



NOVEMBER 29, 2016

WELCOME

As the voice for the energy efficiency industry in the Commonwealth, we are thrilled to host the first annual Virginia Energy Efficiency Leadership Awards ceremony. We were amazed by the number and quality of applications that we received, proving yet again how productive the energy efficiency sector is here in Virginia. Congratulations to all of our winners.

Founded in 2012, the VAAEC's goal is to ensure energy efficiency is recognized as an integral part of Virginia's economy and clean energy future. Our members include Fortune 500 companies, universities, nonprofits, local governments, state agencies, and utilities.

On behalf of the VAAEC board and staff, I would like to thank the Selection Committee for volunteering their time to review all of the applications and for accepting the challenge of choosing the winners from a robust and worthy pool of entries.

We also appreciate the speakers and panelists at today's meeting who will be sharing their time and expertise to advance our collective knowledge.

I would also like to thank our sponsors for their financial support, without which we would not be together in this space to learn from and celebrate one another as we collectively explore ways to move the needle on energy efficiency in Virginia.

Finally, I want to thank the VAAEC staff, interns and consultants who have spent hours working behind the scenes to pull off a fantastic event. When you see them running around the venue today, please take a moment to thank them for their hard work. This event would not have happened without their tireless efforts.

We hope that you enjoy today's meeting and awards ceremony. As with everything we do, we welcome your feedback on how we can continue to make our meetings the premiere events that you have come to expect.

Onward,

Chelsea Harnish

Chelsea Harnish
Executive Director



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AGENDA

12:30 – 1:00 p.m. | Registration and Networking

1:00 – 1:20 p.m. | Welcome and VAECC Programmatic Update

Executive Director, Chelsea Harnish will welcome attendees and provide a brief update on the VAECC's accomplishments over the last twelve months including our work on PACE, building codes, utility programs and discussing what's next on the horizon.

1:20 – 2:00 p.m. | Member Round Robin

VAECC members are invited to give brief updates on current projects, recent successes or future endeavors they would like to share with participants

2:00 – 2:30 p.m. | Networking Break sponsored by Community Housing Partners

2:30 – 3:00 p.m. | Concurrent Sessions (choose one)

Update on the Governor's Executive Committee on Energy Efficiency – Main Room

David Koogler, *Rappahannock Electric Cooperative*

Kyra Hoskins, *Clean Energy Solutions*

Moderator: Chris McDonald,
Department of Mines, Minerals and Energy

Learn more about the GEC recommendations to the Governor and where we are in tracking our progress towards the 10% energy reduction goal. Panelists will also discuss what's in store for the remainder of the Governor's term.

Leveraging Energy Data to Accelerate Energy Efficiency – Sponsored by Oracle – Quigg Room 136

Alicia Zatcoff, *City of Richmond*
KC Bleile, *Viridian*

Moderator: Marisa Uchin, *Oracle*

This session will discuss the many ways that data can play an important role in the energy efficiency space including commercial benchmarking, homebuilding and products that enable consumers to become more informed about their energy use.

Implementing PACE throughout the Commonwealth – Sponsored by Siemens – Rosenbaum Room 119

Linda Rega, *Siemens*

Ed Ware, *Norfolk Redevelopment and Housing Authority*

Moderator: Jessica Greene, *Virginia Energy Efficiency Council*

Learn how Property Assessed Clean Energy can be used as a tool to spur economic development and get your questions answered. Panelists will cover such topics as a corporate perspective of PACE and updates on the program's status in Virginia.

3:00 – 3:50 p.m. | What is the Vision for Virginia's Energy Efficiency Future?

David Bend, *Nest*

Larry Cummings, *Trane*

Susan Elliott, *City of Charlottesville*

Zachary Miller, *Virginia Housing Alliance*

Sean Skulley, *Washington Gas*

Brett Crable, *Dominion*

Saifur Rahman, *Virginia Tech*

Cynthia Adams, *Pearl Certification and VAEEC Chair*

Panelists will give brief remarks on what they see 5 and 10 years into the future for their respective areas of the energy efficiency sector then the discussion will be opened to all participants to engage in, what we hope to be, a lively discussion.

3:50 – 4:00 p.m. | Closing Remarks and Announcements

*Thank you to our venue sponsor,
Dominion's Energy Share Program.*



4:00 – 6:00 p.m. | VAEEC Energy Efficiency Leadership Awards Ceremony

Thank you to our reception sponsor, Trane.



✓ STATE GOVERNMENT

1st – Virginia Department of Corrections



Submitted by the Virginia Department of Corrections

The Virginia Department of Corrections (VADOC) has embraced Performance Contracting as an integral part of its building renewal program. VADOC executed the first executive branch performance contract in Virginia and leads state agencies in volume. This work earned the Public Safety Secretary

the 2013 United States Energy Association's Leadership Award. VADOC has completed four ESCO projects, two more are in progress, and one is in development. These seven projects total approximately \$100 million. VADOC has twice presented its energy innovations at the American Correctional Association national meeting, mentored other State agencies, been acknowledged by the Governor's Award for Environmental Excellence for water savings, and participated in energy policy discussions with state and national stakeholders.

VADOC tied energy efficiency to its public safety mission by creating an inmate training program in energy sector skills. In partnership with Johnson Controls, Inc., VADOC established the Green Learning Lab at Indian Creek Correctional Center to provide practical training on mechanical equipment and offer industry certification. Since its inception, more than 50 offenders have graduated with more than 35 employed upon release from prison to become productive, tax-paying citizens. Additionally, VADOC employs a broad fuel portfolio including renewable and alternative energy sources. Augusta Correctional Center uses wood waste to provide heat and hot water. St. Brides uses the largest solar thermal system in Virginia to provide hot water. Building and fixture improvements have saved more than one billion gallons of water since the program began in May 2005.

2nd – Department of Mines, Minerals and Energy Division of Energy

The Department of Mines Minerals and Energy (DMME) Division of Energy administers the Virginia Energy Management Program (VEMP), which offers services to improve the energy efficiency of state buildings and public facilities. VEMP includes technical assistance for Energy Performance Contracting, whereby an organization can apply avoided utility payments to finance measures to replace and upgrade equipment that improve energy and operational efficiency, and improve comfort. The VEMP Demand Response program pays large users of electricity to curtail their consumption at peak times, ensuring availability of power for others when peak loads stress the grid. The Division of Energy, in addition to helping improve the energy efficiency of large public bodies, has managed several public rebate programs to encourage citizens to replace aged and inefficient appliances, perform efficiency upgrades and even seek alternative energy options. These accomplishments, in the end, benefit all of the Commonwealth of Virginia by helping us become more efficient and have a better understanding of our energy consumption.

3rd – Department of Mines, Minerals and Energy

The Department of Mines, Minerals and Energy supports public bodies and state agencies to procure and implement Energy Performance Contracts (EPC). These contracts are an agreement between a contractor or Energy Services Company and a customer to meet a guaranteed level of energy and financial savings as a condition of payment. Customers primarily achieve energy savings through equipment replacement and the installation of building control systems, which manage energy consumption. Technical and project management support are provided throughout the process. Measurement and verification (M&V) support also is provided at no cost to customers. The total amount under contract in EPCs supported by DMME over the past 10 years now is approaching \$800 million, resulting in approximately 300,000 tons of avoided CO₂ emissions.

✓ LOCAL GOVERNMENT

1st – Henrico County



Submitted by Henrico County

Henrico County made a commitment to energy efficiency and sustainability with the inception of its robust Energy Management program and the hiring of its first energy manager in 2003. The primary purpose of the Energy Management program is to identify and implement energy efficiency projects and maintain a revolving fund for future projects using the savings from past projects. These

efforts include general government, schools, and public utilities. Initial funding was made available by capturing funds allocated, but not spent on other county projects. Completed projects include energy audits, HVAC and lighting system upgrades, participation in demand response programs, commissioning and retro-commissioning, traffic and street light upgrades, building automation systems, and construction of a 4-megawatt methane gas to electricity generator at the landfill.

The Energy Management program also strives to improve energy education and foster a culture of efficiency and sustainability in the County. Henrico County has held an Energy Fair every year for the past 13 years, educating thousands of people in energy and sustainability practices and technologies. The Energy Manager supports green design and construction efforts for capital projects. To date, 12 new construction projects have achieved Leadership in Energy and Environmental Design (LEED) certification, and six more are pursuing certification. Now in its 14th year, the program continues with its mission to develop Henrico County Government and Schools as the leading local authorities for sustainable energy use and to promote the importance of good energy management for the economic and environmental well-being of the county's residents and employees.

2nd – City of Virginia Beach

As a partner in the EPA Energy Star program, the City of Virginia Beach has implemented an aggressive energy efficiency program. In 2015, after achieving a 15% reduction in electricity usage in city facilities from 2008 - 2013, the city pledged to reduce energy consumption by another 5% by 2020. After one year, the city reduced gross consumption by 4% and consumption per square foot by 3.3%. Through the city's Energy Champions network, employees are empowered to contribute to energy conservation efforts by assisting in energy audits and identifying reduction opportunities. Since 2011, 575 city employees have been trained.

The city began incorporating LED lighting, motion sensors, solar hot water, geothermal and other LEED features into new buildings. Older facilities were retrofitted by upgrading chillers, boilers, and HVAC systems; installing high-efficiency and sensor-controlled LED lighting; adding variable-speed drives for motors and pumps; and upgrading to state-of-the-art DDC systems. The city has installed thousands of LED lights and implemented strict, seasonal temperature set-points in facilities utilizing DDC systems and BacNet compatible, programmable thermostats. An automatic peak shaving technology pilot at the Virginia Beach Convention Center resulted in a 15% peak reduction.

3rd – Fontaine Fire Station

The original Fontaine Fire Station, built in the 1960s, was characterized as a relatively small department with very large responsibilities. One of three stations in Charlottesville, its personnel are primary responders to a wide range of residential, commercial, and special properties. The new multi-use complex was designed to not only modernize and consolidate fire and rescue operations but to house administration, operations, public education, and training functions; fire apparatus; and fire mechanic's shop. The new state-of-the art facility supports the city's long-term vision of conserving energy and promoting environmentally sustainable building practices.

Sustainability features include a 20,000 gallon rainwater harvesting cistern, low-flow fixtures, and on-site captured rainwater for flushing toilets and washing fire apparatus; extensive natural lighting supplemented by solar tubes and facility-wide usage of LED lighting and occupancy sensors; a highly efficient standing column well geothermal heating and cooling to condition all occupied spaces; on-site renewable energy production with a 17.7 kW photovoltaic (PV) roof-mounted system; CO₂-controlled dedicated ventilation; mechanical, electrical, plumbing, and fire protection (FMEP) systems that support "training by design" by simulating smoke and confined spaces for firefighter training.

✓ RESIDENTIAL

1st – WarmWise Web-Based Home Audit Program



Submitted by Columbia Gas of Virginia and Richmond ARC

Columbia Gas of Virginia (CGV)'s Web-Based Home Audit Program allows residential customers to participate in their own energy analysis and places them in the "driver's seat" to achieve an energy efficient future. Customers participating in an online home energy audit receive a customized report recommending home improvements that can be implemented to reduce natural gas usage.

Additionally, qualifying customers can receive up to two free energy efficiency kits to immediately start saving. The energy efficiency kits contain items such as high efficiency showerheads, faucet aerators, door sweeps and weather stripping.

The people behind the scenes packaging the energy efficiency kits are from The Greater Richmond ARC, an organization that creates life-fulfilling opportunities for individuals with developmental disabilities in the central Virginia area. The partnership between CGV and Richmond ARC started in 2010, and to date, more than 25,000 energy efficiency kits have been distributed to CGV customers by the ARC team. Through the end of 2015, CGV's customers have achieved over \$4M in savings through the Web-Based Home Audit Program. CGV plans to spend nearly \$1M dollars on the Web-Based Home Audit Program over the three-year cycle of the WarmWise program (2016-2018).

2nd – 1922 Blair Street

Bain-Waring Home Energy Remodeling, RIC Design Build, and Richmond Region Energy Alliance worked together to renovate a house in the Randolph neighborhood of Richmond. This project achieved near net-zero energy usage by incorporating advanced framing and insulation techniques and thorough air sealing, efficient systems and a 3 KW solar array. Design issues were carefully studied to maximize the 840 available square feet while maintaining the original aesthetic of this row home. Software estimates an 80% reduction in total energy consumption over pre-work totals. This project utilized the City of Richmond Tax Abatement program in an area of opportunity. The project also achieved Home Performance with EnergyStar Platinum Certification, and it won a Leadership Award from the Greater Virginia USGBC for Best Residential Project of the Year, 2015.

The homeowner, Susan Hill, is the Executive Director of the Richmond Region Energy Alliance, a non-profit advocating for weatherization work in the greater Richmond area. Her goal was to restore this modest property to its original luster while helping to improve her community. In addition to home performance concerns, and though there had been significant water and termite damage to parts of the home, Susan was adamant that as much as possible be preserved to maintain the original feel and minimize waste.

3rd – Alexandria Renew Enterprises

AlexRenew is a public utility serving more than 300,000 customers in Alexandria and Fairfax by transforming over 13 billion gallons of wastewater into clean water every year while pursuing the ambitious goal of becoming energy neutral. In 2015, out of the 157 million cubic feet of methane gas produced, 92% of it was used to operate AlexRenew facilities. To become energy neutral, AlexRenew has focused on improving energy efficiency for over a decade. AlexRenew has designated an onsite energy champion and support team who track energy use and promote improvements. Since 2008, AlexRenew has reduced its annual electrical consumption by 41 million BTUs or 17.3%. AlexRenew has also joined the Department of Energy's Superior Energy Performance and Better Plants Program, a voluntary commitment to reduce energy by 25% over 10 years, to achieve ISO 50001 Energy Management Certification.

AlexRenew completed a plant-wide Energy Master Plan Study in 2014 that evaluated the energy use of existing systems and provided recommendations for improvement. The Master Plan, along with onsite power monitors, helps guide energy efficiency upgrades, such as the installation of efficient lighting and adsorption chillers and boiler systems that can use the methane produced onsite. Additionally, as an urban water resource recovery facility, AlexRenew has adopted innovative technologies to remove more nitrogen with less energy and fewer chemicals.

✓ COMMERCIAL

1st – Development of PACE Financing in Virginia



Submitted by Abacus Property Solutions, Virginia Community Capital, and McGuireWoods Consulting

The team was largely responsible for fixing the flawed Property Assessed Clean Energy (PACE) legislation in 2015, which previously did not give the PACE lien priority over existing mortgage holders. Team members include: Preston Bryant, McGuireWoods Consulting, Abby Johnson, Abacus Property Solutions, and Bill Greenleaf, Virginia

Community Capital. Due to the complexity of garnering support in a highly divisive legislature, their approach was multi-pronged including: developing a formidable coalition of private and public sector PACE supporters, raising funds to support lobbying efforts, writing the legislation, negotiating with key stakeholders to remain neutral to the legislation, and securing the most effective legislators to sponsor the bill. Through their efforts, the PACE legislation passed easily – where previous years' efforts to modify the statute failed – with very little opposition in the General Assembly. Since the legislation went into effect in July 2015, the team has been active in building interest, support and knowledge of the value proposition of PACE throughout the state. Some of these efforts include: developing, funding and convening several statewide stakeholder meetings; commissioning and writing a feasibility study for a Virginia PACE program administrator; assisting DMME in developing PACE financial underwriting guidelines that provide guidance to local governments; and working with the Metropolitan Washington Council of Governments (MWCOG) to develop regional technical and financial guidelines to facilitate project development across state lines.

2nd – Arlington County Ballston Garage LED Retrofit

The Ballston Public Parking Garage is a County-owned 2,800-space public parking facility which serves the needs of office workers, visitors, commuters, and retail establishments. In mid-2015 Arlington County upgraded the lighting in the seven-story garage to LED fixtures that are dimmable based on daylight sensing and movement. This \$1 million project serves part of a larger public-private partnership as Forest City Realty Trust renovates the adjacent Ballston Mall.

Lighting is the dominant energy use at this garage. Electricity is also used for elevators, space conditioning of lobbies and service offices, and ice melt protection in winter. About 1,400 metal halide fixtures were replaced, and 300 additional fixtures were installed to provide attractive, consistent illumination throughout the facility. This project is saving over 1 million kWh a year, with avoided costs of electricity of over \$60,000/year, with additional maintenance cost savings thanks to the longevity of the LEDs. This project has also cut peak power demand by over 100 kW. Total electricity use is down about 40% after this LED retrofit, despite the addition of 300 additional fixtures.

3rd – Exact Energy Inc.

Exact Energy, Inc., located in Farmville, Virginia, was formed by President and CEO Josh Ludgate with the purpose to provide energy management services focused primarily on agricultural and commercial businesses. By 2010, Exact Energy had partnered with The Virginia Cooperative Extension to provide energy audits for an on-farm energy efficiency pilot program funded by a grant from the Virginia Tobacco Commission. The pilot program was extended totaling 120+ energy audits. In 2013, Exact Energy became a technical service provider for the Natural Resources Conservation Service (NRCS) to write agricultural energy management plans in Virginia. Beginning in 2014, Exact Energy became incorporated and extended its services to the southeast region now covering five states.

Exact Energy, Inc. continues to grow the business by providing renewable energy feasibility studies, farm layout design and agricultural and commercial equipment design improvements. As of this writing, Exact Energy, Inc. has conducted over 300 ASHRAE Type 2 energy audits, over 100 energy assessments and dozens of renewable feasibility studies mainly for Virginia's agricultural producers and small business owners.

✓ LOW INCOME

1st – Live-Stream Distance Learning Training



Submitted by Community Housing Project

Community Housing Partners' (CHP) innovative energy efficiency training project involved a live broadcast from a manufactured home in Virginia to the statewide Weatherization Assistance Program (WAP) conference in Minnesota. Having been a WAP provider for 40 years, CHP knows firsthand the importance of equipping WAP crew members with the knowledge, skills, and abilities to produce quality work resulting in maximum energy

savings for the low-income households served by the program. Therefore, CHP's Energy Solutions division, based in Christiansburg, Virginia, has become a leading provider of weatherization training for statewide WAP networks across the country.

In 2016, CHP was selected by the Minnesota Department of Commerce to offer training around manufactured housing at their annual statewide conference for WAP providers. CHP trainers quickly realized that the conference location would make it difficult to bring in a manufactured home to do hands-on training, so CHP proposed doing a distance learning broadcast of our trainer in Virginia performing live instruction on a manufactured home. With only a six-week planning period, CHP worked with Minnesota to develop a 3.5 hour live-stream training session with relevant predefined topics and real-time Q&A. Using an in-house technical production team, CHP coordinated live video, interactive audio, and a Skype broadcast. The \$6,000 invested in the live-stream training impacted 22 WAP providers in Minnesota and approximately 80 weatherization professionals. The pilot project enabled CHP to develop a new approach to energy efficiency training that will be replicated nationally, and potentially internationally.

2nd – Appalachian Power Company

Appalachian Power Company (APCO), a subsidiary of American Electric Power (AEP), primarily provides electric service in Southwest Virginia and, since 2011, has partnered with the Virginia Weatherization Assistance Program (VWAP) to provide two programs to weatherize homes of low-income rate payers. The first program provided \$500,000 in supplemental funding to 11 VWAP programs in the APCO service area to help weatherize 177 homes in 31 counties and 14 cities in Virginia. The homes weatherized utilizing AEP Foundation funds resulted in an average of 25% in energy savings per household.

The second program began in March 2015 as a demand-side management program designed to provide weatherization services to low-income homes in the APCO service area. Again, the services of the Virginia Weatherization Assistance program were enlisted. This program is scheduled to run for three years and conclude in December 2017. Almost \$3 million in funds have been earmarked and to date: 304 homes have been weatherized, \$1,082,238 of APCO funds have been spent, and an estimated energy savings of 2,032,066 kWh has been achieved.

3rd – Arlington-Alexandria Energy Masters

Managed by Arlingtonians for a Clean Environment in partnership with the Virginia Cooperative Extension and Arlington Thrive, the Energy Masters program is a highly effective model for energy and water efficiency education, community engagement, and volunteer activism. It directly addresses climate change and water conservation, improves the lives of residents living in affordable housing and builds stronger community connections by engaging volunteers in service projects. The program provides volunteers with extensive training in energy efficiency and water conservation, which they use in service to the community by making improvements to affordable housing buildings and by providing education. It also helps low-income families reduce their energy and water bills and improve the comfort of their homes. Energy Masters encourages behavior change in residents of all ages, races, and socioeconomic backgrounds, thereby reducing the carbon footprint of the residents and conserving resources, which benefits the community as a whole.

✓ ACADEMIC

1st – Manassas Park Elementary School & Pre-K



Submitted by 2rw Consultants, Inc.

The new Manassas Park Elementary School and Pre-Kindergarten were built to complete the elementary campus. Originally pre-manufactured buildings, the goal was to create a campus that was not only environmentally sustainable but that was also a resource to teach students about environmental stewardship. Design decisions were made with the expressed goal of showcasing as many teachable moments as possible and

sustainable design is integrated within the curriculum. The buildings are designed to meet the American Institute of Architects (AIA) 2030 Challenge and use 50% less energy than code-compliant schools.

Features include near north/south-oriented classrooms to maximize visible and controllable light; north-facing roof monitors provide daylight to pre-K classrooms and nearly 100 tubular skylights illuminate many other areas; sunscreens shade south glass and light louvers reflect light onto sloped classroom ceilings; lights in all rooms with exterior windows are automatically dimmed using daylighting sensors; photo-sensors, organized in three lighting zones, activate artificial light only when needed to supplement natural lighting; ground-source heat pumps, variable-speed pumping, pre-treatment and total energy recovery for ventilation air; building automation system optimized system operation; natural ventilation; rainwater harvesting; low-consumption fixtures and kitchen equipment; most construction waste was diverted from landfills; 20% of building materials are recycled products.

Tied 2nd – Fairfax County Public Schools ‘Get2Green’

Fairfax County Public Schools is the 10th largest school district in the nation with over 220 facilities comprising of 197 schools, 11 centers and other support buildings. The county has expanded their comprehensive education and sustainability program into a systemic collaboration driven by students, staff, businesses and the greater community through a variety of initiatives. These initiatives are aligned with their Strategic Plan called ‘Ignite’ in both Student Success and Resource Stewardship. Through creation of a Sustainability Committee, the county brought together stakeholders to scaffold existing programs, strengthen their purpose, provide new and innovative programs, expand student involvement and provide greater community outreach. As a direct result, the county has: created competitive programs to build division-wide awareness campaigns; provided annual student internships with authentic sustainable experiences and; engaged over 160 of their schools through the Get-2-Green program to drive student stewardship activities such as recycling, building wildlife habitat, conserving energy and growing their own food. Get2Green’s mission is to promote student learning and action using the environment as a foundation. The county partnered with the National Wildlife Federation’s (NWF) Eco Schools USA program.

Tied 2nd – Henry County Public Schools

Henry County Public Schools (HCPS) believes all students and staff must be good stewards of the environment. Since 2009, HCPS has developed their energy conservation program with short and long range strategies to reduce energy consumption, recognizing that minimizing energy consumption and related costs will maximize funds for use in the classroom.

Accurate records of energy consumption and cost have been maintained and shared with the community. From 2009 to 2016, the cost avoided savings totaled \$3,627,323 which equates to a savings of 29.24%. In addition to facility improvements and significant savings in the past six years, HCPS also recognizes that healthy behaviors of students and staff are vital to the success of the school’s instructional program. HCPS is an Energy Star Award recipient for the last four years- for all fourteen of its schools, Energy Excellence Award for Energy Savings (2011), Energy Excellence Award for Environmental Savings (2012), Virginia School Board Association Green Schools Challenge with Second Place Platinum Certification overall in the State (2012), Virginia School Board Association Green Schools Challenge with First Place Platinum Certification overall in the State (2013 and 2014).

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The Virginia Energy Efficiency Council is a 501c3 organization headquartered in Richmond, Virginia that provides a platform for stakeholder engagement while assessing and supporting programs, innovation, best practices, and policies that advance energy efficiency in Virginia.

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