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FESCO Energy welcomes Aaron Smith as Vice President of Business Development

Frederick, MD, Jan. 6, 2020 – FESCO Energy (“FESCO” or the “Company”), is pleased to welcome Mr. Aaron Smith to its leadership team. Mr. Smith has over 14 years of experience in the turn key development, engineering and project management of energy infrastructure and efficiency projects, working for both multi-national energy companies and directly for the federal government.

Prior to joining FESCO, Mr. Smith successfully captured multiple billion-dollar federal IDIQ contracts and secured over \$700 million of Energy Savings Performance Contracts (ESPC) in task order awards from federal customers across multiple Agencies. Mr. Smith is responsible for all business development strategy, direct management of all sales activities, negotiation and execution of complex sales. In his role, he will work closely with the FESCO executive team, private equity and financial partners and new energy technology companies to bring new energy solutions to customers.

The VP of Business Development is an incredibly critical position for FESCO. In 2019 we exceeded our sales goals, secured multiple ESCO agreements with Utility Companies for Utility Energy Services Contracts, and launched several new initiatives into solar, battery, CNG, and CHP projects for educational, utility, agriculture and manufacturing vertical markets. I have personally worked with Aaron in the past and his innovative, problem solving, solutions based thought process is among the most capable I have seen. I cannot think of a better addition to lead FESCO’s sales team. stated John Dukes, President and Co-Founder of FESCO.

Mr. Smith will be able to utilize FESCO’s market position as a provider of Guaranteed Energy Savings Projects, classification as a Limited Disadvantaged Business Enterprise, total small business, and Alaskan Native Corporation 8(a) JV to assist customers in developing constructive and innovative energy projects.

More about FESCO

FESCO Energy is a: turnkey integrator of energy projects including solar, battery, distributed energy, energy efficiency, and energy resiliency in all 50 states; a supplier of electricity and natural gas in all deregulated markets; and oil, propane and CNG in all States (where applicable). Awarded the “Most Innovative” company by the State of Maryland 2018.