



*Connect to Smarter
Energy Solutions.*

***ESPC Renewable Energy
Presentation
Kleo Taliadouros***

May 21, 2008

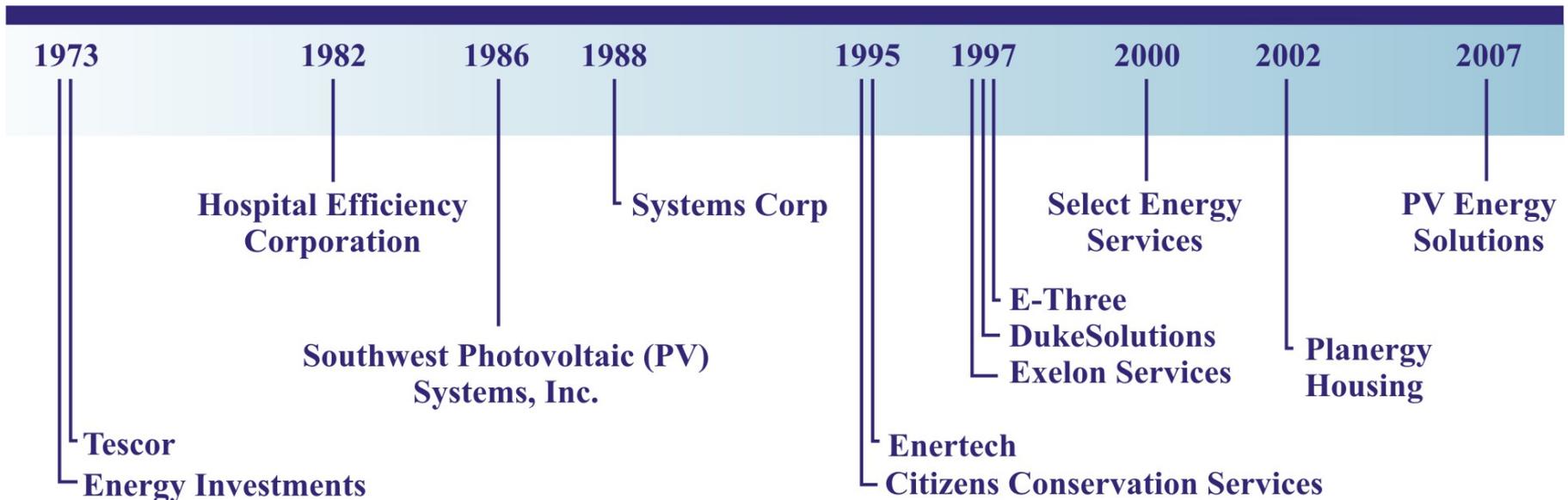
Ameresco Experience

- ▶ **Largest independent ESCO** in No. America (revenue & employees)
Over 500 energy professionals: (400+ US); (100+ Canada)
Over \$300M in 2007 energy project revenue
- ▶ No parent company: **technology, equipment and utility neutral**;
permits unparallel responsiveness and flexibility
- ▶ US DoE Qualified ESCO for Federal ESPC Projects
- ▶ Developed and implemented **\$154M in renewable energy projects**
- ▶ **\$720M in 47 successful federal facility ESPCs**
- ▶ Developed nearly \$4B in energy solutions projects worldwide
- ▶ \$400M of new energy projects currently in development



Ameresco Background

- ▶ Energy Savings Performance Contracting is our core business
- ▶ Industry leader with experience going back nearly 35 years
- ▶ Federal Group predominantly focused on developing and implementing Federal ESPC projects since 1997



ESPC Wind Financing Vehicle

- ▶ **ESPC widely used as Alternative Financing Vehicle for Energy Conservation and Renewable Energy projects**
- ▶ **Ameresco is U.S. Department of Energy Qualified Energy Service Company**
 - **Has been awarded DOE and Army ESPC vehicles for North East and Mid-Atlantic states**

Ameresco - ESPC Wind Financing Vehicle

- ▶ **ESPC contracts allow up to 25 years in term financing from issuance of Task Order to End of Contract**
- ▶ **ESPC Financing allows Federal agencies to leverage Production Tax Credits and Accelerated Depreciation benefits**
- ▶ **Under ESPC Wind Financing Ameresco will guarantee**
 - Turbine availability
 - Turbine efficiency

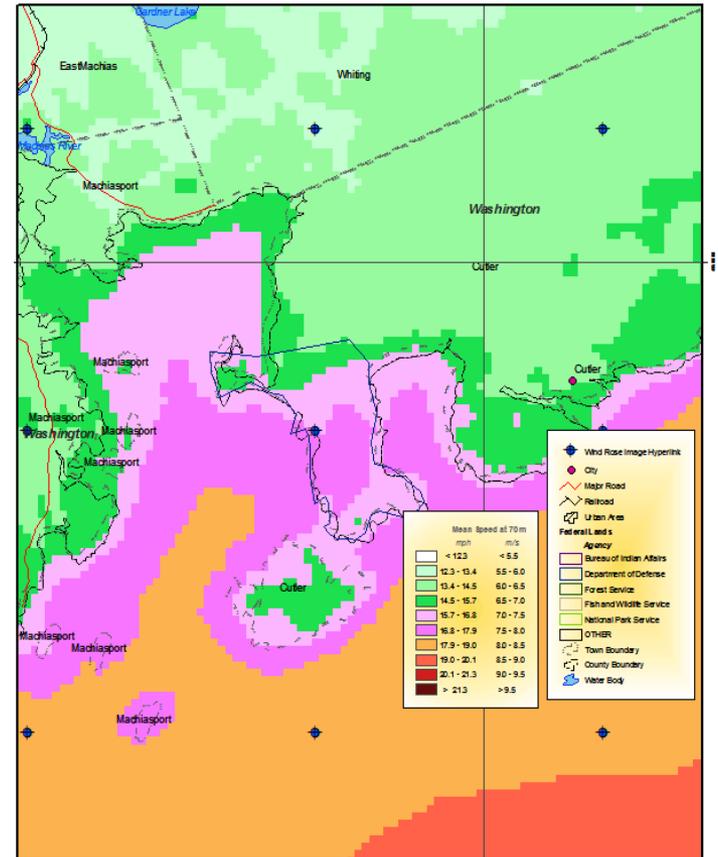
Renewable Experience – Wind Sherrard School District, Sherrard, Illinois

- ▶ **600 kW Vestas RRB Turbine**
- ▶ **Turbine order placed July 2007; Construction to be complete and system operational September 2008.**
- ▶ **Highly supportive community; State of Illinois Clean Energy Grant (\$445,000) contributed to success.**
- ▶ **Recently signed agreement with Porta School District (near Springfield, IL) for 600 kW Turbine and Geothermal heating.**

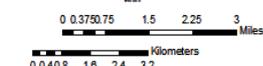


Renewable Experience – Wind Portsmouth Naval Shipyard, Kittery, Maine

- ▶ **Initial Proposal (IP) for Phase 3 ESPC. Includes 3.0 MW Wind Turbine, and option for 7.5 MW with surplus sales to Grid.**
- ▶ **Previous Ameresco ESPC projects included 2 x 5.2 MW cogeneration plant, new boiler, other central plant improvements, and shipyard-wide ECMs worth a total of \$44 million, generating savings of \$5.2 million per year.**
- ▶ **Very attractive site due to high winds (excess of 16 mph annual average speed at 70 meters) and displacing expensive On-Site Diesel generators.**



Wind Resource of New England



Projection: Transverse Mercator, Zone 18, Spatial Resolution of Wind Resource Data: 20m
This map was created by TrueWind Solutions using the Metlink, system and historical weather data. Although it is believed to represent an accurate overall picture of the wind energy resource, extreme wind at any location should be confirmed by measurement. The map has been validated by the National Renewable Energy Laboratory (NREL) and consulting meteorologists using surface wind data.

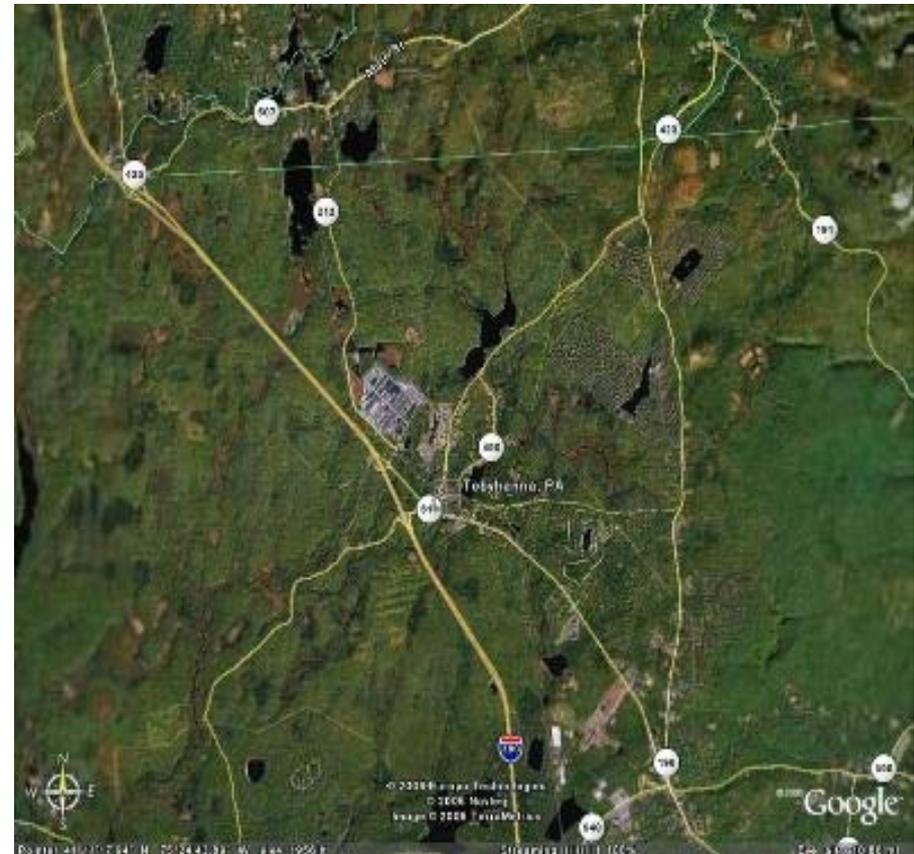
Renewable Experience – Wind

Ontario Power Authority Standard Offer, SW Ontario, Canada

- ▶ **Ontario Hydro Standard Offer Program provides nearly 12 Cents / kWh through a 20-year Power Purchase Agreement (Feed-In Tariff)**
- ▶ **One full year wind data show average speeds exceed 7.3 m/s at 78 Meters**
- ▶ **Ameresco developing one 10 MW site now; land lease executed and interconnection approved by utility. Expected start-up fall 2009 - 2010**
- ▶ **Options on land with 5 other parties could support additional 40 MW; Ameresco working with IBERINCO on development.**

Renewable Experience – Wind Tobyhanna Army Depot, Tobyhanna, PA

- ▶ **3.0 MW Wind project recommendation presented in Nov 2006.**
- ▶ **Economics marginal due to relatively modest winds; project could be supported through ESPC with other ECM's.**
- ▶ **Depot concerned about interference with radar systems tested at site; elected not to pursue.**



Thank you

Q&

A

The logo for Ameresco features a large, stylized letter 'A' on the left. A thick, dark red swoosh curves from the top of the 'A' across the middle of the word 'AMERESCO'. The word 'AMERESCO' is written in a blue, serif font to the right of the swoosh.

AMERESCO

*Connect to Smarter
Energy Solutions.*

Integrity ▪ Flexibility ▪ Independence ▪ Innovation