



Media Release

Energy Services Association of Canada - promoting fiscally and environmentally responsible initiatives for Canadian organizations

List of case studies by city attached

TORONTO, Ontario, December 1, 2010 – The Energy Services Association of Canada (ESAC) today announced their newly formed advocacy organization which has been created to actively promote government policies and regulatory support for greater use of guaranteed performance based solutions to upgrade Canada’s aging infrastructure. The eight founding members of ESAC are Ainsworth, Ameresco, Direct Energy, Honeywell, Johnson Controls, MCW Custom Energy Solutions, Siemens and Trane. Together, these companies are responsible for more than 90% of the \$450 million annual Performance Based Solutions business in Canada.

The Association recently appointed Anthony DaSilva from Ameresco as its first Chair, Luis Rodrigues of Honeywell as its Vice Chair and Peter Love, Ontario’s former Chief Energy Conservation Officer, as its first President.

Today, many organizations such as cities, universities, colleges, school boards, hospitals as well as provincial and federal governments have successfully implemented performance based solutions across Canada. Through ESAC’s advocacy, performance based solutions can become the premier choice for energy and infrastructure renewal initiatives, resulting in fiscally and environmentally responsible outcomes for all Canadian organizations.

Energy efficiency upgrades, renewable energy strategies and overall infrastructure renewal initiatives can all be achieved through performance based solutions delivered and guaranteed by energy services companies. This type of solution allows organizations to make needed upgrades and improvements with little risk, as the upgrades are funded through guaranteed energy and operational savings. The end result is upgraded facilities, lower energy consumption/cost and reduced greenhouse gas emissions. This allows the building owner to put more of their time, energy and limited financial resources into their core mission.

“Reducing energy consumption continues to grow as a priority for all levels of government as well as public institutions and private companies,” said Peter Love, President of ESAC. “For governments, this priority forms an essential component of their plans to achieve environmental savings, primarily in terms of reducing greenhouse gas (“GHG”) emissions. This is because over 80% of the man-made GHG emissions in Canada come from the production and use of energy. For provincial governments (responsible for electricity systems), energy conservation/efficiency



is also embraced as it reduces the need for expensive additions of electricity generation, transmission and distribution assets.”

For energy end users, reduced energy use is a growing priority because it represents a way for these organizations to control their energy costs. Organizations that employed Performance Based Solution to achieve their energy reduction goals last year will save about \$45 million in energy costs annually. An important but often unrecognized benefit of investments in energy efficiency is that they are relatively labour intensive with most of the labour supplied by companies in the immediate vicinity of the project. It is estimated that the \$450 million invested in such solutions creates more than 4,000 direct jobs and over 5,000 indirect jobs for a total of about 9,500 jobs according to industry estimates.

We have prepared 27 case studies of the use of Performance Based Solutions from across Canada. To view the project closest to you see the list attached below.

Additional information is on our web site; if you would like to learn more about a specific project, please contact us to schedule on-site tours and interviews.

For further information on Performance Based Solutions and the Energy Services Association of Canada, go to www.energyservicesassociation.ca.

For more information, please contact:

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CASE STUDIES OF PROJECTS USING PERFORMANCE BASED SYSTEMS ACROSS CANADA

- St. John’s – Memorial University of Newfoundland
- Iqaluit – Government of Nunavut
- Quebec City – Commission scolaire des Affluents
- Montreal – Hopital Louis-H. Lafontaine
- Montreal – L’Institut Philippe-Pinel Hopital Psychiatrique
- Dorval – Lester B. Pearson School Board
- Ottawa – Ottawa-Carlton School Board
- Ottawa – Public Service Alliance of Canada
- Ottawa – Royal Canadian Mint
- Ottawa – The Ottawa Hospital
- Petawawa – CFB Petawawa
- Hastings/Prince Edward County – Hastings & Price Edward School Board



Kawartha Pine Ridge – Kawartha Pine Ridge District School Board
Toronto – Toronto Dominion Centre
Toronto – York University
Oakville/Cambridge/Mt Forest/Chatham/St. Clair – Dana Corporation
London – London Health Sciences Center
St. Thomas/Elgin – St. Thomas Elgin General Hospital
Windsor – City of Windsor
Thunder Bay – Confederation College
Thunder Bay – Lakehead University
Winnipeg – Winnipeg School Division
Regina – Region Catholic Schools
Cold Lake – DND Wing 4
Chilliwack – City of Chilliwack
Burnaby – BC Housing Corporation
Vancouver – University of British Columbia