



March 4, 2008 ESC Meeting

2/5/08 - Meeting Minutes

Attendance:

Tim Gasper	Trane		
Mike Roberti	Noresco	Jack Connell	Honeywell
Greg Robinson	Noresco	John Black	Lighting Dynamics
Dennis Atkinson	Stones River	John Rees	NCSU IES
James Bennett	ESG	Scott Gugenheim	Siemens
Robert Williams	TAC	Tim Lupo	NC Solar Center
Courtney Kinkaid	TAC	Joe Christie	Pepco
Dave Hohns	JCI		
Aaron Rittenhouse	ConEd Solutions		

Meeting Location:

The meeting was held on 2/5/08 at the McKimmon Center, in Room 232
1:00pm – 2:30pm.

- I. Minutes of January 2007 Meeting approved
- II. Request to distribute minutes from three ESC meetings with NC School of the Arts; NC State – Fayetteville; UNC – Charlotte. Request was made to provide information from UNC – Charlotte to Aaron R. so that notes could be compiled and distributed. Noresco indicated that they would forward their notes to Aaron. (This information has not yet arrived – available information will be forwarded to Chapter members by 3/10/2008)
- III. Request made and approved by ESC members present to form an Ad Hoc Subcommittee to address the pending Energy Efficiency Proposals that Duke and Progress have before the North Carolina Utilities Commission. Aaron R. of ConEdison Solutions volunteered to chair this sub-committee, David Hohns of JCI, Jack Connell of Honeywell, Scott Gugenheim of Siemens, Tim Gasper of Trane, and Don Gilligan of NAESCO will also be part of this subcommittee. The subcommittee will bring back their initial recommendations to the NC Chapter at the March 4, 2008 meeting.
- IV. In January 2008, LGC has indicated that they will consider telecom savings appropriate to include in NC ESPC.
- V. In February the Chapter, especially Tim Gasper, will follow up with Jim Klinger to continue to build a stronger and hopefully less adversarial relationship with the LGC.
- VI. Chapter's ESCO members need additional input from SEO regarding Sustainable Energy Conference and what SEO needs/wants from ESCO members.
- VII. Next meeting March 4, 2008 at 1:00 PM at NC State McKimmon Center.

Energy Services Coalition

North Carolina Chapter



Old Business:

- F/U discussion – UNC General Administration. Action update - UNC's.
- S3 Sub-Committee Update.
- Planning for 2008 North Carolina Sustainable Energy Conference.

New Business:

- SEO PC PM staffing increases. Discuss new staff members being added to promote & manage PC.

Committee Reports:

- Private Sector Co-Chair – Tim Gasper
- Public Sector Co-Chair – Len Hoey
- State Specific Documents Committee Chair - Tim Gasper
- Membership Committee Chair - Open
- Outreach Committee Chair - Frank Shepard
- Workshop Committee Chair - Open
- Treasurer - Dave Hohns

Potential State & Local PC projects:

- ✓ UNC Wilmington – RFP released 3/3.
- ✓ UNCCH, UNCC, NCCU, WSSU, NCSA, ECU, FSU, ECSU, NCSU, A&T, ECU

Next meeting date, time, location:

The next meeting is Tuesday 4/1/08, 1:00 PM at the McKimmon Center, in Room 232.



Identified Barriers to PC in North Carolina

- **PC Process Education**
 - Lack of understanding of the PC process by GUs
 - Perception of “budget cuts” to finance PC out of energy budget and additional cuts after debt service is paid. See excerpt from PACE initiative below:
 - There is a perception that future budgets are in order to cover efficiency costs. Essentially, the more efficient and/or effective a campus became, the more it would be penalized. To address this situation, the PACE working group recommended that identified savings remain on the campus and better fund existing facilities management costs.
 - Issue of UNC utility budgets presently being about 30% under-funded and the added risks associated with a new debt payment stream.
- **Lack of local site “champions”**
 - Lack of a dedicated person to oversee project PC projects.
- **Other notable notes on barriers:**
 - Need additional workshops and other educational activities.
 - Remove the requirement for additional RFPs if GU's want to do additional phases of work thus slowing down PC implementation.
 - Promote Contract Facilitators to quickly move PC through the process.



SPECIFIC OBJECTIVES, PURPOSES, VISION AND MISSION

The specific purposes for which this corporation is organized are to provide education and develop and disseminate information to increase the delivery of energy efficiency for the benefit of the general public. Educational activities will include the development and dissemination of information about energy efficiency and how increased energy efficiency can be provided, encouraged and acquired. Activities of this corporation shall include bringing together all the interested parties for the cooperative work on:

- **identification of barriers** to the use of performance contracting as an option for building owners and occupants to acquire building upgrades, energy efficiency, water conservation, renewable energy resources; and combined heat and power,
- **development of solutions** that *remove these barriers* such as developing and disseminating new information and materials where needed;
- **exchange of information**, cooperative work by the affected parties;
- **education** on the benefits of increased energy efficiency and renewable energy and on how increased energy efficiency, water conservation, and renewable energy can be implemented;
- to remove the barriers for building owners and occupants to use performance contracting and other means for acquiring and financing building upgrades, energy efficiency, and renewable energy resources.

Vision Statement

Through the collaborative efforts and diverse knowledge of its public and private members, the Energy Services Coalition aims to make energy performance contracting one of the primary means of increasing energy efficiency, reducing energy consumption, and improving air quality in all types of facilities in every market segment.



Mission Statement

To promote the benefits of, provide education on, and serve as an advocate for the widespread use of energy performance contracting in public and private facilities.

Strategies for Achieving the ESC Mission

- Serve as a national **one-stop clearinghouse** for information on state level performance contracting, including best industry practices, the procurement and contracting process, case studies, etc.
- **Develop and distribute success stories** and lessons learned on state program efforts to promote energy efficiency through performance contracting
- Develop and distribute success stories and lessons learned on a wide variety of performance contracting projects
- Develop capacity at the state level, through state energy offices and state departments, to educate about performance contracting and promote best practices
- Offer **workshops and training seminars** to educate all market segments on the benefits of energy performance contracting
- Promote the use of energy performance contracting through communication, workshops, and marketing resources
- **Assist with and provide support** of the development of **national, state and local policies and procedures** that enhance the widespread use of energy performance contracting in all sectors
- **Provide ongoing maintenance** of a vibrant, **interactive web site** that provides vital EPC information and self-help tools, such as model documents and templates