



November 2, 2010 ESC Meeting

Date: Tuesday, November 02, 2010
Start Time: 01:00 PM Eastern Daylight Time
End Time: 02:55 PM Eastern Daylight Time
Dial-in Number: 1-218-936-4141 (Midwest)
Access Code: 433968

September 7, 2010 - Meeting Minutes

Attendance:

Tim Gasper, Brady Trane
Ken Durham - JCI
Vince McMahan - JCI
Renee' Hooker – ConEd Solutions
Andy Nehila – ConEd Solutions
Thomas Hunter, NC Comm Colleges
Alysen Nassif – SEO
Richard Self – SEO
Frank Shepard – Siemens
Scott Gugenheim – Piedmont

Len Hoey - SEO
Ralph Thompson, Thompson Consulting
Jessica Graber, Noresco

By Phone:

Maggie Selig – Celtic Energy
Mike Migliaccio - JCI
Greg Robinson – Noresco
Kirk White, Atlantic Energy Concepts

Meeting Location:

Meeting was held on 9/7/10 (1st floor conference room) at the NC McKimmon Center, 1:00 – 1:45 p.m.

September 7, 2010 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)
 - b. All ATTENDEES are asked to sign the attendance sheet

- II. Secretary's Report - Tim Gasper**
 - a. Approval of Minutes of Meeting
 - b. Jessica Graber has completed updating our ESC address book.

- III. Treasurer's Report - Cindy Brewbaker**
 - a. Cash on Hand ~ \$3,000 + revenue from local dues
 - b. Membership Status



IV. Old Business - Len Hoey and Ralph Thompson

- a. Status of Performance Contract Opportunities for State Agencies
- b. DOE grant for ESC partnership will be announced sometime in mid-September.
- c. Process Improvement Committee - Frank Shepard
 - i. Comments on process for State Governmental Units (SGUs) adding step after Investment Grade Audit (IGA) is complete. Recommending an “all hands” meeting including all approval authorities to identify what needs to be accomplished and by whom.
 - ii. State Energy Office (SEO) is gatekeeper to State Budget Office (SBO), Treasury and State Construction Office (SCO).
 - iii. Len working to create a standard to help prepare for the all hands meeting. This new standard will become part of the RFP.
 - iv. Len discussed Board of Trustee (BOT) and Board of Governors (BOG) approval. Len is adding to flow chart a task where BOG approval must be complete. BOT approval depends entirely on each individual UNC.
 - v. Len is not gatekeeper for Local Governmental Units. Approval authority lies locally and with Local Governmental Commission (LGC) for financing.

V. New Business - Len Hoey and Ralph Thompson

- a. Len to speak at NAESCO meeting in Charlotte on 9/23. Len will address how state legislation affects performance contracting.
- b. Certified Energy Manager (CEM) training to be held 10/11-15. 37 are signed up and can only hold 45.
- c. Len is acting as Technical Advisor on Governor’s Energy Policy committee. Len noted that the Policy Committee is making good progress.
- d. Len noted that he is expecting technical corrections to H1292.
- e. Len discussed next year’s budget bill. Len asked for ideas on new legislation initiatives for 2011. Now is the time to plan.
- f. Frank Shepard recommended acknowledgement of Erskine Bowles leadership in PC for UNCs. Frank will create a draft and circulate for comments. Final draft will be sent to Linda Smith at ESC so that she can handle on behalf of our chapter.

VI. Membership Committee

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

VII. Education/Conference Committee Joe Christie

VIII. Outreach Committee - Frank Shepard

IX. NCSEA Update

X. Future Meetings

- a. November 2, 2010 - Room 232 McKimmon Center at NCSU.

Energy Services Coalition

North Carolina Chapter



November 2, 2010 Meeting Agenda:

We look forward to your participation in our October ESC Meeting at the McKimmon Center 2nd Floor Room 232 on NC State University's campus at 1pm. The General

Agenda for this months' 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 identify and remove barriers this 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)
- b. All ATTENDEES are asked to sign the attendance sheet

II. Secretary's Report - Tim Gasper

- a. Approval of Minutes of Meeting

III. Treasurer's Report - Cindy Brewbaker

- a. Cash on Hand
- b. Membership Status

III. Old Business (15 minutes) Len Hoey and Ralph Thompson

- a. Status of Performance Contract Opportunities for State Agencies

IV. New Business - Len Hoey and Ralph Thompson

- a. STRATEGY FOR MEETING THE ESC'S MISSION

THE BOARD OF DIRECTORS PRESENTS SEVERAL STRATEGIES FOR ACHIEVING THE MISSION OF OUR CHAPTER. THE MEMBERSHIP IS ENCOURAGED TO SHARE THEIR IDEAS ON EACH STRATEGY.

1. PROMOTE COMMITMENT OF ALL PREQUALIFIED ESCO'S TO SUPPORT ESC MISSION IN NC.
2. USE THE MONTHLY MEETINGS TO PRESENT IMPORTANT TOPICS
3. TEAM WITH OTHER ORGANIZATIONS / STAKEHOLDERS TO CREATE CO-EDUCATION OPPORTUNITIES
4. CONTINUE PROCESS IMPROVEMENT PROCESS
5. BUILD MEMBERSHIP/INVOLVEMENT AND CO-PROMOTION OF PC THROUGH RELATIONSHIPS WITH STAKEHOLDERS.

Energy Services Coalition

North Carolina Chapter



1. Process Improvement Committee - Frank Shepard

2. Membership Committee

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

3. Education/Conference Committee Joe Christie

4. Outreach Committee - Frank Shepard

6. NCSEA Update

V. Future Meetings

December 2, 2010 - Room 232 McKimmon Center at NCSU.

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