

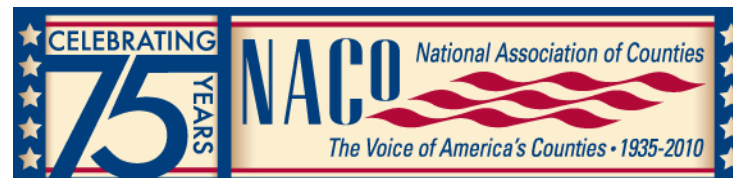
*Impact of Stimulus Money and State and Local Government
Spending on Efficiency: What We Know So Far*

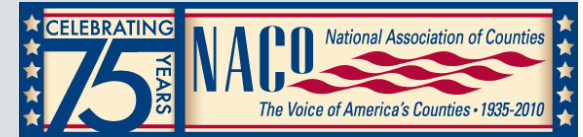
National Association of Energy Service Companies' Federal Market Workshop

March 19, 2010

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National Association of Counties

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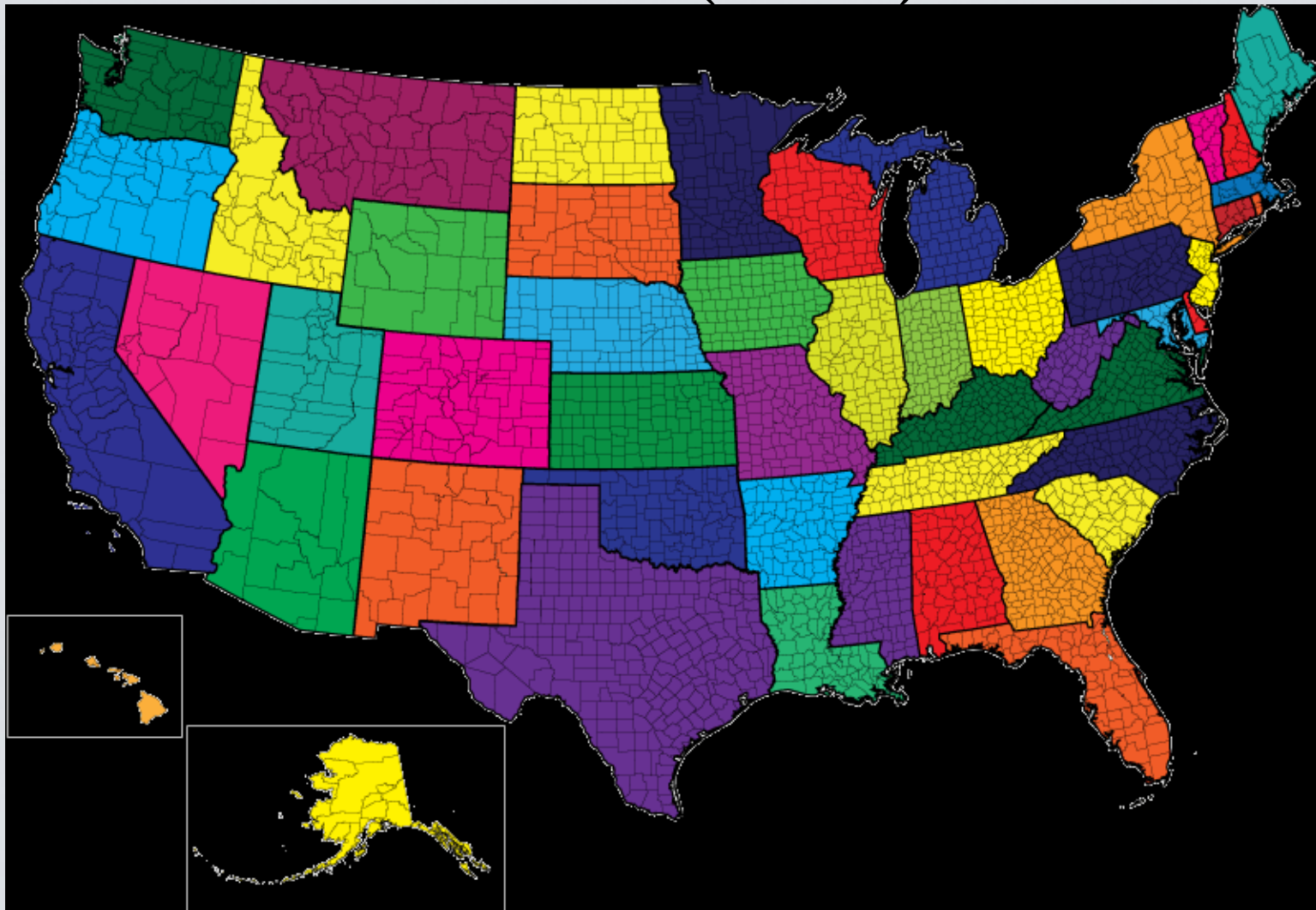


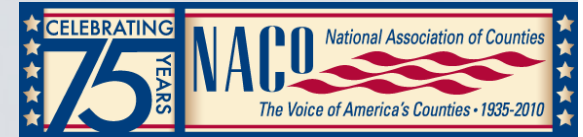


National Association of Counties

- The only national organization representing county governments in the U.S.
- Four organization arms: NACo (parent), NACo Financial Services Corp., NACo Financial Services Division, NACo Research Foundation
- Represent the interests of all 3,068 counties

NACo (cont)





NACo (cont)

- Represent over 80 percent of the nation's population
- Rural, urban, suburban areas
- Elected and appointed county officials – all demographics, political party affiliations
- National rural and urban caucuses

Energy Efficiency and Conservation Block Grant Program

- Approximately 440 counties ultimately received formula allocations totaling over \$630 million

- As of 1/12/10 – 430 counties received awards totaling over \$624 million

EECBG (cont)

Number of counties by award amount:

Over \$10 million	4
Between \$10 million and \$5 million	21
Between \$5 million and \$1 million	111
Less than \$1 million	294

EECBG (cont)

Number of awards by population:

Less than 50,000	63 counties totaling over \$7 million
Between 50,000 and 250,000	197 counties totaling over \$92 million
More than 250,000	170 counties totaling over \$525 million

EECBG Implementation

- DOE's efforts on getting funds out the door

- Status is mixed – e.g. some counties still awaiting strategy approval

- Challenges for counties
 - Funding requirements
 - Capacity building
 - Level of sophistication
 - Long-term fiscal outlook – impact on operations

EECBG Implementation (cont)

Examples of county activities

- Lighting replacements in courthouses
- Chiller replacements in county jailhouses
- Installation of energy efficiency light and automated building controls in various county facilities
- Installation of renewable energy technologies on county buildings
- Development of strategy, benchmarking, and goals for comprehensive EE plan for county-owned facilities

Concrete steps to accelerate dispersal of funds

Federal

- Establish and strengthen the partnership between federal/local levels
- Engage local government representatives – increases value of grantee feedback
- Information management (internally/externally)
- Capacity – building and managing

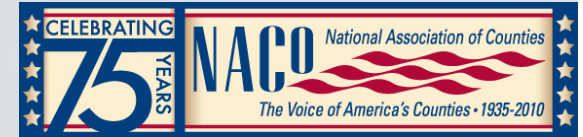
Concrete steps to accelerate dispersal of funds

Counties

- Assistance outreach – ability v. willingness (perceptive barriers)
- Revisit local procedures – areas to streamline (e.g. requirements before bids go out)
- Capacity building and fiscal outlook

What NACo is doing:

- Information conduit - Managing listserv
- Assistance (higher level/non-technical)
- Liaison to DOE for counties
- Building knowledgebase



Green Government Initiative

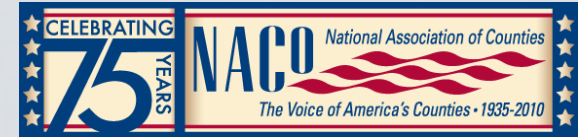
To serve as a catalyst between local government and the private sector to facilitate sustainable practices, products and policies that result in financial and environmental savings for America's counties.

Initiative focuses on nine program areas, including: energy efficiency and green building, renewable energy generation, and green jobs and local economies.

Green Government Initiative (cont)

Priorities for 2010:

- Energy management and EECSBG implementation
- Community-wide sustainability planning
- Cost savings and ROI
- Green jobs and local economies
- Local food supply and community gardening



Green Government Initiative (cont)

Projects for 2010:

- County community-wide energy management guide
- Guide to green jobs and local economies
- Case studies highlighting successful counties performing EE upgrades

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Thank you
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