



Last June I was contacted by Jack Cunningham from Environmental Systems Corporation (ESC) who introduced me to an energy conservation program Eversource was conducting. The Eversource program offered up to 80% in incentives towards an energy conservation project. This was a time sensitive program and the calculations for the project had to be submitted to Eversource by September 1st with substantial installation by December 31<sup>st</sup>. I was a little skeptical since I had done some energy projects with the utility before and they seemed to have a much longer time frame.

I was pleasantly surprised when Jack returned a \$341,865 project with an incentive of \$324,277, leaving \$17,587 we had to pay out-of-pocket. The project provided immediate yearly savings of \$80,578 in addition to the maintenance savings associated with the project. The project included LED lighting, steam system installation, steam trap repairs and kitchen hood controls. The utility also allowed us to include savings from a high efficiency chiller and steam traps we had previously fixed earlier in the year.

ESC offered a turn-key project ready to go. Their staff is professional, courteous and prompt. They provided regular updates and I was able to discuss any issues that arose resulting in satisfactory resolution. Also notable, the installers were neat during project installation. We are currently considering a Phase 2 project taking advantage of new Eversource programs now available. We will continue to work with Jack and the folks at ESC.

If you think your company could benefit from this type of program, I would recommend having a conversation with Jack Cunningham of ESC. He is a professional with extensive knowledge of the energy services industry. Jack and all the folks at ESC are a pleasure to work with and I highly recommend ESC for your energy savings project.

Sincerely

A handwritten signature in cursive script that reads "Chris Bibeau".

Chris Bibeau  
Plant Operations & Site Manager  
Windham Hospital