



February 1, 2011 ESC Meeting

Date: Tuesday, February 1, 2011
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

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

Approval of Minutes of Meeting

Beginning of December 7, 2010 - Meeting Minutes Jessica Graber, Tim Gasper

Attendance:

Tim Gasper – Brady Trane
Dennis Atkinson - SRE
Robert Williams – Schneider Electric
John Hobbes - Noresco
Jessica Graber – Noresco
Ralph Thompson – Thompson Consulting
Jim Wood – Solarhot
Michael Kilgariff - SEO
Renee Hutchinson – SEO
Frank Shepard – Siemens

Alysen Nassif - SEO

By Phone:

Rick Overholt – Linc Services
Aaron Rittenhouse - Trane
Greg Robinson – Noresco
John Black – Lighting Dynamics
Mike Migliaccio – JCI
Kirk White - Atlantic Energy Concepts
Isac Panzarella - NCSU

Meeting Location:

Meeting was held on 12/7/10 (1st floor conference room) at the NC McKimmon Center, 1:00 – 1:45 p.m.

1. Ralph reminded everyone of one of ESC's main missions, to remove barriers to PC. Ralph also asked for thoughts regarding any new legislation for 2011 and reminded everyone that we are continuously working on process improvement. Ralph also reminded everyone that ESC is NOT is not a lobbyist group.
2. Governor Purdue commented at COS meeting that PC is one way to get through tough budget times.
3. Discussion on new legislation setting aside 1.5% of every ESCO project, up to \$150k max, to help fund SEO programs. This has been proposed in the past but legislators stripped it out of a recent bill. The funds would potentially be included in 3rd party process. John Hobbes noted that this would add significant cost burden to an already low electric rate state. Maryland has embedded fees in PC projects and agencies are pushing back.



4. Aaron R. asked what has been done to reduce PC administrative burden?
5. 2011 strategy for meeting the ESC's mission review survey results and identify the leadership for the committees and topics for the 2011 chapter meetings.
6. 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.
 - a. Promote the commitment of all prequalified ESCOs to support ESC mission.
 - b. Use the monthly meetings to present important topics.
 - c. Team with other organizations/stakeholders to create co-education opportunities.
 - d. Continue with process improvement
 - e. Build membership involvement and co-promotion of PC through relationships with stakeholders.
 - f. Ralph T. has 16 survey responses so far. Will send out again. Ralph is asking for more ESCO participation in more programs & events. Survey asks for interest in various ESC proposed programs.

End of December 7, 2010 - Meeting Minutes

III. Treasurer's Report - Cindy Brewbaker

- a. Cash on Hand
- b. Membership Status
- c. Goals for income

IV. Presentation by Energi Holdings (20 min)

TOPIC : Alternative Form of Energy Savings Warranty

V. New Business – Board Members (Board Members)

Plan for NC ESC 2011

- a. Commitment of all NC pre-qualified ESCOs to support ESC functions
- b. Use monthly meetings to present important topics
- c. Team with other professional organizations to create educational opportunities.
- d. Continue to improve the PC process in NC. Need to improve project volume to grow revenue and add jobs quickly.
- e. Build membership & involvement and increase overall promotion of PC

VI. Monthly Meeting Presentations Jessica Graber

- a. This year we will provide a presentation on a timely topic at each monthly meeting. From the December ESC NC Survey we have identified the following topics and are scheduling them now. State Construction and GSEPC, Renewable Energy and GSEPC, Banking/Finance and GSEPC, Local Governments Commission and GSEPC, Minority Business (HUB/MBE) and GSEPC, Power Company Incentives and GSEPC, Third Party Representatives and GSEPC, and Owner Case Studies and GSEPC. From the Survey we had volunteers offer to lead these programs. Ralph Thompson and Jessica Graber will be reaching out to the volunteers to coordinate the month and program.



VII. NC ESC Outing Cindy Brewbaker

- a. April 28th (tentative) Last year Cindy Brewbaker will lead this very successful outing. From the Survey, Cindy was able to identify several volunteers. She will be calling a planning meeting shortly and could use more volunteers. Email her to offer.

VIII. Process Improvement Committee Frank Shepard

- a. Frank Shepard and Len Hoey will continue to lead the effort to document and seek commitment from all stakeholders on the PC Process in NC. From the Survey, Frank has identified several new people to support this effort. If you want to participate, please email Frank.

IX. Legislative & NCSEA Update – Ivan Urlaub, Aaron Rittenhouse

- a. Legislative Members Sought for ESPC Updates/Education
- b. Administration Members Sought for ESPC Updates/Education
- c. Requested NC Legislative/Administration ESPC ACTIONS
 - i. Ability for any NC pre-certified ESCO with all necessary licenses to complete – **who wins phase I – to negotiate additional PC phases** with NC public entities
 - ii. Ability for any NC pre-certified ESCO with all necessary licenses to utilize International Measurement and Verification Protocols (IMVP) to deliver **Energy Efficiency projects recognized by Investor Owned Utility Energy Efficiency Programs**
 - iii. Create an Energy Efficiency Resource Standard to deliver 20% of NC energy (electric and thermal) needs by 2020 – **CREATE/RETAIN NC-Based JOBS!! (Driven by CWIP)**
 - 1. 6.0% by December 2012
 - 2. 9.0% by December 2014
 - 3. 12.0% by December 2016
 - 4. 16.0% by December 2018
 - 5. 20.0% by December 2020

X. NC Sustainable Energy Conference Sessions - Ralph Thompson/Len Hoey

April 26th and 27th

- b. The ESC will be supporting this year's conference in one session relating to deferred maintenance. The first part of the session will demonstrate the effects of deferred maintenance and the second part will share how GSEPC is a viable solution in budget constrained times.
- c. NC Sustainable Energy Conference Booth Tim Gasper
- d. Also, our NC ESC Chapter will have a booth again this year. Last year's booth was very successful. Tim Gasper will manage the effort. We will need multiple volunteers. From the Survey several of you indicated your interest. Tim will contact you. But if you didn't, please email Tim and let him know.

XI. Next meeting March 1, 2011

XII. Call for Adjournment



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