



March 2, 2010 ESC Meeting

February 2, 2010 - Meeting Minutes

Attendance:

Tim Gasper, Brady Trane
Frank Shepard, Siemens
Len Hoey, SEO
Kirk White, Atlantic Energy Concepts
Rick Peters, H2O Technologies
Cindy Brewbaker, JCI
Alysen Nassif, Harris Lighting
Thomas Hunter, NC Com Colleges
Jack Connell, Honeywell

By Phone:

Eric Frazier, NCCU
Steve Zip, JCI
Renee Hooker, ConEdison Solutions
Rich Penner, Trane
Alan Whitby, Trane

Meeting Location:

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

2-2-10 ESC Meeting Minutes:

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 ~\$3k
- b. Total paid membership for NC Chapter = 27

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. Len continuing to work on paperwork for application of ARRA funds to pay 3rd parties on performance contracts. Also, SEO budget has been approved.
- d. Jim Lora at SBO is retiring. Adam Brueggemann to take over Jim's responsibilities.

Energy Services Coalition

North Carolina Chapter



- e. Tim G. – SCO now requires DD's as part of IGA submission. Verbal definition of DD includes plans that identify fire-rated walls and new penetrations. This will add cost and time to IGAs. Len working on making this process as prescriptive as possible.
- f. Tim noted that at 12/10/09 meeting with GA, they were possibly interested in changing the preliminary selection process. Len noted that this may require a change to the statute and that we should focus on working with the current legislation and continue to streamline processes within the present legislative boundaries.
- g. Tim discussed experience with SBO and State Treasury regarding UNCW approval. Construction period interest and asset life were two issues he was working through.
- h. Len discussed that a 60-90 day rate lock was required for NCSU PC financing. This may add 30 basis pts to the rate.
- i. John Hobbes has stepped down from the PC Process Improvement committee. A new Chair will be selected shortly.
- j. Tom Hunter is willing to work on this committee on behalf of the Community Colleges.
- k. Len noted that most recent RFPs for state agencies & UNC's have not varied much from the original templates.

II. New Business

- a. Cindy Brewer suggested a Golf Outing fundraiser for the ESC Chapter. Candidates for hosting the event included Crooked Creek near Fuquay. Greensboro, Burlington and Pinehurst were also mentioned as possible locations. Dates were discussed include Friday 4/23 after the NC Sustainable Energy Conference. No dates or places firmly decided yet. Cindy will need volunteers to help setup the event.
- b. Cindy also discussed having an ESC reception in the afternoon or early evening at the 4/21 NC Sustainable Energy Show.
- c. Tom Hunter asked about inclusion of renewables in PC. Len state that were not many to date. Tim G. pointed out that there are daylighting measures in the UNCW scope at this time. Tom suggested a meeting agenda item to discuss how renewables can be incorporated into PC.
- d. <http://www.energyservicescoalition.org/membership/join.aspx>

Energy Services Coalition

North Carolina Chapter



March 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.

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II. Secretary's Report - Tim Gasper

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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. April 6, 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