



September 1, 2009 ESC Meeting

8/4/09 - Meeting Minutes

Attendance:

Attendees in person

James Bennett	ESG
Kirk White	Atlantic Ener Con
John Hobbes	Noresco
Robert Williams	TAC
Chuck Sathrum	SEO
Renee Hooker	Conedison
Vincent Stewart	Hanson
Rich Penner	Trane
Thomas Hunter	NC CC
Dan Dunham	

On the phone

Aaron Rittenhouse	Con-Edison
Cindy Brewbaker	JCI
Dennis Atkinson	SR Companies
Jessica Graber	Noresco
Kathleen Stahl	Progress Energy
Len Hoey	SEO
Rick Peters	H2O App Tech
Tim Gasper	Trane
Ashley Hyatt	Emcore
Ken Mitchell	Emcore
Leo Avila	Emcore

Meeting Location:

The meeting was held on 8/4/09 at the McKimmon Center, in Room 232
1:00 p.m. – 1:50 p.m.

Meeting Notes:

1. Housekeeping

- a. Recapped last month's "elections": Len / Ralph Thompson (Chevron) - Co-Chairs, Tim Gasper = Secretary (newly created position); Cindy Brewbaker - Treasurer
- b. Cindy updated on membership, renewals, and account balance.
- c. Standing committees need new members; need increased involvement from all ESCOs

2. Legislation

- a. SB 304: Signed on Friday afternoon; cap now @ \$500m + it is now a rolling cap (as projects get paid down, the amount available will increase). Len doesn't believe we'll need a higher cap at this time.
 - i. All PC projects are now required to go through SEO (local, county, comm. college, etc.)
 - ii. Tim Romocki is adding to his check-off list (and hence we should add to our project timeline for RFP responses)
 - iii. Life Cycle Cost (LCC) is moved from RFP to IGA stage. Client can amend RFP to include LCC for some or all items but will no longer be part of the generic RFP template.
- b. Conversation regarding needs for changes in legislation over the next couple of years: HB-695 is of great interest. H-695, if enacted would have provided that "ENERGY SAVINGS REALIZED BY CONSTITUENT INSTITUTIONS OF THE UNIVERSITY OF NORTH CAROLINA AND BY COMMUNITY COLLEGES WITHIN THE NORTH CAROLINA COMMUNITY COLLEGE SYSTEM MAY REMAIN AVAILABLE TO THE INSTITUTION OR COMMUNITY COLLEGE FOR OTHER FACILITY UPGRADES

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RELATED TO REDUCING ENERGY AND WATER CONSUMPTION AT THE INSTITUTION OR COMMUNITY COLLEGE.”

i. If legislation changes so that K-12 and Comm College have similar requirement for energy conservation results (% by 2010, etc.) then PC will move to a higher priority for these institutions.

3. ARRA

a. DOE will be conducting an audit on August 13th of how the NC SEO is handling the application process & funds disbursement. Called an “ARRA Preparedness Audit”. Someone in the North Carolina Recovery Office broke their arm last week and has been out to Recovery Office (and as a result, the SEO) are behind on processing applications.

4. NC-SEA

a. Ivan would like someone from the ESC to be present at their periodic events. We’ll work among ourselves to figure out who can cover when but this is important for the promotion of PC and pro-PC legislation throughout the state. Speakers (on behalf of ESC, not for product promotion) are requested.

5. Len Hoey’s Comments

Len is going to involve himself to pace the release of upcoming RFPs. A couple of months ago, he “allowed” 2 RFPs to be released (ECSU & NCCU) with the same due date and it created problems for responding ESCOs. He committed to not allowing that to happen again. As a policy (not a rule), the group agreed that 3 weeks between due date and next release was enough. The concern is if there is a massive project (like the one upcoming @ NC State) followed by a small project (FSU, for example), people may elect to pursue only 1 or the other, but not both. Len is going to attempt to give a timeline of sequence of release.

9/1/09 Agenda:

I. Welcome and Introductions (2 minutes) Ralph Thompson Len Hoey

- a. All Callers will be asked to announce their name and association.
 - i. Then MUTE your phone unless you want to weigh in on a topic
- b. All Attendees are asked to sign the attendance sheet

II. Secretary's Report (2 minutes) Tim Gasper

- a. Approval of Minutes of Meeting
- b. Updates and News for the ESC Chapter Website

III. Treasurer's Report (2 minute) Cindy Brewbaker

- a. Cash on Hand
- b. Goals for Membership Income

III. Old Business (15 minutes) Len Hoey

- a. Federal Stimulus Managed by the SEO

IV. New Business(25 minutes) Ralph Thompson

- a. Committee Goals and Actions
 - 1. Process Improvement Committee John Hobbes

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2. Membership Committee James Bennett
<http://www.energyservicescoalition.org/membership/join.aspx>
 3. Education/Conference Committee Joe Chritie
 4. Outreach Frank Shepard
- b. NCSEA Update

V. Future Meetings (2 minutes)

- a. Tuesday October 6th 1pm to 2pm

Potential State & Local PC projects:

- a. There are 4 applications ready for approval and 3 others expressed interest.
 - i. DOT
 - ii. NC State (co-gen)
 - iii. FSU
 - iv. UNC-CH
 - v. Three others that “expressed interest” since now Len’s purview will include K-12, county/local government; the lists will start to grow.

6. **Next meeting** will be October 6, 2009 from 1:00 p.m. – 2:00 p.m., 232 McKimmon

ESC - 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.

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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