



April 4, 2017 ESC Meeting

Date: April 4, 2017
Location: Piedmont Service Group, 1031 Nowell Rd, Raleigh, NC
Start Time: 1:00 PM Eastern Standard Time
End Time: 2:00 PM Eastern Standard Time
Dial-in Number: (712) 432-1500
Access Code: 563401

I. Welcome and Introductions

1. Attendees:
 - i. Graham Lewis
 - ii. Len Hoey
 - iii. Joe McGowan
 - iv. Dale Cranford
 - v. Kevin Overcash
 - vi. Ryan Miller
 - vii. Walt Donzila
 - viii. Tim Gasper

II. Approval of Minutes of March 14, 2017 Meeting

1. Motion to approve: Len
2. Second: Dale
3. Motion passes

III. Treasurer's Report

1. Funding and Membership – Robbie W.
 - i. No update from National. No report for this meeting.

IV. Special Presentation Topics

1. Future Meeting Location(s) – Kevin O.
 - i. May 9th - Volunteers:
 1. Brady – Morrisville (Tim G.)
 2. NCBPA – Raleigh Downtown (Ryan M.)
 - a. Get CC Maurer address and parking instructions.
 3. DEQ – Raleigh GreenSquare – (Len H.)
 - a. June 13th meeting location. Len to provide instructions to CC.
 4. Trane – Charlotte (Desire to coincide with a Charlotte event if possible) (Rich P.)
2. De- Brief - Educations Sessions – Greenville – March 21 – Len H.
 - i. Len, Graham and Kevin presented.
 - ii. 6 customers attended.



- iii. Several contractors attended, Celtic Energy participated as well.
- iv. Len's office has contacted several attendees as follow-up.
- v. Sessions seemed successful.
- vi. Kathy sent out attendee list and can provide it if needed.
- 3. ESC Track at NCBPA and update on PACE financing bill – Ryan M.
 - i. July 12 – 13 in Charlotte at Convention Center.
 - ii. 300 – 400 attendee targets.
 - iii. Open to ESC to present, exhibit and have a track.
 - iv. Len: would need to customize presentations to include non-governmental customer targets.
 - v. Graham: If there are a few dozen commercial attendees, would present.
 - vi. Walt: Would be good to talk about PACE projects.
 - vii. Kevin: Want to make sure there are target customers there. Have 4 hour presentation for public entities.
 - viii. Len: May need to do two sessions – one for public and one for private. Focus on performance contracting and EE, reinvesting the savings back into the project.
 - ix. USI will have conflict with ASU Energy Summit.
 - x. Action Item: CC to ask ESC members for participation interest and get back to Ryan to schedule.
 - xi. PACE Financing:
 - 1. NCBPA lobbying for C-PACE Bill S493. [More info here.](#)
 - 2. Len: May need to strike out reference to public universities and community colleges because they are state-owned and tax exempt. Ryan to look into.
 - 3. Contact Ryan if you are interested in getting involved.
- 4. Upcoming Conferences:
 - i. Reminder: State Energy Conference – April 11-12
 - 1. Several ESC members are attending.
 - ii. Appalachian Energy Summit – July 10-12th – Kevin O. suggested we request to present at last meeting.
 - 1. Highly doubtful that ESC can present. He's still working on it.

V. Process Improvement

- 1. Legislative Group – Tim
 - i. No initiatives that he is aware of right now.
 - ii. Ryan can help track and identify legislation as needed.

VI. New Business

- 1. Active Projects Review
 - i. Kat reported earlier on Caldwell County Schools.

Energy Services Coalition

North Carolina Chapter



- ii. Len: Working with Durham City and County, Gaston and Johnston CCs. Probably 5 or 6 potential projects, waiting for RFP information. Town of Cary has reached out to Len.

VII. Next meeting May 9, 2017 at 1:00 PM.

1. At NCBPA Office: 223 S. Wilmington Street, Suite H in downtown Raleigh (above where Joule used to be located – street code 1381 to enter street door).

VIII. Call for Adjournment

1. Motion: Ryan
2. Second: Tim
3. Adjourned.



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