



## **December 7, 2010 ESC Meeting**

**Date:** Tuesday, December 7, 2010  
**Start Time:** 01:00 PM Eastern Daylight Time  
**End Time:** 02:00 PM Eastern Daylight Time  
**Dial-in Number:** 1-218-936-4141  
**Access Code:** 433968

### **November 2, 2010 - Meeting Minutes**

**Attendance:**

Ralph Thompson – Thompson Consulting  
Frank Shepard – Siemens  
Robert Williams – Schneider Electric  
Kirk White - Atlantic Energy Concepts  
Jessica Graber – Noresco  
John Cole – Rehau Construction

Mike Migliaccio – JCI  
Cindy Brewbacker – JCI  
Tom Frost  
Vicki Watkins  
Vince McMahan – JCI  
Charlie Hall – Hodges Asdsociates  
Rick Overholt – Linc Services  
Matt O'Brien – A&T CERT  
Christa Star

**By Phone:**

Renee Hutchinson – SEO  
Tim Gasper – Brady Trane

**Meeting Location:**

Meeting was held on 11/2/10 (1<sup>st</sup> 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**
  - 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 ~ \$4,767
  - b. Membership Status ~ 17 members from 6 ESCO's



**IV. Old Business - Len Hoey and Ralph Thompson**

- a. a. Update on the Process Improvement Committee
- b. Len is completing the process improvements flowchart for universities/state agencies and distributing it to the members for input and comments to be due before the Dec. meeting. Local government process flowcharts and improvements to follow.

**V. New Business – Board Members**

**Strategy for meeting ESC’s mission**

- a. Board of Directors assembled a list of 5 strategies for achieving the chapter’s mission:
  - i. PROMOTE COMMITMENT OF ALL PREQUALIFIED ESCO'S TO SUPPORT ESC MISSION IN NC (it is encouraged to spread workload around within the participating ESCO's)
  - ii. USE THE MONTHLY MEETINGS TO PRESENT IMPORTANT TOPICS (5-6 Rotating topics each month)
  - iii. TEAM WITH OTHER ORGANIZATIONS / STAKEHOLDERS TO CREATE CO-EDUCATION OPPORTUNITIES
  - iv. CONTINUE PROCESS IMPROVEMENT PROCESS
  - v. BUILD MEMBERSHIP/INVOLVEMENT AND CO-PROMOTION OF PC THROUGH RELATIONSHIPS WITH STAKEHOLDERS.
- b. Monthly topics to be considered. List will be emailed out and members are encouraged to select one or more topics to become involved with as well as provide any additional topics.
  - i. Contracting – to be led by ESCO's
  - ii. Financing and Bonding – to address current financial state climate and educate lenders on the process
  - iii. Processes – to be led by agency who has been through the process
  - iv. HUB and minority businesses – to present and become more familiar with our processes
  - v. LGC – they will present at one of the meetings and we will plan on partnering with them at a conference
  - vi. Utilities – we will have them discuss incentives at a meeting and we will partner with them at a conference
  - vii. Legislative – we will discuss visions and issues every 6 months
  - viii. Office of State Construction – we will discuss processes with them
  - ix. Renewables – discuss project applications and benefits

# **Energy Services Coalition**

## North Carolina Chapter



- c. Liaisons – The ESC is looking for members to become liaisons with groups like the League of Municipalities, county managers, school business officials, community colleges, etc. If interested email Ralph.
- d. State Energy Office Project Update – Renee is speaking with Len and will get back to the commission on this topic.

### **VI. Membership Committee**

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

### **VII. Education/Conference Committee Joe Christie**

### **VIII. Outreach Committee - Frank Shepard**

### **IX. NCSEA Update**

- a. Reminder about the energy census
- b. Energy efficiency task force has been created with Aaron Rittenhouse and Quinlan
- c. NCSEA is putting together a legislative agenda for next month. Send input to [Ivan@energync.org](mailto:Ivan@energync.org)

### **X. Future Meetings**

- a. December 7, 2011 - Room 232 McKimmon Center at NCSU.

# **Energy Services Coalition**

## North Carolina Chapter



### **December 7, 2010 Meeting Agenda:**

THIS MEETING IS DECEMBER 7th, 2010 1 PM (ELECTION DAY)

THIS WILL BE AN IMPORTANT MEETING AND WE ENCOURAGE YOU TO PARTICIPATE IF POSSIBLE.

North Carolina Chapter Energy Services Coalition  
NC State University McKimmon Center December 2010 Meeting

#### **THE ENERGY SERVICES COALITION'S MISSION:**

- identification of barriers to the use of performance contracting
- development of solutions that remove barriers
- exchange of information, cooperative work by the affected parties;
- education of benefits of increased energy efficiency/renewable energy

#### **I. Welcome and Introductions (2 minutes) 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 (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. Membership Status
- c. Goals for Income

#### **III. Old Business (10 minutes) Len Hoey and Ralph Thompson**

- a. Update on the Process Improvement Committee

#### **IV. New Business(35 minutes) ALL BOARD MEMBERS TO LEAD**

- a. STRATEGY FOR MEETING THE ESC'S MISSION

REVIEW SURVEY RESULTS AND IDENTIFY LEADERSHIP FOR THE COMMITTEES AND TOPICS FOR THE 2011 CHAPTER MEETINGS.

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.

**V. Future Meetings**

January 4, 2011 - 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