



FIRST COLUMBIA

December 6, 2012

Andrew Bloom
ESCO Energy Services Company
309 Pittsfield Rd.
Lenox, MA 01240

Dear Andrew,

I wanted to tell you what a thoroughly enjoyable experience the recent lighting retrofit at Hedley Park Place, Troy, NY was. Our facility, built in 1917 and comprised of 230,000 square feet of multi tenanted office space, is now energy efficient and looks like a brand new Class A building due to the beautiful lighting specs provided by **ESCO**.

This project would not have been possible without the financial incentives provided by National Grid and the creativity and tremendous support provided by **Constellation**. The entire ESCO team, from start to finish, provided First Columbia and our tenants with professional and courteous support at all times.

As I have told so many people, it's as if my walls came alive when the new lighting reflective kits were installed. Furthermore, this project actually increased the level of energy seen in my tenants throughout the building! With the more efficient ballasts, bulbs and occupancy sensors, we noted in the first month of benchmarking a savings of over \$4,500! I am a believer - and if I can be of any assistance to you or prospective clients, please feel free to use me as a reference.

Thank you again for bringing this wonderful **ESCO-Constellation** partnership to my attention. It was a pleasure working with you and your team!

Sincerely,
First Columbia Property Services, LLC

Sarah E. Jermano, RPA, FMA
Director of Property Services