



April 5, 2011 ESC Meeting

Date: Tuesday, March 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 March 1, 2011 - Meeting Minutes

Attendance:

Ralph Thompson – Thompson Consulting
Len Hoey – SEO
Joe Christie – PEPCO
Cindy Brewbaker - NORESKO
Latief Cade – SCO
Dan Dittman – SCO
Frank Shepard – Siemens
Aaron Rittenhouse – Trane
Jessica Graber – Noresco

Patrick Pettit - JCI

By Phone:

Ken Yarnell – ECU
Abe Griffith – ECU
Mike Migliaccio – JCI
Julie Robinson - NCSEA
Barry Wilhelm - Schneider
Kirk White - Atlantic Energy Concepts

Meeting Location:

Meeting was held on 3/1/11 (1st floor conference room) at the NC McKimmon Center, 1:00–2:00 p.m.

1. Co-chair Ralph Thompson called the meeting to order at 1:02 PM.
2. Cindy Brewbaker moved to accept the February 2011 minutes. Frank Shepard seconded. Motion approved.
3. Cindy Brewbaker provided the Treasurer's Report. \$5,000 cash on hand and 22 paid members.
4. Latief Cade and Dan Dittman of the SCO were the guest speakers.
5. Co-chair Len Hoey reminded the group that only NC State Agencies and UNC System campuses are required to involve the SCO in the PC process.
6. Len also stated that SCO review of the final IGA is critical.
 - a) SCO Comments: It is key that the Owner clearly define in the RFP the PC SOW
 - b) Economic paybacks of specific ECMs with greater payback length than the financed terms will receive comment from SCO reviewers
 - c) Overestimating costs greater than RS Means for specific ECMs will receive comment from SCO reviewers
 - d) Please fully complete the BD Report per the SCO website for all IGAs



- e) Please complete a Building Code Summary – Appendix B per the NC Fire Marshal's website
 - f) Final construction documents for major mechanical changes (boilers, chillers, BAS changes) will require both mechanical drawings and control drawings
 - g) As a general rule the primary SCO reviewer will remain the same throughout the SCO review process
 - h) IGA report including final construction drawings for major mechanical drawings stamped by a NC PE will be reviewed thoroughly by SCO
 - i) Expect a minimum of 30-60 days for SCO review
 - j) IGA report needs to be a bound document
 - k) SCO and SEO will complete a set of detailed IGA Report guidelines (no specific date provided for completion of IGA Report guidelines)
 - l) Not required by SCO to specify subcontractors; however, if ESCO does specify subcontractors in IGA Report obligated to use same subcontractors
 - m) IGA Report needs to be ONE hardcopy – no electronic copies
 - n) If building is impacted by PC then it must meet all applicable North Carolina Building Codes with some exceptions (e.g. low flow valves on toilets do not require ADA compliant partitions)
 - o) M&V is important to SCO and as such M&V plan must be reasonable and verifiable
7. Len Hoey commented that if a facility is on the FCAP Report maintained by Michael Hughes at the SCO – then it is probably not a good fit for PC due to the building code compliance hurdles it would likely face.
8. Len further stated that there is a clear difference between “Construction” such as a waste heat recovery system; and, “Maintenance” such as steam trap replacement
9. Cindy Brewbaker commented on the North Carolina ESC Golf Outing which will be on Thursday, 4/28/2011 at Crooked Creek Golf Course in Fuquay-Varina. Hole Sponsorships are still available at \$100 each.
10. Len commented on the SEO Conference and requested that ESC members contact Co-chair Ralph Thompson with joint presentation ideas with recent customers on the topic of “How Performance Contracting Can Address Deferred Maintenance”. Aaron R. suggested building owners jointly present with ESCO staff. This was welcomed and ideas circulated for NCSU and Schneider; NCCU and Chevron; and, UNCW and Brady Trane to serve on a panel and provide brief overviews of their recent PC projects with plenty of time for Q/A.
11. Len further commented that including the option for multiple PC phases in an original RFP is possible but would likely require legislative action.
12. Len also stated that PC is exempted from all usual bidding requirements but State of NC EEO and HUB requirements
13. Julie Robinson of NCSEA provided an update on the 2012 Building Code; Energy Efficiency Required on the current REPS; and, the ASES Conference on 5/17 to 5/21 at the Raleigh Convention Center
14. Ken Yarnell of ECU raised a question/concern regarding the Greenville Utilities not passing Progress Energy solar incentives along to end users. No clear answers/suggestions were provided to this situation.
15. Meeting adjourned at 2:10 PM

End of March 1, 2011 - Meeting Minutes



III. Treasurer's Report - Cindy Brewbaker

1. Cash on Hand
2. Membership Status
3. Goals for income

IV. Presentation by State Construction (20 min)

SEVERAL RENEWABLE ENERGY COMPANIES on OPTIONS FOR PERFORMANCE CONTRACTING

V. New Business – Board Members to Lead (35 min)

Plan for NC ESC 2011

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.

VI. Monthly Meeting Presentations Jessica Graber

1. The last two months presentations on PC Guarantee strategy and the NC State Construction Office
2. Next Month (May 2011) interested in identifying firms to present the current state of Banking/Finance and GSEPC.
3. Then going forward presentations on 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.
4. 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. Next meeting March 1st at 11 AM in McKimmon Center 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. NC Sustainable Energy Conference Sessions - Ralph Thompson/Len Hoey April 26th – 27th:

- a. 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.
- b. 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.

X. Next meeting April 5, 2011

XI. Call for Adjournment



XII. 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