

February 27, 2014

To Whom It May Concern:

Following a competitive solicitation for a Strategic Alliance for Climate Neutrality, Arizona State University made an award to Ameresco, and its subcontractor, the Rocky Mountain Institute. This agreement uniquely engages the parties in a long term, mutual, and in-depth effort to move the University to Climate Neutrality by 2035. The exemplar thus created will facilitate the goals of the University, Ameresco and the Rocky Mountain Institute.

During the first eighteen months of this Strategic Partnership, Ameresco is spending up to \$1 million to fund:

- A Program Administrator from Ameresco, and both a Senior Consultant and a Building Consultant from the Rocky Mountain Institute.
- The collection, organization, and analysis of energy, facility, and operations data needed to develop a Climate Action Plan.
- A high level assessment of University buildings, operations, and programs that would lead to a preliminary list of potential Carbon Reduction Measures.
- A Climate Action Plan customized for Arizona State University.

Ameresco's CEO, and the Chairman and Chief Scientist of the Rocky Mountain Institute met with the University's President and senior leadership to do the initial strategic planning of this partnership. The University and Ameresco/Rocky Mountain Institute are hosting a Climate Neutrality Summit at the University on March 6th and 7th, 2014.

The University expects to engage Ameresco to complete projects that will reduce greenhouse gas emissions, enhance energy efficiency, evaluate total life cycle costing, reduce waste to landfill, and reduce water consumption. These projects will be justified on both their economic feasibility and their sustainability potential. In this effort, we understand that some projects will need to be justified on societal benefits in addition to simply their cost savings impact.

Best Regards,
Daniel Hunter

