

2008 North American Energy Services Green Excellence of the Year Award**Ameresco Inc.**

The 2008 Frost & Sullivan Green Excellence Award for Corporate Leadership in the North American Energy Services Market is presented to Ameresco Inc. (Ameresco). The award recognizes the company's efforts in enabling clients to incorporate sustainability into their business processes. The company has a holistic service structure that analyzes, plans and helps its clients in executing the energy-efficient practices, thereby releasing resources for their core business. Ameresco and its subsidiaries have successfully completed energy solutions projects for more than 300 customers. The projects comprised improving over 9,000 facilities across North America, leading to immense energy and cost savings.

Ameresco Service Package to Support Green Building Activity

Conservation of energy is a major issue facing the world currently. To inculcate sustainability into regular operations and meet with compliances, every industry participant is searching for the ideal partner capable of offering expert guidance. Ameresco helps clients to develop and deliver energy related initiatives through its holistic service offering that enables a true partnership, from the planning to execution stage of the process. The foremost task in making an organization energy-efficient is to understand the energy consumption of the client. Every process that consumes energy, such as heating, lighting, ventilation, air conditioning, motors, controls, compressed air systems, industrial process, power generation, and the like are audited thoroughly by Ameresco. Ameresco develops a preliminary assessment of opportunities, savings and costs based on the information provided by the client.

The company suggest suitable service package to conserve the maximum amount of energy in the form of a formal agreement only after having got a clear picture of the entire scenario. The service package includes support in terms of financing, management and maintenance to ensure project success. The energy solution could be in the form of a turnkey project, performance contract or energy services agreement. Every project is customized to meet the specific needs of the client and Ameresco keeps a track on the performance of the project. Performance verification involves monitoring installation, operation, completion and cost-efficiency of the project. The entire project is a continuous improvement cycle where new information about the

energy markets and changing business needs of the client are constantly fed into the process.

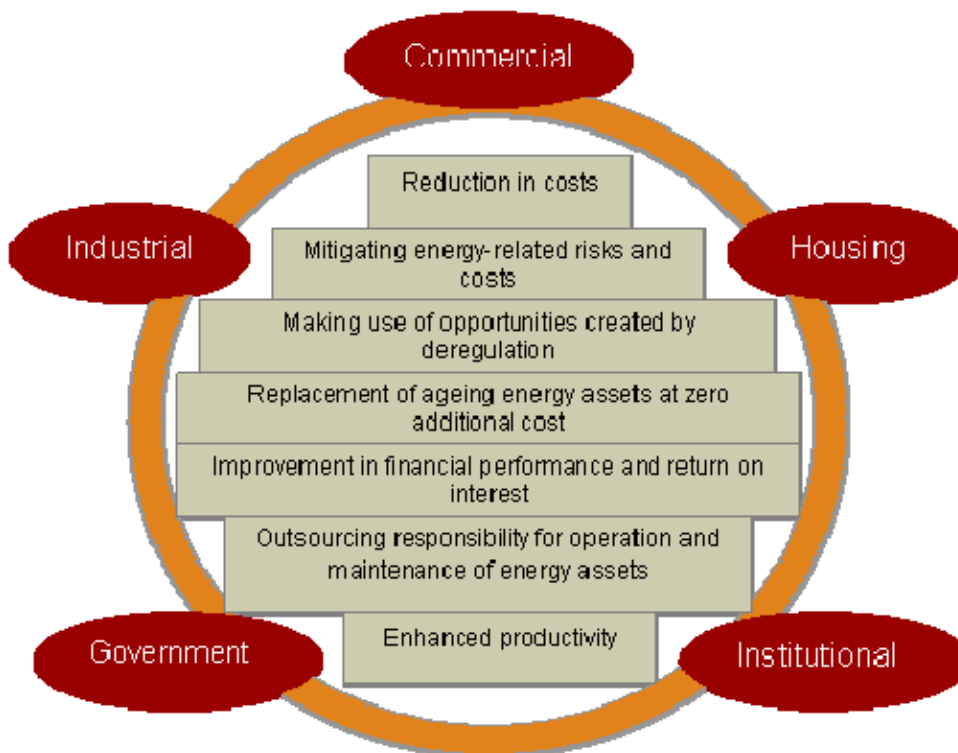
Key Benefits to Different Sectors

Ameresco caters to clients from commercial, industrial, housing, institutional and government sectors. It helps companies achieve a wide array of goals while making their operations more energy efficient. For example, it helps clients in mitigating their energy-related risks and costs, outsourcing the responsibility for operation and maintenance of energy assets, and enhance their productivity in turn. It partners with its clients from the very beginning of the project and works till the end, thereby enabling them to concentrate on core business.

Chart 1.1 presents the key goals achieved by clients through Ameresco Energy-Conservation Services in the North American Energy Services Market in 2008.

Chart 1.1

Energy Services Market: Key Goals Achieved by Clients through Ameresco Energy-Conservation Services (North America), 2008



Successful Green Initiatives

Partnering to Create Better Schools

Ameresco is the founder of the Better Schools Partnership™ program, which is aimed at cutting down excess energy costs and investing more on facility, organizational and academic program renewal. By partnering with the trustees, schools, parents and staff, the company strives to improve the overall quality of the school services. Improvement in the comfort of the learning environment, operational processes and curriculum with incorporation of web-based technologies are some of the features that this program focuses on.

Reduction in Carbon Footprint

Ameresco Canada, one of the leading subsidiaries of Ameresco, has worked closely with the city of Toronto for the Better Buildings Partnership (BBP) program. The cooperation still exists and is helping clients to meet their economic and environmental goals. The program basically concerns initiatives to reduce carbon dioxide (CO₂) emissions for all public and private sector buildings within the city. The program has been successful in meeting its initial target of achieving 20 percent reduction in CO₂ by 2005, compared to the 1988 levels. The program now aims at making all the buildings within the city totally free from CO₂ emissions.

Investing in Wind Energy

With rising fossil fuel prices and deteriorating quality of air due to pollution, utilities, regulators, and electricity, users are seeking alternative energy sources. The potential of wind as a renewable, economic, and environment-friendly source of energy has been realized globally. Ameresco is working toward deploying this source to the betterment of its clients by developing a 10 megawatt wind energy project in Southern Ontario. The project is expected to be commissioned in 2009.

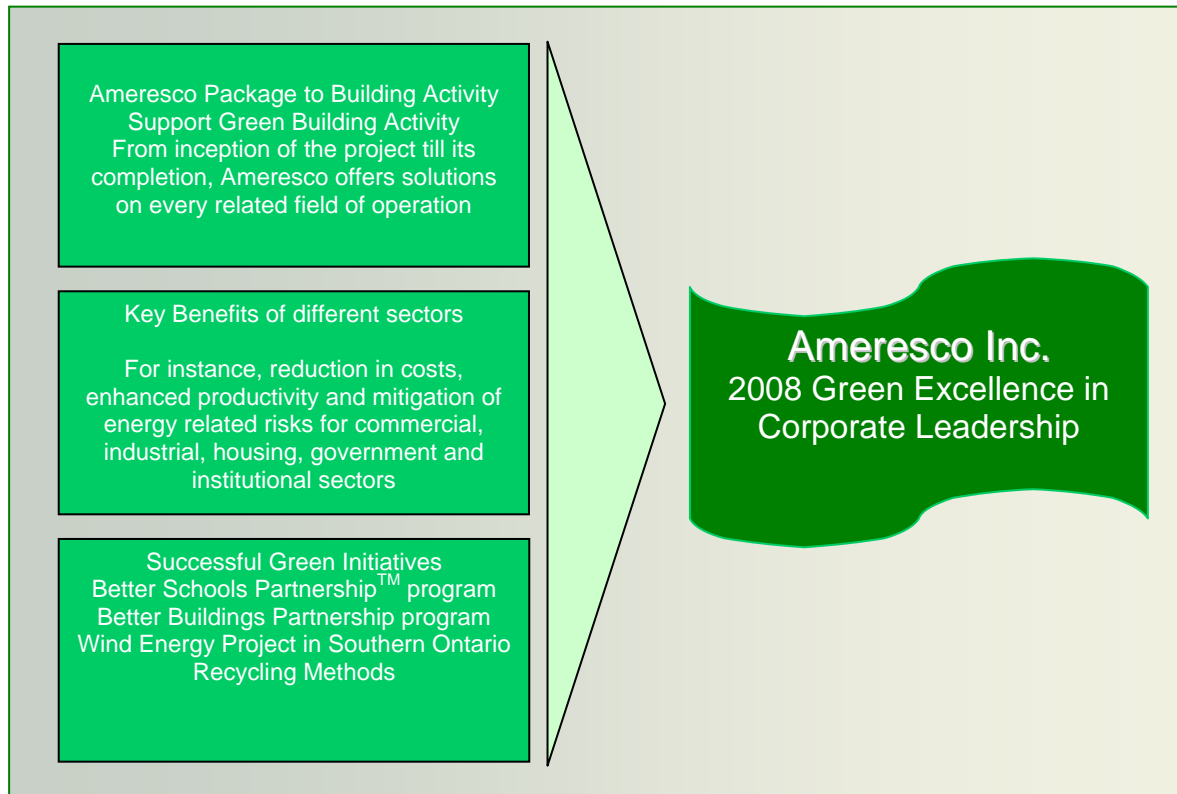
Renewable Energy and Waste Recycling

Ameresco's expertise lies in its ability to build solar, wind, geothermal, fuel cell, microturbine, landfill gas, and combined heat and power (CHP) systems. It has a unique capability in landfill gas-to-energy (LFGTE) projects. LFGTE projects, apart from producing clean power, benefit the community through job creation and reduction in odor emissions. Ameresco works toward implementing cost effective recycling methods as well that allow clients to reduce the raw material inputs and the waste output.

Chart 1.2 presents the factors that make Ameresco the recipient of the Green Excellence Award for Corporate Leadership in the North American Energy Services Market in 2008

Chart 1.2

Energy Services Market: Factors Contributing to Ameresco's Green Excellence Award for Corporate Leadership (North America), 2008



Source: Frost & Sullivan

Conclusion

In the age of global warming and fast depleting energy resources, environmental awareness has become extremely urgent. Ameresco serves as the perfect partner to clients from various sectors such as industrial, government, institutional, and housing to incorporate energy efficiency into their best practices. Ameresco provides support throughout, right from evaluating the opportunities, to financing the project and supervising the installation and operation. By making it so much easier and hassle-free for organizations to undertake energy-conserving projects, the company has contributed to the overall betterment of the society. The capability to have a powerful positive impact on the society through its green building initiatives thus makes Ameresco the worthy recipient of the 2008 Frost & Sullivan Green Excellence Award for Corporate Leadership in the North American Energy Services Market.

Award Description

The Frost & Sullivan Green Excellence Award in Corporate Leadership is presented to a company that has demonstrated significant progress in enhancing the long-term sustainability and managing the environmental impact of its operations, which results in measurable improvement in the company's overall environmental performance within its industry sector.

This Award signifies the company's keen awareness to the value of corporate social responsibility in today's increasingly "green" focused business environment, and the importance of being a good corporate citizen.

Moreover, this award also recognizes that the company has successfully fostered sustainable practices across all global centers that it operates from, while maintaining its financial strength.

Research Methodology

Corporate initiatives, focused on environmental priorities and long-term sustainability, is assessed regularly through continuous monitoring amongst market participants within specific industry sectors.

Frost & Sullivan's analyst teams perform extensive interviews with companies within specific industries to evaluate their current and upcoming environmental initiatives as they aligned with the company's business strategies.

In addition, research within that market space is performed to benchmark the Award recipient's corporate environmental strategies against others. Also considered are elements such as overall corporate social responsibility, community involvement and employee awareness, which are key factors indicative of the overall success of a firm's environmental initiatives.

Measurement Criteria

Specific measurement criteria used to determine the final award recipient are as follows:

- Comprehensive environmental policy and measurable environmental goals/targets aligned with the operation agenda globally

- Institution of stringent standards, on account of regional regulatory stipulations as well as voluntarily, that aim at improving environmental performances across their business
- Demonstration of transparency in delivering their corporate-social responsibility program and environmental affairs reporting through regular audits and satisfactory self-assessments of compliance
- Use of processes that do not adversely affect the environment, including adoption of technologies to minimize waste, prevent pollution, minimize health and safety risks, and dispose of waste
- Promoting conservation aspects, re-use and recycling processes across the organization, as well as propagating such internal best practices along the value chain
- Creating a safe, healthy and productive workplace through by adopting an energetic, efficient and sustainable system as part of the everyday business

About Frost & Sullivan Green Excellence Awards

Instituted as an integral part of the Environment & Building Technologies Practice of Frost & Sullivan, Green Excellence Awards are presented to companies that have excelled in green product and technology innovation, and service achievements. These Awards recognize groundbreaking ideation and innovation across a multitude of disciplines that originated from a firm sense of environmental responsibility. Recipient companies are committed to a continuous focus on reducing the dependency on finite resources, from concept to commercialization. Their efforts demonstrate a resolve to reduce the impact of climate change and overall ecological footprint.

Frost & Sullivan Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

About Frost & Sullivan

Frost & Sullivan, the Growth Consulting Company, partners with clients to accelerate their growth. The company's Growth Partnership Services, Growth Consulting and Career Best Practices empower clients to create a growth focused culture that generates, evaluates and implements effective growth strategies. Frost & Sullivan employs over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 30 offices on six continents. For more information about Frost & Sullivan's Growth Partnerships, visit <http://www.frost.com>.

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