



Education's Choice for **Smarter EPCs**

The ECG Group is a trusted, independent partner that seamlessly manages and leads energy performance contracts (EPCs) — so school districts can be confident their energy-saving initiatives result in environmentally and fiscally responsible improvements and a world-class educational setting.



WHO WE ARE

The ECG Group is the technical owner's representative school districts trust to seamlessly drive the EPC process. We act as your district's advocate, collaborating with—and proactively managing—the energy services company (ESCO) so you can be confident your energy-saving initiatives result in capital improvements and a world-class learning environment.

Recognized as much for our unparalleled knowledge and experience as we are for the passion for education that we share with school districts, at ECG we ensure that every EPC is environmentally responsible, fiscally sound, and educationally enriching.

No firm possesses our in-depth knowledge, proven track record—or client-focused commitment: ECG has successfully worked as the technical owner's representative on more than **120 energy projects** that have produced over \$1 billion in energy-saving improvements. The **same team** that leads our firm leads every EPC engagement, bringing a level of expertise and personable, accessible service that is unmatched.



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WHAT WE DO

The ECG Group is education's energy performance contract (EPC) advocate.

Proactively managing EPCs for school districts is all we do. This singular focus, along with the commitment to educational excellence we share with our district partners—and our unparalleled professional expertise—mean you can be confident your EPC results in environmentally and fiscally responsible improvements and a world-class educational setting.

With an EPC, your district can obtain long-term energy and cost savings by incorporating energy-saving improvements—such as new windows, lighting, HVAC equipment or **solar energy**—with no out-of-pocket expenses or referendum. All expenses are paid for out of your guaranteed savings—plus, your district gains a guaranteed positive cash flow.



We leverage our **decades of experience** to ensure your district gets every penny. As your EPC partner, we:

- *Identify your EPC's size and potential scope*
- *Request competitive proposals from energy services companies (ESCOs)*
- *Review your investment-grade comprehensive energy audit (CEA)*
- *Help your attorney prepare the contract*
- *Prepare plans and specifications*
- *Oversee project construction*
- *Verify actual energy savings for three years—so you know you're realizing the savings you're anticipating*

Whether you are interested in simply exploring the feasibility of an energy project, or are already committed to moving forward with one, for your EPC think ECG.

We ARE education's choice FOR SMARTER ENERGY PERFORMANCE CONTRACTS

ECONOMIC • ENVIRONMENTAL

- Upgrade facilities with guaranteed energy savings that are measured and quantified
- Reduce energy consumption and operating costs
- Create good paying jobs
- Reduce absenteeism
- Increase occupant comfort
- Increase productivity
- Increase security and fail-safe communication systems
- Reduce carbon footprint
- Healthy building and learning environments

ADVANTAGES OF EPC OVER TRADITIONAL CAPITAL PROJECTS

- Zero Taxpayer Impact
- Rapid Implementation
- Enjoy the latest innovations in technology (solar, geothermal, wind) in a fiscally-sensible way
- No Referendum (board vote only)
- Positive cash flow over term of project
- Guaranteed Savings — 30% on average

TYPES OF IMPROVEMENTS POSSIBLE

- Roofs
- Doors
- Energy Management Systems
- Lighting, lighting controls, daylighting
- Cogeneration
- Pneumatic to Direct Digital Control (DDC) technology conversion
- Solar Photovoltaic (PV):
Roof, Ground, Carport, Canopy
- Windows
- High Efficiency Boilers
- Heating and Ventilation Systems
- Geothermal
- Oil to Gas Conversion

“I trust ECG. The advice they give me on EPC projects makes me very comfortable about the work we will be doing... I’m very happy with the way my EPC projects with ECG have turned out, and I think they are a great model for other districts to follow.”



**DR. MICHAEL NAGLER,
SUPERINTENDENT OF SCHOOLS
MINEOLA PUBLIC SCHOOLS
NEW YORK STATE 2020
SUPERINTENDENT OF THE YEAR**

NEWBURGH ENLARGED CITY SCHOOL DISTRICT • NEWBURGH, NY

School districts are constantly faced with the challenge of maintaining comfortable work and learning environments for staff and students. And oftentimes, upgrades to administration spaces are passed over for more critical needs in education spaces. In this project, ECG helped the school district identify critical energy-saving upgrades at the Board of Education's administration & public library buildings. Several critical, essential infrastructure upgrades were addressed while also identifying opportunities for renewable energy generation district-wide. Upgrades such as full window replacements, boiler upgrades, chiller replacements, and district-wide modernization of temperature controls helped create a more comfortable, energy efficient learning environment.

ENERGY PERFORMANCE CONTRACT PROJECT STATISTICS

PROJECT SIZE

\$28.6 Million

PROJECTED ENERGY SAVINGS (ANNUAL)

\$1.29 Million

REDUCTION IN ENERGY COSTS

60%

STATUS

In Progress

ESCO

Johnson Controls

FIVE EXAMPLES OF ENERGY CONSERVATION MEASURES:

- Comprehensive interior & exterior LED upgrades
- Boiler upgrades
- Conversion of pneumatic controls to Direct Digital Control (DDC) technology
- Solar PV across 9 buildings totaling over 1 MegaWatts (1 MW)
- 100% window replacements at the district administration building & public library

“The energy performance contract offers tremendous financial, infrastructure, and environmental benefits for the community. Not only are we receiving close to \$30 million worth of needed building upgrades with zero taxpayer impact, but we are also modernizing our facilities and reducing long-term operational costs for years to come.”



DR. ROBERTO PADILLA,
SUPERINTENDENT OF SCHOOLS,
NEWBURGH ENLARGED CITY
SCHOOL DISTRICT 2021 NY STATE
SUPERINTENDENT OF THE YEAR

PINE PLAINS CENTRAL SCHOOL DISTRICT • PINE PLAINS, NY

One of the first school districts in New York to install and own a fully operational ground-mounted Solar array. As a result of the District's state aid ratio and the installation's strong return on investment, the savings far exceed the costs of the project, generating excess positive cash flow throughout the 18-year project term. With the advancement of technology the project could support critical needs such as upgrades to the heating systems and elimination of all pneumatic temperature controls.

ENERGY PERFORMANCE CONTRACT PROJECT STATISTICS

PROJECT SIZE

\$5.2 Million

PROJECTED ENERGY SAVINGS (ANNUAL)

\$213,459

REDUCTION IN ENERGY COSTS

53%

STATUS

Completed – Summer 2020

ENERGY SERVICES COMPANY

Siemens

FIVE EXAMPLES OF ENERGY CONSERVATION MEASURES:

- LED Lighting
- Ground-Mounted Solar Array
- Building Automation System Improvements
- Fuel Oil - Propane Conversions
- Plug Load Controllers



“In my career as a school superintendent this is my third energy performance contract project. I can say without reservation that ECG’s involvement in the current project has made it the smoothest process that I have experienced. I can recommend ECG to any school district considering an energy performance contract project. The involvement of this firm in the earliest stages of the energy performance contract process is critical to the ultimate success of the project.”

– Dr. Martin D. Handler, Superintendent,
Pine Plains Central School District

PINE BUSH CENTRAL SCHOOL DISTRICT PHASE II • PINE BUSH, NY

In Phase I, the District was unable to fund the full elimination of pneumatic control needs. By pursuing a Phase II project, after realizing initial savings and capitalizing on additional energy savings opportunities, the District can utilize the advanced technology in lighting and solar to fund the rest of the pneumatic value elimination and fund other capital work.

ENERGY PERFORMANCE CONTRACT PROJECT STATISTICS

PROJECT SIZE

\$7+ Million

PROJECTED ENERGY SAVINGS (ANNUAL)

\$422,000

REDUCTION IN ENERGY COSTS

30%

STATUS

In Progress

ENERGY SERVICES COMPANY

Ameresco

FIVE EXAMPLES OF ENERGY CONSERVATION MEASURES:

- Comprehensive LED Upgrade
- Elimination of Pneumatic Controls
- Installation of over 1.5 MW of roof-mounted Solar PV
- Unit Ventilator Replacement
- Domestic Hot Water System Upgrades



SCHENECTADY CITY SCHOOL DISTRICT • SCHENECTADY, NY

Like many other school districts, they are currently in the midst of a large and comprehensive capital construction project. In developing the EPC scope of work and financials, the team worked directly with the district and capital construction team to proactively coordinate future work and the implementation schedules. Additionally, the district wanted to ensure that they did not exceed each building's maximum cost allowance. ECG and the district assessed all capital plans at each building to ensure that the New York state aid reimbursement was maximized at each building. As with all projects, the client had its own unique set of constraints in developing the EPC project and ECG's engineers were able to navigate these challenges to produce an EPC that generate savings, fund capital work, and produce positive annual cash flow.

ENERGY PERFORMANCE CONTRACT PROJECT STATISTICS

PROJECT SIZE

\$9.4 Million

PROJECTED ENERGY SAVINGS (ANNUAL)

\$493,026

REDUCTION IN ENERGY COSTS

30%

STATUS

Estimated Spring 2022

ENERGY SERVICES COMPANY

Honeywell

FIVE EXAMPLES OF ENERGY CONSERVATION MEASURES:

- LED Lighting
- Elimination of Pneumatic Controls
- Boiler Upgrades
- Rooftop Unit Replacements
- Pool Boiler Upgrades



SAMPLE LIST OF ECG PROJECTS

Bedford Central School District, NY

[Central Islip School District, NY - Phase II & III](#)

Commack School District, NY - Phase I & II

East Islip School District, NY

Eastport-South Manor School District, NY

Floral Park Bellerose School District, NY - Phase I & II

[Freeport School District, NY](#)

Guilford Town and School District, CT

[Kings Park School District, NY - Phase III](#)

Lindenhurst School District, NY - Phase I, II & III

[Middle Country School District, NY - Phase I & II](#)

[Mineola School District, NY - Phase I & II](#)

Monticello School District, NY

[Newburgh Enlarged City School District, NY](#)

Nyack School District, NY

Pearl River School District, NY - Phase I & II

Plainedge School District, NY - Phase I & II

[Schenectady City School District, NY](#)

[School District of Philadelphia, PA - Pilot, Phase I & II](#)

Pittsburgh Public Schools, PA

Southampton School District, NY

West Islip School District, NY

Pawling School District NY

Westbury School District, NY

Oceanside School District, NY

Croton-Harmon School District, NY

Washingtonville School District, NY

[Long Beach City School District, NY](#)

[Pine Bush School District, NY - Phase I & II](#)

[Pine Plains Central School District, NY](#)

Sayville School District, NY - Phase I & II

[Valley Stream 30 School District, NY](#)

[East Haven, Town and School District, CT](#)

Carle Place UFSD, NY - Phase I & Phase II

[Sachem School District, NY - Phase II & III](#)

[Valley Stream 13 School District, NY](#)

Valley Stream 24 School District, NY

[Waterbury City and School District, CT](#)

Bethlehem School District, NY

Branford, Town and School District, CT

Northport-East Northport School District, NY

[State Correctional Institution Dallas, Pennsylvania](#)

Department of Corrections, PA

Pennsylvania State Police, PA

Chappaqua School District, NY - Phase I & II

Vestal School District, NY

Cheshire Town and School District, CT

New Rochelle City Schools, NY - Phase I & II

What do the NYS Office of the Comptroller and US Government Accountability Office have in common?

Both agree that having technical expertise to validate the savings during energy performance contracts is critical to a successful outcome. Read their reports [here](#) and [here](#).

“I have been working with ECG for approximately 10 years, and I could not recommend them more highly. They have held our hand through \$35 million worth of EPC work, making sure that the completed project lived up to the contractual obligations for the district”

– [Laura Newman, Asst. Superintendent for Business and Operations, Commack School District](#)

“Although initially skeptical of the EPC concept, through my work with ECG, I became convinced that, with the right representation, an EPC can be an extremely effective tool for school districts looking to fund capital work without raising taxes or impacting their budgets. I do not believe our EPC would have gone as smoothly as it did if ECG were not involved, representing the district’s interests actively at all times.”

– John Belmonte, Assistant Superintendent for Business, Sayville Union Free School District

“ECG’s team is extremely knowledgeable about the many intricacies of an energy performance contract. Their depth of knowledge and expert guidance helped me make informed decisions on behalf of the District, and feel confident that the project was always in our best interest. I wholeheartedly recommend ECG to any organization interested in receiving the maximum benefit from an energy performance contract.”

– [Michael I. Devito, Esq., Chief Operating Officer, Long Beach Public Schools](#)

“It wasn’t just a home run, it was a grand slam. The feedback we’ve gotten from the community is that people are excited.”

– Robert Scavo, Former Sachem Board Of Education Vice President

“The ECG Group are meaningful partners in that they walk you the entire EPC process in a way where you stay informed, and they guide you to make the kinds of decisions that will promote the most savings and best benefits for the school district.”



**DR. CONSTANCE EVELYN,
SUPERINTENDENT OF SCHOOLS,
VALLEY STREAM UNION FREE
SCHOOL DISTRICT 13**



Kendra A. McQuilton

CHIEF EXECUTIVE OFFICER

Kendra is responsible for all high-level management including setting and communicating the company's strategic direction, balancing resources, ensuring the company's values are applied from top to bottom, making decisions related to human resources, legal, and financial matters, and overseeing and delivering the company's performance.



Ashley M. Heintz-Lynch

DIR. OF BUSINESS DEVELOPMENT

Responsible for the expansion of ECG's customer base and business growth, Ashley develops, coordinates and implements plans and initiatives to capture company opportunities. She leads ECG's marketing, social media and event planning.



David M. Newman **PE, CEM, LEED-AP, CEA, GBE**

VICE PRESIDENT, ENGINEERING

David has over 20 years of diverse experience in engineering project management and engineering design services. He manages ECG's internal and project operations.



Dr. Chuck Russo

DIR. OF STUDENT ENGAGEMENT

Dr. Russo has over 38 years of experience in education, including 15 years as a Superintendent of Schools in New York. He also served as President of the Suffolk County School Superintendent's Association and SCOPE Education Services. As Director of Student Engagement, Dr. Russo is responsible for giving students and staff a voice in the building improvement process, and helping school districts leverage their EPCs to enhance the educational experience through curricular and extra-curricular content and programming.



O. Von Banks

NATIONAL DIR. OF DEVELOPMENT

Von has over 16 years of experience in construction and development on the local, state and federal levels. His primary focus is on county, local and state government facilities and institutions.



Herb Chessler

EDUCATIONAL FINANCE SPECIALIST

Herb Chessler has over 35 years of experience in school district finance, 20 of which were as the Chief School Business Official. Herb also served on the Board of Directors of ASBO NY and as the President of ASBO NY for the 2014-15 year. As ECG's Educational Finance Specialist, Herb will help school business officials understand the benefits of EPCs and their unique financial mechanics.



Aldo Mazzaferro **PE, CEM, CEA**

DIRECTOR OF TECHNICAL SERVICES

Aldo is responsible for overseeing all technical aspects of ECG's projects. He ensures the successful completion of each project by providing technical oversight to each client's satisfaction and through the management of ECG's energy engineering team. Aldo's team is primarily responsible for conducting energy benchmarking studies, analyzing site-specific project proposals, and providing technical guidance to our customers in project development, contract negotiations and the implementation phase.