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Ameresco Names Richard Deutschmann as Senior Project Developer

Company taps 25-year energy industry veteran to spearhead solar strategy and expand capabilities for Federal Government clients

FRAMINGHAM, MA and COLUMBIA, MD – March 27, 2013 – [Ameresco](#), Inc., a leading energy efficiency and renewable energy company, today announced that Richard Deutschmann has joined the company as Senior Project Developer for the Federal Solutions Group in Columbia, MD. Mr. Deutschmann comes to Ameresco with 25 years of energy experience and has primarily focused on the solar energy industry. In his role he will develop and execute strategies to grow solar energy capabilities that will serve the company's federal government clients, as well as manage a portfolio of projects ranging from 100 kilowatts to over 10 megawatts for rooftop, ground-mounted and parking canopy applications.

"I am honored to be joining the Ameresco team within the Federal Solutions Group," said Richard Deutschmann, Senior Project Developer, Ameresco. "I am truly impressed by Ameresco's mission, breadth of talent, and innovative resume. I look forward to contributing to the already impressive portfolio of Federal Solutions Group projects, and am excited about the possible renewable energy solutions that our expanded capabilities can bring to our current and future customers."

Earlier in his career Mr. Deutschmann co-founded and served as CEO of Chesapeake Solar, one of the most successful solar integrators in the Mid-Atlantic region. Under his leadership for nearly a decade, the company experienced rapid growth and was named one of *Inc. 500's* fastest growing U.S. companies in 2008. Acquired by groSolar, Inc. in 2008, Mr. Deutschmann continued his executive leadership as Vice President of Policy & Market Development for several years. He also previously worked as a Project Manager on complex design and construction for NASA's Goddard Space Center.

"Richard's extensive experience in the solar industry is a perfect fit for Ameresco as we continue to expand our offerings and capabilities for federal government clients," said Nicole Bulgarino, Vice President – Federal Group Operations, Ameresco. "Richard is a proven industry leader with an impressive track record and we are pleased to add someone of his caliber to our team."

Mr. Deutschmann is a Licensed Professional Engineer, earned a B.S. degree in Mechanical Engineering from the University of Arizona, and has served on numerous boards of directors for industry and advocacy groups. He currently serves on the Board of Trustees for the Howard County Conservancy.

Ameresco employs more than 100 energy experts in the Federal Group, including Director-level and supervisory personnel responsible for federal project implementation, construction, engineering, accounting, financing, and business development. As a prequalified energy services company (ESCO) for government energy conservation programs within the U.S. Department of Defense and the Department of Energy, Ameresco works with federal organizations to design, build and, in many cases, own, operate and manage energy projects financed through an [Energy Savings Performance Contract](#).

About Ameresco, Inc.

Founded in 2000, Ameresco, Inc. (NYSE:AMRC) is a leading independent provider of comprehensive services, energy efficiency, infrastructure upgrades, asset sustainability and renewable energy solutions for facilities throughout North America. Ameresco's services include upgrades to a facility's energy infrastructure and the development, construction and operation of renewable energy plants. Ameresco has successfully completed energy saving, environmentally responsible projects with federal, state and local governments, healthcare and educational institutions, housing authorities, and commercial and industrial customers. With its corporate headquarters in Framingham, MA, Ameresco provides local expertise through its 65 offices in 34 states and five Canadian provinces. Ameresco has more than 900 employees. For more information, visit www.ameresco.com.

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