



## **February 2, 2010 ESC Meeting**

### **January 5, 2010 - Meeting Minutes**

**Attendance:**

Aaron Rittenhouse, Brady Trane  
Vince Stewart, Hanson Professional  
James Bennett, ESG  
Ralph Thompson, Chevron  
Frank Shepard, Siemens  
Len Hoey, SEO  
Richard Self, SEO  
Renee Hooker, ConEdison Solutions  
Joe Christie, PEPCO  
Kirk White, Atlantic Energy Concepts  
Rick Peters, H2O Technologies

**By Phone:**

Jennifer Hatch, Facilities Strategies  
Sterling Bowen, Southern Energy  
Dennis Atkinson, Stones River  
Robert Williams, Schneider Electric  
Rich Penner, Trane  
John Dunn, Bank of America  
Alan Whitby, Trane

**Meeting Location:**

The ESC Meeting was held on 1/5/10 in Room 232 at the NC McKimmon Center, 1:00 – 2:00 p.m.

**1-5-10 ESC Meeting Minutes:**

**I. Old Business – Len Hoey and Ralph Thompson**

- a. Stimulus money update – encouraged to visit NC SEO website for updates
- b. Performance Contracting Updates: UNC-Chapel Hill has not yet submitted application; ECU application received; NC DOT on hold until Energy Manager position is filled
- c. By 3/30/2010 SEO expects to release updated Performance Contracting Flow Charts for four (4) distinct sectors with unique requirements – UNC System; K-12/Community Colleges; Municipals/Counties; and, NC State Agencies
- d. Ralph T. suggested ESC meeting in February 2010 at an offsite location – more details will follow per Ralph
- e. Richard Self and Aaron Rittenhouse provided an update on the ESC - UNC Subcommittee Meeting in mid-December 2009. UNC GA staff indicated that they want to continue the conversation with ESC Subcommittee members in early February 2010. UNC GA staff expressed a concern that some ESCOs are quasi-challenging IGA award decisions made by some campuses. UNC GA staff also indicated that they want clarity on which entity (eg specific campus; State of NC; others) have responsibility for the Performance Contracting debt



**II. New Business – Len Hoey and Ralph Thompson**

- a. Process Improvement – Len H. stated that moving forward the Performance Contracting Technical Application will contain the phrase “Request to Proceed” so that a timeline must be provided by the public sector entity and adhered to – as NC Commerce officials will be tracking major milestones
- b. Len H. also indicated that the NC SCO is working with the NC SEO to agree upon a template for Performance Contracting IGA outcomes
- c. Len H. also shared that by April 2010 NC SEO hopes to have funds available for 3<sup>rd</sup> Party Performance Contracting Advisors for state entities
- d. Frank S. made a motion that NC ESC provide \$500 for NC A&T’s CERT Conference per CERT’s request. James B. seconded. Motion passed on a voice vote
- e. Len H. requested ESC members and their companies become involved in sponsoring NC SEO Conference 4/20 – 4/21. Seth Efron, NC Forestry Event Planning Group is handling SEO Conference coordination
- f. Joe C. requested that a panel of representatives of public entities who have successfully implemented Performance Contracts be invited to attend. The following public entities were identified:  
UNC System: Appalachian State University  
K12 Schools: Wayne County  
County: Pitt County  
Community Colleges: Caldwell Community College
- g. <http://www.energyservicescoalition.org/membership/join.aspx>

# **Energy Services Coalition**

## North Carolina Chapter



### **February 2, 2010 Meeting Agenda:**

The General Agenda for this month's meeting will be sharing each committee's goals for the next couple of months and updates on upcoming opportunities.

We will keep in mind that our mission is to promote the use of Performance Contracting and to Lower the Hindrances to this Contracting Method.

#### **I. Welcome and Introductions - Ralph Thompson Len Hoey**

- a. All CALLERS will be asked to announce their name and association.  
(Then **MUTE your phone** unless you want to weigh in on a topic)
- a. All ATTENDEES are asked to sign the attendance sheet.
- b. Welcome to any first-time visitors or callers.

#### **II. Secretary's Report - Tim Gasper**

- a. Approval of Minutes of Meeting.

#### **III. Treasurer's Report - Cindy Brewbaker**

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

#### **III. Old Business - Len Hoey and Ralph Thompson**

- a. Status of Performance Contract Opportunities for State Agencies.

#### **IV. New Business - Len Hoey and Ralph Thompson**

- a. Committee Goals and Actions.
  1. Process Improvement Committee - Open
  2. Membership Committee - James Bennett

<http://www.energyservicescoalition.org/membership/join.aspx>

3. Education/Conference Committee - Joe Christie
4. Outreach Committee - Frank Shepard

- b. NCSEA Update

#### **V. Future Meetings**

- a. March 2, 2010 1:00 PM at Room 232 McKimmon Center.

# Energy Services Coalition

## North Carolina Chapter



### 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.

### 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