



June 1, 2010 ESC Meeting

March 2, 2010 - Meeting Minutes

Attendance:

Tim Gasper, Brady Trane
Frank Shepard, Siemens
Kirk White, Atlantic Energy Concepts
Cindy Brewbaker, JCI
Dennis Atkinson, Stones River
Alysen Nassif, Harris Lighting
Andy Nehila, ConEdison
Jack Connell, Honeywell
John Hobbes, Noresco
Ralph Thompson, Thompson Consulting
Rene'e Hooker, ConEdison
Robert Williams, Schneider Electric

By Phone:

Lee DuVall, GTCC
Len Hoey, SEO
Rich Penner, Trane
Rick Peters, H2O Technologies

Meeting Location:

The ESC Meeting was held on 3/2/10 in Room 232 at the NC McKimmon Center, 1:00 – 2:00 p.m.

3-2-10 ESC Meeting Minutes:

- I. **Welcome and Introductions - Ralph Thompson Len Hoey**
 - a. All CALLERS will be asked to announce their name and association.
 - b. (Then **MUTE your phone** unless you want to weigh in on a topic)
 - c. All ATTENDEES are asked to sign the attendance sheet.
 - d. Welcome to any first-time visitors or callers.

- II. **Secretary's Report - Tim Gasper**
 - a. Approval of Minutes of Meeting

- I. **Treasurer's Report - Cindy Brewbaker**
 - a. Cash on Hand - \$3,700
 - b. Total paid membership for NC Chapter = 27

- I. **Old Business**
 - a. Performance Contracting Application Updates – Len Hoey:
 - a. UNC-Chapel Hill has not yet submitted application
 - b. ECU application received – potential release in 30-days
 - c. NC DOT on hold until Energy Manager position is filled
 - d. Winston Salem State – moving forward – no date
 - e. Fayetteville State – no movement
 - b. Len Hoey reported that NCSU & UNCW performance contracts were both approved at Council of State meeting the morning of 3/2/10. Tim Gasper noted that several questions came from Cherie Berry, NC Secretary of



- c. Labor, regarding award to local companies & subcontractors vs. out of state firms. Cherie also asked questions regarding financing. NC Treasurer Janet Cowell voiced support for performance contracting.
- d. Frank Shepard & Len Hoey noted that there have been two meetings in the past month involving the PC Process Improvement Committee. There is a third meeting scheduled for after today's ESC meeting. The goals for this committee continue to include more formalization, clarification and simplification of the PC process. The committee noted progress in formally outlining the process steps for the different governmental units.
- e. Cindy Brewer gave an update on the proposed ESC Golf Outing fundraiser. The event will be held at Crooked Creek near Fuquay. The outing will be held on Friday 4/23 the day after the NC Sustainable Energy Conference. The cost will be \$75/golfer. Including Green Fees + purchased mulligans + hole sponsors, Cindy expects the chapter will net \$3,500 after expenses. Cindy will need volunteers to help setup the event.
- f. The chapter has decided to sponsor a booth for the April Sustainable Energy Conference. Tim Gasper will contact Eddie Riddle from ESC to man the booth during the show.
- g. The Energy Policy Council will have their final meeting on 3/18/10.
- h. NCSEA planning for next year. Suggest that ESC look at combining or sharing initiatives.
- i. ESC meetings at Rm 232 - McKimmon are confirmed for the rest of 2010 EXCEPT for April (meeting combined with NC Sustainability Conference).
- j. Tim Gasper will update website with latest meeting minutes.

Energy Services Coalition

North Carolina Chapter



June 1 , 2010 Meeting Agenda:

We look forward to your participation in our JUNE ESC Meeting at the McKimmon Center 2nd Floor on NC State University's campus at 1pm. The General Agenda for this months meeting will be sharing each committee's goals for the next couple of months and updates on upcoming opportunities. We will keep in mind that our mission is to promote the use of Performance Contracting and to Lower the Hindrances to the Contracting Method.

I. Welcome and Introductions (2 minutes) Ralph Thompson Len Hoey

- 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 (2 minutes) Tim Gasper

- a. Approval of Minutes of Meeting
- b. Updates and News for the ESC Chapter Website

III. Treasurer's Report (2 minute) Cindy Brewbaker

- a. Cash on Hand
- b. Membership Status
- c. Golf Outing Income Report
- d. Goals for Income

III. Old Business (15 minutes) Len Hoey and Ralph Thompson

- a. Status of Performance Contract Opportunities for State Agencies

IV. New Business(25 minutes) Len Hoey and Ralph Thompson

- a. Committee Goals and Actions

1. Process Improvement Committee Frank Shepard

2. Membership Committee

<http://www.energyservicescoalition.org/membership/join.aspx>

3. Education/Conference Committee Joe Chritie

4. Outreach Frank Shepard/Cindy Brewbaker

- b. NCSEA Update

V. Future Meetings

May 4, 2010 - Room 232 McKimmon Center at NCSU.

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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