



50 Washington Street
Suite 3000
Westborough, MA 01581

t 508.836.9500
f 508.870.5975
www.csgrp.com

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Contact: Lisa Rinkus
LJPR
lisa@ljpr.net
617-965-9847

CONSERVATION SERVICES GROUP WINS MORE THAN \$100 MILLION WORTH OF CONTRACTS

Company grows workforce to support expansion

WESTBOROUGH, Mass., Sept. 19, 2011 — Conservation Services Group (CSG), a leading national energy services firm, today announced more than \$100 million worth of new, expanded and renewed contracts according to Stephen L. Cowell, chairman and CEO. The significant, additional business spans the country and has resulted in double-digit job growth and increasing operations that will enhance capabilities and service to all CSG clients.

Despite a challenging economy, CSG has been bucking recent economic trends. Since 2008, employment numbers at CSG have risen 68 percent. During the same period, revenues have increased steadily from \$62 million to more than \$100 million. Cowell said, "More energy efficiency work around the country is enabling us to bring more clean energy jobs to more places here in the U.S. These are solid, well-paying positions that cannot be outsourced."

Contracts range from designing a "green jobs" training program in New York, to comprehensive residential retrofit work in Arizona. CSG has gained new territory in northern Illinois and Pennsylvania and will be running new and expanded programs on the West Coast. This year, CSG opened a new office in San Diego and has increased operations in Portland, Oregon. The company has also established new offices in Illinois and Kentucky, as well as another customer contact center in Albany, N.Y. to support programs in CSG's Mid-Atlantic region. In June, the firm relocated its headquarters in Massachusetts to a larger facility, more than doubling its size. CSG's appliance recycling facility in Iowa has also doubled operations this year to support programs in the Midwest.

CSG New Business/2

New contracts include:

“Energy Upgrade California” – State of California: CSG delivers a subsidized training program to contractors and HERS (home energy rating service) raters.

Residential Energy Efficiency Retrofit programs – UniSource, Arizona Public Service and Salt River Project: CSG provides program services to each of these clients’ comprehensive residential energy efficiency programs.

Home Performance Services – Nicor Gas and ComEd: CSG’s services include home energy audits and weatherization services to customers in northern Illinois.

Weatherization Services – Kentucky Housing Corporation: CSG provides contractor training and energy efficiency services for multifamily homes.

Weatherization Inspection Services – Philadelphia Gas Works: CSG spearheads training and recommendations to ensure quality control, compliance and safety for the city’s residential energy efficiency program.

Contract expansions include:

“Green Jobs, Green New York” – N.Y. State Energy Research and Development Authority: In conjunction with the Center for Working Families and the Pratt Center, CSG oversees contractor training for home weatherization programs. CSG was also awarded a marketing contract for the client’s Green Residential Building Program.

Residential Quality Installation, Maintenance and HVAC – Southern California Edison: CSG drives HVAC contractor participation and promotes central air conditioner installation and tune-up best practices to support California’s Long-Term Energy Efficiency Strategic Plan.

N.J. Weatherization Program – N.J. Department of Community Affairs: CSG implements a weatherization assistance program for low-income residents. Services include income qualification, home energy audits, training and technical assistance.

CSG New Business/3

In addition, CSG retained and expanded energy efficiency programs for National Grid, NSTAR (Mass.) and the Long Island Power Authority (N.Y.). Ameren Illinois also renewed CSG's contract for its ActOnEnergy suite of residential energy efficiency services.

CSG was founded in 1984 and is headquartered in Westborough, Mass. The firm has 22 offices and more than 750 employees nationwide. CSG works with utilities, government agencies, energy services companies, public housing authorities and other groups to design and carry out energy saving programs and strategies. For more information, visit www.csgrp.com.

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