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## **Conservation Services Group to Join CLEAResult Acquisition further deepens CLEAResult's residential energy efficiency expertise, establishes CLEAResult as unmatched industry leader**

**AUSTIN, TEXAS (April 30, 2015)** — [CLEAResult](#), a leader in designing and implementing technology-enabled energy efficiency programs for utilities, announced today that it has entered into an agreement to purchase the assets of [Conservation Services Group](#) (CSG), the leading provider of residential energy efficiency programs in the United States. As a result of this strategic investment in acquiring CSG, two of the most prominent industry platforms in the energy efficiency sector will unify to expand the value of energy efficiency to millions of homes, businesses and public agencies across the nation.

"With more than 30 years of experience and a commanding presence in the Northeast, CSG is a foundational company in our industry, that will help expand the depth and breadth of CLEAResult's service offerings to our clients," said Glenn Garland, chairman and CEO, CLEAResult. "With the addition of CSG's specialty residential expertise into our broad service portfolio, CLEAResult is able to help utilities better engage with end-user customers, improving their overall customer experience and satisfaction."

Founded in 1984, CSG oversees 70 residential energy efficiency programs on behalf of utility and public agency clients, making it one of the most prominent organizations in the industry. CSG operates 21 offices with approximately 800 employees across 14 states. In 2014 alone, CSG executed more than 89,900 residential retrofit projects with an average reduction in energy use of 30 percent.

"Like CSG, CLEAResult has consistently demonstrated its long-term commitment to energy efficiency by investing in its people, innovation and technical capabilities. This move will benefit both our clients and the environment, and we couldn't be more excited to join the CLEAResult family," said Stephen Cowell, CEO of CSG. "Together we plan to continue to grow our services and further establish ourselves as the leader in energy efficiency, advocating for and implementing programs that drive real change and innovation in the industry."

Headquartered in Westborough, MA, CSG has improved the efficiency, safety, comfort, affordability and durability of more than 3.8 million homes since 1984, while simultaneously training more than 27,300 contractors and technicians to become energy efficiency experts. Known for putting its clients first, CSG offers a variety of comprehensive, economical energy efficiency programs that make a meaningful impact, while providing measureable value.

The transaction is subject to regulatory approval that includes review by the Massachusetts Attorney General. Upon close of the deal, CSG services will be offered as part of the CLEAResult brand. CLEAResult plans to have the same local client program teams continue to serve CSG's existing clients; and plans to further expand the availability of CSG's residential offerings across North America. CSG's board plans to use proceeds of the sale for the ongoing nonprofit to continue its efforts to support clean energy policy with a focus on residential energy efficiency and renewable energy.

"With this strategic investment, CLEAResult now possesses the geographic reach, leadership talent, resources and expertise unlike anyone in the marketplace today," said Garland. "And we will move quickly to integrate our newly acquired capabilities and skills to meet our client's needs today and in the future."

### **About CLEAResult**

CLEAResult is a leading provider of energy efficiency programs and services. Through proven strategies tailored to clients' unique needs and market dynamics, the combined strength of experienced energy experts and technology-enabled service

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offerings help CLEAResult change the way people use energy for hundreds of utility and business partners around the globe. Founded in 2003, CLEAResult is headquartered in Austin, Texas, and has over 1,900 employees in more than 40 cities across the U.S. and Canada. The company is backed by General Atlantic, a leading global growth equity firm. For more information, visit [clearesult.com](http://clearesult.com).

### **About Conservation Services Group**

Conservation Services Group is the market leader in residential energy efficiency in North America. Headquartered in Westborough, MA, the company has improved the efficiency, safety, comfort, affordability and durability of more than 3.8 million homes since 1984. With proven, award-winning expertise in residential energy efficiency program delivery, CSG provides solutions with a long-term vision that incorporates the latest and most comprehensive program designs and energy efficiency technologies for a sustainable industry. For more information, visit [www.csgrp.com](http://www.csgrp.com).

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