

### **We're with you, Colorado.**

Ameresco understands that conserving water can be as important as conserving energy. Our engineers focus on the entire stream of energy efficiency, renewable energy and supply management. All our resources are valuable and Ameresco helps Colorado sustain its beauty and provide for the state's residents.



*Ameresco implemented a \$3.2M ESPC for the National Renewable Energy Laboratory that included energy efficiency and renewable energy measures.*

### **We're independent.**

We are not aligned with manufacturers or suppliers of products, service contracts, or commodities. We evaluate all suppliers without bias and select the best value for each project through extensive application engineering in consultation with the facility's own engineers.

## the centennial state



## a green state



*In 2004, Colorado State University, Pueblo, signed a \$6M ESPC with Ameresco. The project spanned 20 buildings and the total savings were 107.1 percent of the plan.*

**We're cost effective.** We deliver more projects for your investment dollar. For best value, Ameresco prefers to bid out all the components of a job, rather than use all-in design-bid subcontracting. Competitive bidding creates greater transparency in pricing, enabling us to pass the savings along to our customers and utilize local resources to keep Colorado dollars in Colorado.



*Ameresco was awarded a \$3M energy efficiency project with Western State College of Colorado in Gunnison. Currently, Ameresco is implementing the project, which includes EMS upgrades, lighting, and water conservation retrofits.*

**We have 30 years' experience providing Energy Service Performance solutions.** Ameresco, Inc. is one of the leading global energy services providers. We deliver long-term customer value, environmental stewardship, and sustainability through energy efficiency services, alternative energy solutions, supply management, and innovative facility renewal strategies. The company has over 700 employees in regional offices throughout North America. Ameresco, Inc. has constructed billions in energy projects throughout the world.



At the City of Englewood, Ameresco is implementing a Citywide ESPC and is providing the City with 300 kW of solar power under a Power Purchase Agreement.

**Knowledgeable and Dedicated Teams.** Our managers are working managers and senior technical staff works directly on customer projects. We do not outsource any critical project aspects; Ameresco engineers perform all engineering, design and construction management.

### We're customer-focused.

We understand that the needs of our Colorado customers can be different from others, and are willing to go the extra mile to provide a tailored and lasting solution. We stand behind all the work we do with a commitment to 100% satisfaction.

# colorado

Table 1: Market Sector Energy Performance Contracting Experience

Energy Service Performance Contracts, Last Three Years						
	Total # of Projects Started in the Last 3 Years	Range of Total Project Cost	Average Annual Utility Bill Savings	Average Finance Term	Number of Projects that Implemented Renewable Energy Technologies	Total \$ Leveraged through Grants, Rebates, or Other Incentives
K-12 Schools	-	-	-	-	-	-
Large	9	\$10M-\$30M	25-30%	12-year	2	\$20.58M
Small	75	\$200K-\$10M	20-25%	12-year	19	\$29.05M
Cities/Town	46	\$200K-\$30M	20-35%	12-year	12	\$38.63M
Counties	13	\$10M-\$63M	20-35%	12-year	3	\$6.94M
Higher Education						
Large	2	\$10M-\$30M	20-30%	12-year	1	\$3.76M
Small	23	\$300K-\$10M	18-25%	12-year	6	\$10.12M
State Entities	20	\$300K-\$30M	20-35%	12-year	5	\$7.19M
Federal						
Large	10	\$10M-\$205M	20-40%	12-year	3	\$62.43M
Small	17	\$300K-\$10M	18-25%	12-year	4	\$160K

Table 2: Market Sector Non-EPC Energy Efficiency and Renewable Energy Project Experience

Energy Efficiency and Renewable Energy Project Experience, Last Three Years						
	Total # of Projects Started in the Last 3 Years	Range of Total Project Cost	Average Annual Utility Bill Savings	Average Finance Term (see note)	Number of Projects that Implemented Renewable Energy Technologies	Total \$ Leveraged through Grants, Rebates, or Other Incentives
K-12 Schools	-	-	-	-	-	-
Large	5	\$500K-\$1M	25-30%	NA	1	\$580K
Small	81	\$100K-\$500K	20-25%	NA	20	\$1.05M
Cities/Town	144	\$500K-\$1M	20-35%	NA	36	\$14.9M
Counties	39	\$500K-\$1M	20-35%	NA	10	\$12.49M
Higher Education						
Large	10	\$500K-\$1M	20-30%	NA	3	\$3.25M
Small	52	\$100K-\$500K	18-25%	NA	13	\$600K
State Entities	29	\$500K-\$1M	20-35%	NA	7	\$3.6M
Federal						
Large	27	\$500K-\$1M	20-40%	NA	7	\$6.2M
Small	169	\$100K-\$500K	18-25%	NA	42	\$2.9M

Notes: Project were either design/build, fee for service or a 20 year PPA  
These numbers do not include the sales of Ameresco Solar, Ameresco Wind or Ameresco Geothermal whose projects are solely Renewable Energy technology projects

### We're flexible.

We believe that each customer has unique objectives and ways of doing business. We will work with you on a single-site project up to an enterprise-wide initiative. We work around your schedules and needs to implement projects with a minimum of disruption or supervision.

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