



impact capital

March 16, 2020

Kate Salley  
Assistant General Counsel  
Ameresco, Inc.  
111 Speen St., Suite 410  
Framingham, MA 01701

Dear Ms. Salley,

This letter will act as Nia Impact Capital's formal withdrawal of its shareholder resolution submission to Ameresco, Inc (Ameresco), given the commitment made by the company on February 19, 2020.

This resolution requested that the Board of Directors of Ameresco adopt a policy for improving board diversity by requiring that the initial list of candidates from which new director nominees are chosen should include, but need not be limited to, qualified women and minority candidates.

On February 19, 2020, we were informed that Ameresco will include the following language in its future proxy statements:

The nominating and corporate governance committee has always endeavored to have a broad, inclusive process for identifying highly qualified, diverse candidates. In ongoing support of this, in January 2020, the committee specifically committed to include women and minority candidates in the initial pool of qualified candidates from which the committee selects director candidates going forward.

We are pleased that the company has made public a commitment to seek out diverse board candidates. We believe that this practice will strengthen the effectiveness of the Board, and consequentially, Ameresco as a whole.

We look forward to hearing about any next steps taken in Ameresco's programs, such as pursuing training with Emerging Women and with Gender Equity Now. We look forward to additional thoughtful and collaborative conversations in the future.

Sincerely,

Kristin Hull  
Founder, CEO

2323 Broadway, Oakland, CA 94612

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