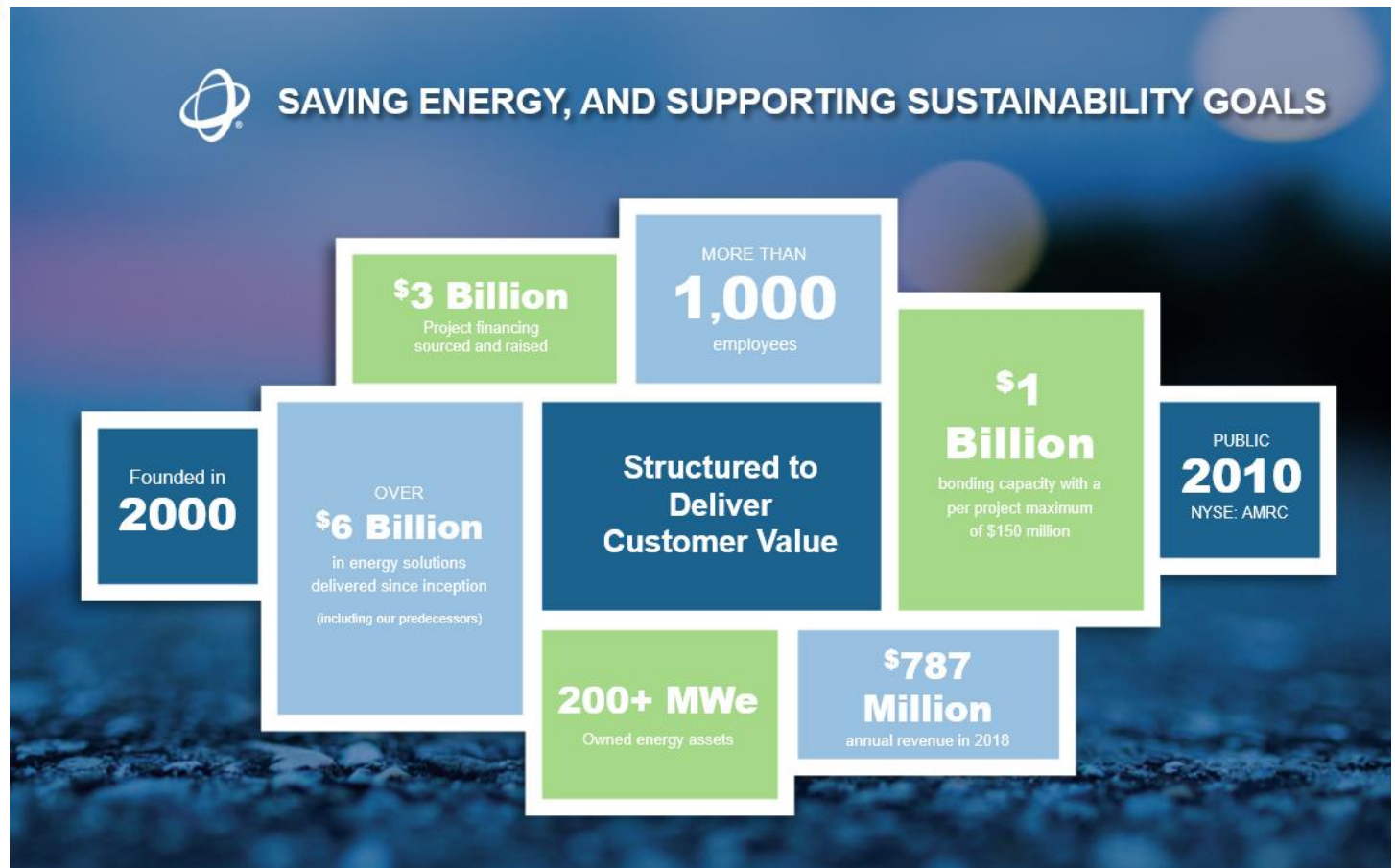


Who is Ameresco?

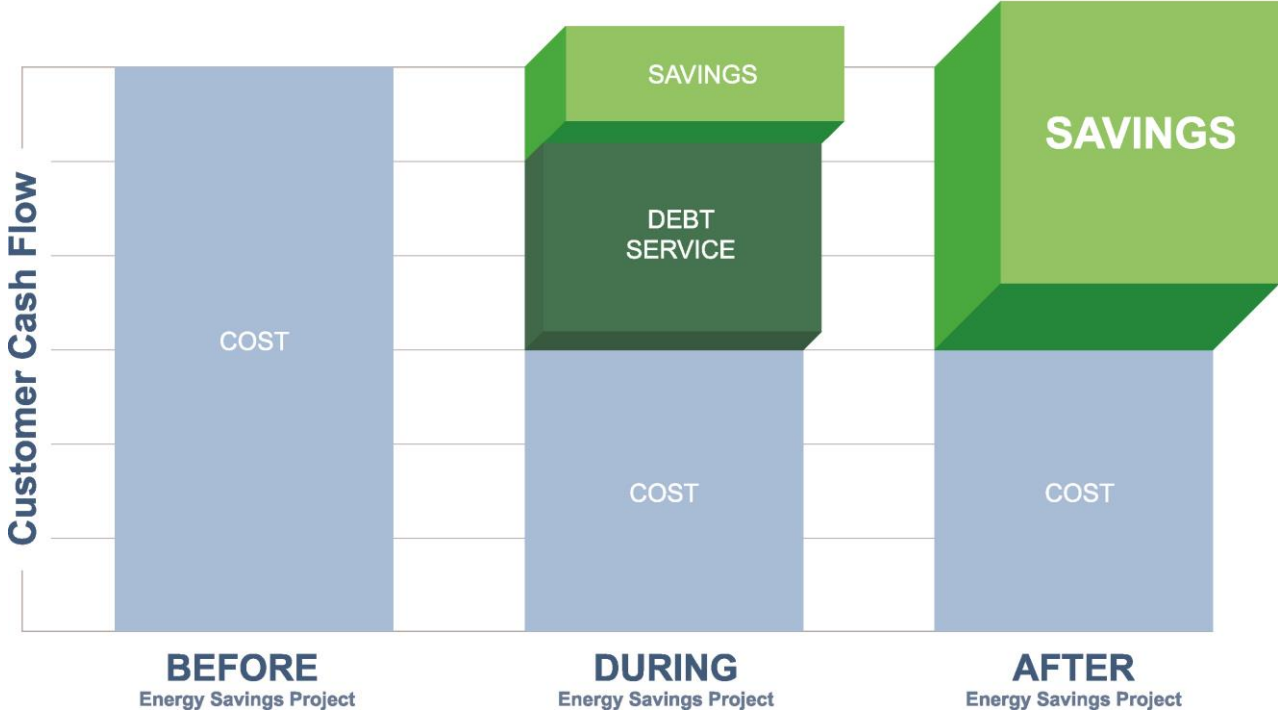


Solar PV under EPC program



Performance Contracting: A Budget-Neutral Solution

■ Energy & O&M Cost ■ ESCO & Financial Debt Service ■ Savings *Illustration only. % of savings varies from project-to-project*



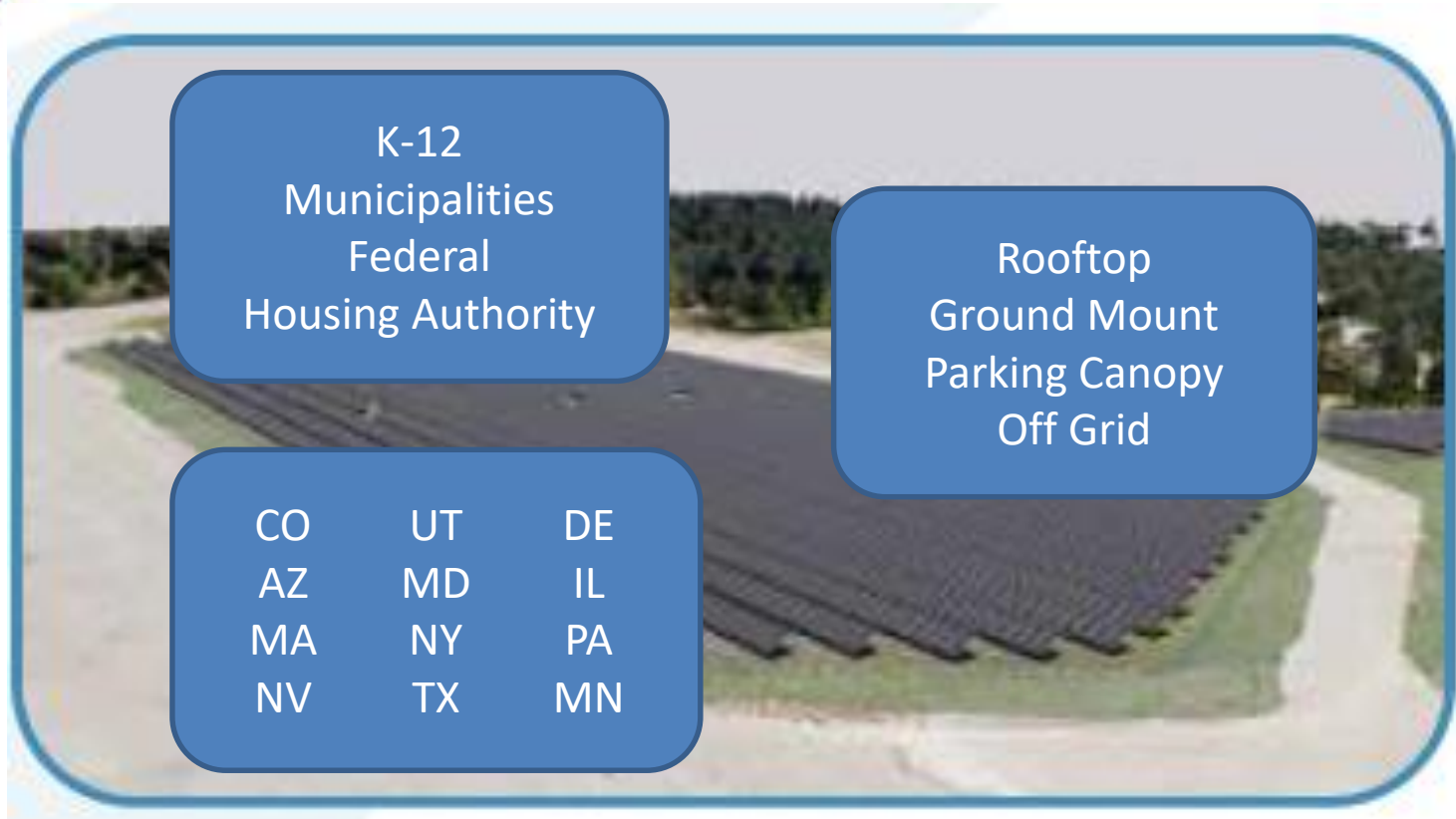
Our Solar PV Projects in Energy Performance Contracts



K-12
Municipalities
Federal
Housing Authority

Rooftop
Ground Mount
Parking Canopy
Off Grid

CO	UT	DE
AZ	MD	IL
MA	NY	PA
NV	TX	MN



City of Boulder

1.56 MW dc

Reservoir Water Treatment Plant



Lowell, MA



CASE STUDY

CITY OF LOWELL, MA

TECHNOLOGY TYPE:

ENERGY EFFICIENCY
ENERGY MANAGEMENT
PHOTOVOLTAIC SYSTEM
RENEWABLE ENERGY

FACILITY SIZE:

2.9 MILLION SQ FT (47 BUILDINGS)

ESPC ENERGY PROJECT SIZE:

\$21.1 MILLION

PV CAPACITY:

1.8 MW

ESPC ANNUAL ENERGY SAVINGS:

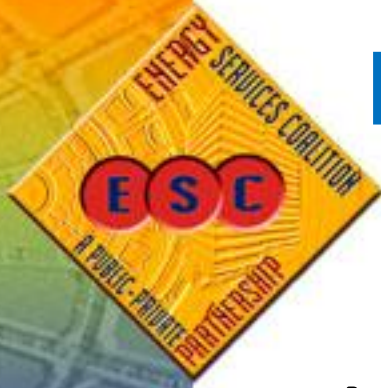
\$1,522,629



Lowell desired to improve facilities and reduce energy usage. Due to on-going budget constraints and increasing operational costs, the City was facing critical infrastructure upgrades with limited funding.

Partnering with Ameresco, Lowell was able to replace outdated equipment and aging municipal infrastructure, lower utility costs and partially fund a City energy manager position, all on a budget neutral basis without any upfront capital investment.

EPC Market in CO is Evolving



Mature Market

- A large percentage of public agencies have already done EPC
- Renewable energy interest is strong
- Increased focus on sustainability and resiliency

Solar PV in Colorado



BRIEF

Colorado Gov Polis unveils roadmap to 100% renewables by 2040, signs 11 clean energy bills



COLORADO
Department of Local Affairs
Division of Local Government

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Wood Mackenzie Power & Renewables

U.S. Solar Market Insight

June 2019



Figure 1.3 State PV installation rankings by Q1 2019 installations

State	Rank			Installations (MW _{dc})		
	2017	2018	Q1 2019	2017	2018	Q1 2019
Florida	3	4	1	758	857	860
California	1	1	2	2,599	3,396	538
Nevada	9	5	3	386	550	293
North Carolina	2	3	4	1,247	909	204
South Carolina	8	12	5	401	147	118
New York	12	6	6	320	376	87
New Jersey	11	7	7	350	365	68
Arizona	7	9	8	414	342	53
Minnesota	6	8	9	437	353	42
Massachusetts	5	10	10	599	319	42
Virginia	10	19	11	381	116	40
Colorado	20	11	12	97	177	39

Solar PV Trends



- Cost continues to fall
- Newer technologies allow for increased efficiencies
 - Bifacial Modules (exempt from Section 201 Tariffs)
 - Single-axis trackers
- Solar-plus-storage
- Implementation Innovations
 - Pollinator-friendly habitat
 - Lambscaping!

