



February 5, 2008 ESC Meeting

1/8/08 - Meeting Minutes

Attendance:

Tim Gasper	Trane
Joe Christie	Pepco
Larry Doyle	Honeywell SES
John Hobbes	Noresco
Jim Hendry	Synergy/PEC
Tim Lupo	NC Solar Center

Meeting Location:

The meeting was held on 1/8/08 at the McKimmon Center, in Room 232
1:00pm – 2:30pm.

Old Business:

- F/U discussion – UNC General Administration. Action update - UNC's.
- S3 Update – Progress Energy RFPQ – see zip file below.
- Planning for 2008 North Carolina Sustainable Energy Conference.

New Business:

- LGC Discussion – Meeting held with Treasury on 12/21/07.
 - See agenda document attached to e-mail.

Energy Services Coalition

North Carolina Chapter



Old Business:

- F/U discussion – UNC General Administration. Action update - UNC's.
- S3 Update – 1/28/08 conference call with Don Gilligan.
 - Dave Hohns, Troy Klein, Keith Byran, John Hobbes, Larry Doyle, Don Gilligan, Walt Gregory, Alan Whitby, Richard Sells, Frank Shepard, Tim Gasper.
- Planning for 2008 North Carolina Sustainable Energy Conference.
- LGC Discussion – Results of meeting held with Treasury on 12/21/07. Report on LGC preliminary position on telecommunications operating savings ECM.

New Business:

- SEO PC PM staffing increases. Discuss new staff members being added to promote & manage PC.

Committee Reports:

- Private Sector Co-Chair – Tim Gasper
- Public Sector Co-Chair – Len Hoey
- State Specific Documents Committee Chair - Tim Gasper
- Membership Committee Chair - Open
- Outreach Committee Chair - Frank Shepard
 - UNC Outreach Initiative – scheduled ESC visits
 - 1/31 UNCC – JCI, Noresco
- Workshop Committee Chair - Open
- Treasurer - Dave Hohns

Potential State & Local PC projects:

- ✓ UNC Wilmington – RFP date not set. Target 3/1.
- ✓ UNCCH, UNCC, NCCU, WSSU, NCSA, ECU, FSU, ECSU, NCSU, A&T, ECU

Next meeting date, time, location:

The next meeting is Tuesday 3/4/08, 1:00 PM at the McKimmon Center, in Room 232.



Identified Barriers to PC in North Carolina

- **PC Process Education**
 - Lack of understanding of the PC process by GUs
 - Perception of “budget cuts” to finance PC out of energy budget and additional cuts after debt service is paid. See excerpt from PACE initiative below:
 - There is a perception that future budgets are in order to cover efficiency costs. Essentially, the more efficient and/or effective a campus became, the more it would be penalized. To address this situation, the PACE working group recommended that identified savings remain on the campus and better fund existing facilities management costs.
 - Issue of UNC utility budgets presently being about 30% under-funded and the added risks associated with a new debt payment stream.
- **Lack of local site “champions”**
 - Lack of a dedicated person to oversee project PC projects.
- **Other notable notes on barriers:**
 - Need additional workshops and other educational activities.
 - Remove the requirement for additional RFPs if GU’s want to do additional phases of work thus slowing down PC implementation.
 - Promote Contract Facilitators to quickly move PC through the process.



SPECIFIC 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