our local communities with charitable activities – we have assembled a team of best-in-class industry leaders on our board of directors and senior management to execute on every level. Our President and CEO George Sakellaris, has paved the way for this exemplary initiative as a "founding father" of the energy efficiency industry.

Sustainability has always been at the forefront of our business — from our energy saving customer projects and clean energy generation assets, to workplace green initiatives and giving back to our communities. We have committed ourselves to staying ahead of the curve and at the leading edge of innovation taking place in the energy sector.

Since our initial public offering in 2010, Ameresco's renewable energy assets and customer projects have delivered a cumulative carbon offset equivalent to over 50 million metric tons of carbon dioxide. Our C.A.R.I.N.G. principals ground our offices and people. We are proud to have an engaging workplace with a host of competitive benefits, a thriving team that embraces diversity and inclusion, a supportive infrastructure for career development opportunities, and a variety of popular wellness programs for our employees.

This report highlights Ameresco's practices pertaining to our business and operations, employee engagement, health and safety, and corporate responsibility. Sharing these initiatives, performance metrics, and targets supports our accountability to our stakeholders and empowers us to identify new ways to improve the long-term sustainability of our business.

Stakeholder Engagement

Over our twenty years in business, Ameresco has established strong environmental, social, and corporate governance practices that we look forward to sharing in this report. In 2020, we established our Environmental, Social, Governance (ESG) Steering Committee to spearhead, identify, and communicate the many ways ESG is intertwined in our business.

This ESG Committee includes employees representing different functions, geographies, and contributions to the company. The committee has spent considerable time learning about the variety of initiatives that are in place across the Company and looks forward to highlighting these in this first report. Supporting the committee, the Board of Directors and senior management team recognize the importance for ESG integration into all lines of business and corporate social responsibility, and its ultimate stakeholder impact.

“ In a year marked by global health challenges and national unrest, I am both excited and honored to be the Executive Chair of Ameresco's ESG Committee. This journey is critically important, and the initiative is not only core to the Company's vision, but also aligns deeply with my personal values.



I spent a good portion of my career focused on banking and finance, and what inspired me the most were the companies developing technologies and solutions that made a measurable impact in the world where we live. While many of these companies approach carbon reduction in specific areas, Ameresco's unique portfolio of energy efficiency and renewable energy technologies enables us to take a holistic approach to energy supply and demand.

We use this framework to develop comprehensive solutions that have a meaningful carbon impact in every project that we touch. From the mission critical federal government agencies to the buildings and infrastructure in the local municipalities, from the bustling elementary schools to our leading edge colleges and universities, and from the industrial manufacturers to the stressed hospitals where every minute counts, Ameresco is making a difference.

Energizing a Sustainable World was the vision set forth when the Company was founded in 2000. This report celebrates all that Ameresco has accomplished and achieved over the last 20 years, and I can't help but look to the future and consider all that we have yet to do. Ameresco will remain steadfast as a leader, helping our clients and our company prepare for and combat climate change in a way that is both socially responsible and supportive of the broader economy.

”

Doran Hole Senior Vice President, Chief Financial Officer
Executive Chair of ESG Committee



ESG Committee Members

Doran Hole – Senior Vice President, Chief Financial Officer,
Executive Chair of ESG Committee

Leila Dillon – Vice President, Marketing Communications

Lauren Todd – Vice President, Human Resources & Operations

Kate Salley – Assistant General Counsel

Lucy Huynh – Director of Finance, Canada

Mark Apsey – Managing Director, United Kingdom

Jenna Williams – Director, Corporate Marketing & Communications



2003 BMW Manufacturing Corporation

2010 San Antonio Water Systems (SAWS)

2011 DOE Savannah River Site (SRS) Biomass Cogeneration Facility

2017 City of Chicago

2018 New York City Housing Authority

Ameresco completed a landmark renewable energy project with **BMW Manufacturing Corporation** using processed landfill biogas to generate approximately 40% of the plant's total energy requirements.

Commercial operation of the first renewable electricity plant constructed by Ameresco (generating 7.9 MW of green power) in Chicopee, MA, including one of the first REC Sales agreements in the U.S.

Ameresco's wastewater biogas facility at **San Antonio Water Systems (SAWS)** went operational, the first sustainable project of its kind in the nation which processes 1.5+ million SCF of biogas daily.




Sustainability leader, **Jennifer Miller**, was the first female elected to serve on Ameresco's Board of Directors.

The **City of Chicago** contracted with Ameresco on the nation's largest smart LED street lighting project to modernize 270,000+ street lights, and engage the local workforce for assembly and installation.

Hamilton Southeastern School District, IN, partnered with Ameresco to bring renewable energy to the district with a 4,800 panel solar farm, coupled with educational solar wagons and programming to bring sustainability into the classroom.

Development announced for Ameresco's largest solar farm in the **Village of DePue, IL** with 27 MW estimated to produce over 36,000 MWh of green, emission-free energy in its first year in operation.

Ameresco's first owned and operated wind power project in **Beale Hill Wind Farm in County Kerry, Ireland**, is the first renewable generation asset outside of the U.S. and Canada.

2000	2003	2004	2010	2011	2015	2016	2017	2018	2019	2020
<div></div> <div>Ameresco was founded in 2000 by George Sakellaris, a pioneer in the energy service business, and a team of innovative industry leaders – many of whom are still leading the company today.</div>	Environmental Protection Association (EPA) acclaims Ameresco as Industry Partner of the Year (2003, 2004, 2007) and Projects of the Year (Jefferson City and Ox Mountain - 2009).		Ameresco's initial public offering with Class A common stock began trading on the New York Stock Exchange under the symbol AMRC.	Operation commenced at the 20 MW DOE Savannah River Site Biomass Cogen Facility , the largest renewable ESPC in the nation's history at the time of award and a showcase environmental stewardship and innovative technology project.		Department of Labor/Office of Federal Contract Compliance Programs, Affirmative Action Audit completed with receipt of letter with zero findings.		Ameresco and New York City Housing Authority execute "Ameresco B EPC," the Largest Public Housing energy performance contract ever approved by the U.S. Department of Housing and Urban Development (HUD).	Ameresco's 91st Avenue Renewable Natural Gas (RNG) facility in Phoenix, AZ – the largest wastewater treatment biogas-to-RNG facility of its kind in the U.S. – achieves commercial operation.	Second consecutive Department of Labor/Office of Federal Contract Compliance Programs Affirmative Action Audit , this time focused on Section 503 practices, with receipt of letter with zero findings.



2019 Hamilton Southeastern School District

2019 91st Avenue Renewable Natural Gas (RNG) facility

2020 Beale Hill Wind Farm



Environmental

The world is facing climate change and biodiversity loss at levels that threaten the life supporting systems of our planet for future generations. The scientific consensus is that human activity is the cause. Ameresco takes our responsibility of protecting the environment seriously.

Our business is founded on providing clean, green, and sustainable solutions that reduce greenhouse gas emissions for our customers. Ameresco is committed to continuing to deliver comprehensive projects that help accelerate the global transition to a net zero carbon future.

Ameresco is also committed to reviewing our own carbon footprint, publishing data on emissions annually, and preparing plans to achieve net zero carbon from our direct operations.

Environmental Goal Statements

- Increase cumulative carbon offset by at least 15 million metric tons with owned assets and customer projects by end of 2021.
- Determine our operating impact baseline and define offset strategy plan in the pursuit of net zero.
- Launch corporate “Green Week” with lessons and activities focused on reducing environmental impact in the office.
- Appoint corporate-led “Sustainability Team” to identify, implement, and govern green initiatives in all our offices and operations.
- Measure transportation carbon footprint and define strategy for offset plan.



Carbon Offset from Customer Projects & Owned Assets

Ameresco is a leader in the quest to change the world as a trusted sustainability partner creating valued, single-sourced, efficient energy solutions delivered with passion, expertise, teamwork, and a relentless focus on customer satisfaction.

We would not be the company we are today without our customers. By choosing to prioritize efficiency and the development of clean, green energy sources, these forward-thinking public and private organizations have enabled us to grow and thrive.

Ameresco's solutions are customized to serve the specific needs of each customer and meaningfully reduce or offset their carbon footprint. From energy conservation through a variety of measures to generation of green, renewable power, our clients and their communities reap the benefits of reducing energy consumption, costs, and associated carbon emissions. In conjunction with this, Ameresco owns and operates 150+ MW in climate-positive assets, further adding to our total carbon offset.

In pursuit of energizing a sustainable world, Ameresco is proud that our renewable energy assets and customer projects delivered a carbon offset equivalent to approximately 11.2 million metric tons of carbon dioxide in 2019. Since going public on the NYSE in 2010, Ameresco has contributed to a cumulative carbon offset equivalent to over 50 million metric tons of carbon dioxide.

“ I’m proud to work for a company focused on accelerating the reduction of greenhouse gas emissions through our day to day work with customers. As we strive to mitigate the worst impacts of climate change it is increasingly more urgent that the world transitions to net zero carbon emissions and this purpose motivates me daily. Good environmental practice within our business is essential to ensure we take care of the natural world around us and protect the life supporting systems of our planet for future generations. ”

Mark Apsey Managing Director, United Kingdom ESG Committee

250+ MW of Solar PV




Deployed Across Owned Assets and Customer Projects

129 MWe of Renewable Gas

Generated Across Ameresco Owned Assets

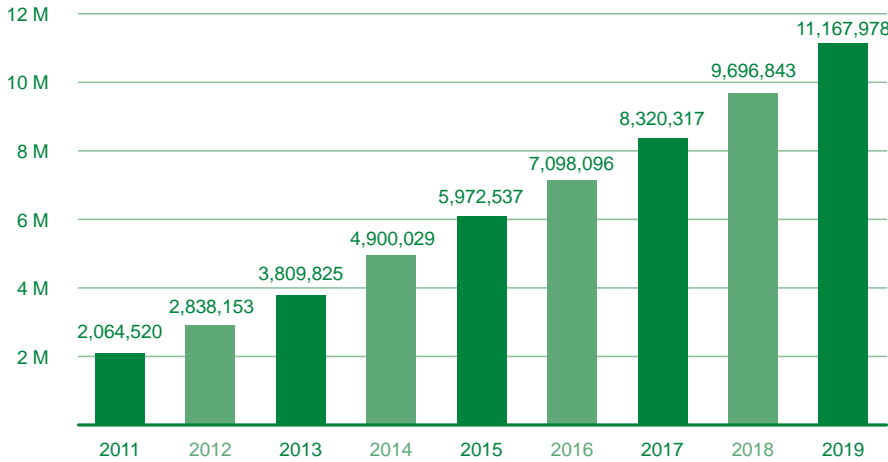
In 2019, Owned Assets and Customer Projects Delivered a Carbon Offset of Approximately **11.2 Million Metric Tons** of Carbon Dioxide Equivalent Offset

2019 Carbon Offset is Equal to One of:

-  Greenhouse gas emissions from **27,712,104,218 miles** driven by an average passenger vehicle
-  Carbon dioxide emissions from **1,288,712 homes'** energy use for one year
-  Carbon sequestered by **14,584,861 acres** of U.S. forests in one year

Aggregate Metric Tons of CO₂ Avoided per Year

Since 2010, Ameresco's renewable energy assets and customer projects have delivered a carbon offset equivalent to **over 50 Million Metric Tons of Carbon Dioxide**



All figures as of September 30, 2020

Customer Highlights

City of Manchester, UK Manchester City Council

Manchester City Council (MCC), the authority for the third largest city in the U.K., partnered with Ameresco to complete significant upgrades and optimizations to its energy infrastructure. These modernizations deliver long-term carbon, energy, and cost savings across the Council's estate to help toward achieving Greater Manchester's target of zero-carbon by 2038. MCC is leading in the public sector with their commitment to ensure their community plays its part in meeting climate change goals; MCC recognized the need for substantial reductions in energy consumption and renewables generation across the Council's estate. Upgrades to energy infrastructure across MCC in Phase One annually provides 1,593te CO₂ total savings in emissions, 3.8M kWh of energy savings, and over £775k in energy costs for the community – all while achieving optimal use of Council funding. Pairing renewable on-site generation, energy infrastructure modernization, and energy conservation measures extend the life and optimized operation of existing equipment to increase site resilience and improve comfort levels for building occupants.



London District Catholic School Board John Paul II Catholic Secondary School

Expanding upon [several phases of work](#) with the London District Catholic School Board (LDCSB) in Ontario, Ameresco has partnered with LDCSB and Natural Resources Canada (NRCan) to transform John Paul II Catholic Secondary School (JP2) into Canada's first school to be retrofitted carbon neutral. Following a successful feasibility study, the ~CA\$9M [Energy as a](#)

[Service](#) project will allow JP2 to generate its own energy almost entirely with on-site renewable sources. The project will include advanced geothermal heating and cooling with 117,460 feet of underground and system piping, 2,090 solar panels as covered carports, two electric vehicle charging stations, a 1.1 MW / 2.2 MWh battery energy storage system, microgrid, and integrated building controls. The project will reduce greenhouse gas emissions from over 215 tons each year to near zero annually, demonstrating how public school systems could make significant contributions to Ontario's GHG reduction targets, while making schools a more comfortable place to learn and work.



Sutter Health Sutter Santa Rosa Regional Hospital

[Sutter Health](#) partnered with Ameresco to install a 1.6 MW solar energy system at the Sutter Santa Rosa Regional Hospital (SSRRH). The 84-bed acute-care facility is one of 24 hospitals in the Sutter Health network and is known as one of the greenest hospitals in Northern California. SSRRH is part of a close-knit community, devastated by wildfires, and knows more than ever about the importance of green initiatives and the need for sustainability for generations to come. Their commitment to environmental stewardship is underscored by this use of renewable energy. The campus-wide carport solar module installation provides shading for patient and employee cars and generates more than 2.4 million kWh of on-site renewable electricity annually. This offsets 40% of the hospital's overall electricity usage per year (equivalent to 500 patient rooms powered for one year) and avoids 1,725 metric tons of CO₂ emissions annually. Sutter Health continues to raise the bar on sustainable practices that benefit their patients, employees, the community, and the environment.

“ The widespread use of renewable fuels is a key piece to the thermal sustainability puzzle to help meet our societal carbon reduction goals. With Ameresco's RNG projects, we are able to capture and use a wasted renewable energy resource that is already in the environment and, with advanced technologies, transform it to create a dispatchable, baseload fuel source. This displaces the need to voluntarily extract fossil fuel that is already sequestered in the earth, preventing the addition of new greenhouse gases to our atmosphere. ”

Michael Bakas
Executive Vice President
Distributed Energy Systems

“ The integration of solar power into any K12 energy portfolio is a great step toward sustainability. An even more impactful step is when we at Ameresco are able to incorporate sustainability education for the students through tangible tools such as curriculum enhancement and solar wagons to learn about the technology firsthand. ”

Bob Georgeoff
Vice President



Environmental-Focused Awards & Accolades

Ameresco’s energy efficiency, distributed generation, advanced technology, and renewable energy clients and projects spanning multiple industries have received numerous awards from industry analysts, green energy associations, and environmental groups. Our company is proud and honored to be recognized for our work in sustainability, the core principle of our business and an inherent value of our employees. Examples of environmental and energy-saving focused awards and acclaim received are:

Ameresco’s work at U.S. Marine Corps Recruit Depot Parris Island received *Top Project of the Year Award by Environment + Energy Leader*. Expert judges identified the MCRD Parris Island project as a leading example of the innovative work being done today in the fields of energy and environmental management. One judge said of the Parris Island project, “This showcases the success of a very large project that completed a comprehensive energy infrastructure project with the overarching goal of optimizing energy resiliency.” (2020) Learn more about the [project at Parris Island](#), read the [announcement](#), or watch the [award webinar](#).

Ameresco’s 91st Avenue RNG facility in Phoenix received an honorable mention in Fast Company’s 2020 *World Changing Ideas Awards* in the energy category. Designed, built, owned, operated, and maintained by Ameresco, the 91st Avenue RNG facility is the largest wastewater treatment biogas-to-RNG facility of its kind in the United States. This World Changing Ideas Award recognized the facility for its innovation and contribution to building a better world. The award recognizes “solar, wind, and any other innovative ideas to create clean power or new systems for better electricity distribution.” (2020) Read the [announcement](#) and learn more about the [91st Ave RNG facility](#).

Our customer, Rhode Island College (RIC), won the *Lead by Example Clean Energy Award* in the Higher Education category. The awards recognize local institutions that have implemented clean energy projects that collectively lower the state of Rhode Island’s energy use. Ameresco’s work with [RIC](#) includes projects to renew and upgrade RIC’s campus energy infrastructure, to institute energy efficiency and water

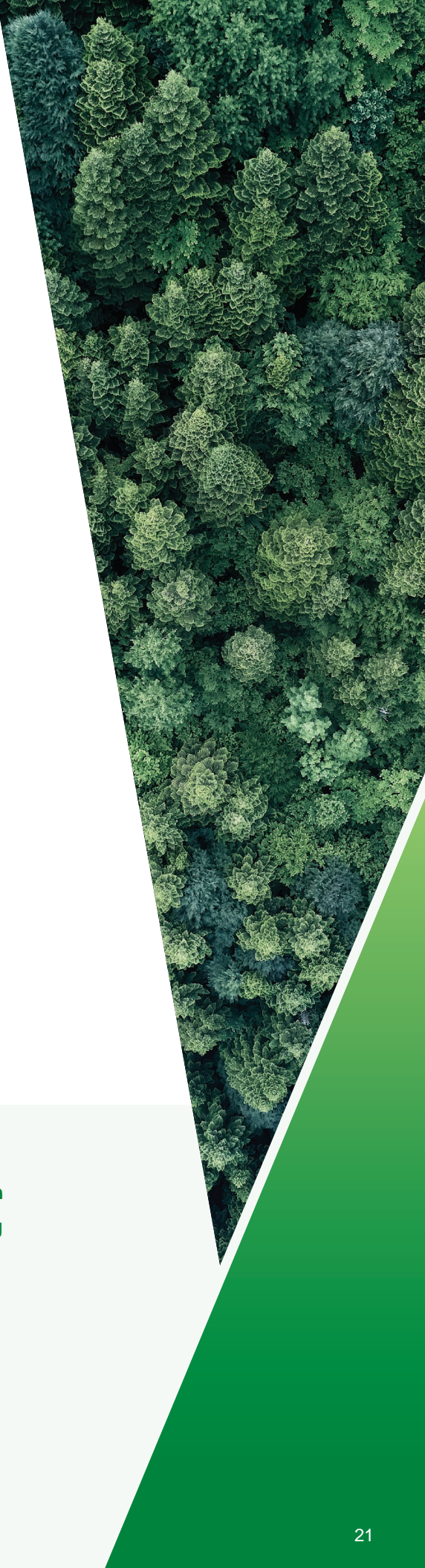
conservation measures at the college, and to install a solar photovoltaic (PV) system on the rooftop of Donovan Dining Center. (2019)

Ameresco’s work in partnership with Natural Resources Canada (NRCan) at the Great Lakes Forestry Centre was awarded the *Federal Buildings Energy Efficiency Excellence Award* by the Real Property Institute of Canada. An energy performance contract enabled a comprehensive set of energy efficiency and facility renewal measures in this NRCan’s mixed occupancy space, including HVAC and BAS enhancements and new chillers to washroom upgrades, lighting retrofits and heat recovery, and more. (2019) Watch the [video](#) to learn more.

Ameresco’s work with Minneapolis / St. Paul Metropolitan Airport Commission (MAC), was honored as an *Environmental Initiative Award* winner in the Sustainable Business category. The Environmental Initiative Awards annually honor innovative projects that have achieved extraordinary environmental results by harnessing the power of partnership. MAC and Ameresco partnered to install the largest (non-utility) solar PV project in Minnesota and the largest integrated solar and lighting project at a U.S. airport. (2016) Learn more about the sustainability-forward project with [MAC](#) and read the [announcement](#).

“It’s of personal importance that I work in an organization with a mission aligned with my own passions and that I lead a fulfilling career that makes a difference. This is a company that is making a meaningful impact on climate change and the quality of life for the communities in which it operates. I’m proud to be a member of the Ameresco team and to be challenged to inspire greatness in our work every day.”

Jenna Williams
Director, Corporate Marketing & Communications *ESG Committee*



Participation on Industry Councils & Associations

Ameresco globally participates on several councils and associations. Through these associations we have been able to advance unified effort towards sustainability and climate action. In addition, several of these organizations – namely, Advanced Energy Group, the Alliance to Save Energy, the Coalition for Renewable Natural Gas, the Energy Storage Association, the Energy Storage Canada, Northeast Clean Energy Council, for example – also include an Ameresco executive in a leadership position.



Advanced Energy Group

[Michael Bakas](#), EVP, sits on the Board of Advisors for Advanced Energy Group – a stakeholder engagement platform for leaders and organizations to deliver on 2050 decarbonization promises through competitive collaboration for cities including New York City, Washington D.C., Boston, and Chicago.



Alliance to Save Energy

[David Anderson](#), EVP, serves on the Board of Directors for The Alliance to Save Energy – a nonprofit, bipartisan alliance of government, business, consumer and environmental leaders advocating for enhanced energy productivity to achieve a cleaner environment, drive economic growth, and increase energy security, affordability, and reliability.



Coalition for Renewable Natural Gas

[Michael Bakas](#), EVP is the Chair of the Sustainability Advisory Board of the RNG Coalition – a national organization that advocates for the sustainable development, deployment, and utilization of RNG as a domestic, renewable, clean fuel and energy source in North America.



Energy Storage Association

[Jacqueline DeRosa](#), VP Battery Energy Storage Systems, serves as Secretary on the Board of Directors for the Energy Storage Association – the national trade association dedicated to energy storage, working toward a more resilient, efficient, sustainable, and affordable electricity grid.



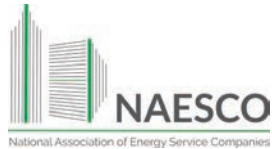
Energy Storage Canada

[Jim Fonger](#), VP of Business Development & Distributed Resources at Ameresco Canada, is the Chair of the Board of Directors for Energy Storage Canada – the national association for the energy storage industry in Canada and represents the full supply chain of energy storage.



Northeast Clean Energy Council

[George Sakellaris](#), President and CEO of Ameresco, is on the board of Northeast Clean Energy Council – the premier voice of businesses building a world-class clean energy hub in the Northeast, advocating for industry issues, and moving the cleantech industry forward.



“ Since our inception, Ameresco has been committed to serving the Low to Moderate Income Community partnering with over 50 housing agencies, representing more than 150,000 housing units. Over \$750M in infrastructure improvements have directly impacted residents and staff in underserved communities by improving the health and safety of their environment. In addition to \$850M in utility cost savings and a reduction of 185,000 metric tons of CO₂ over the life of the agreements, these projects have delivered technical training and job creation for residents. We feel fortunate to be making an impact in these communities. ”

David Anderson
Executive Vice President,
Director, Board of Directors

Public Advocacy for Renewable Technology Adoption & Policy Advancement

Along with public advocacy through our various associations, Ameresco works closely with industry leaders, state and local government agencies, utilities, and external consultants to remove barriers to renewable energy development.

Ameresco's experts on policy and regulatory affairs are focused on advancing renewable energy and energy efficiency policy and regulations in key markets across the U.S. They are focused on promoting regulatory change, enabling the integration of renewable energy resources, and catalyzing the deployment of clean technologies through improved policies.

In addition to this, they identify incentive programs that provide compensation for the value of distributed energy resources along with the promotion of emissions reduction, beneficial electrification, and resiliency.

A dedicated Ameresco public advocacy team member, Kathryn Chelminski, serves as the Secretary on the Board of Directors (as well as the Co-Chair for the Justice, Equality, Diversity and Inclusion Committee and Member of Policy Committee and Membership Committee) for the [New York Solar Energy Industries Association](#) (NYSEIA). NYSEIA advocates for sustainable growth of solar energy across New York State and works directly with policymakers and state agencies to advocate for legislative and regulatory change to benefit our membership representing the solar industry in New York.

Another example of advocacy – this time for renewable natural gas (RNG) – includes testimony before the [U.S. Environmental Protection Agency \(EPA\) hearing on the 2020 Renewable Fuel Volume Standards](#). In 2019, Ameresco's Jeff Stander, Senior Project Developer, was one of several industry experts representing the

RNG Coalition who testified at a public hearing before the EPA regarding the market participation of RNG under the Renewable Fuel Standard program. “We are proud to promote the success and advancements of RNG, and we intend to continue supporting this exciting and sustainable technology.”

Among Ameresco's European operations, Managing Director Mark Apsey has publicly advocated for sustainability and net zero policy advancement, including as part of the [U.K.'s Royal Academy of Engineering National Engineering Policy Centre](#) Net Zero Working Group providing science based policy advice to U.K. Government. Apsey is also Chair of [Institution of Chemical Engineers Energy Centre](#) – an international group of volunteer members developing IChemE policy advice on all matters related to Energy. In 2019, Apsey led the publication of an [Energy and Resource Efficiency Guide](#) and is currently leading the development of a [Climate Change Position Statement](#).

Building a Green Workplace: Environmental Office Initiatives

Aside from being an environmental and sustainability-driven business, our own operations reflect this as a core value. This has been demonstrated in our major offices globally. Several local, grassroot efforts have percolated over the years into our business. We are grateful for our passionate employees for whom sustainability and reducing carbon footprint is engrained in their personal motivations and beliefs.

Although the COVID-19 pandemic and a shift to remote operations has limited many of our initiatives, we have continued to find creative ways to prioritize global sustainability and environmental stewardship. In March 2020, Ameresco was a platinum sponsor for the Penny Howe Trail Revitalization Day, with a group of Ameresco employees donating their time planting native trees and pulling out invasive species to help Arizona's ecosystem.



Our movement continues globally across all our offices. Our global headquarters in Framingham, MA formed a Sustainability Committee dedicated to identifying and implementing processes that align with the importance of sustainability to Ameresco's daily operations. The committee aggregated a plan to reduce the use of plastic in the office – transforming single-pod coffee machines to environmentally-friendly bean-to-cup coffee makers and replacing single-use plastic utensils and cups with reusable silverware and drinkware. While modifications were made for office health and safety amid the COVID-19 pandemic, the committee's goal to educate our employees on how to properly recycle and reduce commuting carbon footprint holds strong and will continue to grow as employees repopulate our office space.

In the United Kingdom, the London office is pursuing the ISO140001 Environmental Standard Certificate. We have switched to LED lighting, reuse second-hand IT equipment/mobile phones, and offer bike storage to encourage cycling to work.

Our Canadian head office formed an employee "Green Team" focused on waste. This team's initiatives eliminated disposable paper and single use plastic dishes and utensils, initiated a compost program, and implemented the use of Forest Stewardship Council (FSC) certified paper for all business cards.

Across various offices in the United States, we have adopted LED lighting and dimmable light fixtures to reduce energy consumption wherever possible, and we are pleased to have a LEED Platinum and Wired Gold Certified office in Phoenix. Other initiatives include a recycling program in our Portland office to facilitate the environmentally safe disposal of batteries and electronics, the annual "Earth Day" activities in Phoenix with multiple Ameresco teams participating in various organized exhibitions, the creation and demonstration of our T-REX (Transport Renewable Energy eXchange) for public education, and many others.

“ Being an organization with business goals that contribute to the solution of one of the world's greatest challenges, is a key reason why I join Ameresco. The culture of the company to take action along with showing care and acknowledgment of events around the world, keeps me motivated. The values that resonate from leadership to encourage our people to strive for continued growth is the reason why I've stayed. ”

Lucy Huynh

Director of Finance, Canada *ESG Committee*



Social

We believe our employees are Ameresco's greatest resource, as they come together to creatively integrate our advanced technology portfolio and develop innovative, transformative energy solutions for our customers.

The diversity of our team coupled with our deep bench of technical expertise enables us to tackle the most complex energy opportunities. Supporting our employees and the communities in which we serve is paramount to our success.

We focus on team-based employee philanthropy, wellness-focused employee benefits, and donating our time to our local communities through education and training.

Ameresco is the proud winner of the 2020 and 2019 Best & Brightest Companies in the Nation award. Local to HQ, Ameresco has also recently been named Best & Brightest Companies in Boston for two consecutive years.

**BEST AND
BRIGHTEST[®]**
COMPANIES
TO WORK FOR
IN THE NATION

Social Goal Statements

- Dedicate a Community Service Month where employees volunteer one day to give back to the environment and their communities.
- Focused Diversity and Inclusion training at the management level, specifically regarding the hidden bias for managers across the organization.
- Invest and engage in recruiting practices that support a diverse applicant pool for every open position.
- Fund one local educational scholarship per year in each region.
- Invest in career development training to promote employee engagement, technical skill growth, and upward mobility.



Philanthropic Activities

Ameresco actively participates in philanthropic activities that support our local communities and provide an opportunity for dynamic team building. Whether our employees organize rugby games and bake-offs to raise money for the [Happy to Help Foundation](#), lace up their sneakers to run and fundraise for the [Charity Miles Organization](#), or jump on their bikes to ride for the [Heart and Stroke Foundation](#), they always seem to find a way to be “Doing Well by Doing Good.” As we move into 2021, employees will be encouraged to use paid community service days to donate time and creative energy to the organizations that touch them personally.

2020 has unveiled a challenging environment for group fundraising activities. The COVID-19 pandemic, coupled with raging wildfires and racial unrest have halted so many of the group activities that we have enjoyed in years past. However, where there is a will, there is a way, and our Portland, Oregon office came together to support the communities that were impacted by the devastating wildfires in Rouge Valley. The team volunteered their time and gathered critically needed donations of sleeping bags, air mattresses, camping gear, and pet food.

Our employees are passionate about volunteering in their local communities, particularly at schools to further inspire children of all ages to pursue a career within our industry. Our Southwest team constructed a portable solar wagon that is transported to school classrooms to assist teachers with their solar curriculum.

As we look to the future, we cannot help but turn our attention to our next generation of Ameresco engineers. As such, our senior management donates time and training to the [Boys and Girls Club of America](#), focusing on children in the communities where we are fortunate enough to work. Throughout the year, our employees have continued to collect and donate luggage and duffel bags to [OCJ Kids](#) for foster and at-risk children and youth. We also support [Hire Heroes, USA](#), a powerful non-profit organization that provides job search assistance to U.S. military members and veterans.

Around the holidays, we turn our focus to those in need. Last year several of our offices participated in [Stockings for Soldiers](#), contributing time and donated goods, sending out over 100 stockings in support of the U.S. armed forces deployed in harm’s way.

“ I am honored to be part of a Company where Diversity & Inclusion is at the forefront. Diversity of thought is encouraged at all levels of the organization and is one of the main drivers for Ameresco’s overall success. To continue this effort, as we go after new talent to bring to this organization, we now have a certified recruiter in Diversity & Inclusion recruiting practices to ensure our efforts and practices begin on day one. We are very excited to add this certification to our team and look forward to the positive change this will impact on recruiting practices going forward. ”

Lauren Todd

Vice President, Human Resources
& Operations *ESG Committee*

“ Company Culture means everything to me. I believe an office that feels welcoming, supportive, and collaborative is what makes a company thrive. When you care about the people around you and focus on what you can do together, you are always surprised by what can be accomplished. It is quite easy to have an impact on office culture, just start the day with ‘Good Morning.’ ”

Leila Dillon

Vice President Marketing and
Communications *ESG Committee*

Diversity & Inclusion

As we lead the quest to change the world as the trusted sustainability partner, we welcome, support, and celebrate unique ways of thinking. We believe innovation demands diversity of thought, and Ameresco has done well by welcoming and celebrating employees from diverse backgrounds. We are proud to be an equal opportunity workplace and an Affirmative Action employer.

To educate, support, and promote the culture of diversity and inclusion at Ameresco, annual Diversity in the Workplace training is rolled out to all Ameresco employees. This comprehensive training is critical to ensuring we are doing our best in educating all of our teams and fostering a corporate culture that is all-inclusive.

Recruiting is a key element in our commitment to Diversity and Inclusion. Our recruiting team focuses on attracting and recruiting a diverse workforce by partnering with the following organizations:

- National Society of Black Engineers
- New England Women in Energy and the Environment
- Women of Renewable Industries and Sustainable Energy
- Dolce Center for the Advancement of Veterans and Service Members at Northeastern
- Society of Asian Scientists and Engineers
- National Alliance on Mental Illness
- Hire Heroes, USA
- DisabilityIN
- Out in Science, Technology, Engineering, and Mathematics
- National Council for Minorities in Engineering
- Boys and Girls Club

Investing in these partnerships has helped Ameresco reach all protected classes, and has also given us an opportunity to engage and volunteer in these national and local associations. Our efforts have proven successful over the course of the last five years, showing consistent progression across all areas. In addition to these efforts, we recently invested in a [Diversity and Inclusion certification program](#) for a lead recruiter on our Human Resources team.

Ameresco has demonstrated meaningful growth over the last five years in number and percentage of employees from key protected classes, currently representing 39% of all employees*. In addition, we have a 40% rolling three-year average of key protected class promotions among all promotions throughout the company. In 2020, 17% of all management position promotions were employees in a key protected class.

To facilitate the advancement of women in a traditionally male dominated industry, Ameresco has formed a women’s mentorship program, in which women in leadership positions are partnered with Ameresco’s next generation of female leaders. The objective of this program is to provide support, motivation, and inspiration for the women in our organization who are emerging as our next generation of thought leaders, engineers, project developers, and managers.

Benefits with a Purpose

The health, safety, and well-being of our employees is our top priority at Ameresco. In addition to competitive salaries, we are committed to regularly evaluating a competitive benefits portfolio, striving to provide resources to our employees that assist with work-life balance.

This year, there has been nothing more important than the well-being of our employees. As such, we decided to take a different approach as we explored our 2021 benefit renewal options. While employee healthcare costs and access to a wide variety of doctors have always been at the top of our criteria list, we also focused our renewal objectives on expanding our mental health offerings. We wanted to ensure our employees have a variety of help and resources available, offered in platforms and services they felt comfortable using, should they need it.

*Note: Data through 9/30/2020 and key protected classes include women, ethnicity, veterans, and individuals with a disability. Data represents U.S. employees only due to personal information privacy regulations in Canada and Europe.

In addition, we are proud to offer a comprehensive Employee Assistance Plan to all Ameresco employees and their family members should they need assistance with any life planning matters. And in support of some of the new applications and corporate programs, we are rolling out memberships to Care.com, Gympass, and the Headspace mobile app.

Energy Outside the Office

Whether it is through our philanthropic activities, our quest to provide an inclusive culture, or our focus on the well-being of our people, Ameresco benefits from the open communication seen between our employees. We encourage activities outside of our offices to enhance the employee experience. Various social groups have organically formed based on interests and hobbies ranging from hiking to baking and reading to running (we even had a small group of employees come together to run the 2019 Marathon in Greece!).

More recently with the impact of the COVID-19 pandemic, in an effort to keep employees engaged while working remotely, our Canadian offices organized weekly midday virtual yoga sessions and recurring virtual trivia games.

“**My team focuses our efforts on starting environmental stewardship at a micro level right in our communities. We work with home owners, business owners, and local agencies on placing renewable energy and power storage solutions where they are needed the most. We educate our customers and prospects on the benefits of renewable local power and the unnecessary burden of large, land-taxing infrastructure built outs. We believe that one by one, we are impacting our environment and the locations where we live, work and play.**”

Colin Gates
Vice President, Ameresco Solar



“ While integrating sustainability and energy usage reduction into the communities we serve is important, we have continued to look for additional ways to give back. By investing time and resources into initiatives such as fostering youth development and higher educational scholarship programs related to STEM fields, we continue to see our communities thrive and move toward a better climate future. ”

Louis Maltezos

Executive Vice President

Career Advancement

Ameresco strives to implement creative ways for our employees to support career advancement. Lunch & Learn educational sessions are hosted regularly by departments across the company to better understand all aspects of the Ameresco business. This allows employees to learn about topics relevant to our business and contributes to cross departmental collaboration and individual employee development.

To further encourage females in key leadership positions, a Women's Mentorship Forum was created to mentor rising stars at Ameresco. In the last five years, Ameresco has promoted 15 females into key leadership positions.

Ameresco has a tuition reimbursement program to support career development within our organization. In addition, Ameresco supports employee growth by investing in career advancing certification programs for our employees.

“ I am particularly proud to be part of Ameresco's Mentorship Program for Women. By providing coaching, support and executive sponsorship to the bright women within our organization, we look to arm them with skills to navigate a challenging environment in the energy sector, and provide them with exciting growth and leadership opportunities. I personally know that having impactful mentors made a difference in the opportunities afforded me throughout my career, and I'm honored to help the next generation of women leaders at Ameresco reach their potential. ”

Britta MacIntosh

Senior Vice President, Western Region & London Operations





Governance

Ameresco recognizes that strong corporate governance is the broad backbone of an industry leading energy solutions company. Since our inception, we have focused on harnessing the knowledge of global leaders in energy efficiency and renewable energy to tackle complex energy projects while instilling strong corporate governance practices.

With a relentless focus on innovative leadership, stringent health and safety compliance, safe technical infrastructure, and meaningful corporate ethics, Ameresco's corporate governance practices enable us to execute at the highest level.

Governance Goal Statements

- Align senior management team goals to support future growth of ESG practices and initiatives.
- Maintain target of zero accidents and injuries across all worksites and offices, and maintain a safe and healthy work environment for employees, clients, and the public.
- Maintain 100% compliance to all Federal, state, and local safety regulations, and achieve "world-class" safety performance and recognition.
- Maintain target of zero high-consequence security and cybersecurity incidents by aligning practices with Cybersecurity Maturity Model Certification (CMMC) Level 3 and implementing annual Cybersecurity Behavior & Process Training for all employees.

Ameresco’s Board of Directors

Ameresco’s Board of Directors is collectively responsible for consulting on the strategic direction and long-term success of the Company. The Board provides guidance on company business and regularly monitors corporate performance. A majority of our board of directors consists of “independent” directors. The Board analyzes the three-year strategic plan and reviews progress towards stated goals with the Executive Management Team on a quarterly basis.

Ameresco’s Board of Directors have each demonstrated business acumen and an ability to exercise sound judgment, as well as a commitment of service to us. Every director on our Board contributes their specific experiences, qualifications, attributes, and skills. We believe that all of our directors have a reputation for integrity, honesty, and adherence to high ethical standards. To learn more about each of our Directors, please see the [Corporate Governance](#) section of our Annual Proxy Statement.

Ameresco’s board of directors endeavors to have a broad, inclusive process for identifying highly qualified, diverse candidates. Our nominating and corporate governance committee applies criteria set forth in our corporate governance guidelines, including the candidate’s integrity, business acumen, knowledge of our business and industry, experience, diligence, conflicts of interest and the ability to act in the interests of all stockholders. Diversity is a critical component as well: gender, race and national origin, education, professional experience and differences in viewpoints and skills. We believe that the backgrounds and qualifications of the directors, considered as a group, should provide a composite mix of experience, knowledge and abilities that will allow it to fulfill its responsibilities.



George P. Sakellaris, P.E
Chairman, President & CEO

David J. Anderson

Executive Vice President and Director, Ameresco

David J. Corrsin

*Executive Vice President, General Counsel,
Secretary and Director, Ameresco*

Douglas I. Foy

*President, Serrafix Corporation; Chair of Nominating
and Corporate Governance Committee*

Jennifer L. Miller

*Chief Business Sustainability Officer (Retired),
Sappi North America*

Thomas S. Murley

Principal, Two Lights Energy Advisors LLC

Nickolas Stavropoulos

*President and Chief Operating Officer (Retired),
Pacific Gas and Electric Company*

Joseph W. Sutton

*Chief Executive Officer, Sutton Ventures Group;
Chair of Compensation Committee*

Frank V. Wisneski

*Partner (Retired), Wellington Management
Company; Chair of Audit Committee*




Executive Management Team

Ameresco's Executive Management Team is led by our President and Chief Executive Officer, George Sakellaris, and is comprised of fourteen senior leaders with decades of combined experience in sustainability, energy efficiency, renewable energy, and advanced technology. The Executive Management Team is comprised of over 30% female leaders. This team oversees the day-to-day running of the Company and meets monthly to review progress and strategy.



George P. Sakellaris, P.E.
President and Chief Executive Officer



David J. Anderson
EVP, Director, Board of Directors



Michael T. Bakas
EVP, Distributed Energy Systems



Nicole A. Bulgarino, P.E.
EVP and GM, Federal Solutions



Mark Chiplock
VP and Chief Accounting Officer



David J. Corrsin
EVP, General Counsel,
Corporate Secretary and Director




Leila Dillon
VP, Marketing Communications



Bob Georgeoff
Vice President



Doran Hole
SVP, Chief Financial Officer



Britta MacIntosh
SVP, Western Region
& London Operations



Louis Maltezos
Executive Vice President



Lauren Todd
VP, HR & Operations



Health and Safety

Ameresco highly values the health and safety of our employees, contractors, customers, and communities. We truly believe that no financial goal, work task, client deliverable, or schedule demand is worth an injury, and that every Ameresco employee, supplier, contractor, partner, and vendor has a responsibility to work safely.

Our health and safety program utilizes an integrated safety management approach to ensure that safety is incorporated in the planning and execution of all work. Ameresco has a master safety plan that functions as a basis for site specific plans at each of our worksites. In addition, our subcontractors must acknowledge and adhere to our stringent safety requirements.

At Ameresco, we require that every employee receives training for performing their tasks in a safe and effective manner. For those working on project sites, this includes attending a project orientation prior to beginning working on the site. These orientations extend to subcontractors and any visitors must also receive a safety briefing. In addition, our employees hold a number of OSHA certifications:

- Site Safety Managers, Construction Directors, Project Managers and Construction Managers hold the 30-Hour OSHA Construction Safety Certifications;
- Regional Safety Managers are OSHA Certified Trainers for the OSHA Construction Safety Courses; and
- Regional Safety Managers and Federal Site Safety Managers are 40-Hour EM 385-1-1 Certified in Hazard Recognition under the U.S. Army Corps of Engineers.

Achievements in 2019...

- Ameresco's US operations had a recordable incident rate of 0.49 based upon approximately 2 million hours work
- Canadian operations did not have any reported lost time injuries or fatalities
- UK operations did not have any incidents reportable under the Reporting of Injuries, Diseases and Dangerous Occurrences Regulations 2013

Our focus on safety spans our global presence, including safety committees that focus on our operations in the United Kingdom and Canada. In Canada, Ameresco's commitment and practices to foster a safe workplace have earned the Certificate of Recognition (COR™), in Alberta and its equivalent in Nova Scotia. COR™ is endorsed by participating members of the Canadian Federation of Construction Safety Associations. Ameresco is currently working towards COR™ certification in Ontario as well as pursuing COR equivalent in other provinces where we do not currently have an office.

Cybersecurity

Ameresco prides itself on having a robust corporate technology infrastructure and cybersecurity plays an integral role in these systems. Since our founding in 2000, we have assembled teams, leveraged technologies, and worked with security partners to keep pace with the changing technology landscape, whether in our internal systems or our software services.

- Follows NIST 800-171 Compliance Standards;
- Maintains a suite of policies and procedures that align with NIST 800-171;
- SOC 2 Type 2 Cybersecurity certified;
- Vision DSM, a product of Ameresco's Applied Energy Group is SOC 2 Type II compliant & certified; and
- Employees undergo annual cybersecurity training.

Certificate of Recognition program (COR™) is a registered trademark of Canadian Federation of Construction Safety Associations

“ Good governance forms an important foundation that benefits the company, as well as its employees, customers, and shareholders. Effective policies and training empower employees to adhere to high ethical standards and support good governance at every level. ”

Kate Salley
Assistant General Counsel
ESG Committee

“ Cybersecurity is a culture, and we live and breathe it daily to continuously improve and protect our ourselves as well as our clients. ”

Dean Lebron
Vice President, IT





Ethics and Compliance

We have a strong commitment to conducting Ameresco in accordance with high standards of integrity and in compliance with all applicable laws and regulations. As a condition of employment, each of our employees and contractors is required to adhere to our Code of Business Conduct and Ethics, which provides guidelines on a wide range of areas including gifts and gratuities, concerns regarding accounting or auditing matters, and conflicts of interest. In addition, our employees undergo annual training to support their understanding of the Code of Business Conduct and Ethics.

Annually, employees also submit an acknowledgment and acceptance of the Code of Business Conduct and Ethics policy. Since 2000, we have maintained a confidential whistleblower hotline operated by an independent third party that enables personnel to report violation of our Code of Business Conduct and Ethics anonymously. Such complaints are taken very seriously, and response is overseen by our Vice President of Human Resources, the General Counsel’s office and, where appropriate, our Chief Financial Officer.

A full copy of our Code of Business Conduct and Ethics, may be found under “Governance Documents” at ir.ameresco.com.

“ Ameresco’s clarity and leadership in governance areas has been essential in our continued growth and success with Federal Solutions projects. Minimizing risks within health and safety, cybersecurity, or ethics and compliance is of utmost importance for our success in these implementations. ”

Nicole A. Bulgarino, P.E.

Executive Vice President and General Manager, Federal Solutions

Conclusion

Sustainability has been a guiding principal for Ameresco’s business practices since the company was founded twenty years ago. We drive energy savings and renewable energy projects in our pursuit of a cleaner, greener, and more sustainable future.

In our first Environmental, Social, and Governance (ESG) Report, we have captured many of Ameresco’s initiatives aligned with our guiding values: C.A.R.I.N.G. about our customers, our environment, our communities, our people, and our business. We also looked across the Company to challenge our teams and encourage accountability in considering what more we can be doing.

As we remain focused on Doing Well by Doing Good, we will expand our strengths and capabilities while integrating the most advanced technologies, and we will relentlessly focus on delivering on our mission. We look forward to sharing this journey with you – our stakeholders – as we responsibly contribute to a better future for the next generation.

Goals Summary

Environmental

- Increase cumulative carbon offset
- Pursuit of net zero
- Launch corporate “Green Week”
- “Sustainability Team”
- Carbon footprint offset plan

Social

- Dedicate a Community Service Month
- Focused Diversity and Inclusion training
- Diversify applicant pool recruiting practices
- Fund local educational scholarships
- Invest in career development training

Governance

- Align senior management team goals
- Maintain 100% compliance to all Federal, state, and local safety regulations
- Maintain target of zero accidents and injuries
- Maintain target of zero high-consequence security and cybersecurity incidents

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Ameresco, Inc.’s common stock is listed on the New York Stock Exchange under the symbol “AMRC.”

The content in this report, including documents or reports incorporated herein by reference, is accurate as of December 31, 2019, unless otherwise noted. This report should be read in conjunction with Ameresco's Annual Report for the year ended December 31, 2019, its Proxy Statement for the 2020 Annual Meeting of Stockholders and its Quarterly Reports on Form 10-Q for the quarters ended March 31, 2020, June 30, 2020 and September 30, 2020, all of which contain additional information about our company. This report uses certain terms, including those that reflect the issues of greatest importance to Ameresco and our stakeholders. Used in this context, these terms should not be confused with the terms “material” or “materiality,” as defined by or construed in accordance with securities law, or as used in the context of financial statements and financial reporting. Furthermore, any forward-looking statements contained in this report should not be unduly relied upon, as actual results could differ materially from expectations. For more information about such statements, please refer to the “Forward-Looking Statements” and “Risk Factors” sections of our Form 10-K in Ameresco's Annual Report for the year ended December 31, 2019 and its Quarterly Reports on Form 10-Q for the quarters ended March 31, 2020, June 30, 2020 and September 30, 2020, all of which can be found at <https://ir.ameresco.com/sec-filings>.

This material does not constitute an offer or solicitation in any jurisdiction where or to whom it would be unauthorized or unlawful to do so. Nothing in this material is incorporated by reference or shall be deemed to be incorporated by reference into the documents that we have filed or will file with the U.S. Securities and Exchange Commission.

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Ameresco's team of energy experts can assist you in identifying the solution that fits your needs.

For more information about Ameresco and our full-range of energy efficiency and renewable energy solutions, please call **1-866-AMERESCO** or visit **ameresco.com**.

