



May 3, 2011 ESC Meeting

Date: Tuesday, May 3, 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 April 5, 2011 - Meeting Minutes

Attendance:

Ralph Thompson – Thompson Consulting
Richard Self - SEO
Len Hoey – SEO
Alysen Nassif - SEO
Frank Shepard – Siemens
Tim Gasper – Trane
Brad Salamone - Atlantic Energy
Jessica Graber – Noresco
Madeline Fazzalari – Atlantic Energy
Cindy Brewbaker - NORESKO
Patrick Pettit – ESG

Sterling Bowen – SEM
Jack Connell – Honeywell
Kirk White – Atlantic Energy
Dan Dittman – SCO
Aaron Rittenhouse - Trane

By Phone:

Mike Migliaccio – JCI
Eric Frazier – NCCU
John Stadnik – JCI
Joe Christie – Pepco

Meeting Location:

Meeting was held on 4/5/11 (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 1:00 PM.
2. Ralph Thompson moved to accept the March minutes and Frank Shepard 2nd for as noted corrections to minutes include adding Jessica Graber and Patrick Pettit to attendance.
3. Ralph suggested a continuing dialogue with State Construction. Frank Shepard is to follow up with Len Hoey on this.
4. Cindy Brewbaker provided the Treasurer's Report. \$4,794 cash on hand after paying for ESC booth. 24 paid members total.
5. Richard Self has asked for docs from Energi to continue approval process for this alternative to ESCO financial guarantees. None received yet.
6. Sterling Bowen and Ralph Thompson presented Renewable Energy alternatives to the group. Handouts are attached.
7. Jessica Graber trying to book LGC representatives for presentation at May ESC meeting. Members are to submit questions for LGC to Jessica by 4/19.



8. Jessica looking to book banking representatives for presentation at June ESC meeting.
9. Ralph & Jessica suggested NC Minorities and Power Company representatives for future meeting presentations.
10. Cindy Brewbaker noted that she has 18 golfers + 4 sponsors booked for ESC golf outing. Cindy encouraged others to join in the outing.
11. Jessica, Len & Frank working to get with Len on LGU, SGU & UNC process timelines. Working to get documents completed.
12. Tim Gasper is coordinating ESC booth for NC Sustainability Show. Will send out sign-ups through Doodle.com.
13. Cindy Brewbaker to work with Tim on updated ESC flyer for show.
14. Len Hoey working with Ralph on USI preso on Deferred Maintenance at NC Sustainability Show. Have Steve Martin (UNCP) and Dan Dowell to present also.
15. Richard Self noted that DOT is ready to release RFP.
16. Richard noted that Eaton Corporation is now an approved NC ESCO.
17. Len & Richard noted that there are 15 new GU's interested in a PC project.
18. Richard would like an updated list of past PC projects. LGUs are not required to report where SGUs are.
19. Tim Gasper motion to adjourn.
20. Meeting adjourned at 2:10 PM

End of April 5, 2011 - Meeting Minutes

III. Treasurer's Report - Cindy Brewbaker

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

IV. Special Presentation Topics

The last three months' presentations on PC Guarantee strategy, the NC State Construction Office, and Renewable Energy Strategies for PC have been informative. Next Month's (June 7th) topic is Banking/Finance. We are looking for members of the banking community to lead this discussion.

Future presentations include Local Governments Commission and GSEPC, Minority Business (HUB/MBE), Power Company Incentives, Third Party Representatives, and Owner Case Studies.

From our past 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.

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

Plan for NC ESC 2011

1. Promote commitment of all pre-qualified ESCOs to support ESC mission in NC.
2. Use the monthly meetings to discuss important PC related topics.
3. Team with other organizations & stakeholders to create co-education opportunities.
4. Continue with Process Improvements
5. Build membership involvement and PC promotion through relationships with all 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

Due to the threat of severe weather, the outing was postponed until May 26th. Last year Cindy Brewbaker lead this very successful outing. Cindy can still use some volunteers and sign ups for the outing. Email her to offer.

VIII. Process Improvement Committee Frank Shepard

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 Wrap Up - Ralph Thompson/Len Hoey April 26th – 27th:

Tim will give an overview of the conference and discuss the ESC's role in the conference.

X. Next meeting Tuesday June 7, 2011 at 1:00 PM

McKimmon Center Room 232

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