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July 18, 2012

The Honorable Daniel M. Tangherlini
Acting Administrator
U.S. General Services Administration
One Constitution Square
1275 First Street, NE
Washington, DC 20417

Dear Administrator Tangherlini:

The Federal Performance Contracting Coalition (FPCC) is a national energy coalition comprised of the nation's leading Energy Service Companies (ESCOs) specializing in performance-based energy savings projects with the Federal Government. Our growing membership currently includes Ameresco, Chevron Energy Solutions Company, Constellation Energy Services, Honeywell, Johnson Controls Inc., Lockheed Martin, NextEra Energy Solutions, SAIC, Schneider Electric, and Trane/Ingersoll Rand.

We write today to express our deep disappointment in the recent GSA decision to "postpone" this year's GovEnergy meeting in St. Louis. The Federal Performance Contracting Coalition members are responsible for more than 90% of the energy savings performance contracting within the Federal government, and our activities are instrumental in allowing federal agencies to successfully implement President Obama's \$2 billion performance-based energy savings directive by 2014.

As such, we view GovEnergy as the single most important meeting this year for building the necessary trust and cooperation to improve energy efficiency, and to install renewable energy systems, within the Federal government. From years of experience in participating and sponsoring GovEnergy, we can attest that federal energy managers and contracting personnel gain tremendous value from the education provided at GovEnergy by dialoguing with private sector partners.

As an industry coalition, we have made significant financial and planning investments to participate in this year's GovEnergy conference in St. Louis. Hence, we were surprised and dismayed by GSA's last minute decision to postpone this important event. This action by the government will make it difficult to gain corporate financial support for future GovEnergy conferences. Further, since this conference is the only one dedicated to Federal energy savings and renewable energy acquisition, postponing GovEnergy impedes execution of the President's energy savings directive. The energy and cost savings attributed to meeting this goal are significant, as are the jobs created both during construction and afterwards.

We appreciate the General Service Administration's need to ensure due diligence for Federal conferences; however, as private sector partners to the Federal government we are disappointed. We hope the GSA will resolve any issues related to GovEnergy and provide the government and industry assurances that this important conference will be held as usual in 2013.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Jennifer Schafer', is written over a light blue horizontal line.

Jennifer Schafer
Executive Director
Federal Performance Contracting Coalition