



MAHOMET-SEYMOUR CUSD #3

Request for Performance Contract Proposals December 13, 2012

From:

**Ameresco, Inc.
1900 Spring Road, Suite 400
Oak Brook, Illinois 60523**

Contact Person:

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This Proposal contains data and information that has been submitted in response to a request for proposal or similar solicitation and is provided in confidence. The contents include proprietary information and trade secrets that belong to Ameresco, Inc., ("Confidential Information") and is disclosed to the recipient only for purposes of evaluation. In the event Ameresco is awarded a contract or purchase order as a result of or in connection with the submission of this proposal, Customer shall have a limited right as set forth in the governing contract or purchase order to disclose the data herein, but only to the extent expressly allowed. This restriction does not limit the Customer's right to use or disclose data obtained without restriction from any source, including the proposer.

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Executive Overview

Ameresco appreciates the opportunity to submit this response addressing the interest of Mahomet-Seymour CUSD #3 to pursue performance contracting for its facility needs. First and foremost, Ameresco understands that this is your project. Its success is based on our ability to deliver to your expectations and satisfaction. Should we win the opportunity of working with Mahomet-Seymour CUSD #3, you will find that everyone on the Ameresco team, from its senior executives to its subcontractors will be focused on 100% customer satisfaction. That manifests itself in our proactive communication, the care we will take with your facilities and assets, and the respect we will show for the needs and concerns of your staff and operations during the process.

Ameresco is a turn key performance contracting company. We oversee the project from start to finish. It is very important to us that we oversee all aspects of the schedule to ensure the entire project moves along smoothly. This also makes it easier for the District, unlike many of our competitors we also take on the risk of asbestos abatement which allows the district to sign one contract.

Mahomet-Seymour CUSD #3 will only have to sign one contract and will only have one point of contact throughout the project allowing for less confusion and making sure all aspects of the project are addressed. This allows you to do the work you specialize in while Ameresco performs the project and does the work we specialize in.

In the Technical Approach section of this RFP is the detailed description of what we would recommend and the options for the district. We would also be able to address any additional needs the district may have once selected.

"Our District was faced with increasing electrical costs and aging HVAC equipment. The Board of Education's goal was to decrease costs while decreasing dependency on utility companies. Ameresco was able to evaluate our facilities and develop multiple plans for our district. Ameresco's professional Staff worked closely with the Board of Education to answer any questions and thoroughly explained the schedule for construction of our final plan. Our final project consisted of a retrofit Geothermal system, 600Kw Wind turbine and a Solar array making our district the first in the State of Illinois to combine all three green Technologies. More importantly, our district is able to budget for our energy costs and have seen a significant decrease in overall costs. We can only thank Ameresco for their professional service throughout and beyond the project's completion."

~Matt Brue, Porta School District

A major advantage of doing this project is addressing the aging heating system the district is dealing with as well as adding cooling to the building. With the proposed improvements the district will be able to have brand new equipment that also provides cooling and will cost less to operate than the current system.

Our project team is prepared to meet with Mahomet-Seymour CUSD #3 at any time during the process to discuss our proposal in more detail, answer questions you may have, or explore other options or approaches. Upon selection as your partner for this project, Ameresco is prepared to negotiate all aspects of our approach in order to ensure that the final project and process completely meets the needs and objectives of the District.

Thank you again for this opportunity to respond to the Mahomet-Seymour CUSD #3 Request for Proposal. The Ameresco team represents an impressive combination of capabilities and experience which is why Ameresco is one of 16 energy services companies approved by the U.S. Department of Energy to perform these types of contracts with the federal government.

Ameresco is a recognized leader in our field with unrivaled knowledge, technical capabilities and intellectual capital needed to develop and deliver independent systems solutions. At the same time, Ameresco is a lean, customer-focused organization. Our corporate structures and management approach mean that we can deliver more value per project dollar and commit to the direct involvement of senior management throughout the process. Ameresco looks forward to serving the unique needs of the District and we commit ourselves to the following value proposition, which will be the guiding principle of our partnership with Mahomet-Seymour CUSD #3.

Ameresco will deliver to Mahomet-Seymour CUSD #3 the highest quality, lowest risk, most cost-effective solution available, allowing unlimited flexibility & control for the District, while delivering the solution with a local, experienced team having an excellent track record of success in Illinois, supported by the stability & resources of Ameresco.

“Our District was faced with considerable and diverse renovation needs. The Ameresco Team saved us time and money by providing a sole source solution. Ameresco’s expertise in project engineering and design gave us flexibility to tailor the job to our financial parameters. I would recommend Ameresco to any District seeking a cost effective, safe, expeditious, and professional method to renovate their buildings.”

~ Dr. Greg Moats,
Belleville School District

Experience and Qualifications

Ameresco, Inc. (NYSE:AMRC) is a publicly traded energy solutions company delivering long-term customer value through innovative systems, strategies and technologies. We work with customers on both sides of the meter to reduce operating expenses, upgrade and maintain facilities, stabilize energy costs, improve occupancy comfort levels, increase energy reliability and enhance the environment. Founded by George Sakellaris, one of the pioneers in the energy services business, Ameresco has offices throughout North America to better serve you. His vision was a company that would be quick, flexible, independent, and one that offered a broad range of services and delivered on its promises. A company with an entrepreneurial spirit dedicated to customer satisfaction. We have all the resources needed to successfully plan and execute a comprehensive energy management program that will create real, sustained economic and operating benefits.

Ameresco is committed to promoting environmental education and helping to foster the next generation of responsible global citizens.



The Ameresco team believes in the founding philosophy of long-term customer partnerships. We are committed to delivering on our promises and have the track record to prove it. For over 20 years, Mr. Sakellaris and the Ameresco team have overseen and participated in the design, development, implementation, and management of over \$5 billion in successful energy projects. Many Ameresco executives have worked side-by-side for many years, giving our clients the benefits of a proven team with a long history of successful collaboration. Ameresco's management team takes a hands-on approach to business and works closely with customers and field personnel to assure customer satisfaction. Under the executive management team's leadership, Ameresco strives to follow these guiding principles in all aspects of its business...**Integrity, Independence, Innovation, and Flexibility.**

The Ameresco team represents an impressive combination of capabilities, experience, independence, and financial strength. Ameresco is a recognized leader in our field with unrivaled knowledge, technical capabilities, and intellectual capital needed to develop and deliver independent systems solutions. At the same time, Ameresco is a lean, customer focused organization. Our corporate structures and management approach mean that we deliver more value per project dollar and commit to the direct involvement of senior management throughout the process.

Firm Profile

Contact Information

Scott Engstrom, Account Executive (217) 778-6797 will be the main contact for all issues before, during, and after construction.

Officer Authorized to bind the company

Louis P. Maltezos, Executive Vice President/General Manager – Central Region (312) 994-8600

P.E. (Illinois)

Pete Kurpiewski: 062.050910
 Gil Bucio: 062.052428

LEED AP

Pete Kurpiewski
 Fang Chen

<p>Illinois Regional Office Springfield</p>	<p>528 S. 5th Street, Ste 212 Springfield, Illinois 62701 Phone (217)-778-6797 Fax (866) 227-0530 Scott Engstrom, Account Executive Steve Taggart, Manager Business Development</p>
<p>Illinois Regional Office Oak Brook</p>	<p>1900 Spring Road, Suite 400 Oak Brook, Illinois 60523 Phone (217)-778-6797 Fax (866) 227-0530 Scott Engstrom, Account Executive Steve Taggart, Manager Business Development</p>
<p>Regional Headquarters</p>	<p>150 North Michigan Avenue, Suite 2040 Chicago, Illinois 60601 (312) 994-8600 Mr. Louis Maltezos, Executive V.P. / G.M. – Central U.S.</p>
<p>Corporate Headquarters</p>	<p>111 Speen Street, Suite 410 Framingham, Massachusetts 01701 (508) 661-2200 Phone (508) 661-2201 Fax www.ameresco.com Tax ID: 04-3512838</p>

Key Ameresco Advantages

- Ameresco has over thirty years of energy conservation experience
- Our Core Business Focus is Energy Conservation, Risk Mitigation, and Infrastructure
- Ameresco is flexible with extensive qualifications
- Ameresco can develop a variety of projects to meet all of our client's needs
- Vendor neutrality; not beholden to any equipment manufacturer or subcontractor
- Competitive bidding for materials and services
- Low overhead costs
- No mandated contracts for services
- Ameresco provides complete customer focused energy solutions
- United States Department of Energy Qualified Energy Services Company
- Accredited by NAESCO as an Energy Services Provider, incorporating full accreditation as a Comprehensive ESCO

We are completely independent. We are not owned by any utility, equipment manufacturer, or contractor. Our independent approach allows us to be completely unbiased when it comes to selecting contractors, equipment, or services. We can work with your preferred or local vendors, and we have experience in working with major manufacturer's systems.

We have the most competitive pricing. Energy Savings Performance Contracting is our core business. Our company's structure has low overhead; lower margin requirements and more project for every dollar you invest.

We employ top talent with far-reaching knowledge. Ameresco recruits only the most talented professionals with significant experience in the energy industry. Many Ameresco engineers have seen the value Ameresco offers its customers and have moved from other energy service companies.

We make sure you understand your savings guarantee. Many times performance contracting clients are not properly educated on the options and the associated costs available for savings guarantees. Ameresco fully informs you of all types of performance guarantees, and will assist you in deciding which method will best satisfy your needs and objectives.

Qualifications

Headquartered in Framingham, Massachusetts with a local offices in Oak Brook, Springfield, and Chicago Illinois, Ameresco is one of the largest independent energy services company in North America. The Ameresco team has overseen and participated in the design, development, implementation and management of over \$5 billion in successful energy projects. In June of 2004, Ameresco acquired Exelon Solutions, the performance contracting business unit of Exelon Corp., significantly strengthening Ameresco's presence and capabilities in the Midwest. Promoting customized, vendor neutral solutions, Ameresco works with its customers to reduce operating expenses, upgrade and maintain their facilities, improve occupant comfort levels, increase energy reliability, and enhance the environment. Together, the now integrated groups of Ameresco have been offering performance contracts or its early precursor, shared savings contracts, for more than 32 years. Encompassing energy conservation and procurement services, the NAESCO accreditation validates Ameresco's whole system approach to providing services and gives clients access to a greater array of energy services from which to choose.

We are not affiliated with a controls company, equipment manufacturer, utility, or corporate parent.

Ameresco and its subsidiaries have successfully completed energy solutions projects improving over 9,000 facilities across North America, leading to immense energy and cost savings. Our core business is energy savings performance contracting and our dedication is apparent in the recommendations we receive from satisfied customers.

Our independence enables Ameresco to be 100% unbiased in its approach, offering our client's unlimited flexibility in how the project is put together, who is involved, what materials and systems are used, and ultimately, how comprehensive and cost-effective the project will be. This leaves the District in total control of the project details, resulting in a highly customized project that is appropriate for the unique needs of the District. Ameresco, Inc. has emerged as the industry leader in developing and creating Green Building and Sustainable Design concepts in all of our projects. In addition to our talents as a developer of renewable energy sources, Ameresco has two other types of energy services that we provide; energy conservation and energy information management. Our core focus on energy and our diverse energy service offerings enhances Ameresco's financial stability and corporate strength, and enables us to fully meet customer requests and needs. The foremost task in making an organization energy-efficient is to understand the energy consumption of the client. Every process that consumes energy, such as heating, lighting, ventilation, air conditioning, motors, controls, compressed air systems, industrial process, power generation, and the like are audited thoroughly by Ameresco. Ameresco develops a preliminary assessment of opportunities, savings and costs based on the information provided by the client.

NAESCO

Ameresco is a NAESCO accredited energy services provider.

Ameresco's CEO, George Sakellaris, was one of the **founding members** of NAESCO, and served as its president for a number of years. NAESCO accreditation is a rigorous examination of a company's core competencies and business practices. The examination includes an evaluation of the applicant's business; the range of measures and services offered; performance-based project approach; ethical business practice commitment; project engineering and design, financing, project management, O&M and M&V capabilities. An accreditation letter is attached.



LEED AP Certification

As a member of the U.S. Green Building Council with employees that hold LEED (Leadership in Energy and Environmental Design) Certification, Ameresco is prepared to assist the District apply for certification of its existing buildings if it so chooses. Ameresco goes beyond the traditional concept of energy management provided by ESCOs by offering value added benefits. The LEED Green Building Rating System® is a voluntary, consensus-based national standard for developing high-performance, sustainable buildings. Ameresco, Inc.



U.S. Department of Energy Qualifications

Ameresco is pre-qualified through both the U.S. Department of Energy and the U.S. Department of Defense, and has held this designation each year the federal agencies have pre-qualified firms. These qualifications are based on independent evaluations, which included a review of our experience and technical capabilities, energy baseline and savings calculation capability, organization and management capabilities, and financial condition and resources. Ameresco holds multiple IDIQ contracts with the U.S. Department of Defense, the US Army Corp, the U.S. Department of Energy, and the U.S. General Services Administration. These contracts cover traditional energy savings performance contracts, renewable energy, O&M, and repair and rehabilitation.



Our independence enables Ameresco to be 100% unbiased in its approach, offering our client's unlimited flexibility in how the project is put together, who is involved, what materials and systems are used, and how comprehensive and cost-effective the project will be. This leaves the District in total control of the project details, resulting in a highly customized project that is appropriate for the unique needs of the District.

Qualifications

Morton Grove Park View School received the **ASHRAE Illinois Chapter Excellence in Engineering 2005** for Energy Retrofit & Facility Improvements. This \$6.6 Million Energy Upgrade Project generates more than \$25,000 in annual savings.



Climate Change Business Journal, a business research publication which provides high value strategic business intelligences to the climate change industry, recognized Ameresco with a **Silver Medal for Business Growth (2011)** within the low carbon power and renewable power segment.

George Sakellaris, CEO was awarded the **Ernst & Young Entrepreneur of The Year® 2011**. "Ernst & Young has honored outstanding entrepreneurs like this year's winners for the past 25 years," said Kristin Keating, Ernst & Young LLP's Entrepreneur Of The Year New England Program Chair. "These business leaders have accomplished so much and contributed a tremendous amount to the community. They give us hope for what the next 25 years of entrepreneurs will bring."



Ameresco was named **2010 New England Energy Council Employer of the Year** for significantly increasing its North American headcount in 2010 and for consistently growing its revenues and net income, while maintaining a strong backlog of contracted and awarded projects. (2009 winner: American Superconductor)

Ameresco is a member of the Midwest Alliance for Renewable Energy, a nonprofit trade association that brings together the region's renewable energy industry as an effective advocacy community. The Alliance maintains effective relationships with all levels of government and increases public awareness of the "here and now" contribution of renewables.





George P. Sakellaris, CEO was honored with the first GABBY Award for

Business/Entrepreneurism Nominated in this category were individuals involved in business, including corporate executives, business owners, and individuals "who have embraced the spirit of entrepreneurship, succeeded and have made a difference in their industry." George was acknowledged as "a Greek immigrant who founded four

pioneering energy services companies, and remains at the cutting edge of solving our most challenging energy issues through renewable energy generation and energy efficiency. Currently the Chairman, President and CEO, Ameresco is a company he founded in 2000, and whose tenets are built on integrity, innovation and flexibility."

Mr. Sakellaris was selected to receive The Frost & Sullivan Lifetime Achievement Award for

2007. These awards are bestowed each year upon the individuals whose careers are characterized by a legacy rich in accomplishment and positive influence. This Award acknowledges the person's vision, style of management, and dedication to making a difference to his or her industry.

"2009 National Safety Council Industry Leader Award"

Ameresco, Inc. is the recipient of the coveted and prestigious **2009 National Safety Council Industry Leader Award.** The NSC Industry Leader Awards represent the top 5 percent of member companies. Winners were selected based on NAICS code, lowest total incidence rate, and employee work hours among their industry.



Ameresco's energy savings performance contract with Farwell Area Schools received an award from the **Michigan Economic Development Corporation.** With extensive energy efficiency upgrades implemented in the high school, middle school, and elementary buildings, the school district has reduced its carbon footprint by over 18 percent and created nearly \$44,000 in annual savings



The 2008 Frost & Sullivan Green Excellence Award for Corporate Leadership in the North American Energy Services Market was recently presented to Ameresco.

The award recognizes our company's efforts in enabling clients to incorporate sustainability into our business processes. Ameresco has a holistic service structure that analyzes, plans, and helps its clients in executing the energy-efficient practices, thereby releasing resources for their core business.

Ameresco was also **awarded the 2007 Growth Strategy Leadership of the Year Award by Frost & Sullivan**, and was also recognized as the **2006 U.S. ESCO Emerging Company of the Year Award** as well as the **2004 Entrepreneurial Company of the Year by Frost & Sullivan**. Mr. Sakellaris emphasized that energy conservation is one of our best global supply options, stating that, "If energy conservation measures were implemented utilizing today's existing technologies in all facilities worldwide, energy consumption would be reduced by 25 billion barrels of oil annually and emissions would be reduced by 9.55 billion metric tons of CO₂ per year."



As a **member of the Clinton Global Initiative**, Ameresco is committed to helping cities reduce their Greenhouse Gas Emissions. Mr. Sakellaris was a featured speaker at the Clinton Global Initiative in 2005.

Awards

Ameresco and the companies it has acquired have received numerous awards for excellence in energy efficiency and design from organizations such as the Association of Energy Engineers, ASHRAE, the U.S. Department of Energy, and the United Illuminating Society.

Michigan Economic Development Corporation

Farwell Area Schools, Michigan

Annual Leading by Example Awards

City of Lowell, Massachusetts

ASHRAE Illinois Chapter Excellence in Engineering 2005

Morton Grove Park View School - Energy Retrofit & Facility Improvements

US EPA Awards

Green Star" Award - BMW manufacturing for serving as a role model for other green power purchasers in the Southeast

Frost and Sullivan

- North American Energy Services Green Excellence of the Year Award, 2008
- North American Energy Services Growth Strategy Leadership of the Year Award, 2007
- U.S. Emerging ESCO of the Year, 2006
- Entrepreneurial Company of the Year, 2004

US EPA's Landfill Methane Outreach Program Awards

- BMW Landfill Gas - Project of the Year 2003
- 2003 Industry Partner of the Year awarded to Ameresco
- Janesville Landfill Gas - Project of the Year 2004
- 2004 Industry Partner of the Year awarded to Ameresco
- BMW Energy Partner of the Year, 2006 and DSWA State Partner of the Year 2006
- 2007 Industry Partner of the Year and 2007 Project of the Year

2008 AEE Northeast Region Energy Project of the Year Award and DCAM Award of Excellence

- Bridgewater State College

Hill Air Force Base

- 2005 State of Utah Energy Champion
- 2005 American Council of Engineering Companies of Tennessee Design Excellence Award
- 2005 EPA LMOP Industry Partner of the Year – Project Nomination
- 2006 Federal Energy and Water Management Award
- 2007 Presidential Closing the Circle Award Nominee
- 2008 U.S. Air Force Energy and Water Management Award

NAHRO

- 2008 Special Achievement by a Housing Agency Energy Efficiency Program, Housing Authority of the City Of Corpus Christi
- The Chicago Housing Authority project was awarded a 1999 NAHRO Agency Award of Merit.
- Charleston Housing was awarded a 2001 NAHRO Agency Award of Merit.

Fermi National Accelerator Laboratory

- 2002 Federal Energy & Water Management Award
- 2002 Department of Energy Departmental Energy Management Award
- 2009 National Safety Council Industry Leader Award
- 2009 National Safety Council NSC Occupational Excellence Achievement Award

Naval Station Great Lakes Naval Training Center

- 2002 Federal Energy and Water Management Award
- 2004 Federal Energy and Water Management Award
- 2003 Energy Users News, Best Institutional Project in the Country
- ASHRAE Excellence in Engineering Award

Relevant Experience

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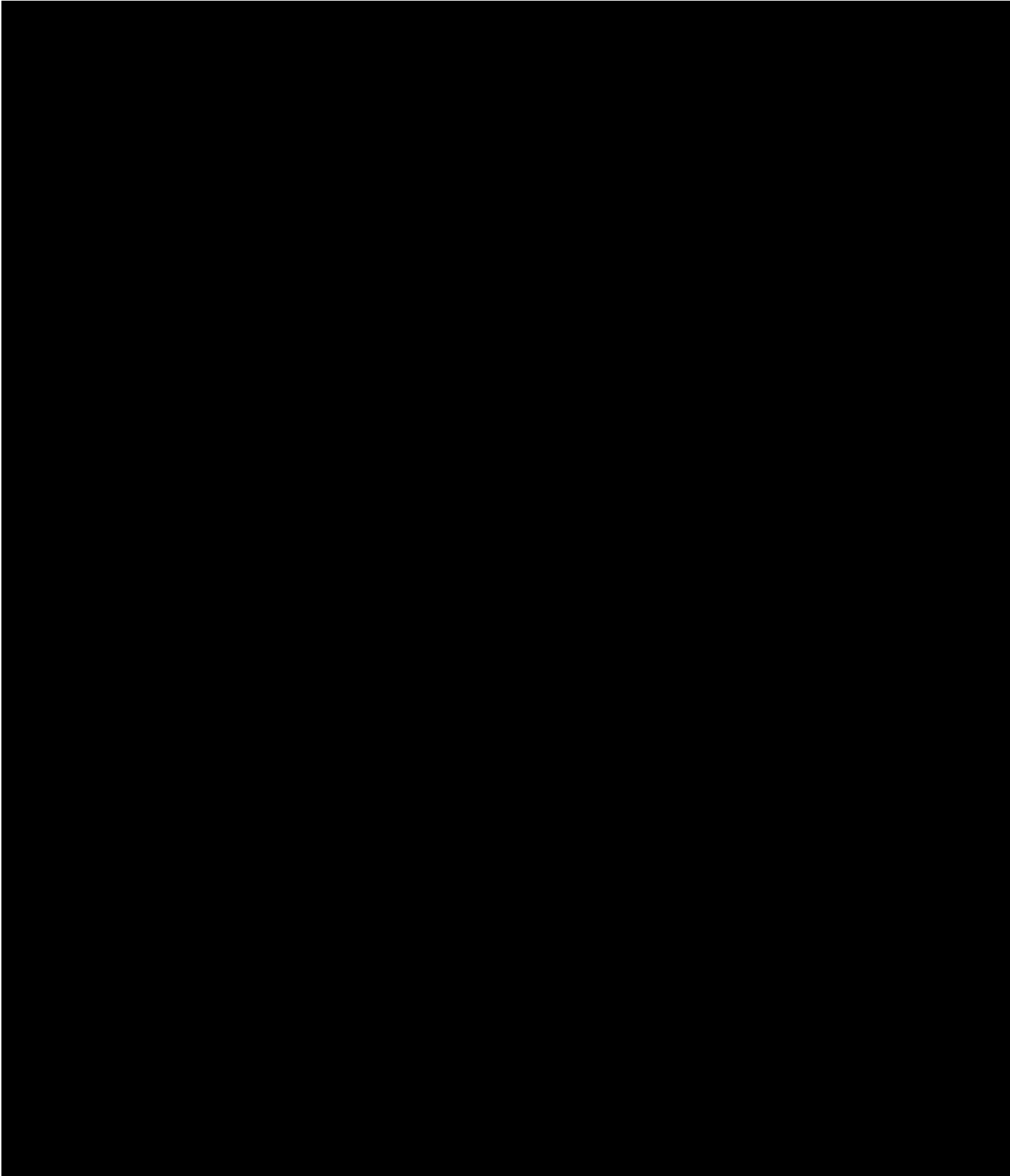
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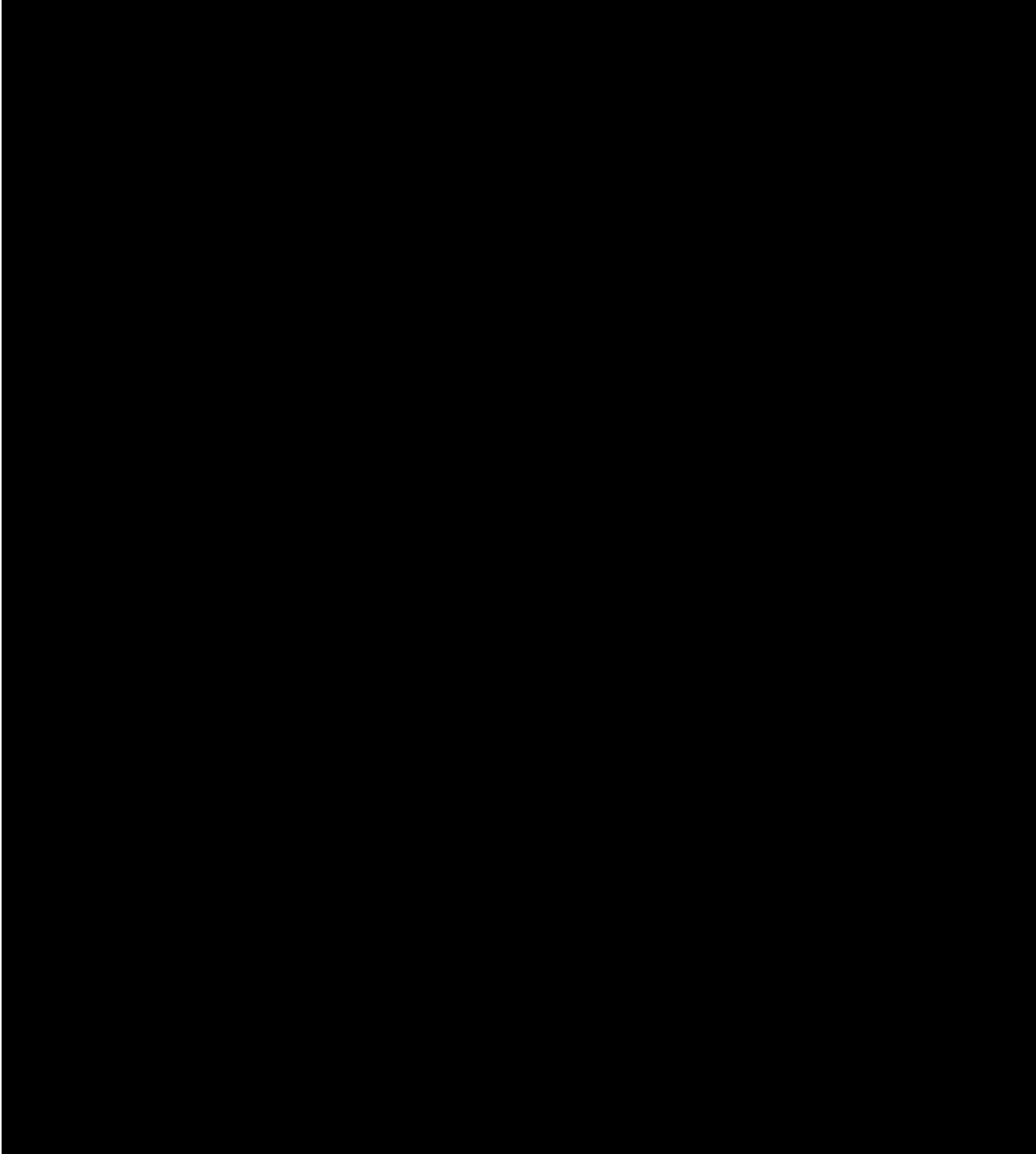
Ameresco's core business is energy savings performance contracting and our dedication is apparent in the recommendations we receive from satisfied customers. We have experience implementing projects when utilizing either a Request for Proposals or a Request for Qualifications process. We understand the pros and cons of both approaches and can relate this experience to the School District. Following is a partial list of energy conservation measures Ameresco has successfully implemented:

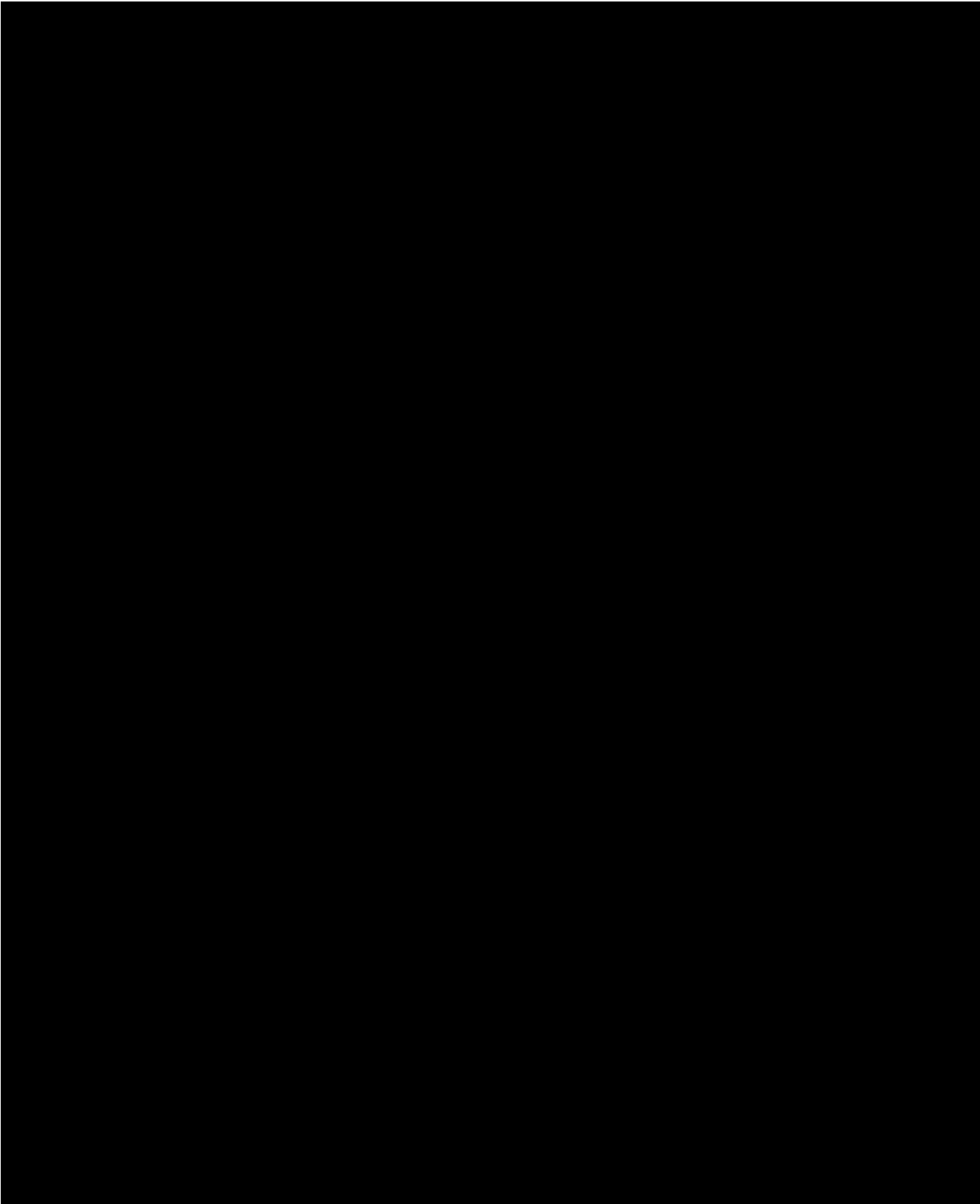
- Wind Turbine Generators
- Lighting Systems Retrofits and Upgrades
- Energy Management Systems (EMS)
- Chiller Improvements
- Boiler Improvements
- HVAC
- Building Envelope Modifications
- Electrical Motor/Pump Replacement
- Water Heating Systems
- Refrigeration Equipment
- Cogeneration Systems
- Renewable Energy Systems
- Electrical Distribution Systems
- Thermal Storage Systems
- Natural Gas Fired Turbine Generator
- Geothermal Systems
- Emergency Generators
- Heat Recovery
- Enthalpy Control
- Variable Speed Drives
- Power Factor Correction
- District Heating & Cooling Plants
- Steam Systems
- Water Conservation
- Lab Fume Hood System retrofits
- Swimming Pool Conservation
- Voltage Buy-up
- Irrigation Controls/Optimization
- Vending machine controls
- Facility Renewal and Expansion

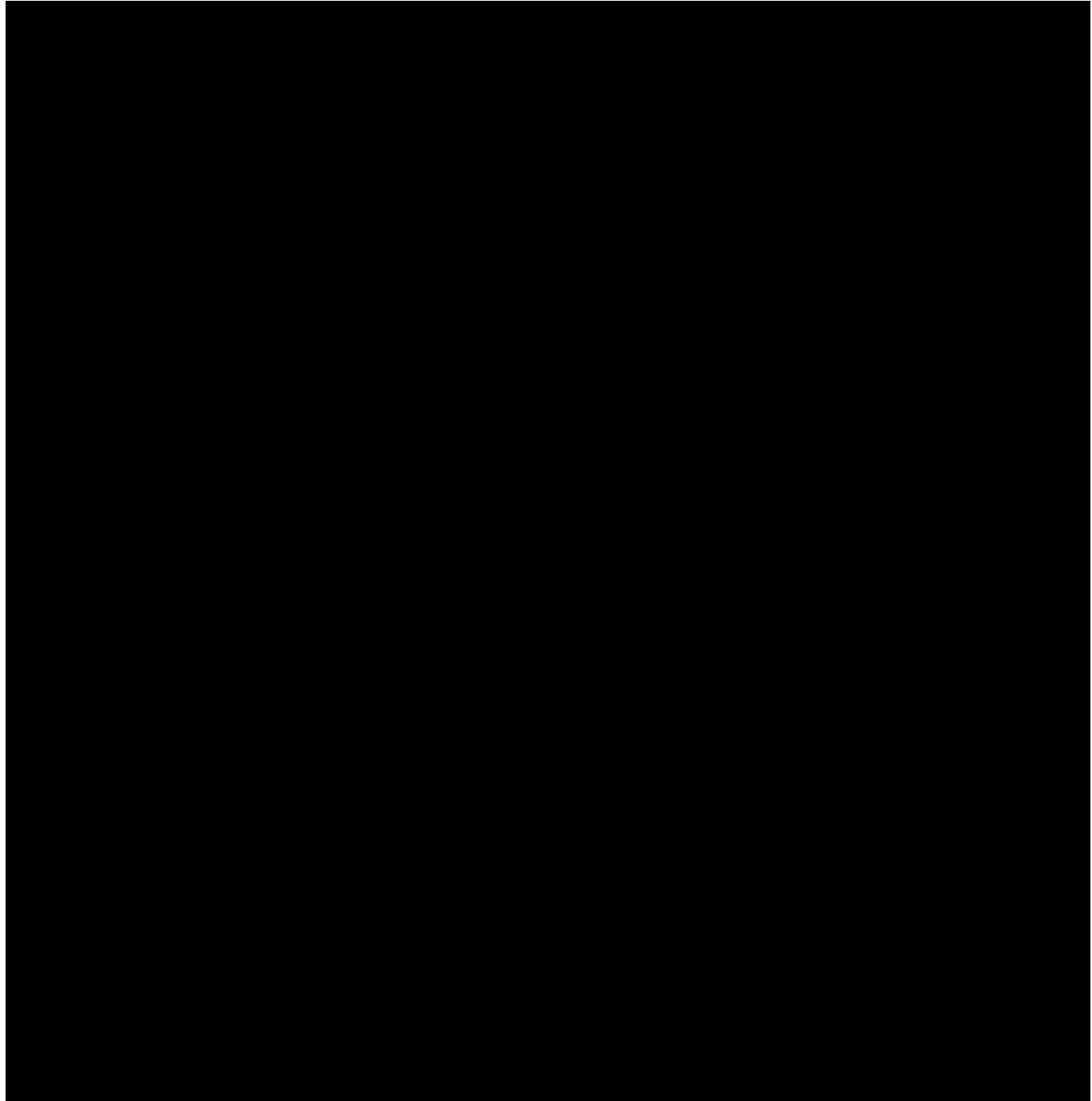
Ameresco's Central Region has contracted almost **\$1 Billion** with satisfied customers throughout the region.

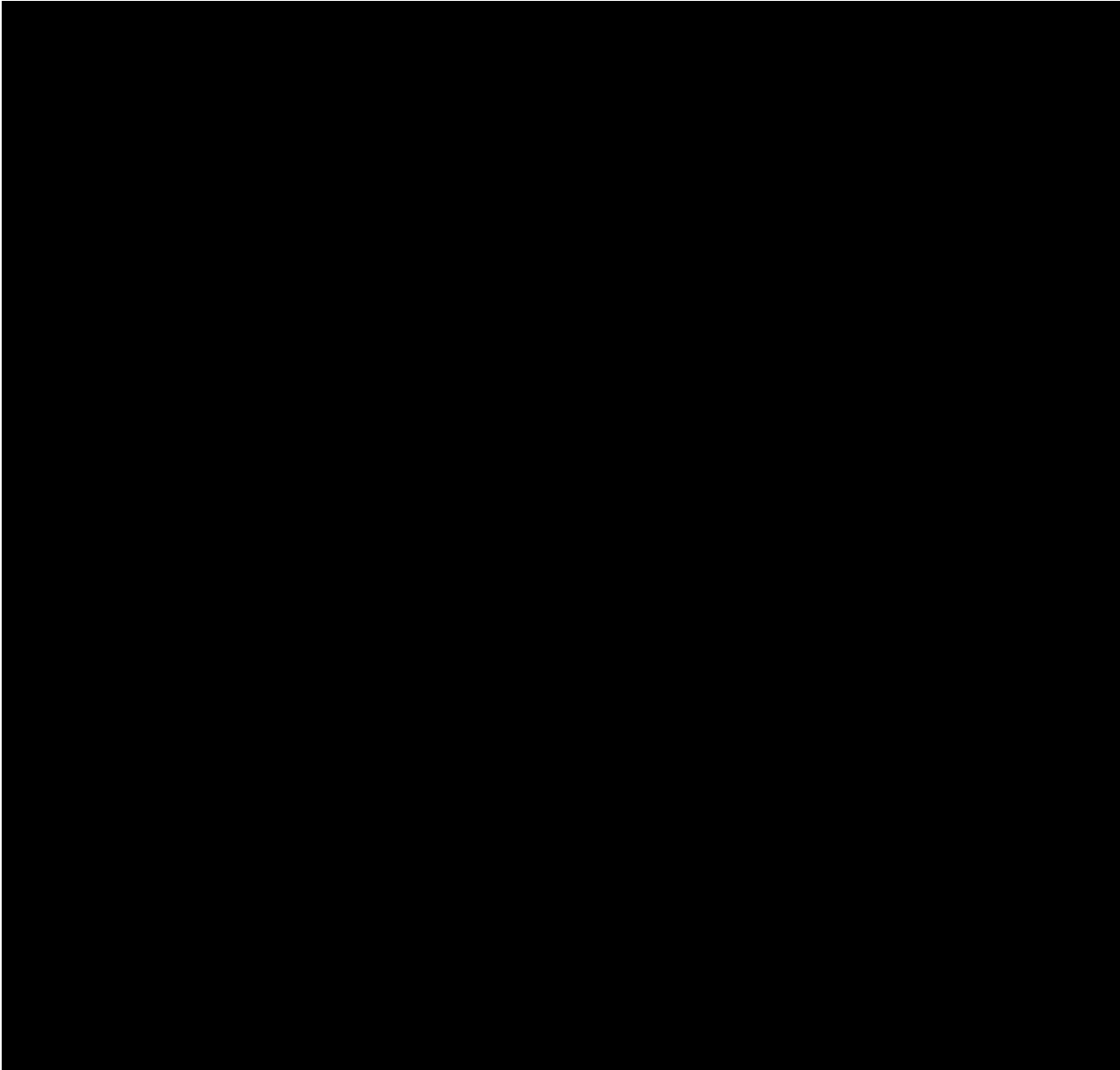
We have included a list of projects Ameresco's Central Region has partnered with on the next page. Information on these or any other Ameresco project can be provided upon request.

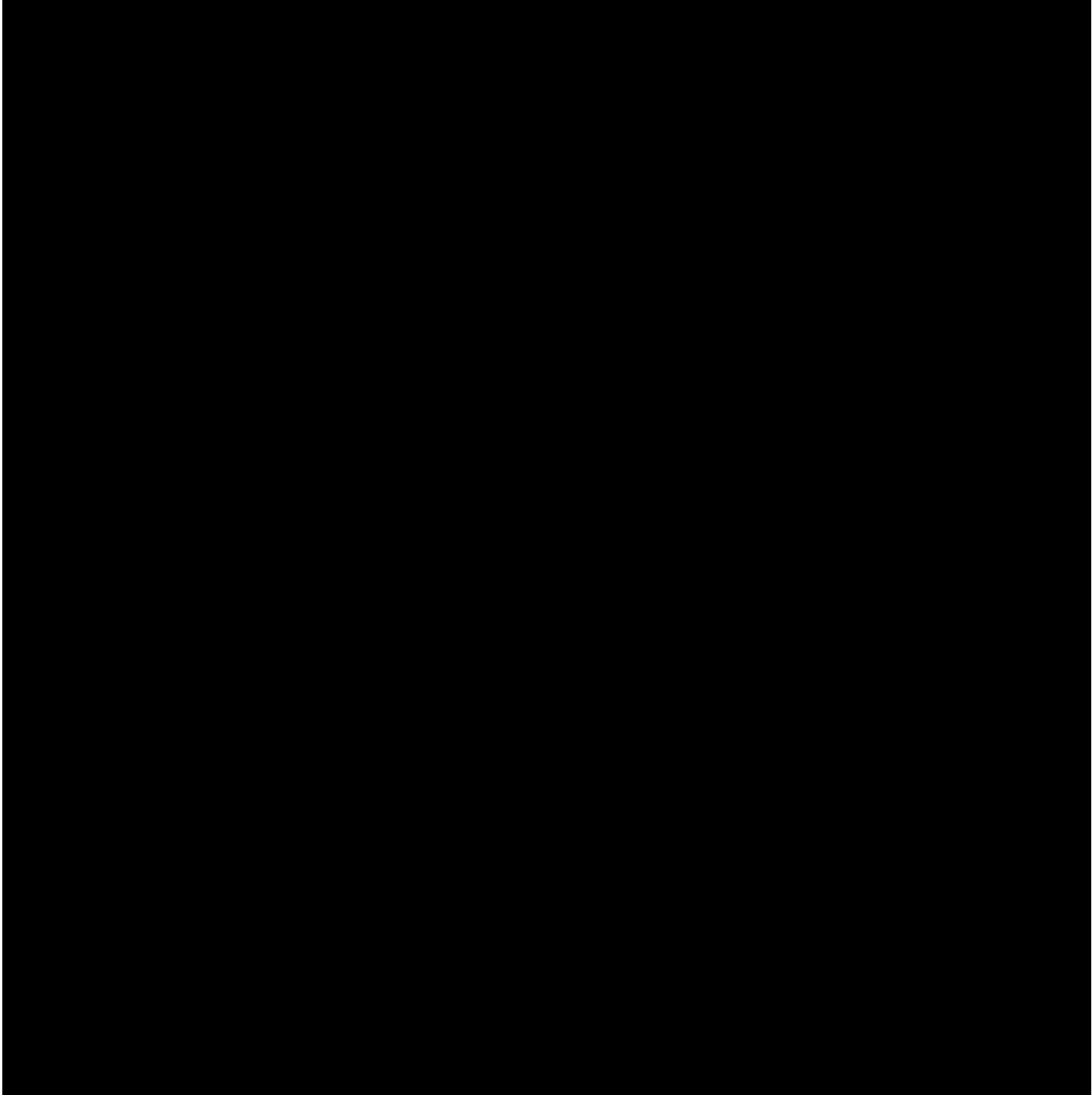


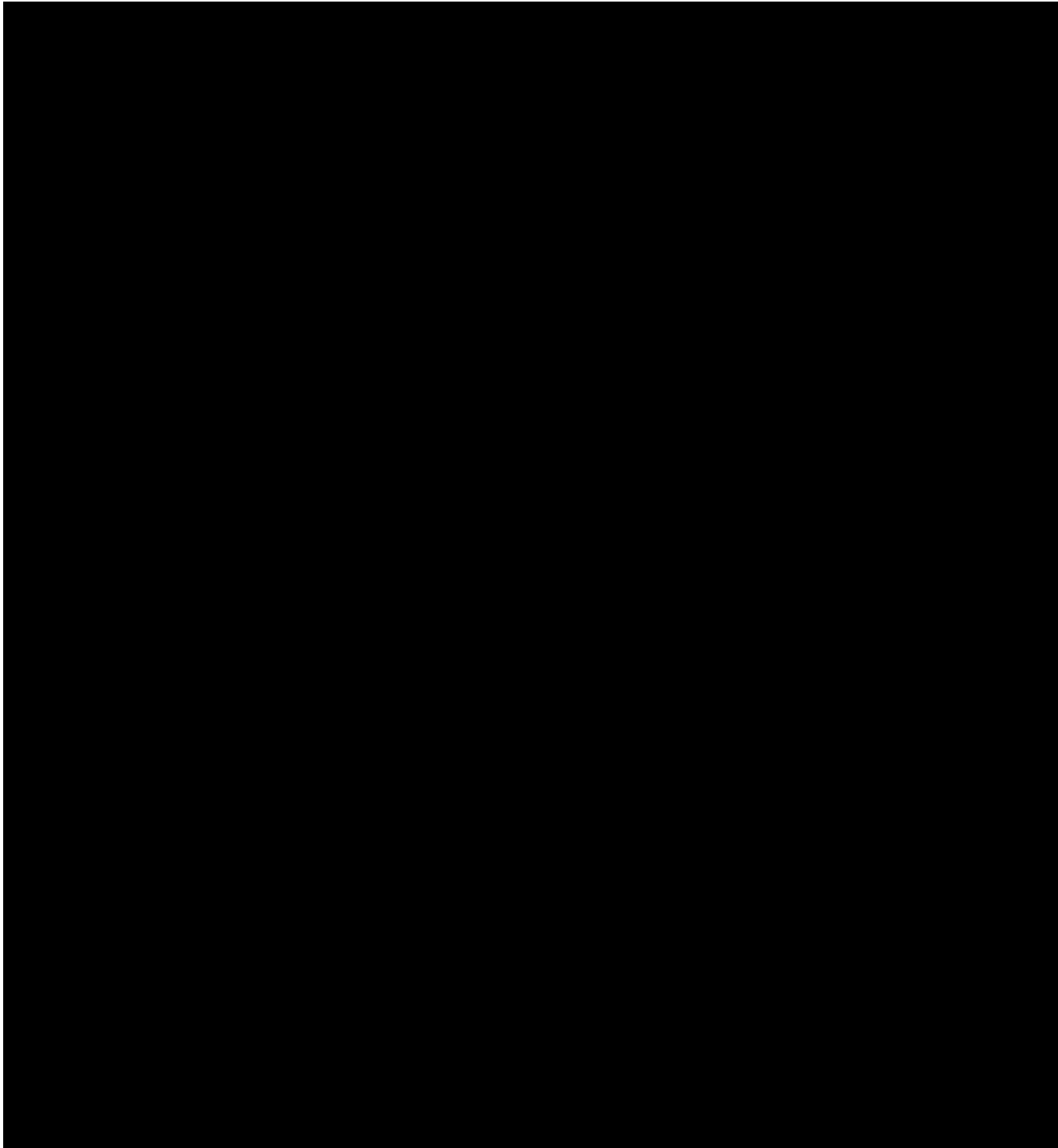


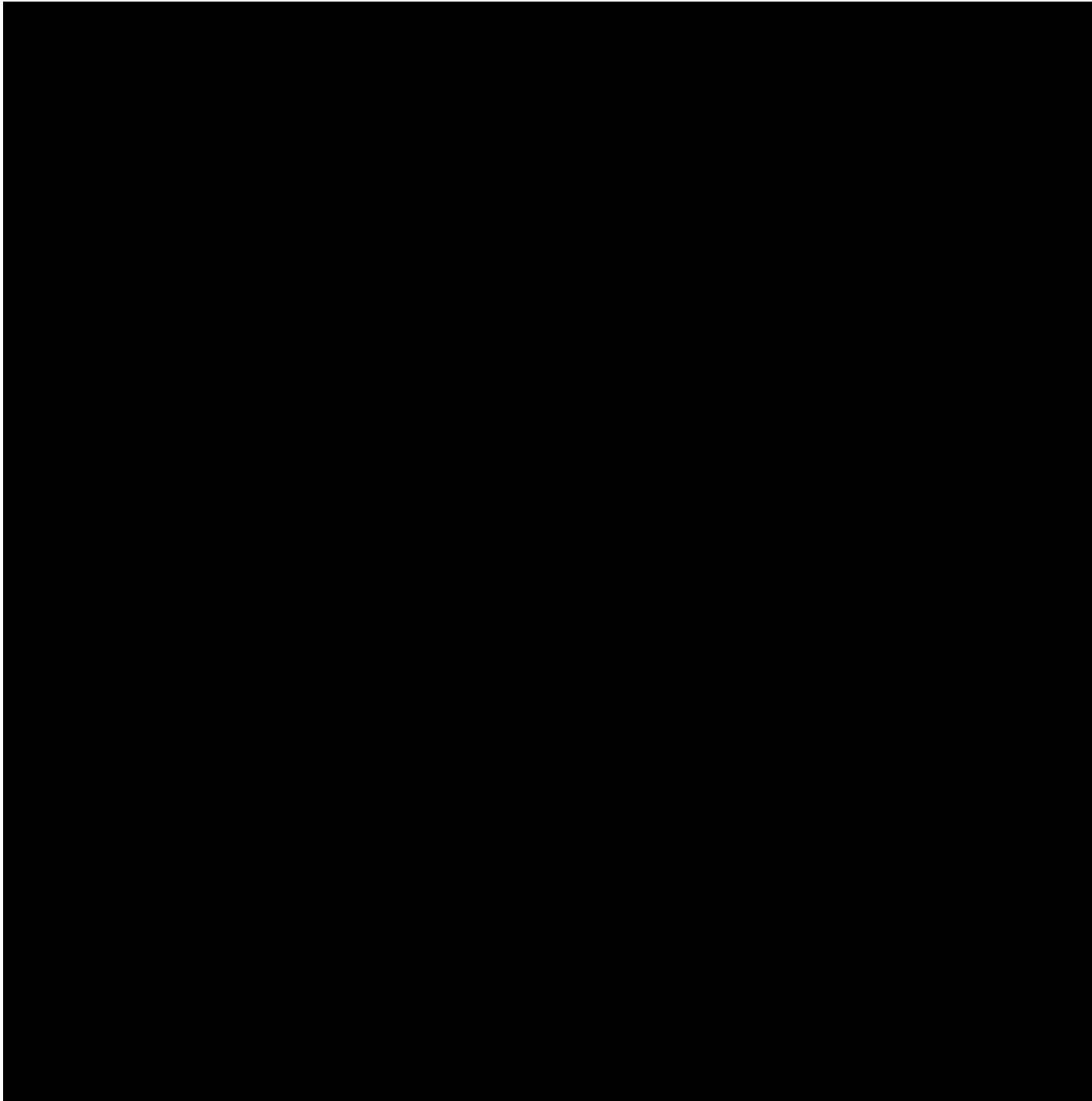


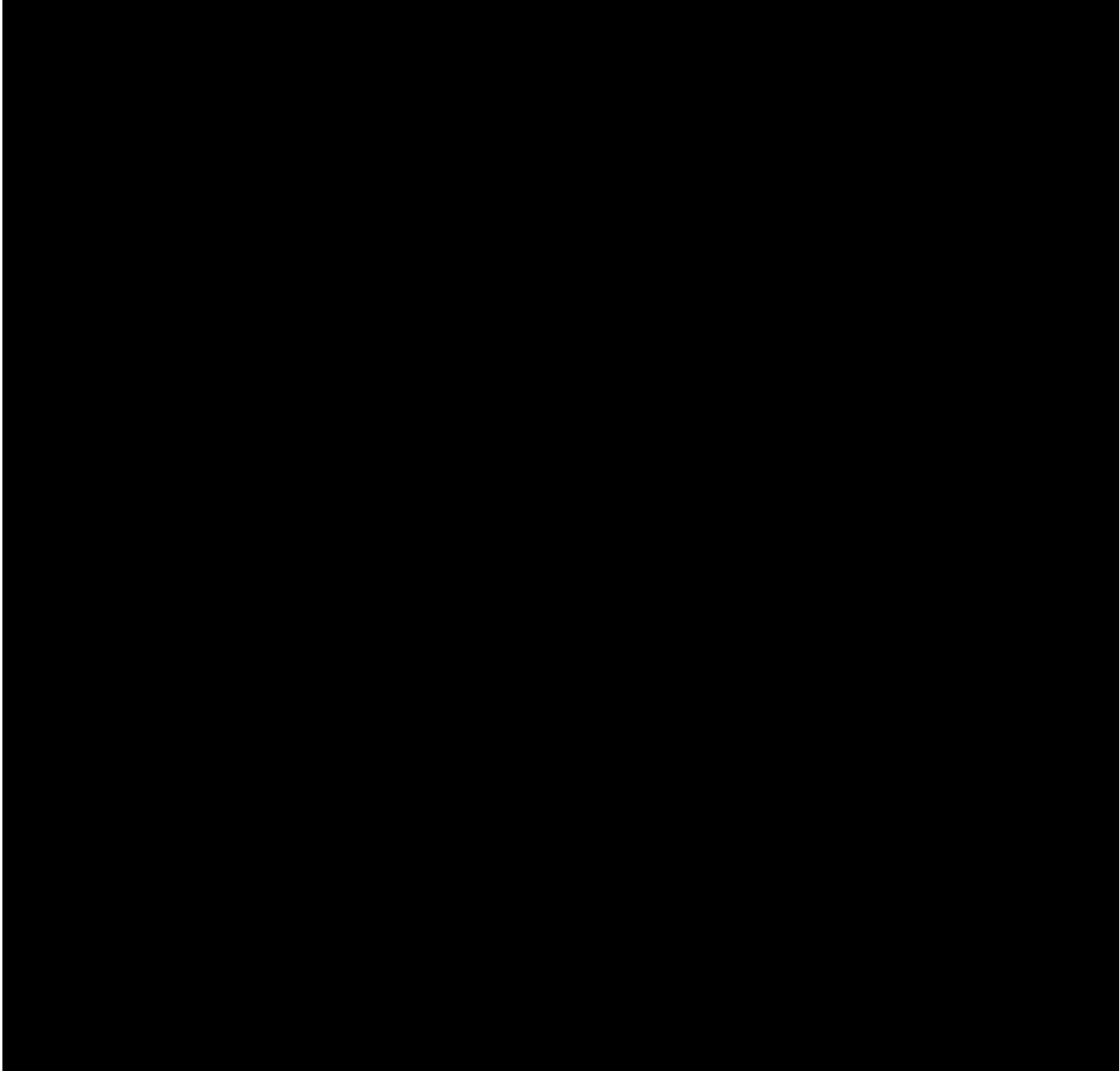


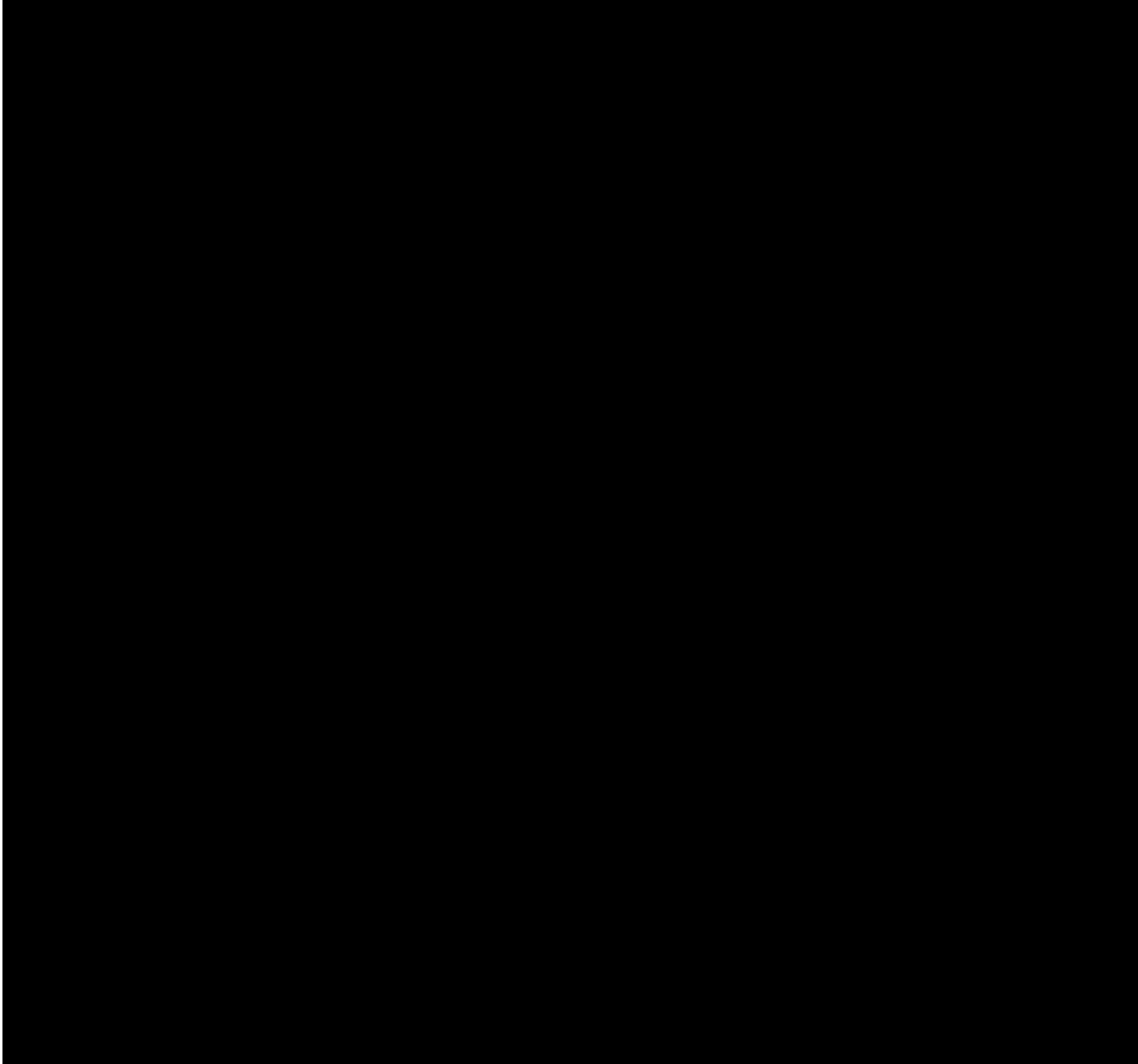


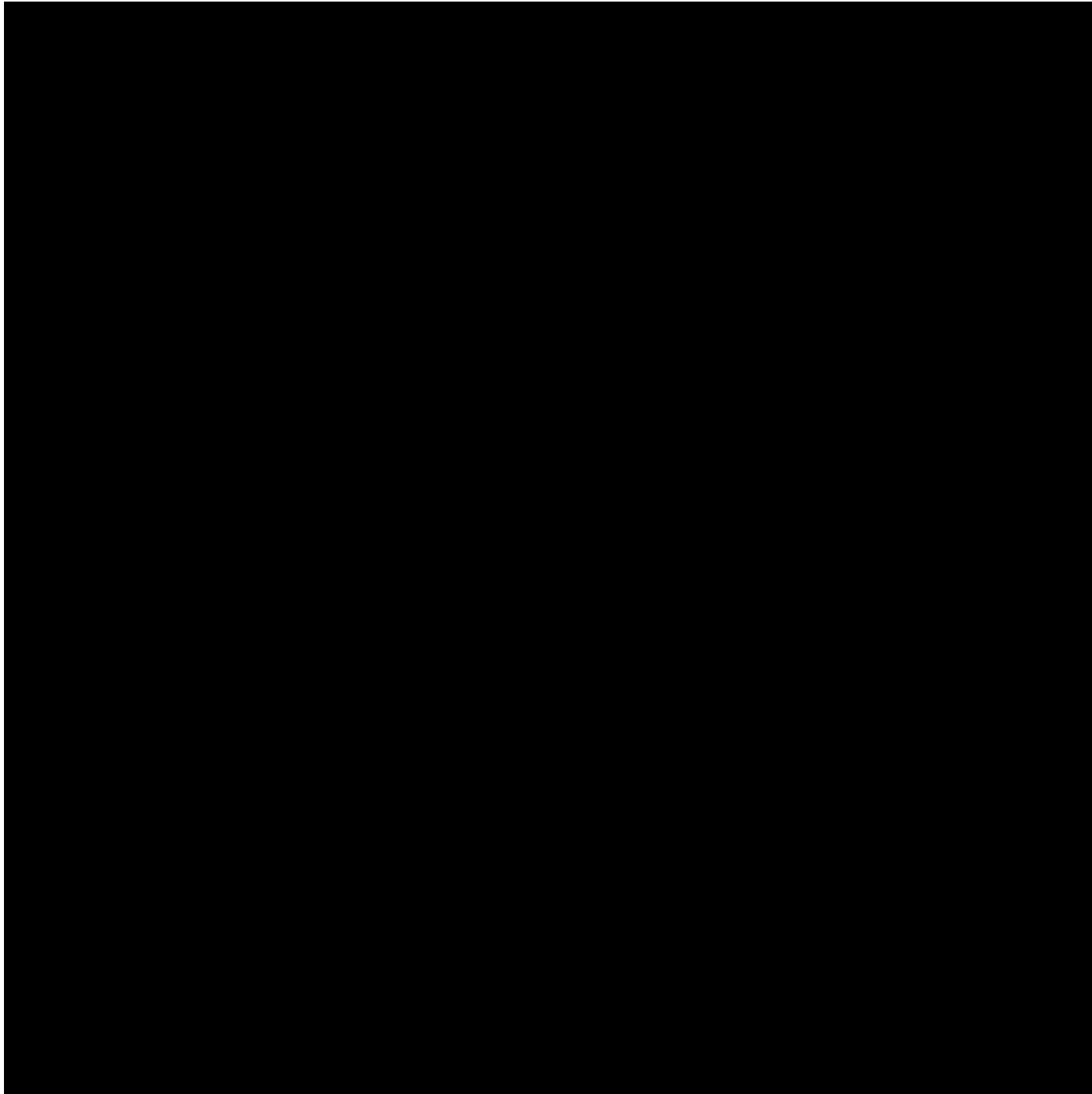


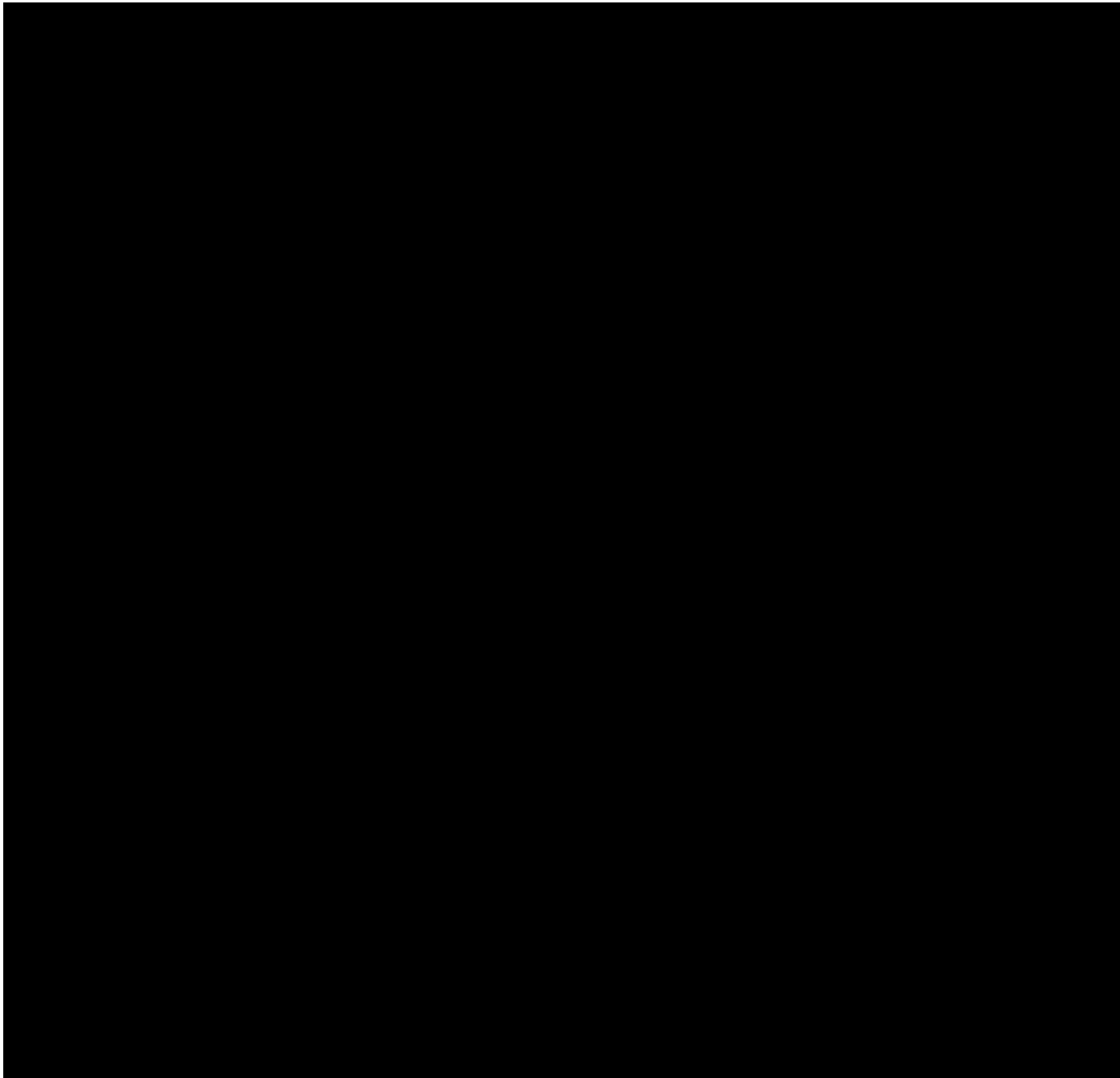


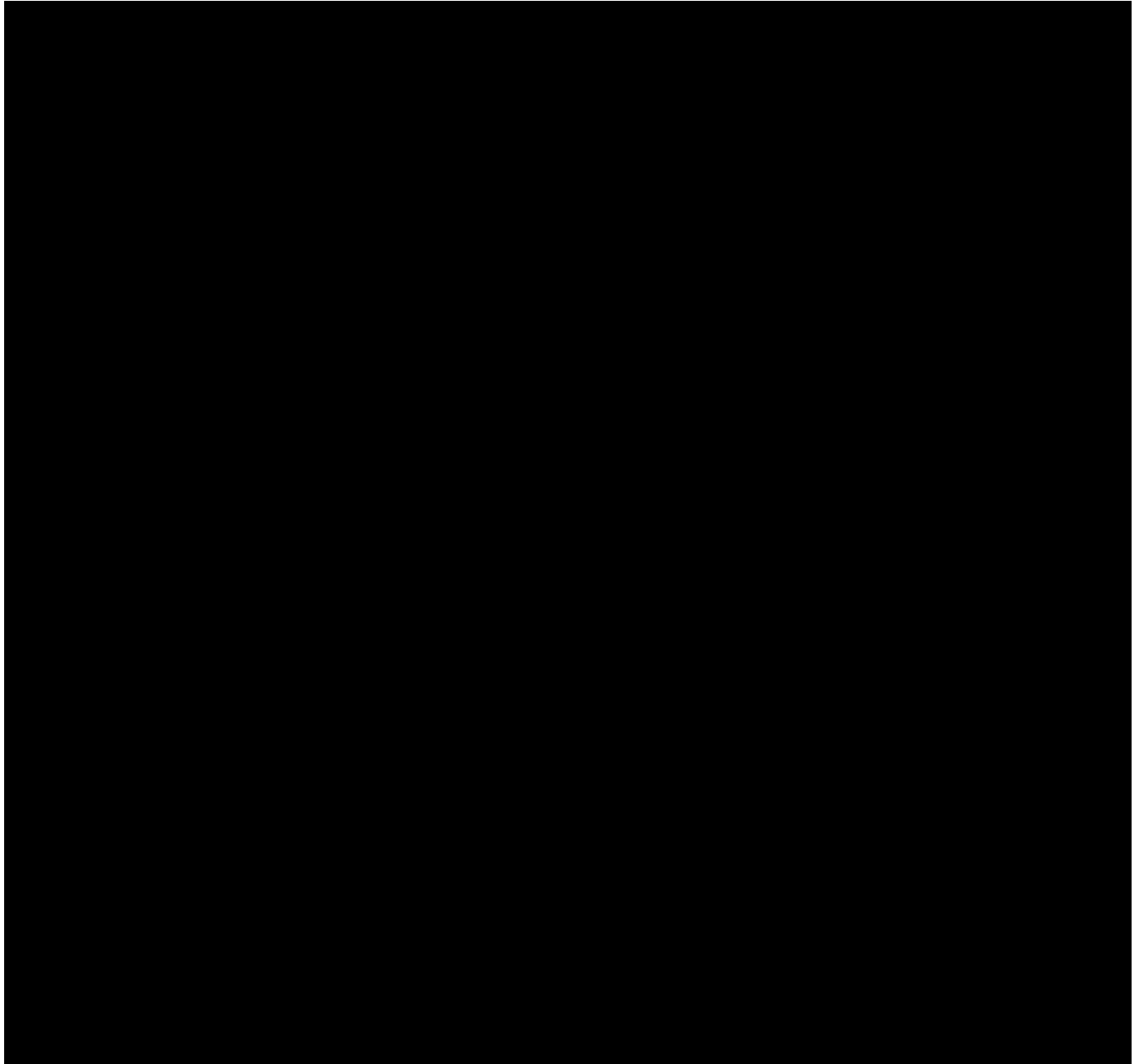












Personnel Qualifications

The team members included in this proposal are the Ameresco personnel that will likely be involved in the project, given our experience with similar projects, in other Districts. Once the final scope is finalized, Ameresco can then determine if additional personnel are needed for the successful completion of the project. Ameresco's team partnership approach to performance contracting provides Mahomet-Seymour CUSD #3 with seamless transitions from each stage in the process to the next. This assures the District that all issues and concerns that may arise are dealt with satisfactorily, and in a timely manner. All facets of this project's stages are thoroughly addressed by Ameresco's management approach. Ameresco's management philosophy is to:

- Hire experienced, qualified Project Managers and then provide more training, especially regarding management responsibilities.
- Hire experienced, qualified auditors, engineers, technicians and outside team members to support Project Managers.
- Make the Project Manager the single point of contact and responsibility to assure clear responsibility, facilitate communication and coordination.
- Right-size the effort: allow the Project Manager to streamline execution using Ameresco's extensive capabilities as needed.

Ameresco believes this approach was a major factor contributing to Ameresco's rating as the number one contractor in minimizing the expenditure of time and money for ESPC work. Ameresco is a full service ESCO in that it can provide all services, from energy auditing to engineering, financial analysis, construction management, M&V, commissioning, and O&M, with in-house personnel. We have an extensive, experienced staff, which includes some of the country's finest energy professionals: mechanical/electrical/industrial engineers, energy analysts, designers, renewable energy experts, construction managers, electricity and natural gas procurement specialists, financial experts, M&V engineers and technicians, asset managers, and O&M system managers.

The Ameresco team has extensive experience in the development, structuring, management and implementation of energy related projects. Below are brief biographies of the Ameresco team members and associated project responsibilities for this energy conservation project. Ameresco will field an exceptionally well-qualified team for this project. All members of the design team (and the construction and M&V teams as well) have years of specific experience and proven expertise for the full range of systems and equipment present in the facilities, including outdoor and indoor lighting, indoor air quality, central heating and chiller plants, HVAC, energy management control systems, electric motors and drives, and building envelope.

Ameresco's key executives have been some of the pioneers in the performance contracting industry. Their experience, innovative skills, entrepreneurial approach, and close attention to both the technical and financial aspects of each project supported by a team of some of the most professional energy experts in the country allow the company to develop and implement quality projects ahead of schedule and under budget. Ameresco has mastered the art of delivering high quality projects in the most expedient and cost efficient manner. These "best practices" and the resulting success make the company one of the lowest cost producers in the energy services business thus helping it gain a significant edge over its competitors.

There are individuals with specifically assigned responsibilities who also serve as clearly defined points of contact. **Scott Engstrom** is the primary point of contact during the Development phase of this project. Scott can be reached at (217) 778-6797. The assigned Project Manager will be the primary point of contact during the Design and Implementation Phase of the project. Complete coverage of all responsibilities and functions, with redundancy, is provided by an extensive staff of professionals. Every one of these people can be replaced in the event that becomes necessary; the same holds true for subcontractors engaged to work on our projects. In-house resources can be supplemented whenever appropriate by outside consulting firms who specialize in areas where their expertise can supplement our own.

Scott Engstrom, Account Executive Scott is responsible for issues related to the project before, during, and after implementation. He will coordinate the activities of the project team and stay in constant communication with the District. Scott will provide oversight and quality control for all aspects to the project. Scott will work with all external and internal team members to bring together a project that has the consensus support of the customer's governing body. Scott earned an M.B.A. from Loyola University, Chicago, and attended University of Illinois, Champaign Urbana earning a Bachelor's Degree in Agribusiness, Farm and Financial Management. He Scott is affiliated with the Illinois Association of School Business Officials and Illinois Association of School Administrators.

Louis P. Maltezos, Executive Vice President/General Manager – Central Region Mr. Maltezos is responsible for ensuring the availability and support of all the necessary and qualified resources for the complete turnkey development and implementation of all the phases of energy services projects in the central region. He provides senior management oversight to all sales and operations activities in the region and is responsible for developing and executing the company's growth strategy in the region. Lou has extensive experience in structuring and negotiating complex contracts and business relationships; actively involved in introducing or re-crafting legislative and regulatory policies concerning energy and deregulation issues. Lou earned an M.B.A. from Kellogg Graduate School of Management, Northwestern University, and a B.S. Electrical Engineering at University of Illinois. Lou is an Officer of Ameresco and is authorized to bind the company.

Steve Taggart, Regional Director Mr. Taggart's experience includes sales, operations and management with customers throughout the United States, Canada, Europe, & Asia. He coordinates resources needed to deliver a high quality project. His responsibilities include the management of business activities including business development, project development, and project performance. Steve identifies, qualifies, and builds trust and rapport with all vertical market customers in Illinois. He manages all sales activities for Ameresco in Northern Illinois and Southern Wisconsin as well as works with all external and internal team members. Steve earned a B.A.A. Marketing at LaSierra University and is affiliated with Illinois Association of School Business Officials, Illinois Association of School Administrators, and Illinois Association of School Boards.

Pete Kurpiewski, P.E., LEED AP, C.E.M., GBE Regional Manager – Engineering & Operations

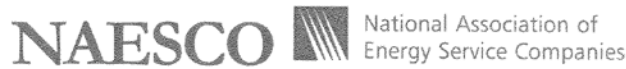
Pete will support the project development team and will lead the LEED certification process. He is responsible for providing the customer with a top-quality submittal that meets both their current and long-term needs and ensures the customer's technical and financial needs are addressed in a timely manner. Responsibilities include technical and installation management oversight of numerous projects, as well as managing all operations resources to adequately service the team. Pete coordinates and reviews the activities of engineers and project managers, and designs systems and manages construction projects as required. Pete's experience includes design, system analysis, and calculations for heating, cooling, and refrigeration loads. Pete earned an MBA Operations Management from DePaul University, a B.S. Mechanical Engineering from University of Illinois, Chicago and a M.S. Mechanical Engineering from Illinois Institute of Technology. **Pete holds a P.E. license in Illinois and Indiana.**

Gil Bucio P.E., CEM, GBE Manager, Project Development Mr. Bucio's group will assist in analyzing, evaluating, engineering, and designing an optimized work scope from the initial assessment through final engineering and project implementation. He assists in the development of supplier technical requirements and equipment selection. Mr. Bucio has extensive experience in structuring and developing energy conservation projects in the educational market, where he is skilled in developing customized solutions focused on addressing specific end user needs. He has 25 years experience as a project manager and design engineer. Gil has vast experience in the energy production and performance contracting industries and his experience will provide effective support to the initial assessment and subsequent phases. Gil earned a B.S. Mechanical Engineering from University of Notre Dame. **Gil holds a P.E. license in Illinois.**

Fernando Orihuela, Manager of Construction Fernando has experience as a design engineer and project manager in energy and utility related fields. Experience in a variety of mechanical, electrical, and civil engineering projects, which includes work on power plants, office buildings, transmission and distribution systems, and customer facilities. Mr. Orihuela is responsible for coordinating all aspects of the implementation phases. He coordinates all approvals by project staff relating to engineering and construction of energy projects. He assists the effort construction through completion and assures timely and high quality performance, coordination, and communicates with the primary Project Manager. Fernando has over 20 years of experience as a design engineer and project manager in energy and utility related fields, and several years of experience in commercial and industrial project management as well. Fernando earned a B.S. Civil Engineering with a Professional Specialization in Construction Management from Illinois Institute of Technology.

Henry Gesiorski - Senior Project Development Engineer Mr. Gesiorski provides a superior engineering approach to technical and economical solutions to meet client needs by maximizing available time, manpower and budget. Henry is responsible for feasibility studies, cost estimating, life cycle cost analysis, heating and cooling load analysis and energy modeling. Henry has over 18 years of proven track record as an engineer in various roles including mechanical engineering, project management, and design engineering. He attended University of Illinois at Chicago, earning Bachelor of Science, Mechanical Engineering.

Fang Chen, P. E. LEED AP, GBE - Senior Project Development Engineer Fang will lend support as a quality control coordinator; reviewing designs, assisting with equipment selection, and ensuring the best possible technical solution is implemented. Fang has over 20 years of proven experience as an engineer in various roles including mechanical engineering, project management, and design engineering, specializing in HVAC, building automation and energy management, plumbing and fire protection systems evaluation, technical and economical comparison, and engineering solutions. Fang earned a Master of Science, Environmental Studies, Indoor Air Quality from Ohio University and a Bachelor of Science, Thermal Engineering, HVAC & R Technology from Beijing University of Technology. Fang holds a P.E. License in Wisconsin.



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<http://www.naesco.org>

November 19, 2010

George Sakellaris
President & CEO
Ameresco
111 Speen Street
Suite 410
Framingham, MA 01701

Dear George:

Congratulations! On behalf of the NAESCO Board of Directors, I am pleased to advise you that effective November 9, 2010 the Association has re-accredited Ameresco as an Energy Service Provider ("ESP"). Your accreditation remains in effect for a three year period until the date of the NAESCO Board of Directors meeting to be held in fall 2013 unless modified or revoked before then.

We are enclosing materials that I hope will be helpful to you in promoting your company's selection as a re-accredited member of NAESCO: a certificate of re-accreditation and copies of a brochure designed for your customers explaining the accreditation process and the significance of your selection as a re-accredited company. Should you need additional copies, please let us know. We also have available special electronic accreditation logos in a range of formats which can be used, for example, as part of your stationary or your company's marketing pieces. Please contact Nina Lockhart at nkl@dwgp.com and she will e-mail them to you.

You have every reason to feel pride in this recognition. To achieve it, Ameresco underwent a rigorous examination of its technical competence and business practices, involving careful review of materials in your application and consultation with selected customer references.

For your benefit, and the benefit of the public, it is important to understand what your re-accreditation means. In extending ESP re-accreditation to Ameresco, NAESCO recognizes the company's technical and managerial competence, as further defined below. Please note, however, that since our examination of your competence did not extend to underlying financial viability, re-accreditation neither expresses nor implies any judgment concerning Ameresco's financial strength.

To be more specific, in earning re-accreditation, Ameresco has been determined to possess the following:

- The technical and managerial competence to provide energy supply, through the development and implementation of build/own/operate distributed generation,

cogeneration or combined heat and power (CHP) projects or the firm contracting of energy supply;

- The technical and managerial competence to develop comprehensive energy efficiency projects, with acceptable comprehensiveness defined to include lighting measures; efficient motors and drives; and measures involving heating, ventilation and air conditioning systems;
- The technical and managerial competence to provide a full range of energy services, with acceptable range of services defined to include conducting energy audits; providing or arranging for project financing; project design and construction management; providing operations and maintenance services; and verifying energy savings according to accepted industry practice; and
- The regular business practice of developing performance-based projects, with the term “performance-based projects” defined to mean projects for which Ameresco’s compensation is contingent upon the projects’ realizing verified cost savings.

There are certain things that re-accreditation does not mean. It does not mean that NAESCO certifies either expressly or by implication:

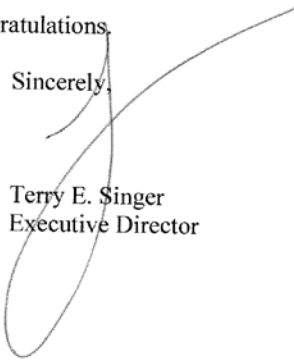
- That any accredited ESP’s customers will in fact realize cost savings projected by that ESP; or
- That any accredited ESP has any particular level of financial strength or viability.

In line with NAESCO Ethical Guideline number 8, you are responsible for representing to your customers exactly what accreditation means, fully and fairly, in spirit as well as letter. We hope that this statement of that meaning will help in that regard. Forms of this letter will be available at all times to inquiring members of the public.

Once again, we extend our full congratulations.

Sincerely,

Terry E. Singer
Executive Director



Technical Approach

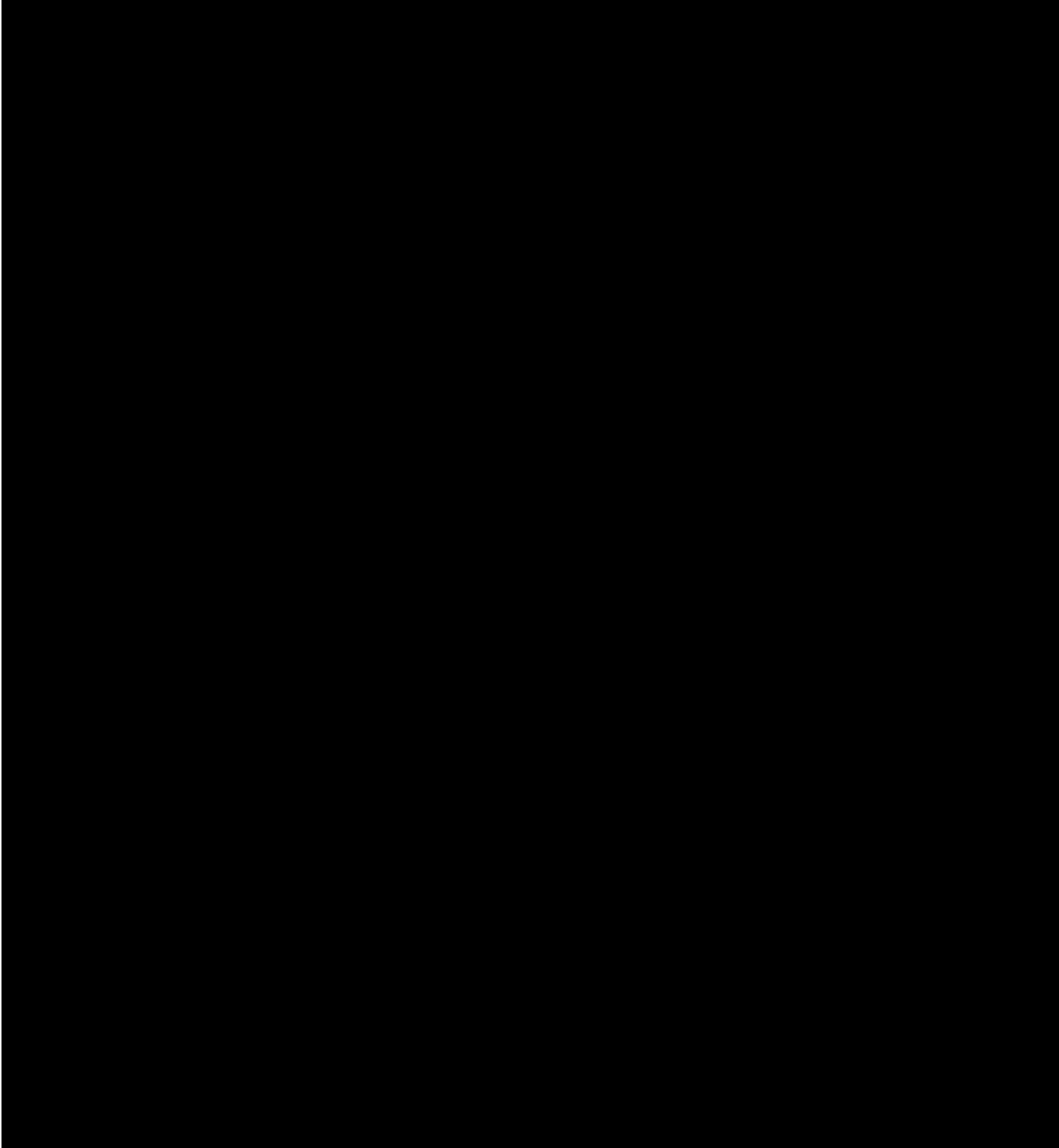
Ameresco is a single-source provider for a wide range of services, from basic to full-service programs, as shown in the adjacent graphic. We provide all of the services required to develop, deliver, and implement energy-related initiatives. Our staff has the skill sets to complete the Audit, Project Development, and Construction Phase of the project efficiently, cost-effectively, and with a minimal disruption to the District.

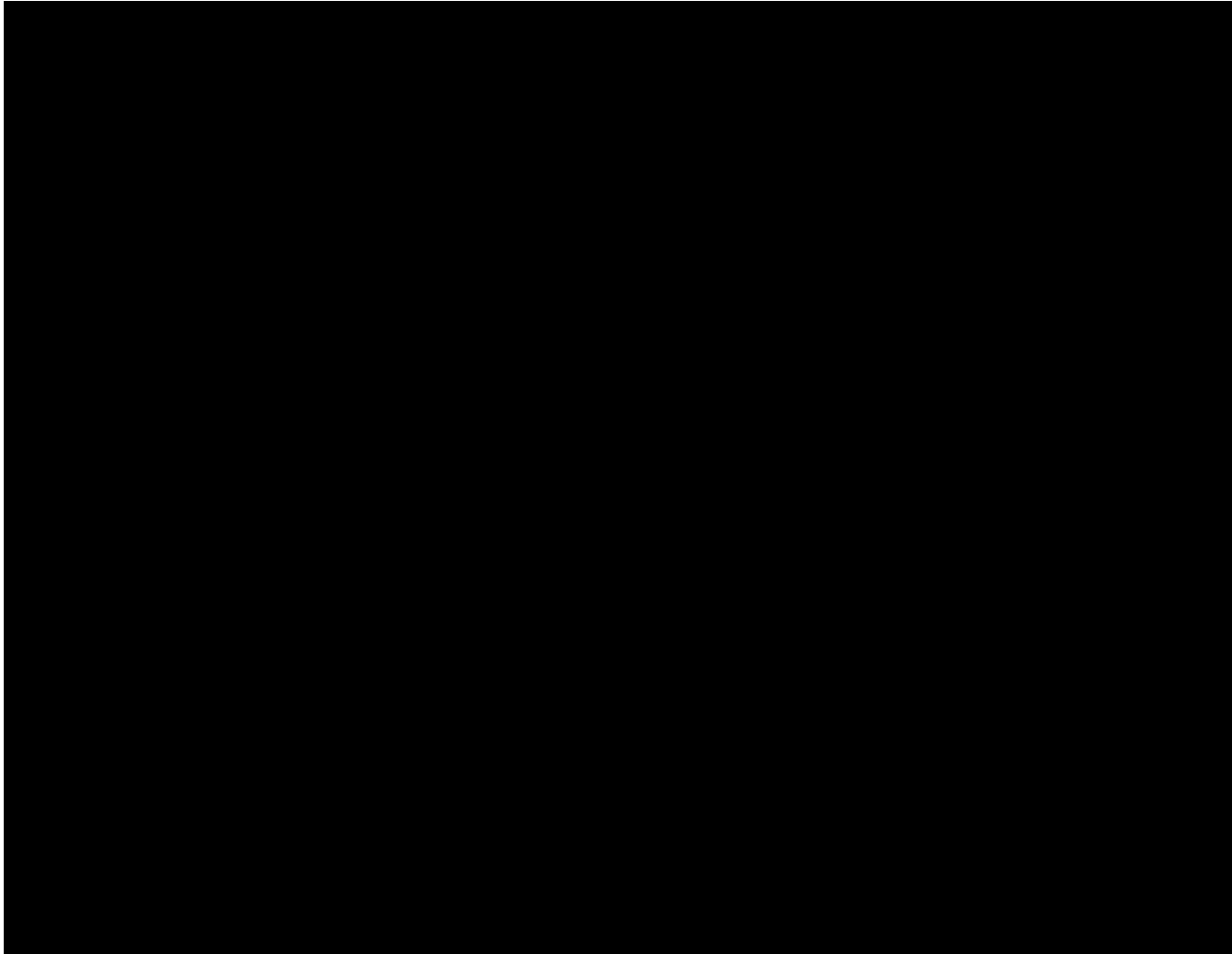
Because our project implementation capabilities are fully integrated with the project identification, we can seamlessly execute the Construction / Implementation / Financing Phase and the subsequent Commissioning/ Guarantee/Monitoring Phase. From project development through construction to ongoing operation, Ameresco handles any and all steps.

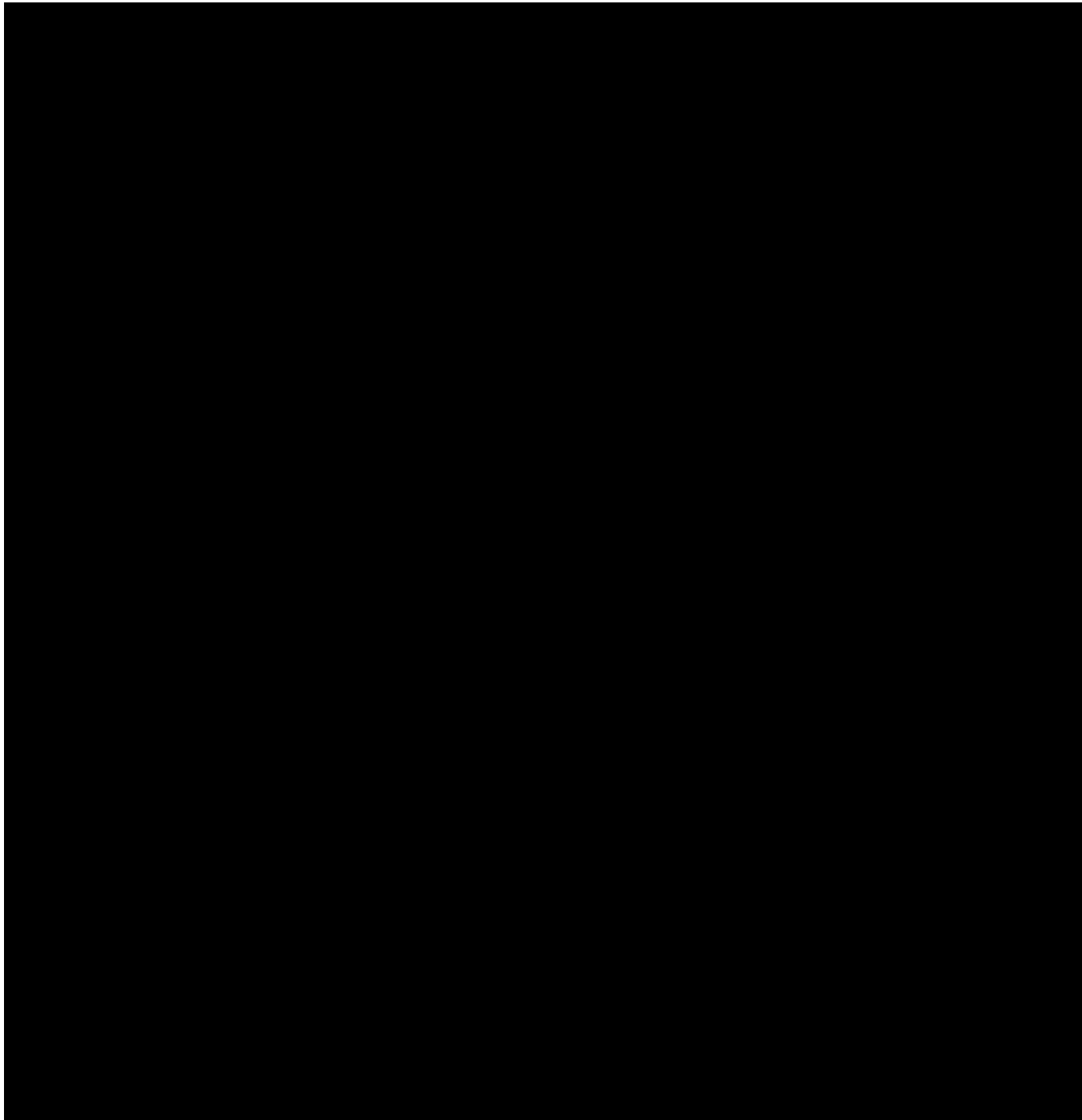
Ameresco provides all of the services required to develop and deliver energy and operational-related cost reductions. Ameresco has built its services around providing solutions that optimize energy use and performance of building systems, while reducing energy and cost demands. Ameresco's staff is focused on the business of assessing customer facility needs and implementing projects that offer our customers the best value. All of the services associated with the process of analyzing, designing and implementing these projects are managed directly by Ameresco employees.

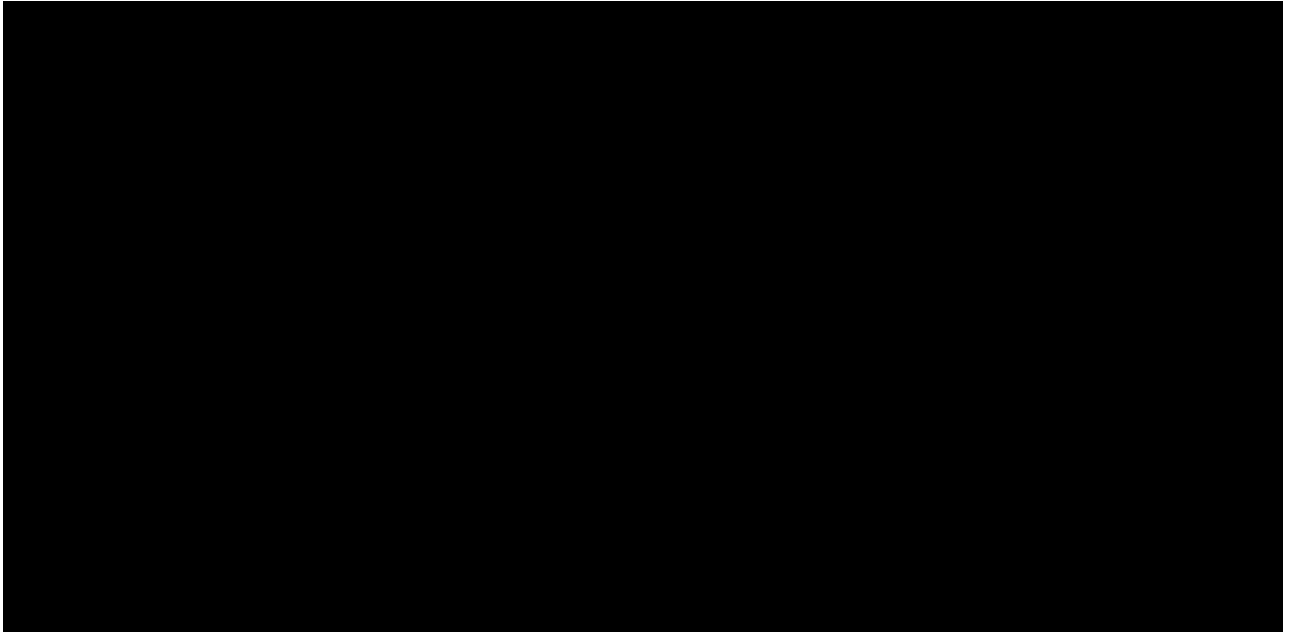
Ameresco Solutions & Programs

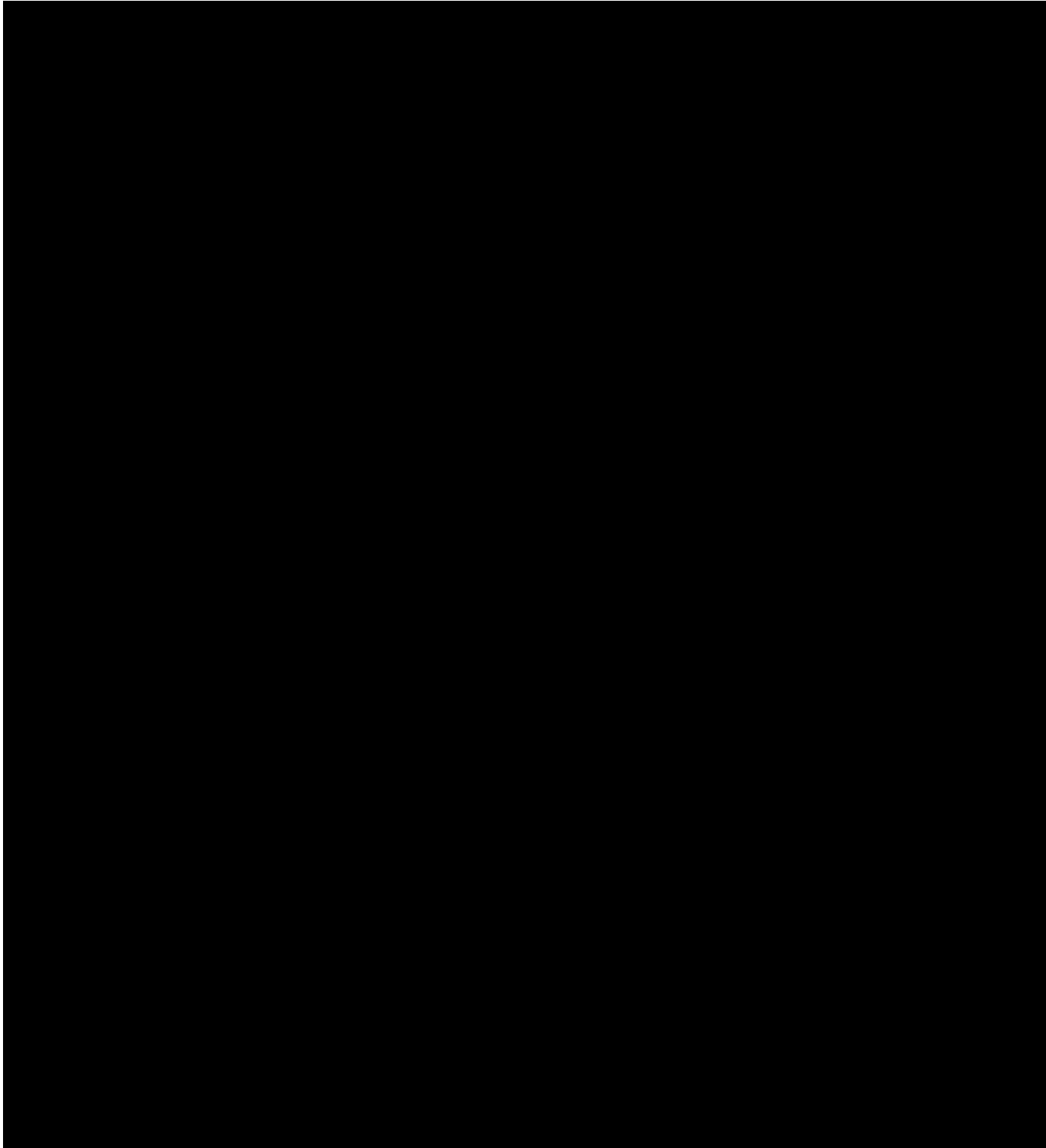
- ✓ Facility Benchmarking; Energy Star Modeling
- ✓ Utility Rate Analysis and Negotiation
- ✓ Facility/Systems Evaluations/"Energy Auditing"
- ✓ Data Logging
- ✓ Energy Modeling
- ✓ Energy Efficiency/Conservation Measure Identification, Development and Analysis
- ✓ Measurement & Verification Programs (M&V)
- ✓ Energy Engineering & Design
- ✓ Water Conservation Measure Identification, Development and Analysis
- ✓ Project Management
- ✓ Construction Management
- ✓ Energy Savings Calculations
- ✓ Baseline Usage & Cost Development / Methodology
- ✓ Guaranteed Savings (Energy/O&M)
- ✓ Project Cost Estimating
- ✓ Systems Commissioning
- ✓ Operation and Maintenance Post Construction
- ✓ Demand Side Management
- ✓ Demand Response
- ✓ Utility / State Rebate & Grant Acquisition
- ✓ Design / Build Services
- ✓ Renewable Energy Consulting / Evaluation / Development / Install (Wind / Solar / Land-Fill Gas to Energy / Geothermal / Biomass/ Fuel Cell, etc...)
- ✓ Cogeneration & Distributed Generation
- ✓ Electric Load Shaping
- ✓ Electrical Transmission and Distribution
- ✓ Energy/Commodity Procurement
- ✓ Market and Regulatory Analysis
- ✓ Project Financing
- ✓ On Site Systems Training Programs
- ✓ Conservation / Energy Awareness Programs (Staff/Students/Public)

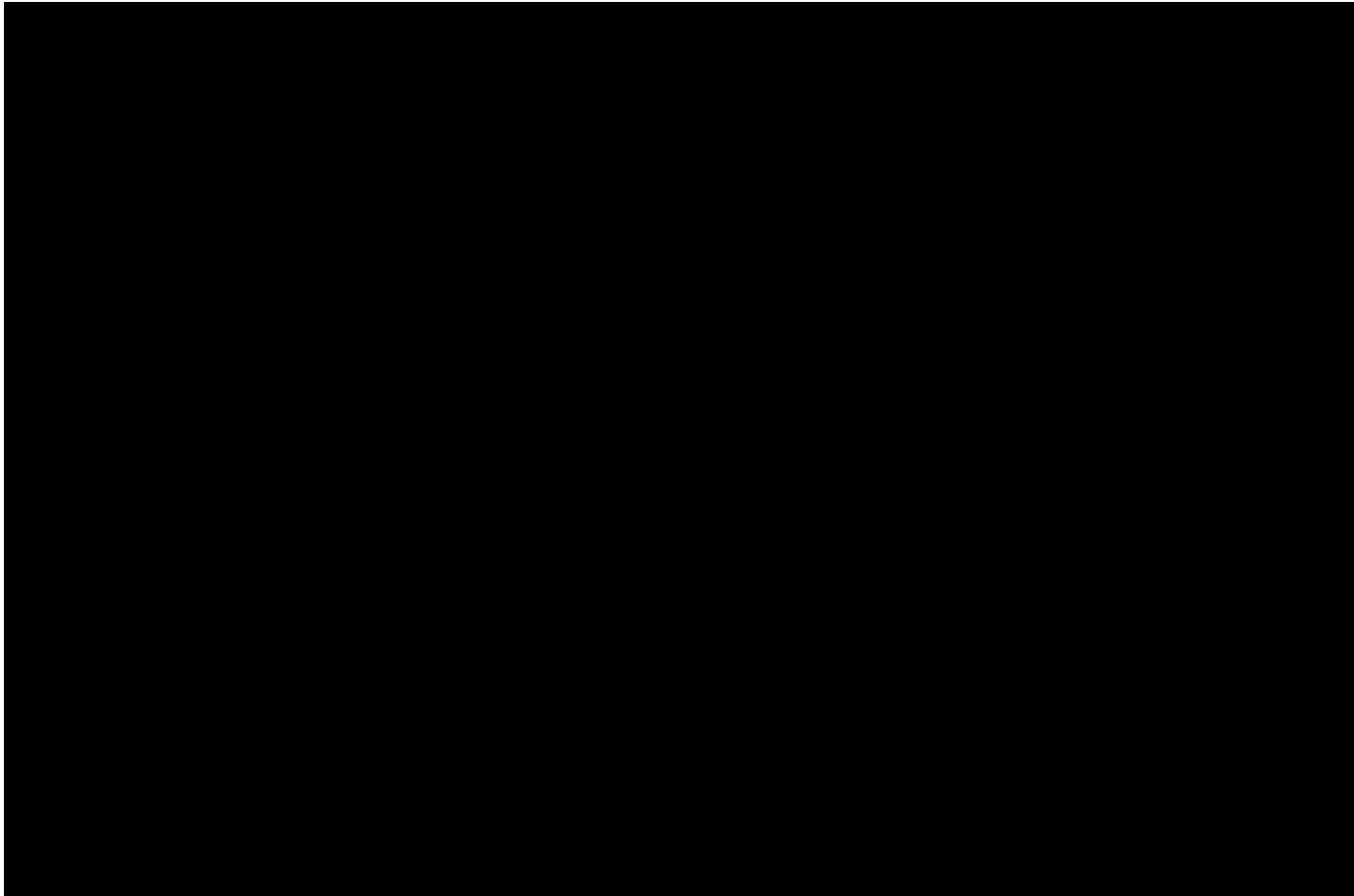


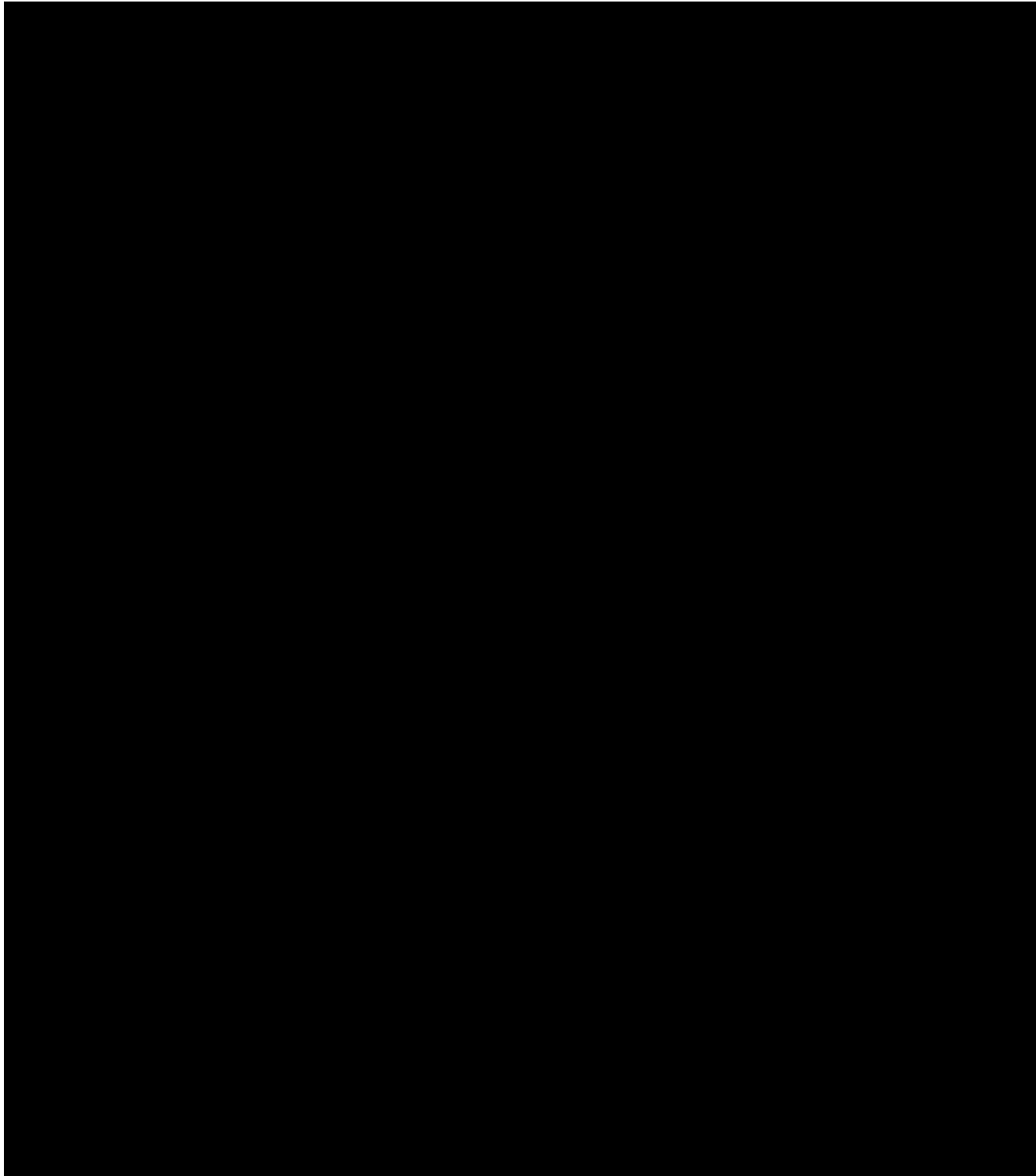


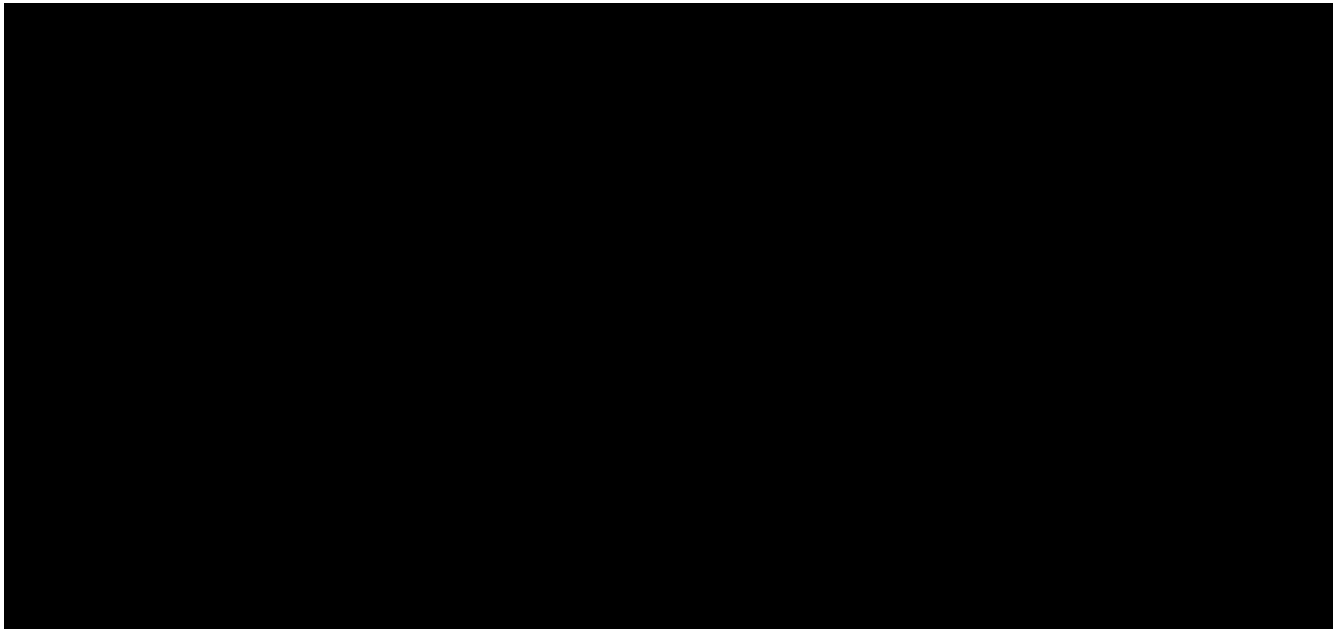


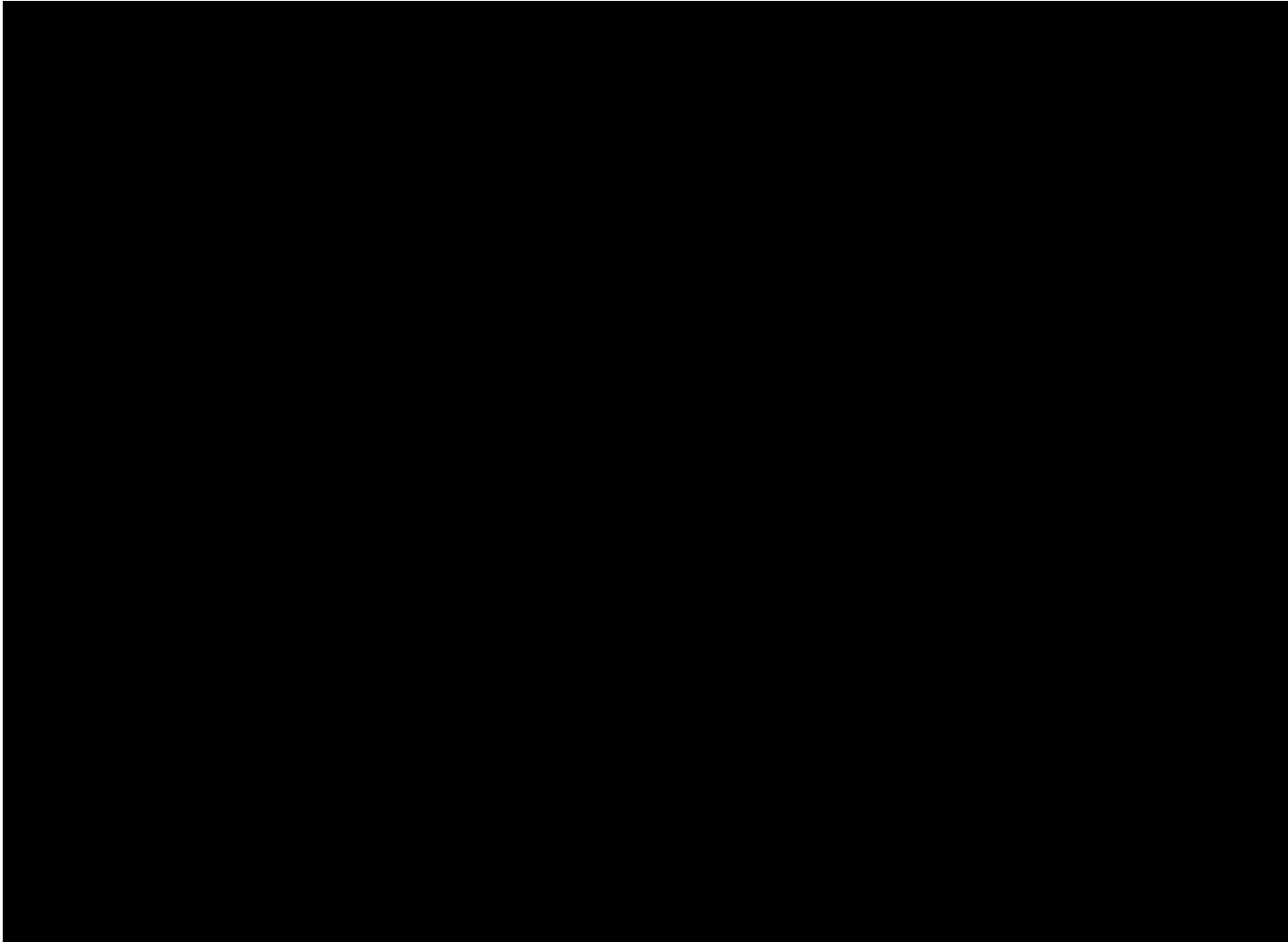


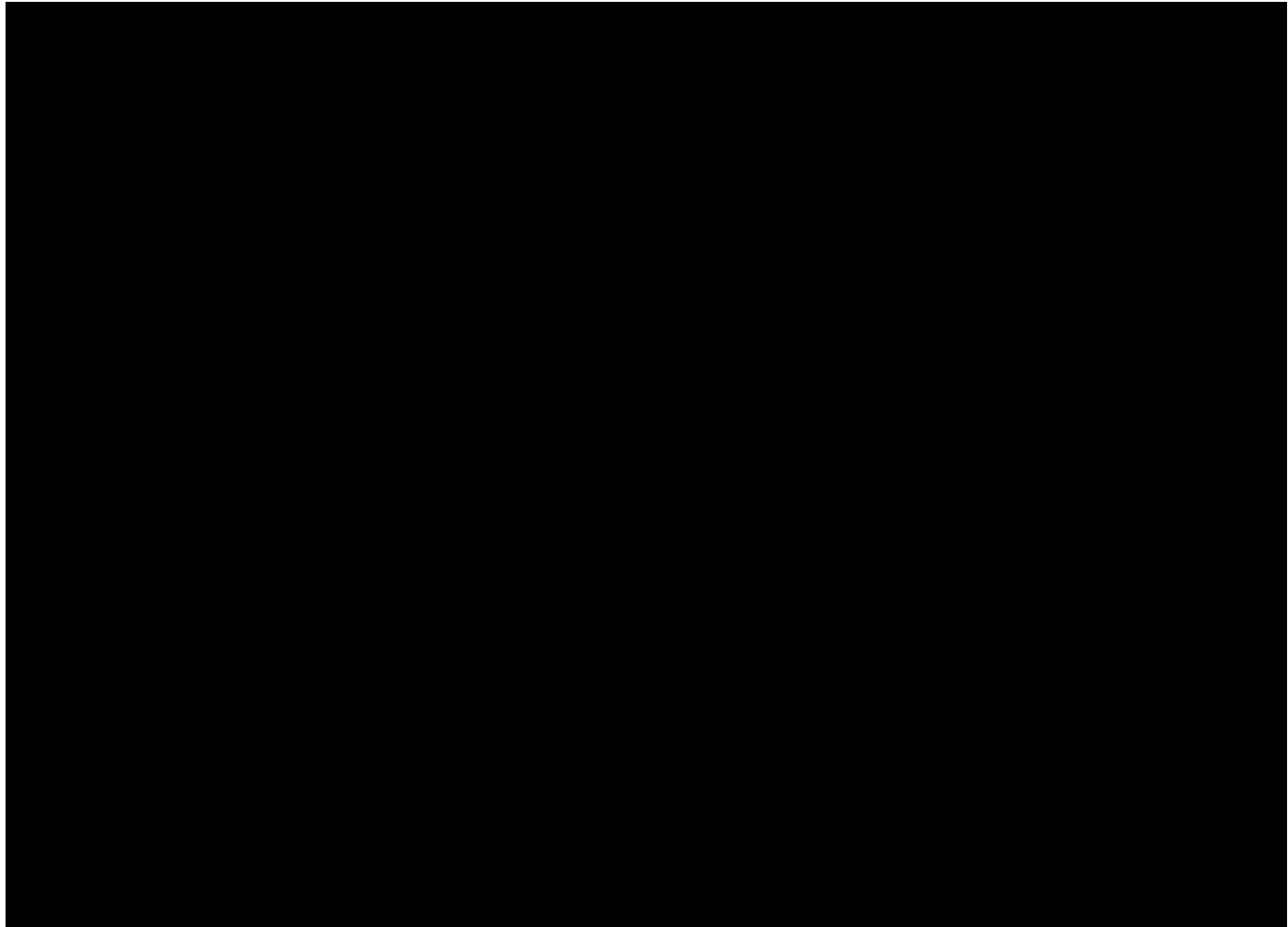


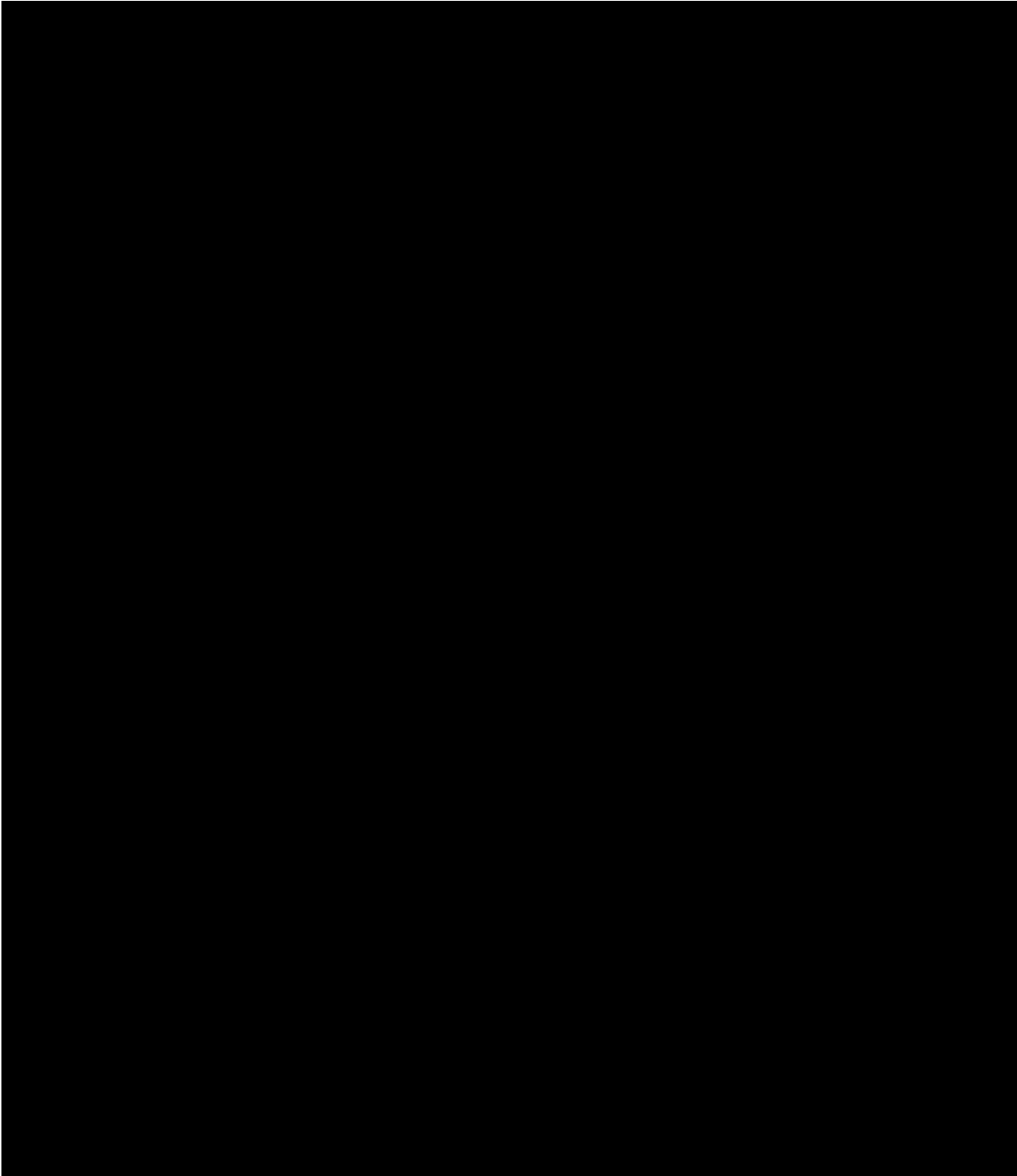


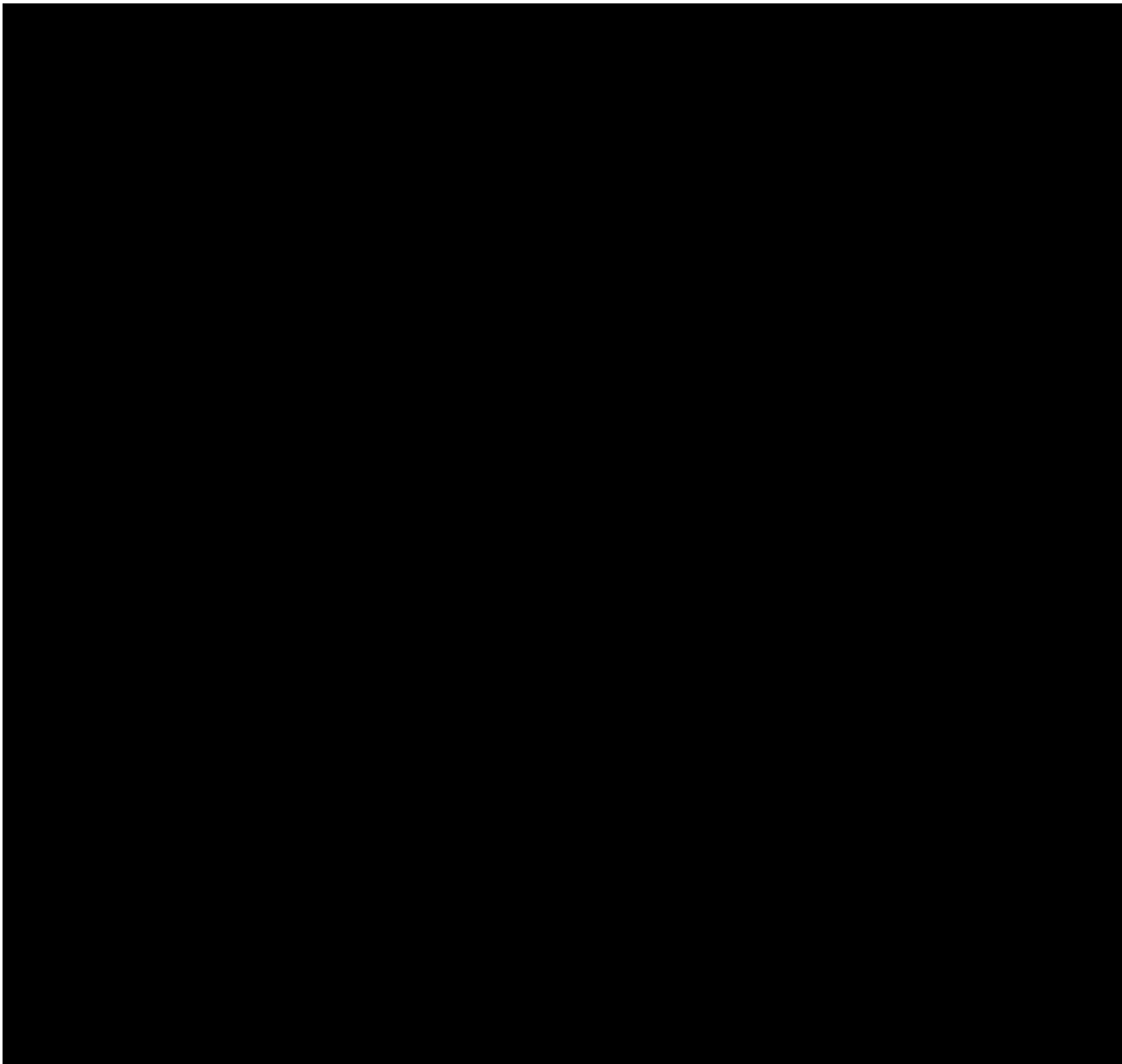


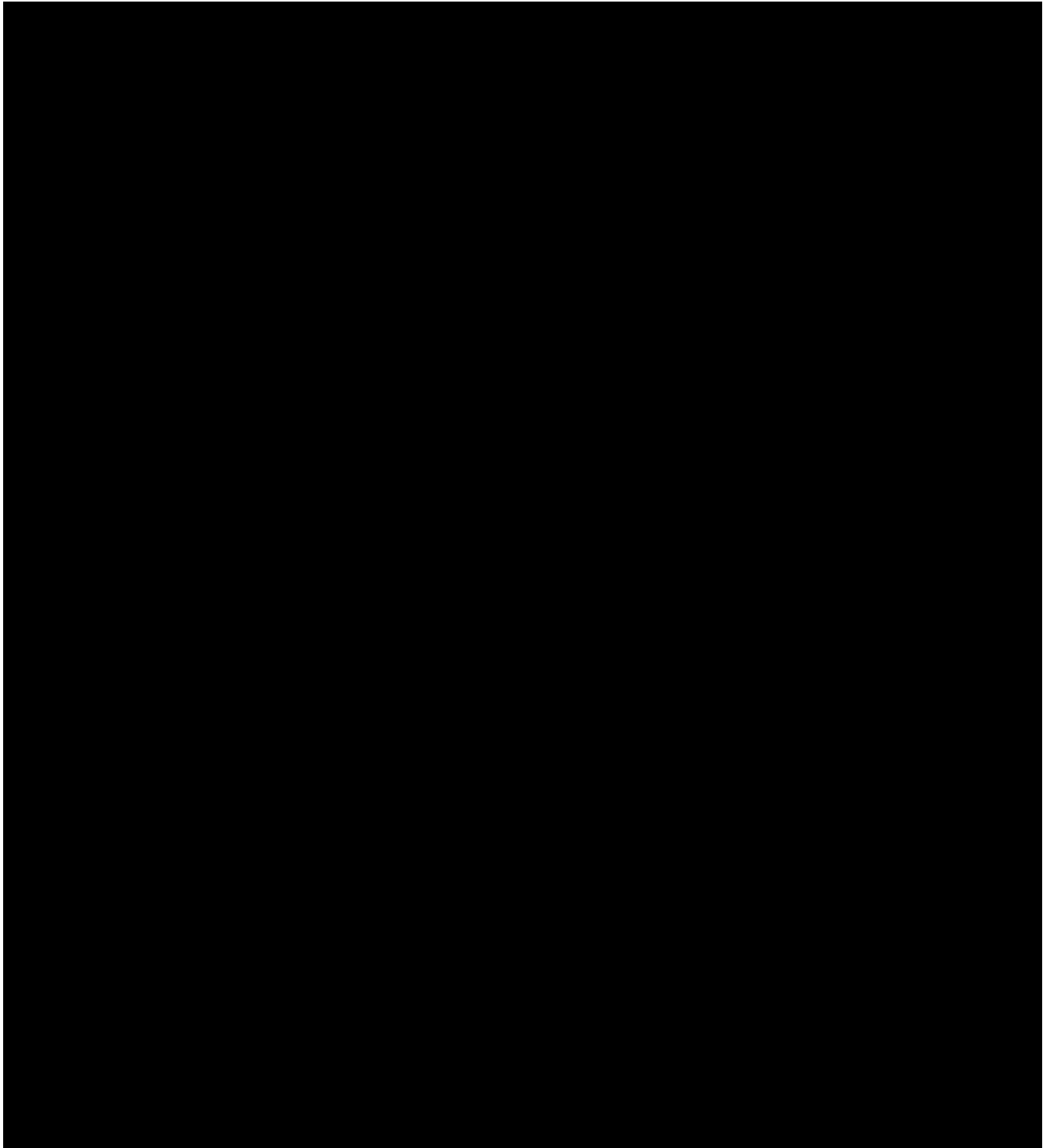


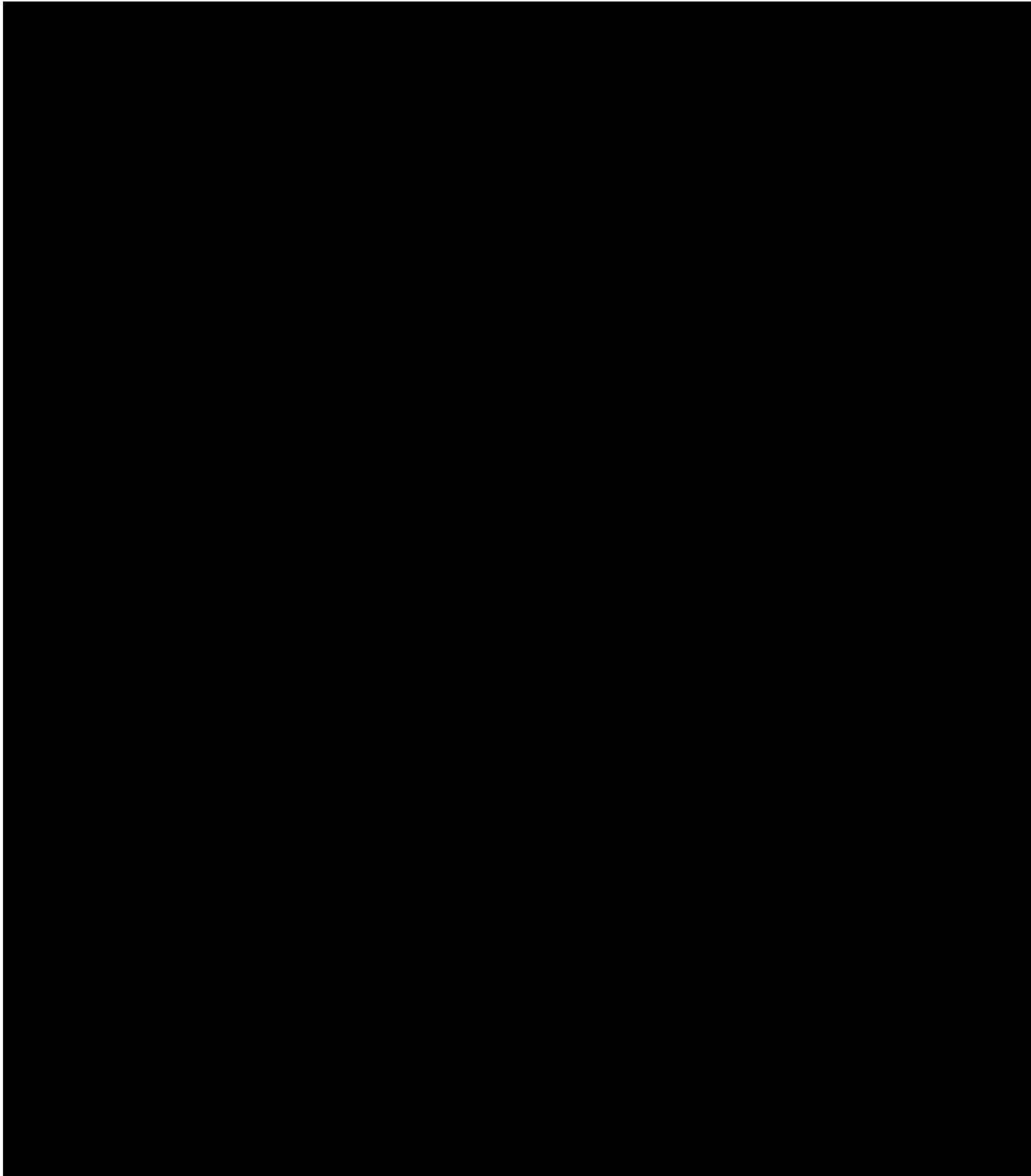


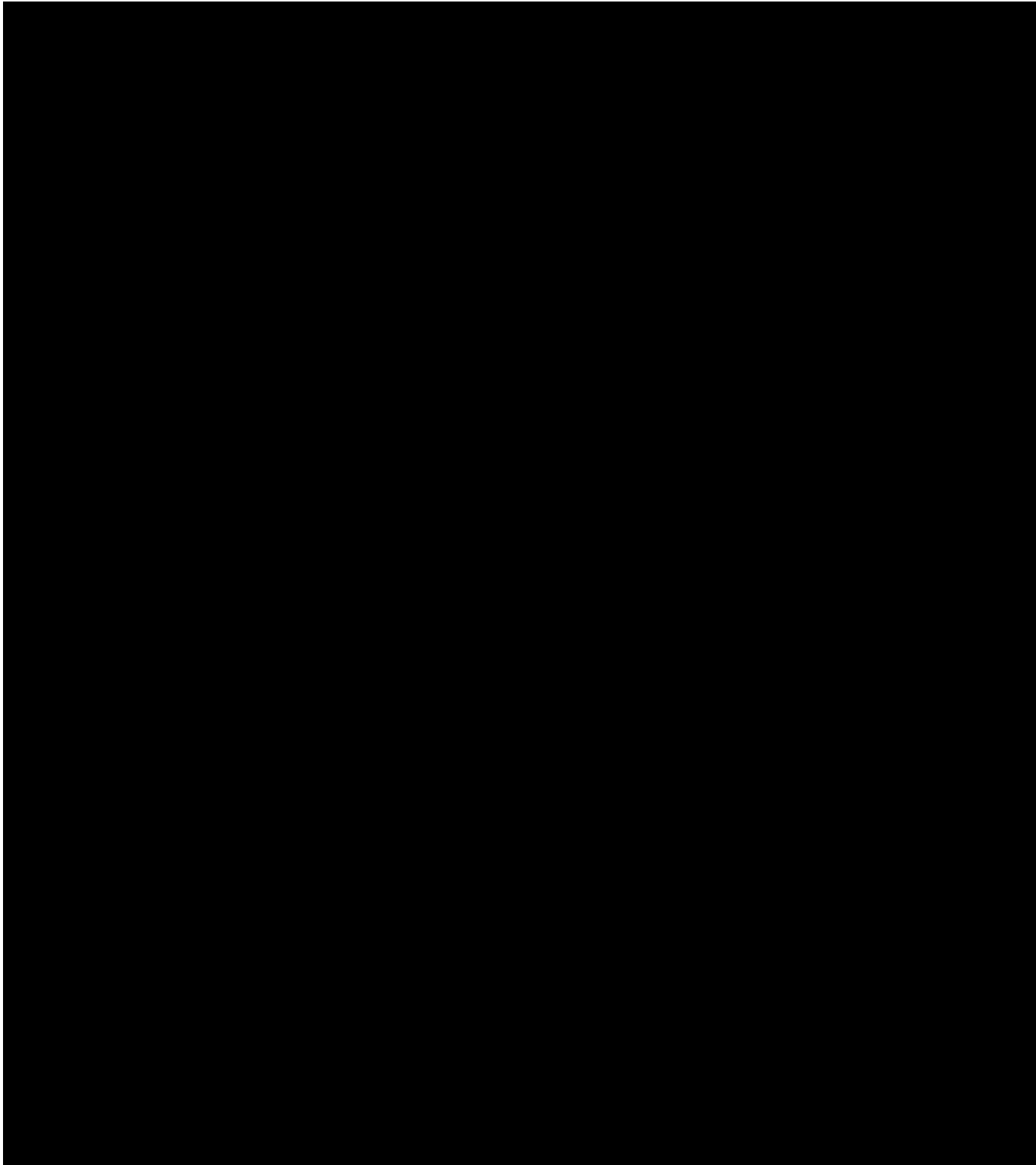


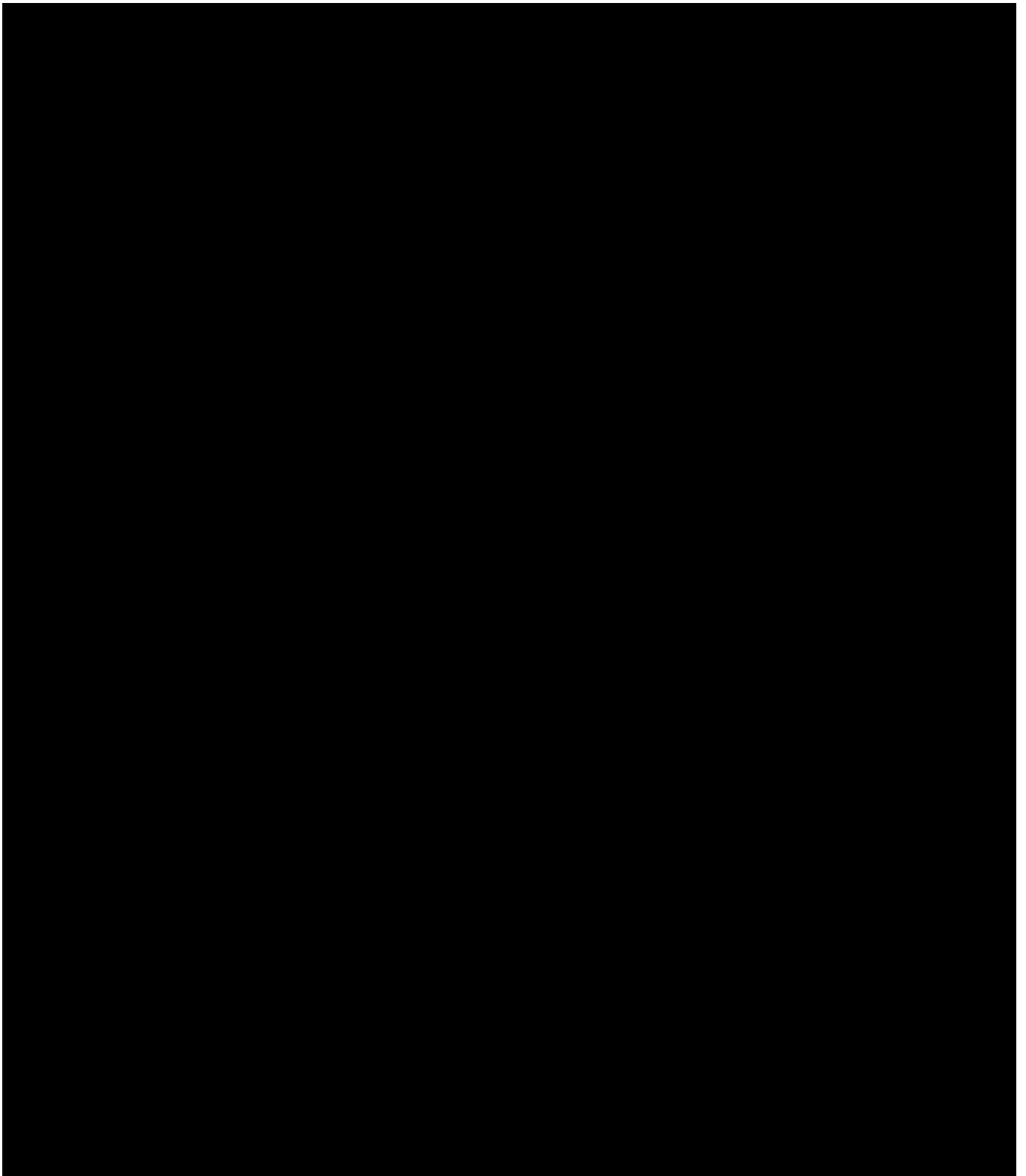


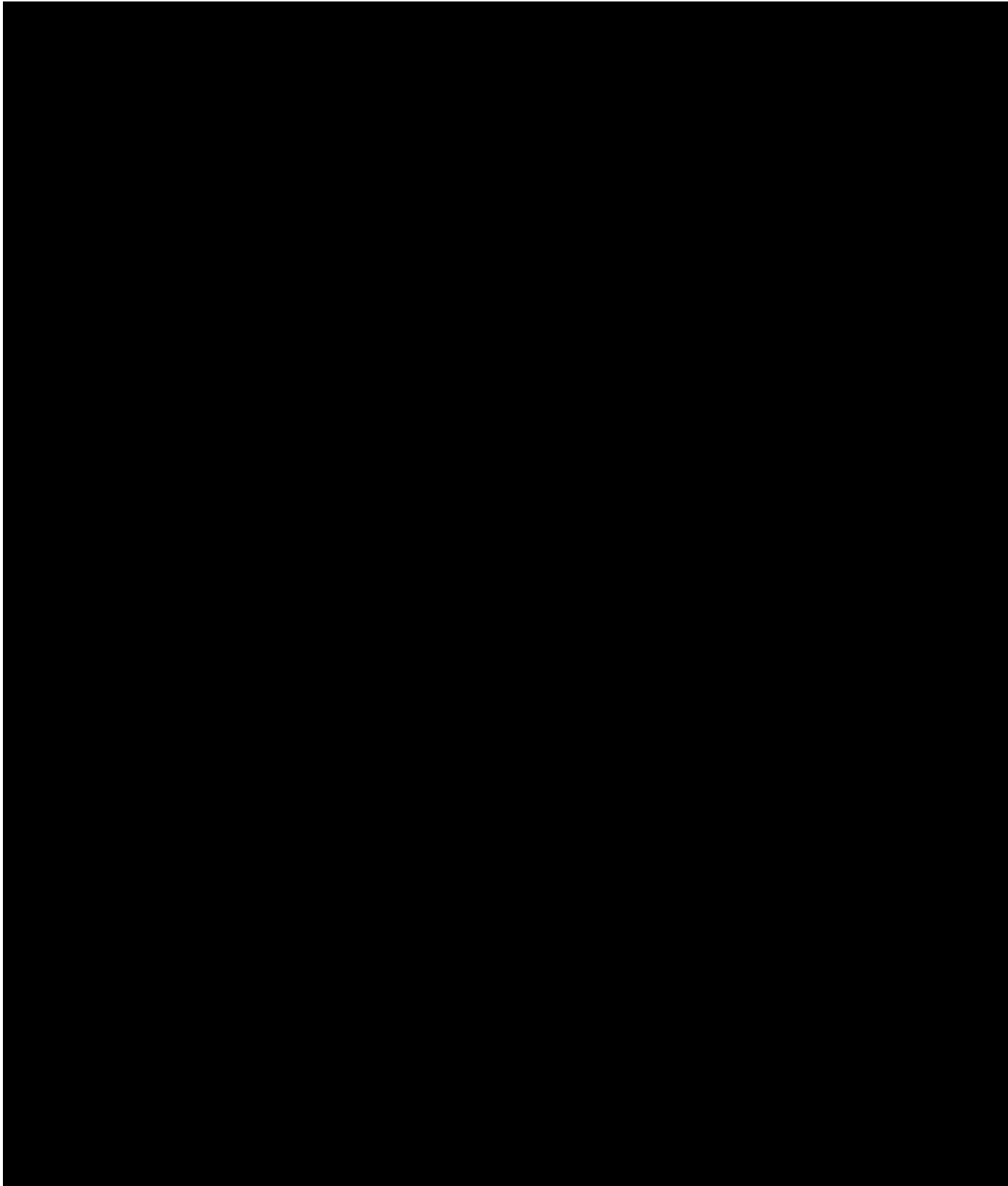


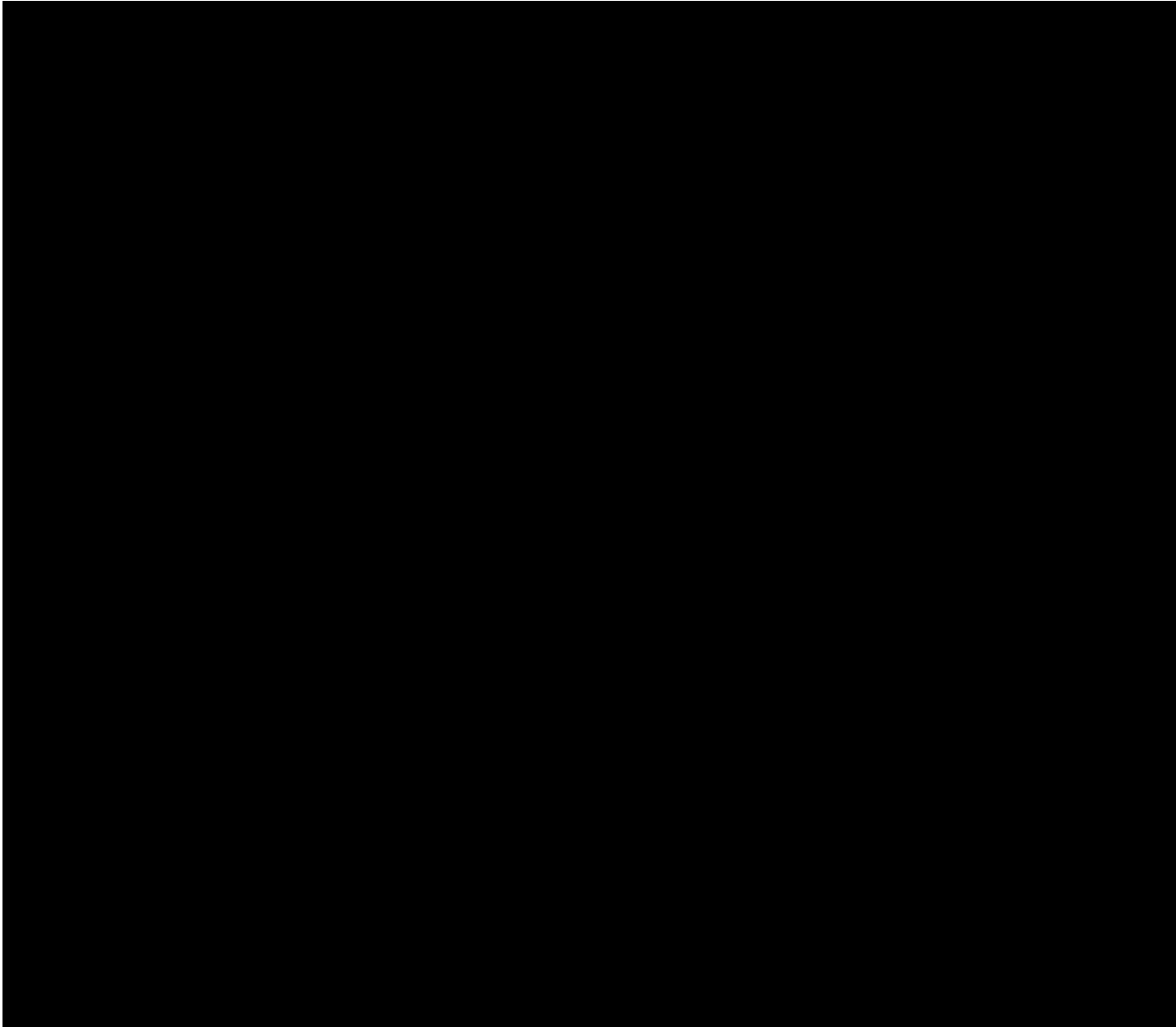


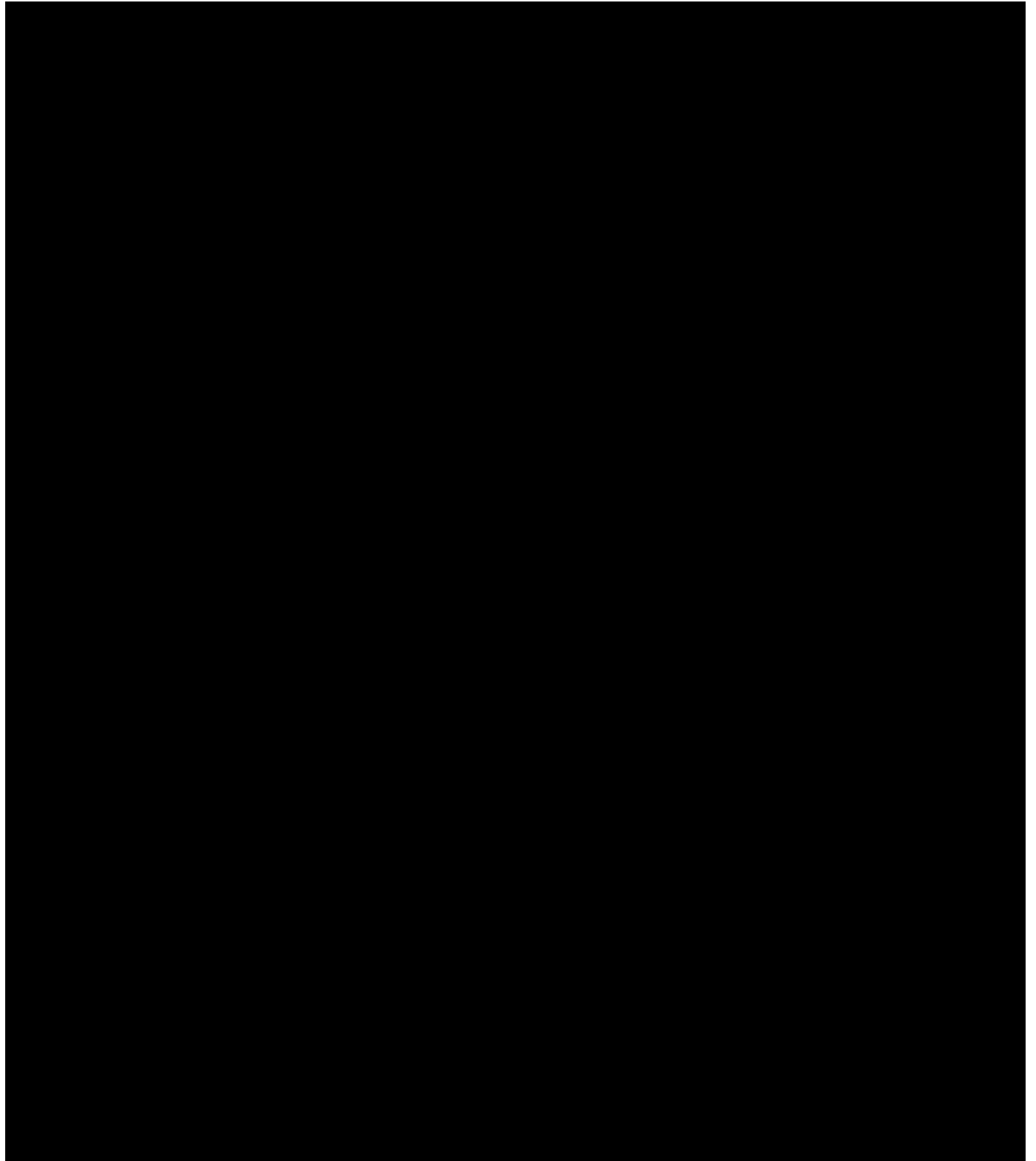


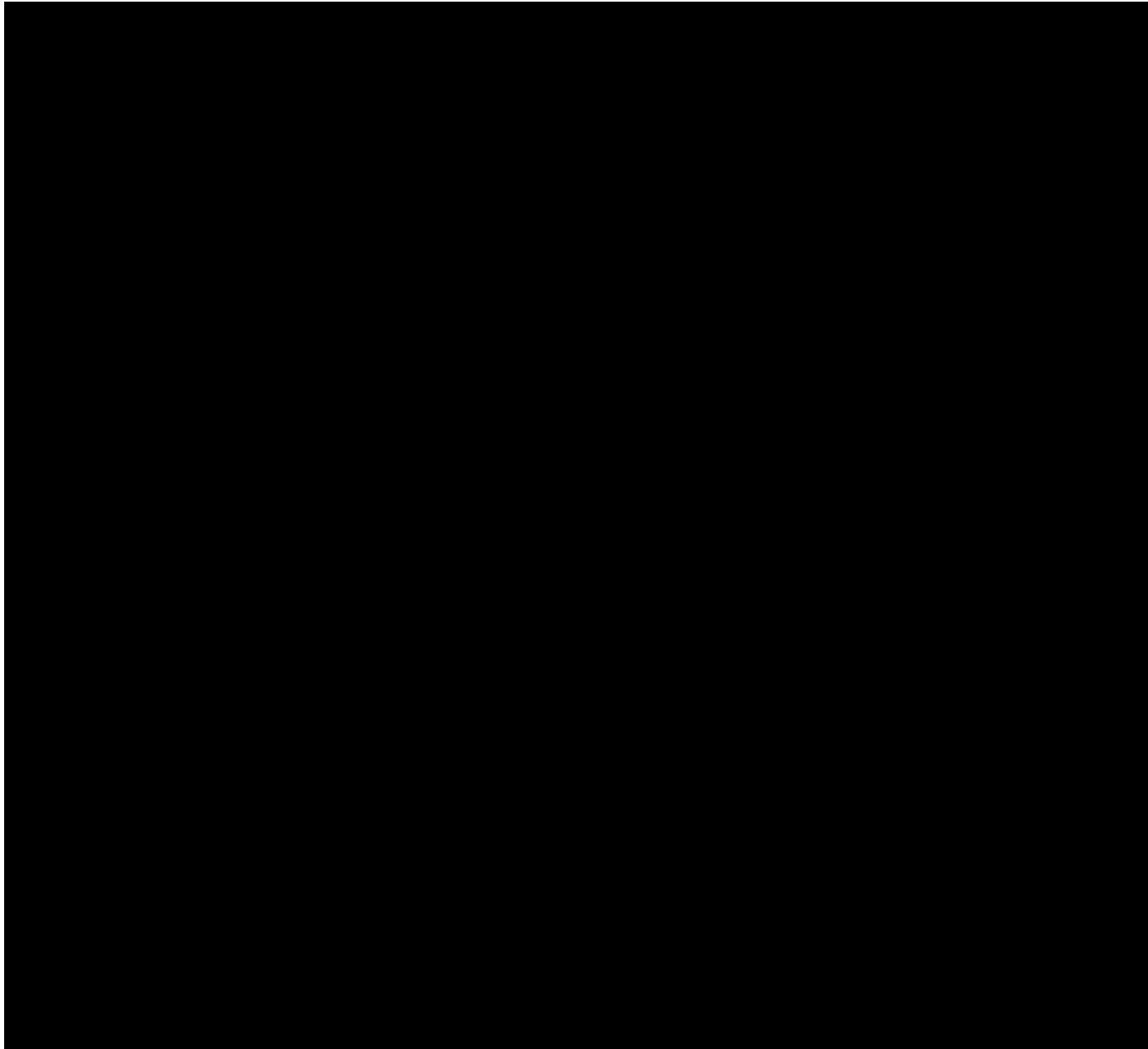


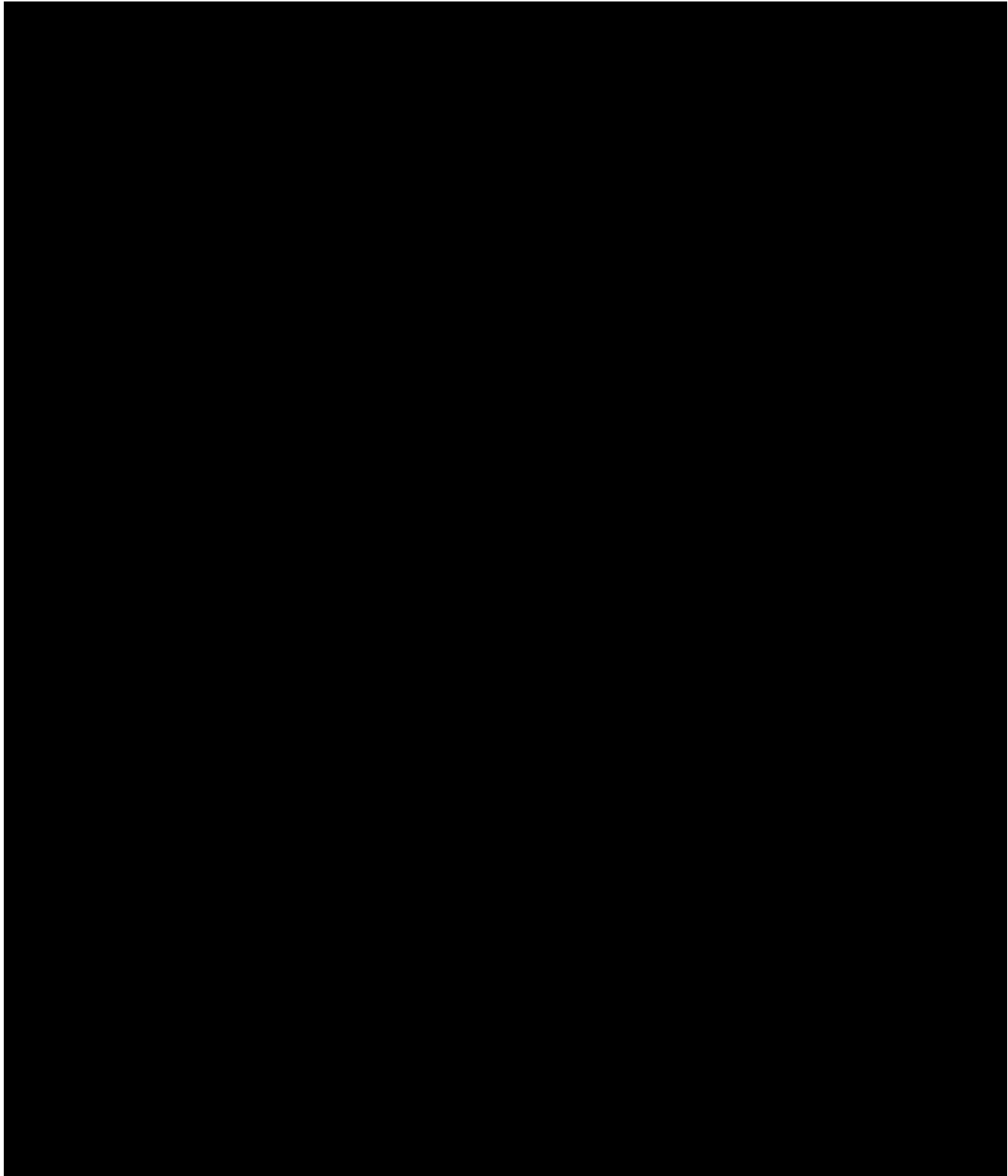


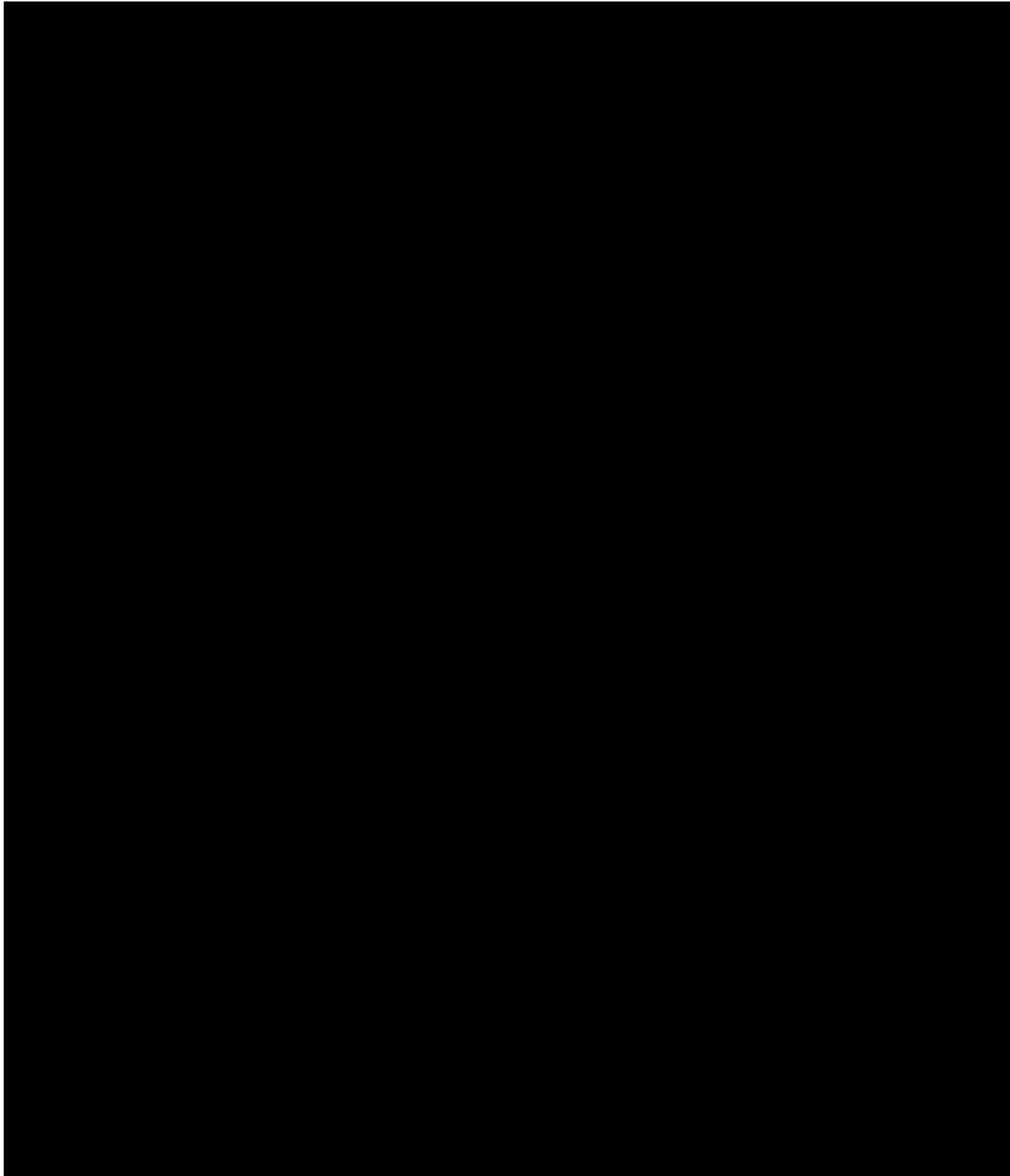


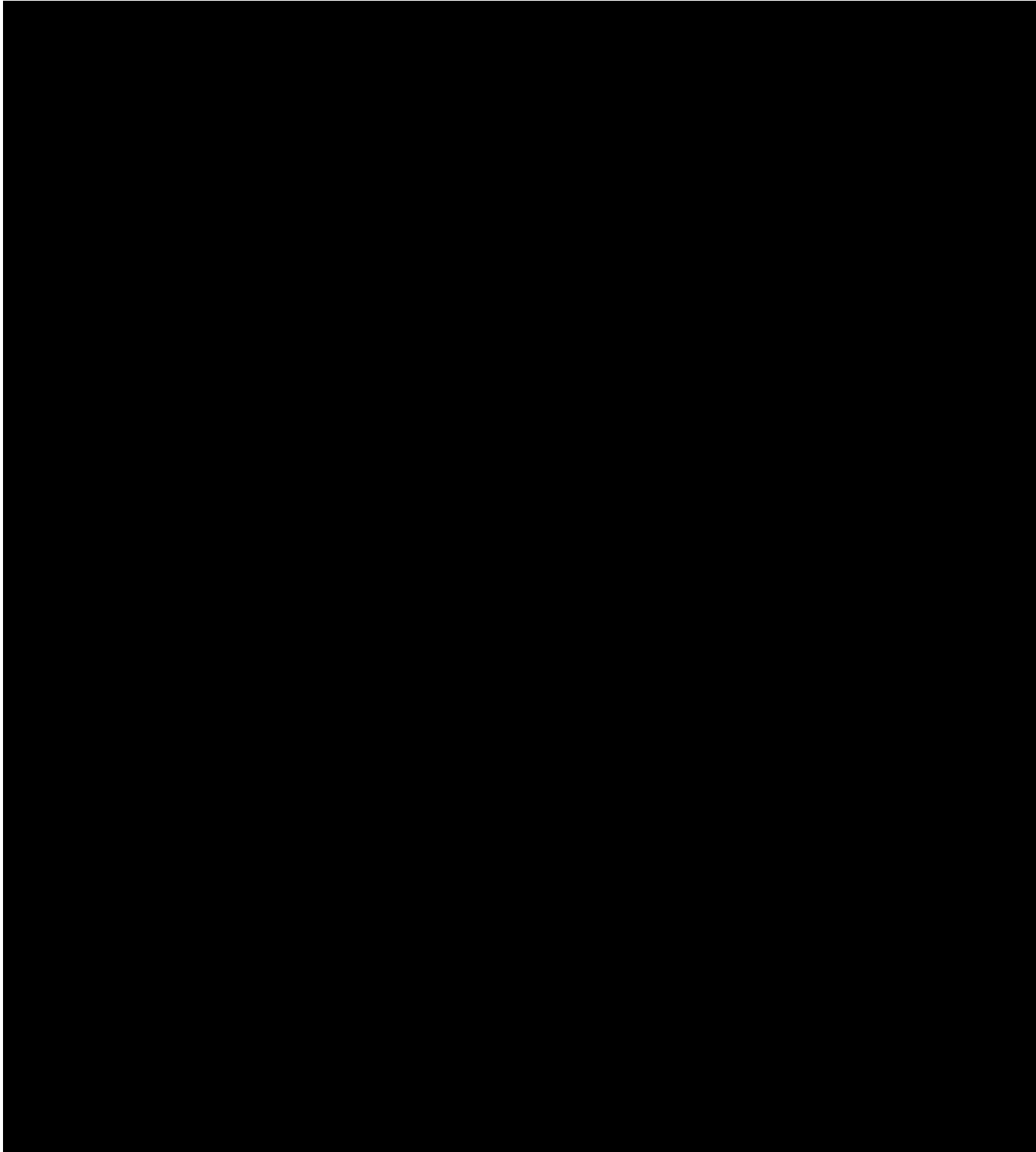


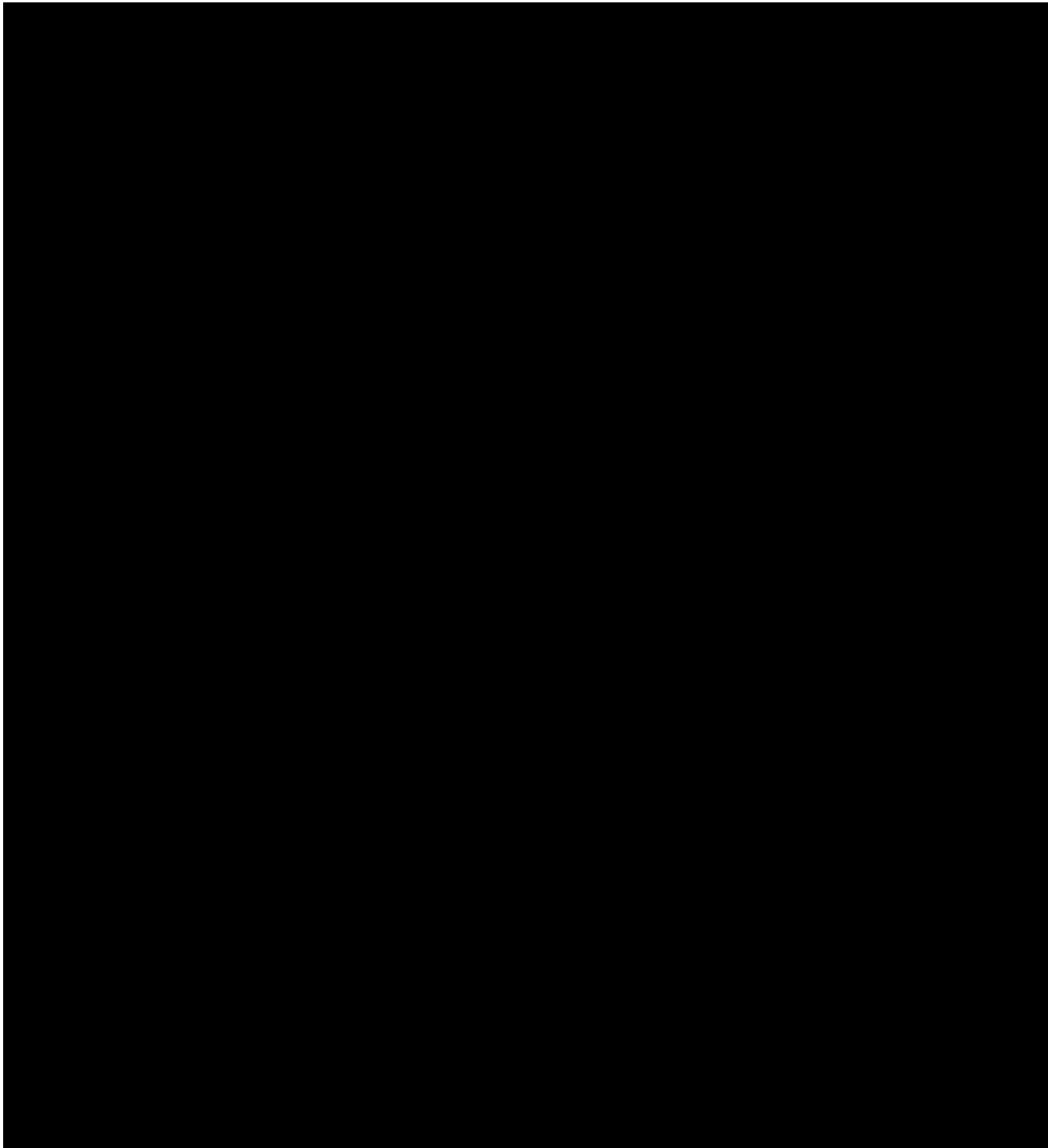


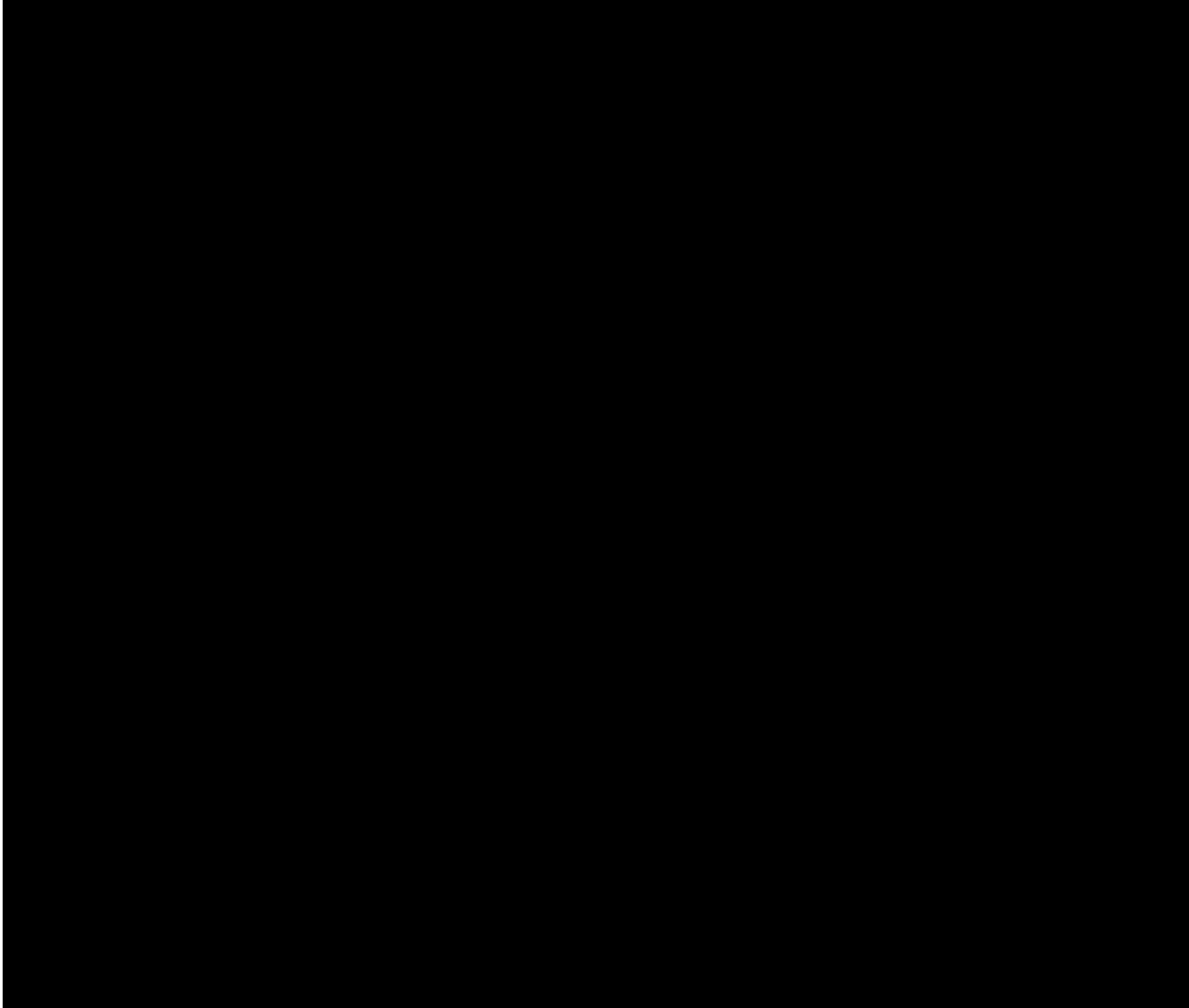


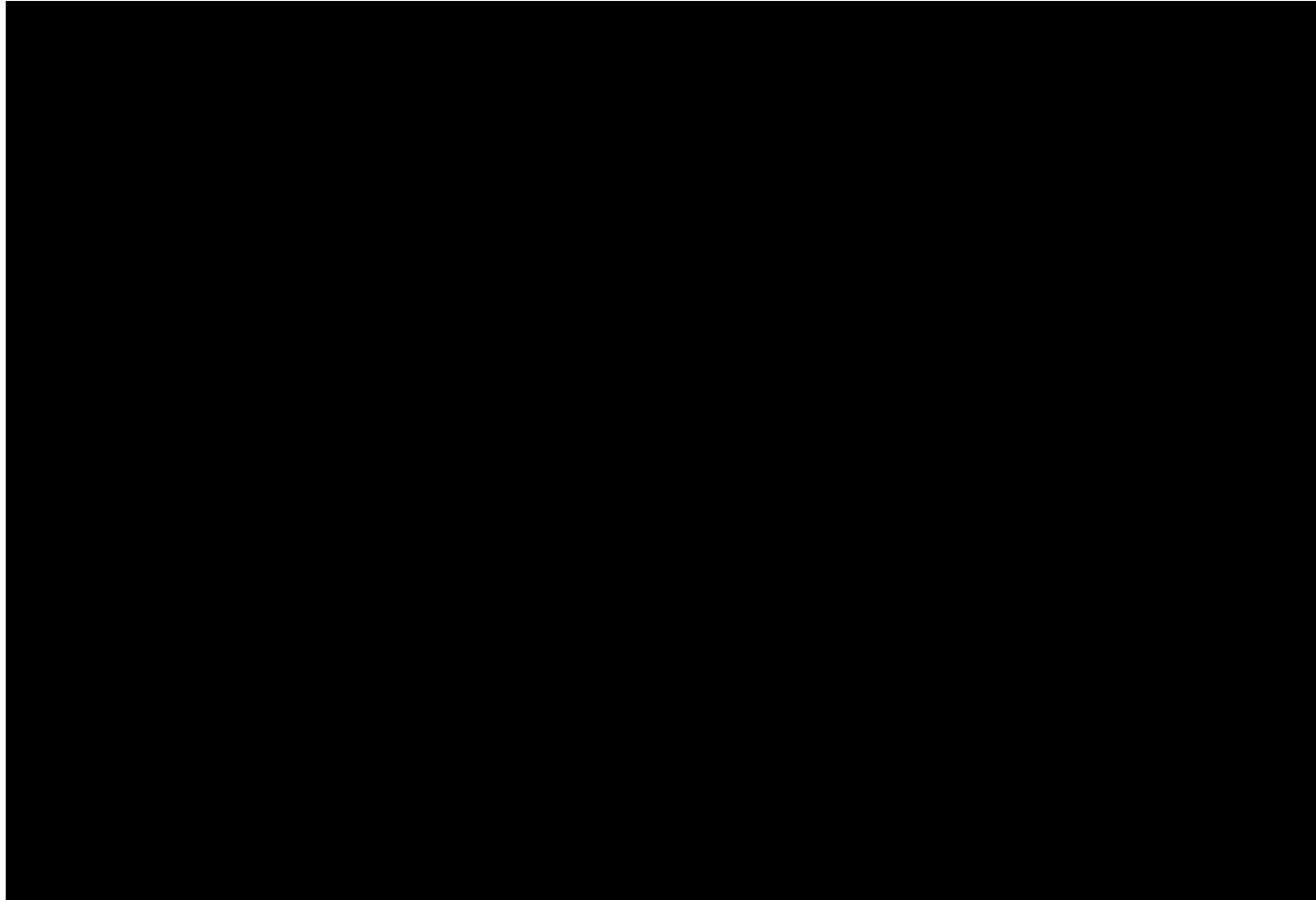


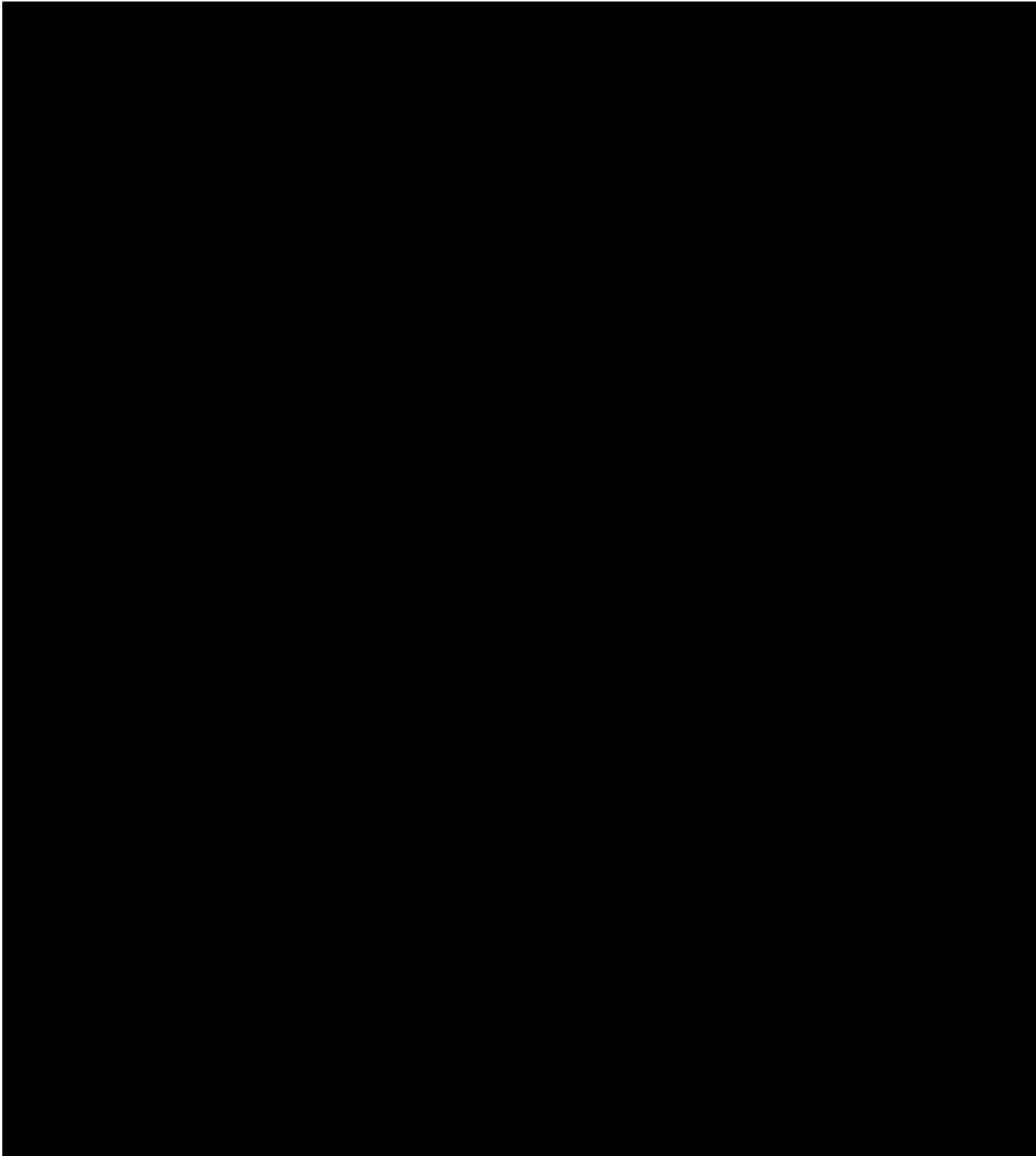


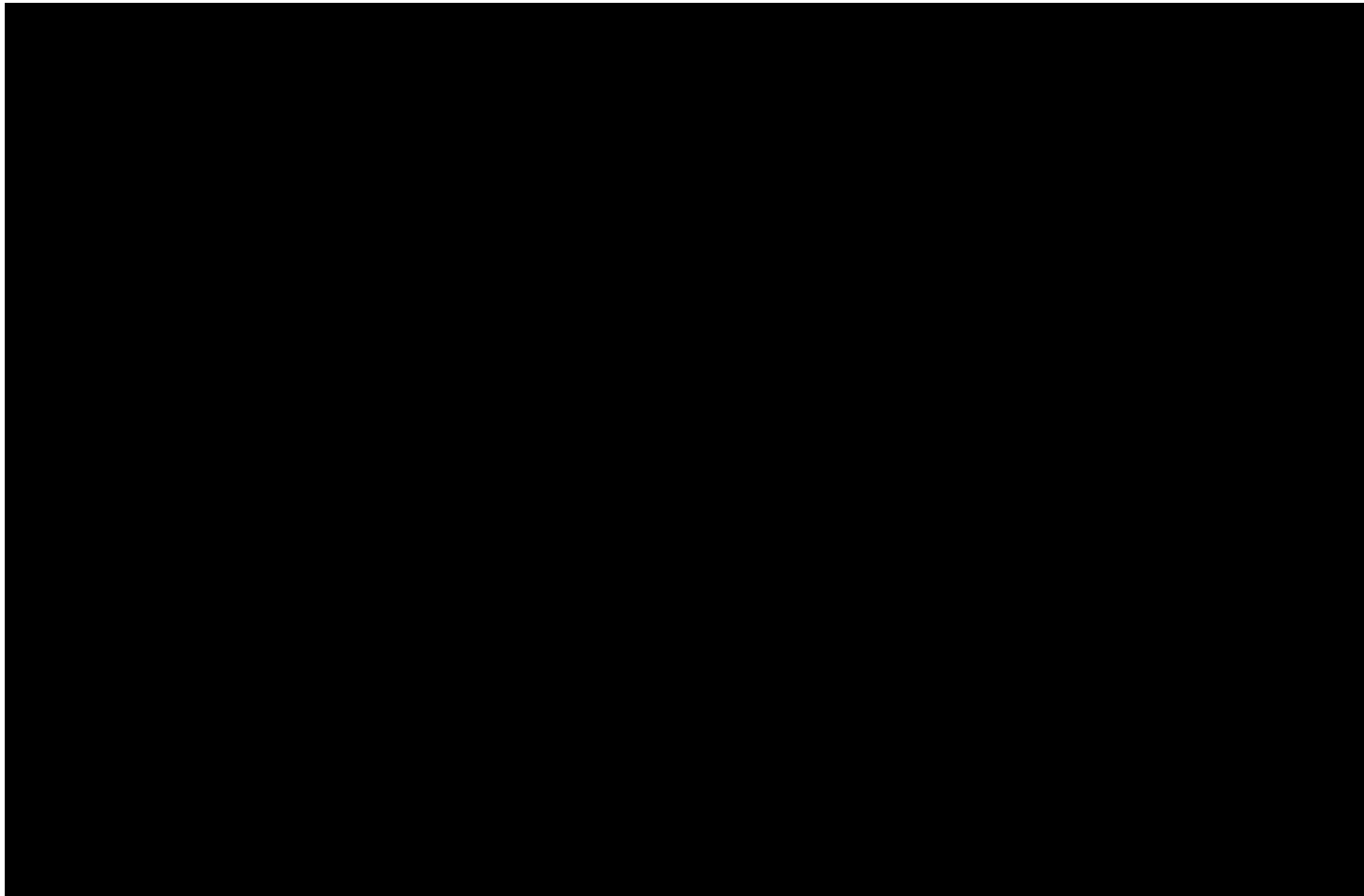












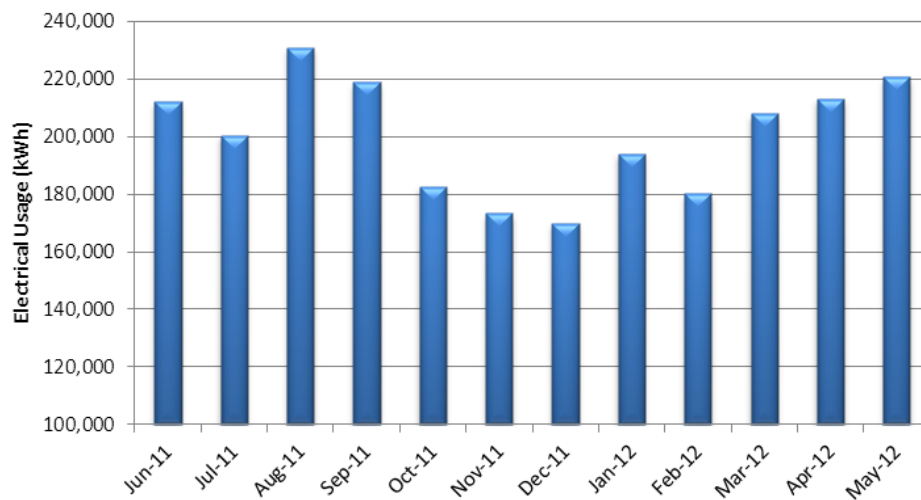
Utility Analysis

The following data represents actual utility consumption. This data was extracted from school district's utility bills for a 12-month period. The results are as follows:

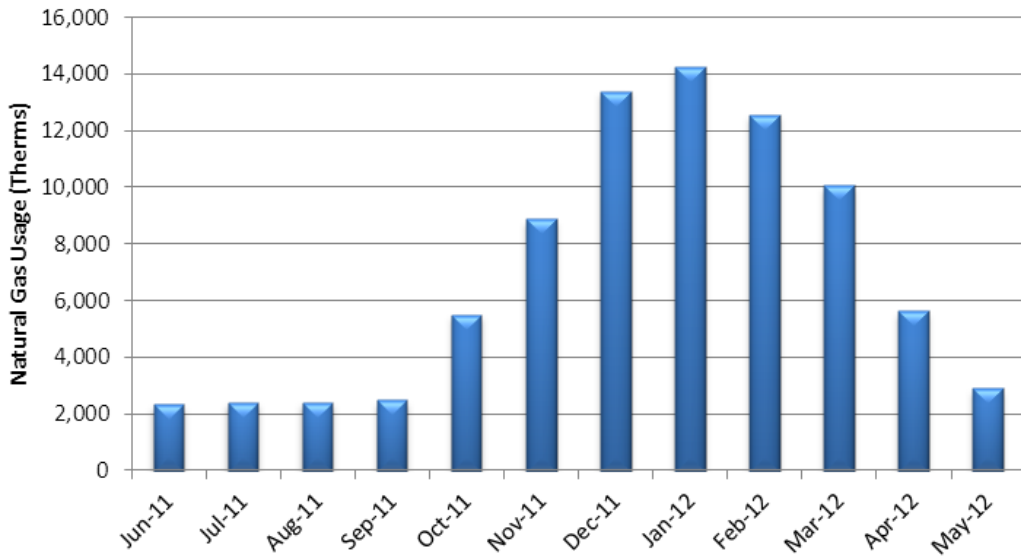
Mahomet-Seymour High School Utility Consumption Information

High School Utility Information				
Month	Electrical Usage (kWh)	Estimated Electrical Cost	Natural Gas Usage (Therms)	Estimated Natural Gas Cost
Jun-11	212,073	\$20,305.99	2,329	\$1,516.78
Jul-11	200,320	\$19,180.64	2,406	\$1,566.93
Aug-11	230,893	\$22,108.00	2,406	\$1,566.93
Sep-11	218,870	\$20,956.80	2,497	\$1,626.20
Oct-11	182,690	\$17,492.57	5,515	\$3,591.70
Nov-11	173,410	\$16,604.01	8,876	\$5,780.58
Dec-11	169,835	\$16,261.70	13,407	\$8,731.44
Jan-12	193,984	\$18,573.97	14,235	\$9,270.69
Feb-12	180,196	\$17,253.77	12,580	\$8,192.85
Mar-12	208,026	\$19,918.49	10,064	\$6,554.28
Apr-12	213,069	\$20,401.36	5,640	\$3,673.11
May-12	220,677	\$21,129.82	2,907	\$1,893.21
Annual Total	2,404,043	\$230,187.12	82,862	\$53,964.71

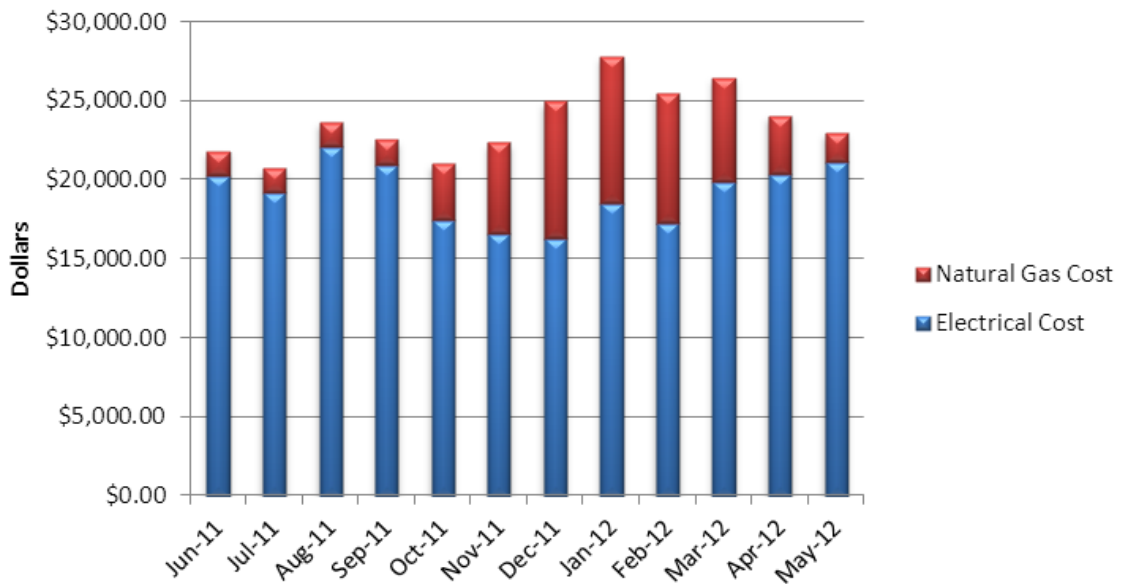
High School Electrical Usage



High School Natural Gas Usage



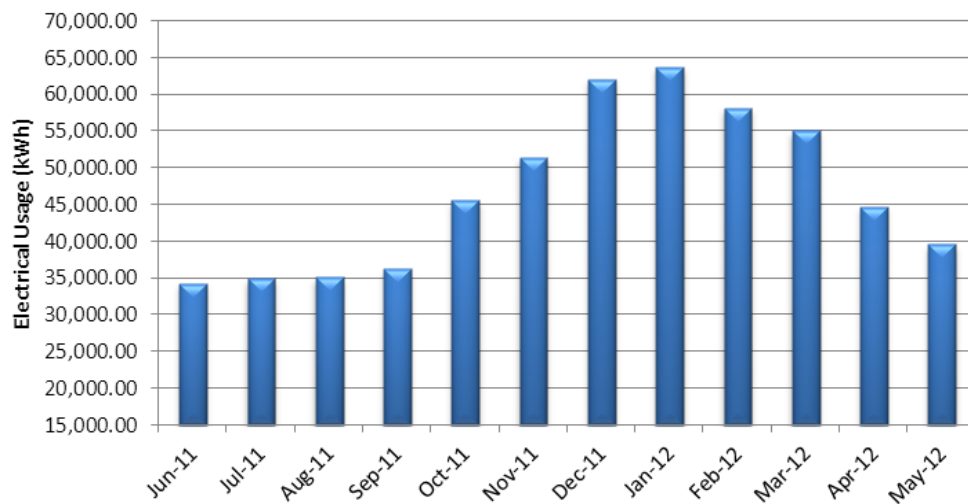
High School Annual Utility Costs



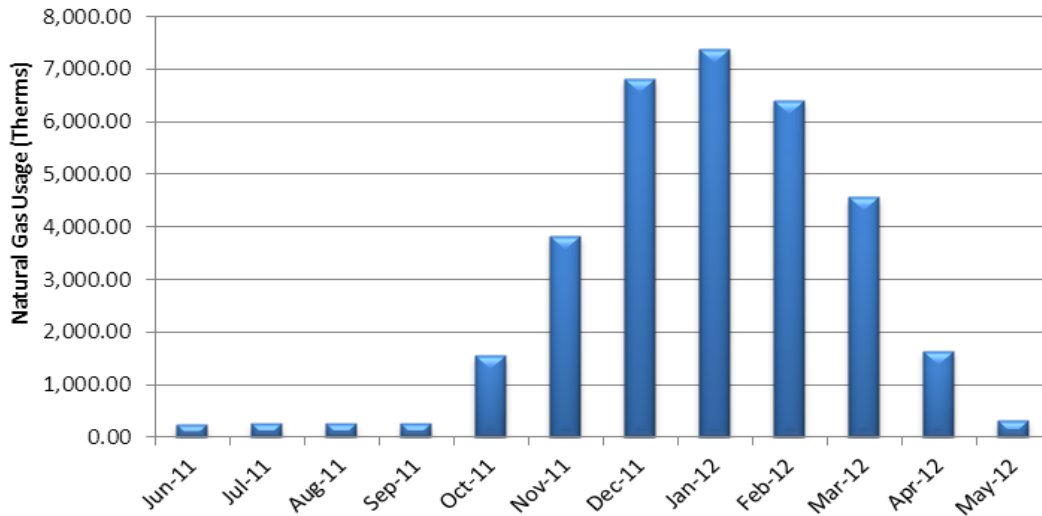
Mahomet-Seymour Junior High School Utility Consumption Information

Jr. High School Utility Information				
Month	Electrical Usage (kWh)	Estimated Electrical Cost	Natural Gas Usage (Therms)	Estimated Natural Gas Cost
Jun-11	34,319	\$3,481.73	255	\$190.49
Jul-11	34,965	\$3,547.27	264	\$197.21
Aug-11	35,109	\$3,561.88	264	\$197.21
Sep-11	36,259	\$3,678.55	261	\$194.97
Oct-11	45,559	\$4,622.05	1,548	\$1,156.37
Nov-11	51,502	\$5,224.98	3,834	\$2,864.03
Dec-11	62,089	\$6,299.05	6,827	\$5,099.82
Jan-12	63,823	\$6,474.97	7,387	\$5,518.14
Feb-12	58,162	\$5,900.65	6,412	\$4,789.81
Mar-12	55,088	\$5,588.79	4,565	\$3,410.09
Apr-12	44,723	\$4,537.24	1,647	\$1,230.32
May-12	39,632	\$4,020.75	325	\$242.78
Annual Total	561,230	\$56,937.90	33,589	\$25,091.23

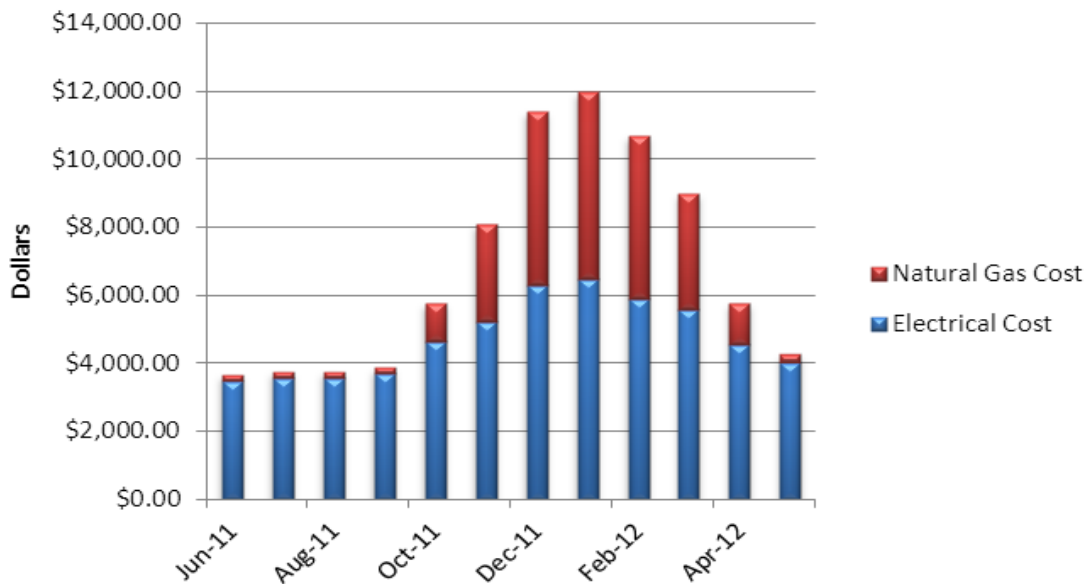
Jr. High Electrical Usage



Jr. High Natural Gas Usage



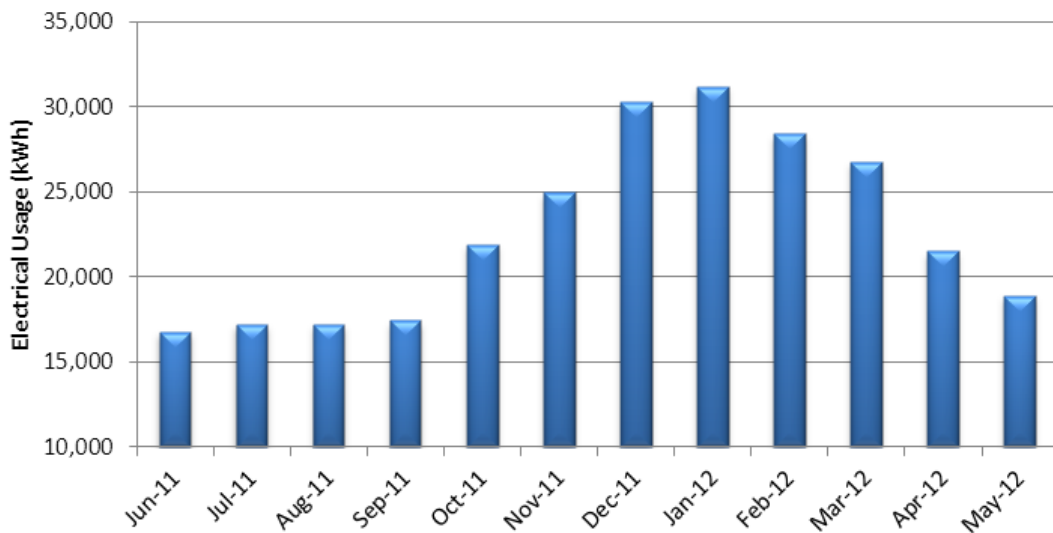
Jr. High Annual Utility Costs



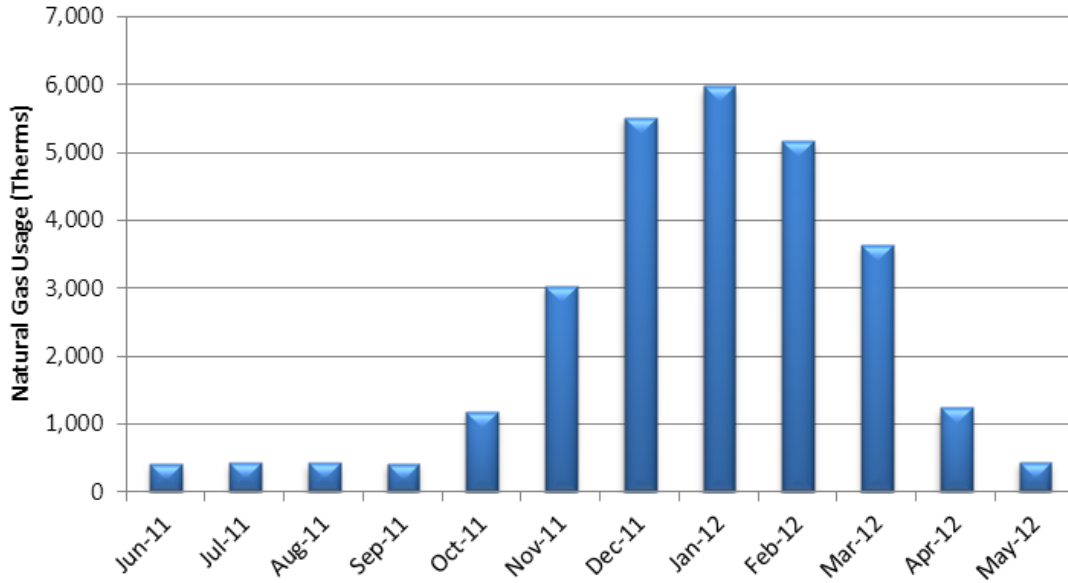
Sangamon Elementary School Utility Consumption Information

Sangamon Elementary Utility Information				
Month	Electrical Usage (kWh)	Estimated Electrical Cost	Natural Gas Usage (Therms)	Estimated Natural Gas Cost
Jun-11	16,758	\$1,624.19	409	\$246.33
Jul-11	17,201	\$1,667.12	423	\$254.76
Aug-11	17,220	\$1,668.96	423	\$254.76
Sep-11	17,446	\$1,690.87	409	\$246.33
Oct-11	21,908	\$2,123.32	1,177	\$708.88
Nov-11	24,980	\$2,421.06	3,029	\$1,824.31
Dec-11	30,334	\$2,939.97	5,510	\$3,318.56
Jan-12	31,218	\$3,025.65	5,975	\$3,598.62
Feb-12	28,417	\$2,754.18	5,176	\$3,117.40
Mar-12	26,765	\$2,594.06	3,631	\$2,186.88
Apr-12	21,524	\$2,086.11	1,233	\$742.61
May-12	18,887	\$1,830.53	434	\$261.39
Annual Total	272,658	\$26,426.01	27,829	\$16,760.85

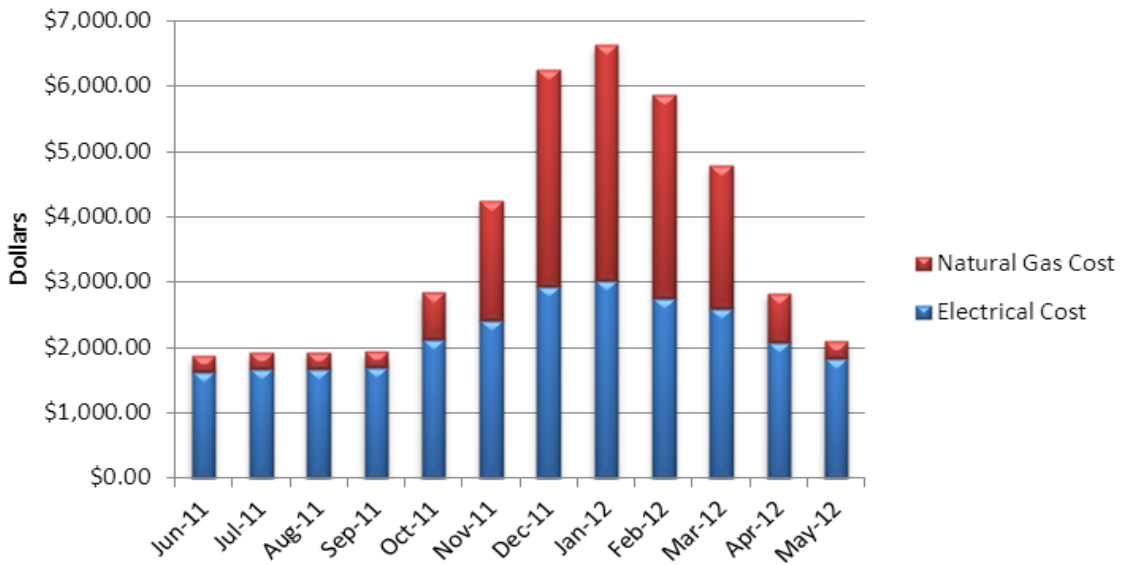
Sangamon Elementary Electrical Usage



Sangamon Elementary Natural Gas Usage



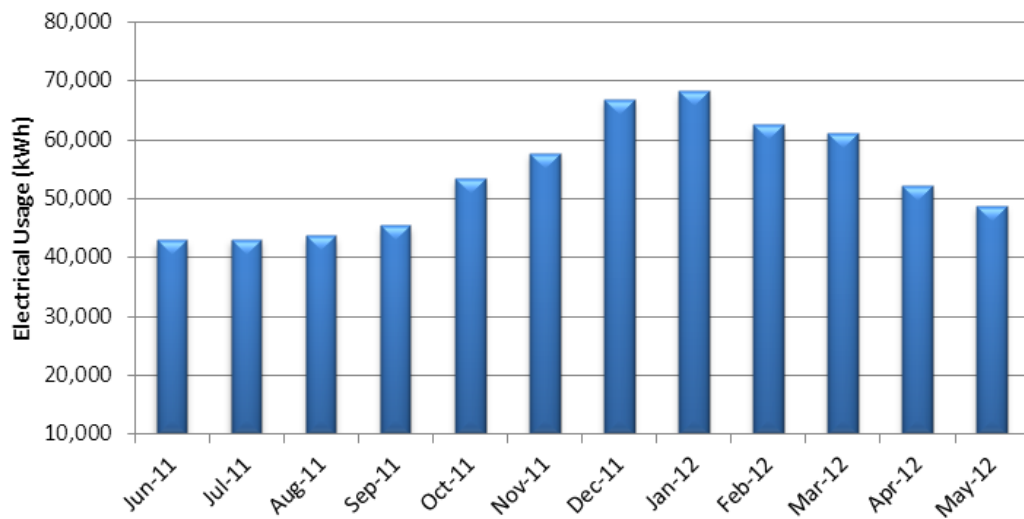
Sangamon Elementary Annual Utility Costs



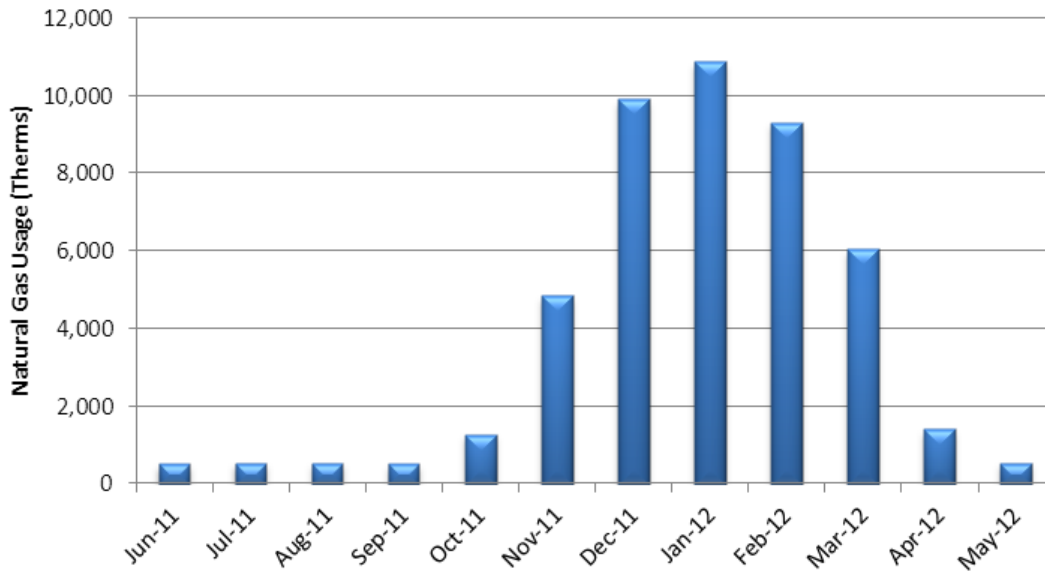
Lincoln Trail Elementary School Utility Consumption Information

Lincoln Trail Elementary Utility Information				
Month	Electrical Usage (kWh)	Estimated Electrical Cost	Natural Gas Usage (Therms)	Estimated Natural Gas Cost
Jun-11	42,936	\$4,075.06	532	\$347.28
Jul-11	43,086	\$4,089.29	550	\$359.03
Aug-11	43,702	\$4,147.76	550	\$359.03
Sep-11	45,333	\$4,302.56	532	\$347.28
Oct-11	53,460	\$5,073.89	1,289	\$841.45
Nov-11	57,713	\$5,477.54	4,850	\$3,166.03
Dec-11	66,789	\$6,338.94	9,929	\$6,481.55
Jan-12	68,188	\$6,471.72	10,891	\$7,109.54
Feb-12	62,544	\$5,936.05	9,332	\$6,091.84
Mar-12	61,144	\$5,803.18	6,048	\$3,948.07
Apr-12	52,247	\$4,958.76	1,421	\$927.61
May-12	48,680	\$4,620.22	550	\$359.03
Annual Total	645,822	\$61,294.97	46,474	\$30,337.76

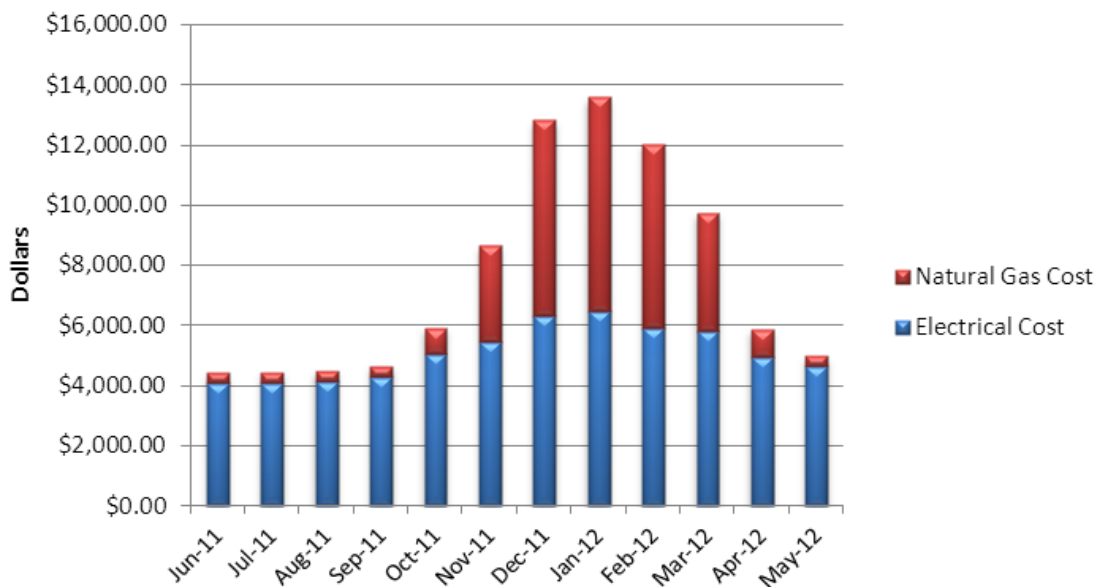
Lincoln Trail Electrical Usage

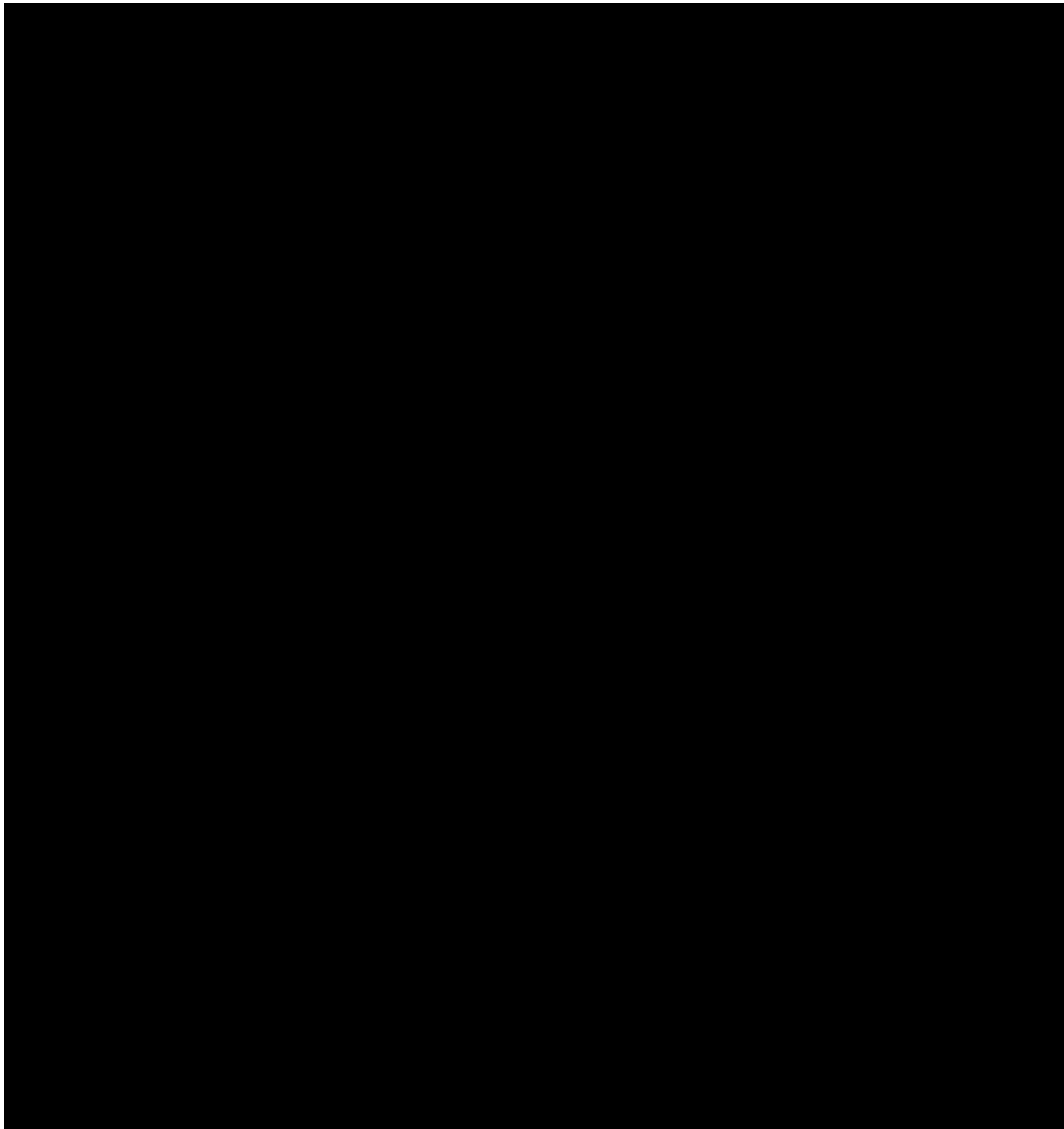


Lincoln Trail Natural Gas Usage



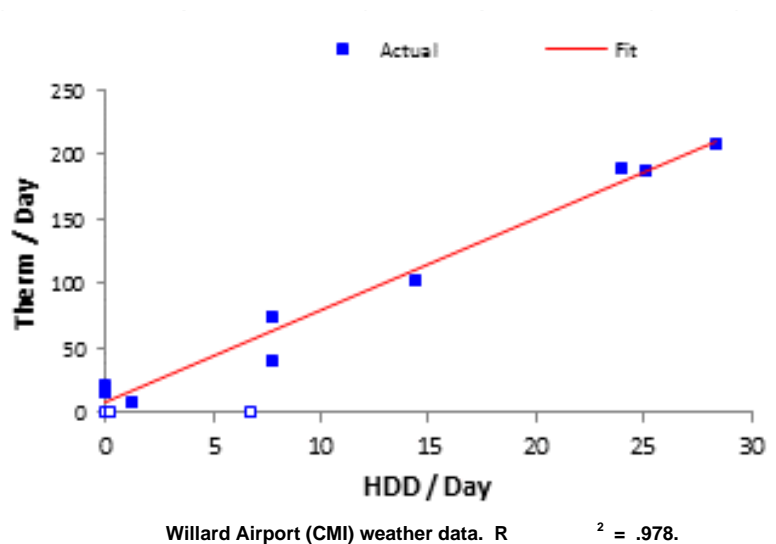
Lincoln Trail Elementary Annual Utility Costs





Baseline Utility Weather Normalization

In order to fully understand the utility baseline for any building, all variables affecting the energy consumption of that building must be carefully assessed to determine the impact on utility usage data. Weather is one of the largest variables that directly affect many systems within a building and lead to increased or decreased energy consumption. In order to evaluate the true savings from the energy conservation measures, a weather normalization analysis must be performed. Ameresco utilizes the Metrix Utility Accounting System that is able to analyze a building's energy usage compared to regional weather data to understand the relationship that exists between energy consumption and weather. This is done by creating a linear regression model of the energy usage using statistical indicators to ensure a high degree of certainty with the analysis. Below is an example of the linear regression analysis performed for Mahomet-Seymour Junior High School's natural gas consumption, comparing therm usage to Heating Degree Days.



This linear regression model creates a formula that shows what the building usage is with a given number of degree days in a certain period. This formula allows Ameresco to accurately calculate what the usage would have been had the weather been "average" for a given year, by using NOAA typical degree day data to determine weather-normalized usage at the facility. This eliminates potential error in the utility analysis that may come from higher usage during an extreme weather season, or lower usage during a mild weather season. Performing this analysis ensures that savings are calculated from a fair and accurate utility baseline and that no additional savings are claimed from higher than normal usage that resulted from an extreme season.

Project Flexibility

Ameresco is completely flexible regarding the District's possible addition of other identified capital needs which may or may not contain energy and water savings opportunities. Any such capital improvements will be vetted for any sustainable attribute that may be associated with them and Ameresco will work through the economics and associated ancillary benefits (including an assessment of any related operational savings, reduction in deferred maintenance backlog, or reduction in risk to the District) that may be related to the identified capital improvement measures.

Financial Approach and Guarantee

Project Management

Ameresco is a single-source provider for a wide range of services, from basic to full-service programs, as shown in the graphic on the next page. Ameresco provides all of the services required to develop and deliver energy-related initiatives. Our staff has the skill sets to complete the Audit and Project Development Phase of the project efficiently, cost-effectively, and with a minimal involvement of District staff.

Our clients value our understanding of complex systems, our accurate cost and savings projections, our ability to coordinate efforts with other ongoing site activities (to minimize disruptions), and our emphasis on customer service. The Ameresco technical staff has been recognized for their excellence in large-scale mechanical/electrical system retrofits and replacements, - particularly with HVAC and lighting systems by the Department of Energy, ASHRAE, Association of Energy Engineers, Illuminating Engineering Society, Federal Energy Management Program, Rebuild America, Energy Star and Energy User News. Ameresco's project management philosophy is to:



- Co-develop the Performance Contract with the Customer. This generates a clear scope of work that meets all of your needs and goals.
- Hire experienced, qualified Project Managers and provide continuing training to enhance their capabilities.
- Make the Project Manager the single point of contact and responsibility, but provide redundancy in case the District wishes for us to change project managers to better accommodate certain project options and opportunities.
- Hire experienced, qualified Team Members to support Project Managers.
- Right-size the effort: allow the Project Manager to streamline execution using Ameresco's extensive capabilities as needed, but only as needed.

Because our project implementation capabilities are fully integrated with project identification, we can then seamlessly execute the Construction/ Implementation/Financing Phase and the subsequent Commissioning/ Guarantee/Monitoring Phase. From project development through construction to ongoing operation, we handle any and all steps.

Ameresco has a long and successful track record in the specialized area of energy conservation and facility renewal, having provided comprehensive engineering services for mechanical/electrical upgrades nationwide. We have a wealth of experience in analyzing, designing, and optimizing building systems. Our corporate focus is to optimize energy efficiency and system performance while managing implementation costs and ensuring efficient, high-quality installations.

A. Project Development

1. Customer Needs Identification
2. Field Data Acquisition
3. Energy Analysis, Costing, ECM Definition
4. Financial Modeling
5. Contract Execution

B. Design & Engineering

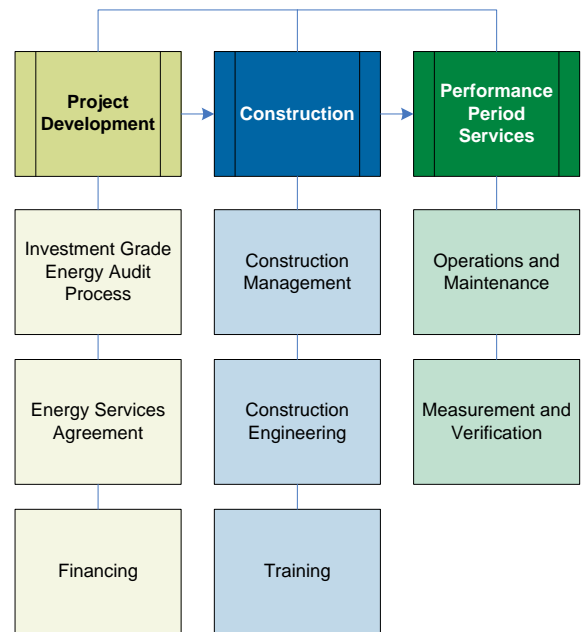
1. Detailed ECM Design
2. Equipment Specification
3. Submittals, Construction Schedule, Customer Approval

C. Implementation

1. Customer Coordination, Pre-Construction Meetings
2. Equipment Procurement
3. Subcontract Solicitations/Executions
4. ECM Construction
5. Commissioning, Testing, Customer Acceptance

D. Performance Period Services

1. Customer Training
2. Optional O&M Services
3. Permanent Financing
4. Long-Term M&V, Annual Reconciliation



Quality Assurance Plan

The Quality Assurance Plan represents Ameresco's philosophy of doing business. Ameresco's quality policy states that: **"We will attain 100% customer satisfaction by providing our customers with value added innovative solutions which perform to the customer's requirements every time."**

Customers who select Ameresco can be confident they are dealing with a company that recognizes the importance of delivering high-quality products, systems, and services. Because we define quality improvement as a "process" as opposed to a "program," associated activities are a continuous part of Ameresco's everyday operation philosophy.

- **Customer Satisfaction Teams:** Customer Satisfaction Teams are composed of a branch or department manager and select staff members. The teams' main objective is to keep each operating unit focused on providing systems and services that result in 100% customer satisfaction.
- **Quality Awareness and Communication:** Special efforts are expended on an ongoing basis to keep the Quality Assurance Plan in the forefront in all customer relationships.
- **Requirements:** The essence of quality is to clearly understand the customers and their requirements, and then to conform to those requirements. As a company, we work to develop long-term trust relationships with individual customers as we service their needs. Only through close, constant contact with our customers can we know their changing requirements and understand and meet their expectations.
- **Measurement:** The purpose of measurement is to track our ability to meet the unique needs of our customers. Measurements make the Quality Process real as opposed to simply a philosophy.
- **Corrective Action:** Corrective action is a systematic method of identifying problems and removing their cause. Our Customer Satisfaction Teams function to take corrective action by identifying the root of an issue, analyzing it, and then setting measures in place to ensure that the particular issue will not recur. Customers are often requested to be members of a Corrective Action Team to help define the solution and resolve the issue.
- **Recognition:** The purpose of recognition is to formalize our appreciation of those who contribute to customer satisfaction. We have several channels through which we recognize employees who deliver exemplary service to our customers.



Scope Changes And/Or Alterations Procedures

Ameresco is fully responsible for all phases of our project, from RFP selection to final contract to successful installation. In order to be effective as a performance measurement tool the baseline project plan must be preserved. Changes are made in a controlled and coordinated manner and the affected documentation is revised to reflect the changes. Since the same team is involved in the engineering phase as well as the installation phase, Ameresco is accountable for the entirety of the project.

Throughout the project, the Project Manager will maintain daily contact with the key individuals leading the primary areas of work such as the project engineering and analysis team during the development and/or final engineering phase, and during the construction phase. The Project Manager will ensure effective communication amongst the team. As the project evolves and activity increases in other areas of a project, the activity by other resources such as cost estimating, M&V or O&M personnel increases. The Project Manager will also maintain daily communication with the key individuals to ensure tasks are on track and potential problems or schedule delays eliminated.

Specific Change Order Methodology

The District is not responsible for change orders related to the scope of work described in the final contract, subject to the terms of that agreement. Our final contract will contain firm, fixed pricing. If something has been missed by Ameresco and is a part of the agreed upon scope, Ameresco is financially responsible for that oversight. Additions to our scope of work requested by the District not included in our contract will result in additional costs.

Conflict Resolution Protocol

The Project Manager will lead weekly project status meetings with District staff and the Ameresco team to gauge status, track progress, and identify major issues. Each week a “look-ahead” review will be conducted in order to properly anticipate upcoming activities and provide adequate notice to other resources that will be required. Ameresco emphasizes effective planning and project control on multi-phase projects to ensure the demands on resources are managed properly. The top priority is to ensure coordination with customer staff to eliminate potential scheduling and project coordination conflicts.

Management Of Subcontractors Throughout The Installation Process

All subcontractors will be held accountable for maintaining the same contract provisions and requirements imposed on us by the contract specifications. All potential subcontractors will be asked to supply evidence of an existing and functioning Quality Control Program.

Specific On-Site Task Scheduling And Management

Ameresco's comprehensive approach to managing a performance contract is designed to ensure that we deliver to the District the maximum value for the lowest possible cost. We work closely with our customers to clearly define needs; we provide expert engineering and technical capabilities to maximize value to the customer throughout each phase of project development; and we communicate freely and openly. A key aspect to this approach is our project management philosophy. Ameresco has one of the most experienced project management groups in the country. These professionals understand that any successful energy project begins with up-front planning and organization. Successful projects also depend on the ability to make rapid and local decisions. Our project teams are onsite and are empowered and encouraged to make all local site-specific decisions on all aspects of project performance.

Ameresco is committed to designing, installing, commissioning, and providing training for all facility improvements. We have implemented a quality assurance system for use on your project that utilizes a closed loop management system assuring conformity to best-in-class commercial practices. The process identifies the key steps of quality assurance planning, quality implementation, quality surveillance of program segments, and the selection of a quality team. Standards and critical success factors are set, performance indicators are selected, performance is measured, records are maintained, and, in the event of deficiencies, corrective action is initiated. Our approach meets the project goals of:

- Maximizing the use of our existing quality systems
- Tailoring systems where necessary to meet specific requirements
- Maintaining effective communication

Ameresco uses scheduling for both communication and management. The schedule is the primary communication tool with the customer and subcontractors and as the primary tool upper management at Ameresco uses to review the progress and performance of the project. The schedule will be reviewed with the District and all subcontractors on a weekly basis, and upper management at Ameresco reviews the schedule progress monthly, along with running cost estimates and "look ahead" projections of cost, time, and outstanding issues. Due to this constant overview, Ameresco management can adjust the resources committed to a project, and will dedicate additional resources to the project in order to meet or exceed schedules. This schedule will be used to track progress on a weekly basis with the District, all subcontractors and consultants, by Ameresco. As described above, this schedule will be used not only to track and control the project at a local level, but will also be used by Ameresco Management to ensure delivery of a successful project

Scheduling Project Development Activities

The process begins with the establishment of project tasks and an estimate of the time duration of each activity. Ameresco's experience in performance contracting allows us to anticipate many of the questions that a customer may have during this phase. In the Project Development Phase, scheduling includes the following activities:

- Interviews with the District personnel
- Security clearance and access
- Schedule escorts
- Site visits
- Modeling on site energy use profile
- Inventory existing systems and equipment
- Investigate energy conservation measures
- Internal reviews
- Owner reviews of recommendations
- Estimation of costs and savings
- Initial financing scenario reviews
- Draft contract language
- Detailed engineering
- Preparation of scope bid documents
- Preparation of cost reports
- Preliminary review of Procedures
- Negotiate contract terms
- Execution of ESPC and Notice-to-proceed

Scheduling Construction/Implementation/Financing Phase

As the project moves into the construction phase, the project more closely resembles a typical design build project with important exceptions. Specific action items must be scheduled in addition to the target of completing the job on time and on budget. So in addition to the scheduling of tasks related to the procurement, review installation and commissioning of individual ECMs, additional tasks must be scheduled to implement extensive training for both maintenance and operation. Typical tasks scheduled in this phase include the following:

- Performance Contract Award
- Security clearance and access
- Orientation for working at the facilities
- Scheduling of escorts
- Mobilization
- Kick off Meeting
- Subcontractor Awards
- Submittal Review and Approval
- Procurement / Installation of Equipment for ECMs
- Installation /commissioning of monitoring equipment
- Staff Familiarization with ECMs
- Commissioning
- Training of Staff in Operations and Maintenance
- Begin Monitoring and Verification

Software Systems

All the tasks for the development and implementation phases will be developed thoroughly by the project team in close coordination with your staff. These tasks will then be input into the state-of-the-art Microsoft Projects software for projecting the total project timeline, estimating manpower loading, and ensuring that there is no overlapping of critical activities that will affect the project implementation schedule. The timeline is finally approved internally by Ameresco management staff and then used diligently by the field staff to track the development of the project. The project schedule is a living document and is constantly updated during the project life by the Project Manager. Any changes to the project schedule are communicated immediately. Ameresco uses Microsoft Project as an internal company standard, although personnel are also qualified to use other scheduling software systems, such as Primavera and Peachtree.

Reporting Project Progress

Ameresco anticipates organizing project workshops during all phases of the projects to ensure that there is proper and frequent communication with the customer staff and that the goals and expectations are properly communicated and understood by both the teams. During the construction phase critical issues will be identified, addressed and properly communicated to your staff. Following are examples of such critical issues:

- Work scheduling
- Security or escort issues
- Disruptions to normal District operations
- Shutdown or interruption of utilities, equipment or systems
- Housekeeping issues throughout construction
- Construction safety issues - subcontractors, hazardous materials, traffic, construction areas
- Location of equipment, tools, temporary offices, parking for construction team, etc.
- Permits, rules and regulations, and other requirements

Daily Project Monitoring

Throughout the project, the Project Manager will maintain daily contact with the key individuals leading the primary areas of work such as the project engineering and analysis team during the construction phase. As necessary, effective communication amongst the team is occurring. As the project evolves and activity increases in other areas of a project, the activity by other resources such as cost estimating, M&V or O&M personnel increases. The Project Manager will also maintain daily communication with the key individuals to ensure tasks are on track and potential problems or schedule delays eliminated.

Weekly Project Meetings

The Project Manager will lead weekly project status meetings with your staff and the Ameresco team to gauge status, track progress, and identify major issues. Each week a “look-ahead” review will be conducted in order to properly anticipate upcoming activities and provide adequate notice to other resources that will be required. Ameresco emphasizes effective planning and project control on multi-phase projects to ensure the demands on resources are managed properly. The top priority is to ensure coordination with customer staff to eliminate potential scheduling and project coordination conflicts.

Weekly Progress Schedules

Each week the Project and Construction Manager will review project status with the team and customer personnel and works with the Scheduler to track project progress. As noted earlier, Ameresco utilizes the latest scheduling software (Microsoft Projects) to schedule all activities. Weekly schedule updates will be issued to the customer team, subcontractors and Ameresco management. Key milestone events from the project will be combined with major activities of all active projects in the region and consolidated on a single schedule by the Project Scheduler. This summary schedule provides senior management a clear picture of all significant project events and deadlines. This information will also be communicated to the staff on a regular basis

Customers who select Ameresco can be confident they are dealing with a company that recognizes the importance of delivering high-quality products, systems, and services. All Ameresco projects receive the same level of commitment to quality and dedication to delivering a solution that result in 100% customer satisfaction.

The schedule approach employed by our team maximizes the use of lighter summer occupancy (at the facilities) while minimizing any environmental inconvenience to the students, faculty, and staff of the District. Once selected and the contract approved, Ameresco will immediately confirm the scope of the project, develop permit drawings, and award subcontracts.

Sequencing operations are based to minimize potential environmental issues. System commissioning / start-up, testing, and scope review will take place during every facet of construction as new systems come on-line or as work scope items are completed. System training and turnover will occur at mutually agreeable times with District maintenance staff. At the conclusion of construction, closeout documents will be assembled and transmitted to the Owner.

Avoiding Classroom / Facility Disruption

With more and more buildings remaining occupied during remodel work, avoiding classroom or facility disruption is critical with any educational project. Our success in these areas is put to the test on a daily basis. As one of the nations leading constructors, we are frequently involved in renovation and expansion projects, often in locations that are directly adjacent to occupied spaces. We frequently are called upon to construct temporary partitions down the middle of a corridor so that construction can take place on one side of the corridor while classrooms on the other side remain fully functional.

In these situations, our field superintendents will also work closely with building staff so that if we need to stop work to reduce noise or vibration when a particular activity is taking place, we do so. We will work with the administration to review construction schedules on a weekly basis so that we may avoid performing highly disruptive construction tasks during peak classroom time or other important events on the campus.

Dust Control

Our program for ensuring that dust is not transmitted into classrooms will include the following activities:

- Temporary partitions
- Negative air pressure
- Daily clean-up
- Return air filters
- Use of pre-fabricated assemblies
- Separate pedestrian entrances for students and construction workers



Noise Control

Our superintendent will ensure that all subcontractors are aware of the need to avoid unnecessary noise. Students and faculty will not be excessively disturbed by noise and all demolition and façade work will be done without having any windows open to the interior of the building. Our program for mitigation of construction noise will be in accordance with the project specifications and will include the following:

- Off hours work
- Use of pre-fabricated assemblies
- Sound attenuating partitions
- Construction worker education

Job Site Order, Cleanliness, And Organization

We expect common courtesy, respect for others, and respect for the campus from all members of the construction team. We believe safety must come before anything else and this starts with organization and cleanliness. We expect all of our employees and employees of trade contractors to keep their work area clean and in good order. This is especially important for this project because of the potential for interaction with faculty, students and members of the public. We always remember that we are guests on your campus and strive not to do just the minimum, but to exceed your expectations. Ensuring that the project site is running in a safe, clean and productive manner is primarily the responsibility of the full-time, on-site field supervisor, but is also monitored by project managers, quality control personnel and safety inspectors. If there is a situation that does not meet these expectations, it is corrected immediately.

Contractor Code Of Conduct

Because this project involves working in an occupied educational facility, all construction personnel are required to comply with the following rules:

- Every individual must wear a Mahomet-Seymour CUSD #3 Contractor identification badge. The badge must be worn on clothing and be visible at all times
- Contractors are not to converse or discuss with faculty, students or staff. All construction-related questions are to be directed to Ameresco personnel
- Profanity, unacceptable language, or lewd conduct will not be tolerated
- Tobacco use on District property is prohibited
- Hard hats must be worn at all times on this project
- Contractor parking is only allowed in areas designated by the District

Project Flexibility

Ameresco is completely flexible regarding the District's possible addition of other identified capital needs which may or may not contain energy and water savings opportunities. Any such capital improvements will be vetted for any sustainable attribute that may be associated with them and Ameresco will work through the economics and associated ancillary benefits (including an assessment of any related operational savings, reduction in deferred maintenance backlog, or reduction in risk to the District) that may be related to the identified capital improvement measures.

Service And Training

The primary goals of Ameresco's training program for the performance contract are to make personnel comfortable with the installation; to optimize the persistence of the energy savings; and to ensure that all facilities have a safe and comfortable environment. Ameresco is widely recognized for its facilities, engineering, and energy training seminars for all of its clients. Ameresco's professional staff has conducted training sessions at locations all around the world.



Facilities personnel must be trained to understand that their ongoing efforts in operations and maintenance of the systems keep the equipment performing efficiently and effectively; and their observations can be important indicators of where and when waste is occurring. To this end, Ameresco will develop a customized training package that properly and thoroughly trains designated district personnel on all installed equipment and systems related to the project ECMs. Ameresco will coordinate and oversee all aspects of the comprehensive training program. Ameresco produces training manuals as part of the comprehensive training program. These manuals address specific operating procedures, routine maintenance intervals and procedures, repair procedures per manufacturers' recommendations, as well as troubleshooting steps. The delivery of these manuals is a key component in the commissioning of the installed measures and improvements.

The training program for facilities and maintenance personnel at the end of the contract's performance period will focus on the necessary operations and service requirements after the performance contract is closed out.

During the start up of equipment, Ameresco will provide on-site engineers to assist with operator training. The manufacturers of the equipment also provide training during the start-up and first month of operation of major equipment. Training will be conducted at the site of the specific ECM, and will feature a hands-on approach to ensure adequate understanding of all materials presented.

Training sessions will include a review of the overall installation and performance history so that everyone understands the benefits of the program. System overviews will be provided, as well as more detailed examination of specific equipment and/or components as needed. Each ECM will be reviewed in detail, as the curriculum outlined below details. Documentation will include review of the O&M manuals (furnished as part of the "as-built" project documents), drawings, and equipment manufacturers' specification literature.

MAHOMET-SEYMOUR CUSD #3

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