The National Association of Energy Service Companies, (NAESCO) proudly celebrates nearly four decades of leadership in promoting, developing, and advocating for the central role of energy efficiency as part of a comprehensive national energy agenda.

NAESCO serves as the national voice of the ESCO industry through its federal and state advocacy efforts which have a direct impact on the strategic interests of our members. We are proud that our industry and our members have been at the forefront of ensuring a robust economy by providing essential investment, jobs, and infrastructure improvements.

We work together with our membership to promote the aggressive pursuit of energy efficiency at state, federal, and international facilities; to ensure the key role of ESCOs in delivering energy efficiency resources; and to build new market opportunities while growing existing markets.

Who Joins NAESCO?

- ESCOs
- Energy Efficiency Contractors
- Demand Response providers
- Utility distribution companies
- Distributed generation companies
- Efficient and renewable technologies suppliers, manufacturers, and distributors
- Engineers
- Consultants, lawyers, and industry specialists
- Project financiers

Our Mission

The mission of the National Association of Energy Service Companies (NAESCO) is to promote efficiency as the first priority in a portfolio of economic and environmentally sustainable energy resources and to encourage customers and public officials to think energy efficiency first when they are making energy resource procurement or energy policy choices.
Advocacy and Influence

NAESCO’s advocacy work on both the state and federal level has been built around growing market opportunities for ESCOs and their key providers and partners. Our influence is reflected in our success. Key priorities include the following:

• Ensuring federal administration policies continue a high level of performance contracting work;

• Supporting national and state policy initiatives that will boost energy efficiency and performance contracting;

• Proactively advocating for ESCO business friendly laws, regulations, and guidelines, such as supporting the extension of federal tax deductions and credits that boost energy efficiency and performance contracting;

• Defending ESCO enabling legislation or policies that are under attack; and,

• Working to relieve the bottlenecks that are crippling state buildings ESPC programs in several states with large potential ESPC markets.

“NAESCO has had a large impact on energy efficiency policy over the years. From its twenty year vocal participation in California, New York, and New Jersey legislative and regulatory proceedings, its active participation in national, regional, and state policy groups to its leadership on carving out an exemption for ESCOs during the Municipal Advisory rulemaking at the SEC and its key role in obtaining the 179D tax deduction extension twice, NAESCO has been an effective voice for the energy service industry.”

Greg Collins, President, Energy Systems Group

“When there is political pushback threatening the viability of performance contracting, energy efficiency, and the role of ESCOs in delivering energy savings, NAESCO is a “go to” resource for advice and counsel. NAESCO does the hard work of getting directly involved on behalf of the industry, identifies key decision makers, crafts the strategy, and makes the policy arguments.”

Darcy Immerman, Senior Vice President, Resiliency, Energy, AECOM

Market Building and Business Development

NAESCO works collaboratively with allied trade organizations, policy groups, and customer representatives to accelerate market development and growth. NAESCO also undertakes research on industry trends and practices for DOE and the national laboratories, the results of which are shared with NAESCO members and the public at large. In addition, NAESCO meets with international delegations and has formed ties with ESCO groups and interested parties around the globe.
Business Networking and Educational Opportunities

NAESCO offers multiple forums for networking and education through high quality workshops, conferences, and webinars.

- NAESCO’s **Federal Market Workshop** held annually in the spring, in Washington, DC, focuses on the key elements, updates, changes, processes and people in the Federal energy efficiency market.

- NAESCO annually hosts a dual track **Summer Workshop**, which features sessions on the latest industry trends and practices in technology and financing.

- In the Fall, NAESCO hosts its **Annual Conference & Vendor Showcase**, bringing together industry experts, the leading ESCOs, and a broad range of industry suppliers. The conference sessions feature timely topics about market growth and development as well as business issues of importance to the industry. The Vendor Showcase features exhibits of the latest innovations, technologies, and services. Member exhibitors can participate in the “**Face-to-Face**” Meetings with the ESCO representatives at the Annual Conference & Vendor Showcase. Member exhibitors choose among participating ESCOs and are scheduled three to four one-on-one meetings, which are set up during a designated time period.

- NAESCO provides a diverse offering of quality educational **webinars** throughout the year.

- New members are eligible for **mentoring** by an ESCO member. During the first year of membership, members are assigned a mentor to help new members maximize the benefits of belonging to NAESCO.

“Philips Lighting has been an active NAESCO member for more than two decades. The opportunity to network and develop relationships with the senior management teams of the nation’s leading ESCOs is invaluable. We benefit greatly from NAESCO’s conferences and workshops, where we are able to both forge strong relationships with NAESCO members, as well as identify key trends and insights that make our strategic market plans more effective.”

Heather Milcarek, Marketing Leader, Professional Channel, Philips Lighting Company

“NAESCO’s conferences are substantively very sound and their programs are quite worthwhile. The sessions tend to focus on immediate market challenges and opportunities as well as those looming on the horizon.”

Jeff Flathman, President, Energy Solutions Professionals

“NAESCO has been, and continues to be, the pre-eminent source for knowledge, guidance, support and networking for all issues related to the energy services industry. Our membership has helped FSG gain valuable insight to the market, and has created great networking opportunities that can help our business grow.”

Robert Ragozine, Managing Director Energy Services, Facility Solutions Group
Industry Best Practices – Accreditation

NAESCO recognizes industry best practices through its voluntary accreditation program.

NAESCO offers three categories of Accreditation for companies in the energy service business: Energy Service Company (ESCO), Energy Service Provider (ESP), and Energy Efficiency Contractor (EEC).

A committee of industry experts evaluates criteria including the following: the precise nature of the applicant’s business; the range of measures and services offered to customers; the availability of a performance-based project approach; ethical business practice commitment; project engineering and design, financing, project management, operations, and maintenance capabilities; and the capability of verifying and monitoring energy cost savings.

Valuable Resources

NAESCO’s website is your source for:

- Industry news and reports
- Case studies
- A Preferred Product Providers Guide
- Industry job bank
- Quarterly newsletter, NAESCO News

Members have exclusive access to:

- Member Directory
- Annual Management Report
- Advocacy updates
- Notifications of RFQs and RFPs
- Speaking opportunities at conferences and webinars

“Being an accredited member of NAESCO gives us an important edge when competing for major projects. Customers feel more comfortable knowing that our organization possesses the rigorous standards required of accredited companies.”

John W. Mahoney, CEO, OpTerra Energy Services, a subsidiary of ENGIE

“Because NAESCO requires applicants to undergo a rigorous evaluation of their project history, customer references and energy savings achievements in order to receive and maintain their accreditation, our customers commonly use this accreditation as a pre-qualification or minimum requirement in selecting an ESCO. In doing so, our customers can employ this as a method for ensuring respondents will be able to meet the rigorous financial and performance obligations required by traditional energy performance contracting programs.”

Steve Siverson, President, Climatec BTG
Industry Database

NAESCO and the Lawrence Berkeley National Laboratory (LBNL) have developed and maintained a project database which is a unique source of information about industry practices and allows NAESCO and LBNL to track market penetration and industry trends. Aggregated information is made available periodically through published reports that can be used by your company for research and business development purposes.

Join NAESCO and Get Involved

NAESCO membership is corporate. Everyone on your team can participate in NAESCO activities and initiatives. Membership includes discounted rates for meetings, events, and booth space for all representatives of your company.

Membership Categories

ESCO Member

Energy service companies (ESCOs) directly providing performance-based retail energy services including energy efficiency. All ESCO members are eligible for a seat on Board of Directors.

- US $7,803 annually (Companies with gross revenues of less than $25 million)
- US $17,297 annually (Companies with gross revenues between $25-175 million)
- US $18,103 annually (Companies with gross revenues of more than $175 million)

“NAESCO has been extremely valuable to our company. The ability to network with senior leadership, understand market dynamics and market to our customers has been a real competitive advantage for us through the years.”

Kurt Minko, President, Retro-Tech Systems, Inc.
Energy Service Affiliate Member - US $7,500 annually

All energy service providers including utilities (utility-affiliated energy service companies acting as ESCOs in the marketplace must join as ESCO members); equipment manufacturers, distributors, and suppliers; engineering and design companies; financial institutions; companies engaged primarily in power marketing, brokering, commodity risk management, and facility management; consultants; and trade association representatives.

Associate Energy Service Affiliate Member - US $4,000 annually

The same as Energy Service Affiliate Member, but for providers with annual gross revenues of less than $3 million.

International Member - US $2,000 annually

Companies or individuals domiciled outside the U.S. involved in selling energy services outside the U.S. Companies based in the U.S. which pursue international business opportunities are not eligible to join in this category.

Membership Benefits and Application

A complete list of membership benefits for each category and the membership application can be found on NAESCO’s website: http://www.naesco.org/membership

For More Information about Membership: info@naesco.org or 202-822-0950

“As a founding member of NAESCO more than 30 years ago, I am honored to see the Association continue to help shape and advance the industry. Ameresco has been a member of NAESCO since the company’s inception, and we derive value from our participation.”

George Sakellaris, President and CEO, AMERESCO

1615 M Street, NW
Suite 800
Washington, DC 20036
Phone: 202-822-0950
Fax: 202-822-0955
Web: www.naesco.org