



## **October 14, 2014 ESC Meeting**

### **Attendees**

Len Hoey – DENR/USI

### **In Person**

Tim Gasper – Brady Trane  
Kevin Overcash – Piedmont  
John Stadnik – JCI  
Steve Quirk – JCI  
Kathy Walters – DENR/USI  
Madeline Fazzalari – Phillips

### **Phone:**

Frank Shepard – Ally  
Wally Ray – Griffith Engineering  
Sara Lawter – Falcon Engineering  
Rich Penner - Trane

### **Approval of Minutes of August 12, 2014 Meeting**

- Kevin Overcash motion to approve, John Stadnik. second – minutes approved

### **Treasurer's Report**

- Funding and Membership
  - The balance for October is \$4,825.48
  - Had 32 members in September
- Len comment on chapter spending – “money well spent”
  - Much more PC activity in the NC market

### **2015 National Conference Planning**

- Jim Arwood – chairman of ESC, signed contract for 8/31-9/2 at Weston, south end of Charlotte near BOA stadium & across street from NASCAR hall of fame.
- Have conference manager to work with Tracy
- Committee chairs – need to get moving soon
- Len to get with sponsors
- If anyone knows of interesting site to visit the evening of 8/31 in Charlotte, please notify Len. Few ideas:
  - McGuire nuclear plant?
  - US Whitewater Training – pump station?
  - Any ideas welcome
  - Envision Charlotte - Smart Grid for Duke
    - <http://www.envisioncharlotte.com/>
- If we want Nascar Hall of Fame 100% to ESC, cost is \$10k
- NASCAR simulator is \$6k

# **Energy Services Coalition**

## North Carolina Chapter



- NC Chapter is in charge of putting this together.
- Hall of Fame has area for catering
  - Would be an opportunity for major sponsor to speak to the crowd
- Kathy Walters & Kevin Overcash questions on scholarships
  - Scholarships for public sector attendees provided by local and national ESC.
  - ESC had 25-50 available in Minnesota.
  - Len says Feb-March timeframe before scholarships made available.
- Local and national interest is important.
- Cost \$250/\$400 public sector, \$395/\$685 private sector for show in 2014.
  - Member/Non-Member costs
- Remember to vote for ESC National Board.
  - Ballot is set (except for write ins)
  - Vote by 10/17.
- Proposed Conference Agenda comments by Len
  - Case studies historically successful
- Madeline F. – active in Georgia chapter and will advocate for NC conference.
- Len – be sure to mention “save the dates” to anyone that may be interested in attending
- Len working to get Governor to Attend. Won’t hear until 2-weeks before conference
- Maybe get Charlotte Mayor Clodfelter to welcome ESC
  - Rich Penner to contact
- Speaking roles go mainly to larger sponsors

### **2015 Conference Planning – (This Section copied from September meeting for convenience)**

- Logistics (venues)
  - Rich P. will chair, National will provide support on this task and execute all contracts
- Food and Entertainment
  - Rich P. volunteered to chair
  - Alysa Watkins has volunteered to help by email.
- Agenda
  - Steve Quirk volunteered to chair
  - Tim Gasper & CC Maurer volunteered to help
  - Len has ideas that he will share with the group
- Sponsors and exhibitors
  - Len volunteered to chair
  - Rich P. volunteered to help.
  - Will be calling on everyone to exhibit and hopefully sponsor
  - Platinum Sponsor gets to address the entire conference

# Energy Services Coalition

## North Carolina Chapter



- Marketing
  - Len H. provided definition of the Chapter role in marketing. Will need to begin an outreach campaign: find outlets to get this announced, publications, use internal channels, send out information through email lists and make calls to contacts
  - This would begin after our dates are confirmed
  - Most people have internal newsletter
  - Out Marketing targets may be everywhere – want get the word out beyond NC and bring in attendees from the other places where our companies work – east coast, mid-atlantic, etc.
  - Robbie W. volunteered to chair
  - Jessica G. and Joe C. volunteered to help
  - Dan Dowell volunteered to help by email
- Local fundraising
  - We want to be able to give scholarships to public sector - that is mainly what the fundraising would be used for
  - Len H. suggested maybe there is something we could do for Christmas? A few years ago, had a successful event – invited legislators at the Solar Center
  - Maybe something for Spring?
    - A previous member, Cindy Brubaker put together a fundraiser at her golf course – scheduled around the April Conference
  - Joe C. volunteered to Chair
- Other
  - Platinum Sponsorship is secured already from Ingersoll Rand – we can have more than one platinum sponsor
  - There will be a split of excess funds - after all the expenses are paid for the conference, will get a portion of the money that is raised back.
  - Chairs may want to schedule conference call or email with the volunteer as appropriate before the next meeting – do some brainstorming and share ideas

# **Energy Services Coalition**

## North Carolina Chapter



### **Process Improvement**

- Legislative Updates
  - Tim G. asked if there is any potential of reaching the cap on PC in the state
  - Len H. stated that there is about \$300 Million left in the cap – it is a floating cap and based on remaining balances due. For some contracts, the principal will have been brought down. This needs to be reviewed.
- Len commented on IGAs. Many are too long and too expensive. Need to craft ways of preventing this.

### **New RFP Activity**

- Beaufort k12 has released an RFP
- Hyde County
- Roanoke CC
- City of Chapel Hill
- Martin CC
- Rutherford CC, k12 and county working together
- Beaufort CC

### **All ESCO Meeting**

- Scheduled for October 16, 2014 8:30-11:30am
  - Will review Legislative Changes for 2014
  - Will review adjusted Cash Flow Spreadsheet

**Next meeting November 11, 2014 at 1:00 PM.**

### **Call for Adjournment**

- Tim G. motion, Kevin O. second.
- Meeting adjourned 1:50PM.



### 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