



March 1, 2011 ESC Meeting

Date: Tuesday, March 1, 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 February 1, 2010 - Meeting Minutes

Attendance:

Tim Gasper – Brady Trane

John Cole – Rehau Construction

Alysen Nassif - SEO

Jack Connell – Honeywell

By Phone:

Brian McCarthy – Energi

Barry Wilhelm - Schneider

Charlie Hall – Proctor Hodge

Jessica Graber – Noresco

Rich Penner – Trane

Richard Self – SEO

Greg Robinson – Noresco

Len Hoey – SEO

Robbie Williams – Schneider

Kirk White - Atlantic Energy Concepts

Alyssa Walker – Schneider

John Coupland – IAS Assoc

Donna Byrd – Schneider

Madeline Fazzalari–Atlantic Energy Concepts

Maggie Selig – Celtic Energy

Ralph Thompson – Thompson Consulting

Meeting Location:

Meeting was held on 2/1/10 (1st floor conference room) at the NC McKimmon Center, 1:00–2:00 p.m.

1. Ralph reminded everyone of one of ESC's main missions, to remove barriers to PC.
2. ESC chapter has a \$5,084 cash on hand balance as of 1-15-11 including 22 paid NC members.
3. Energi Energy Savings Warranty Program presentation. Energi is working to gain approval as alternate method of security acceptable to the NC Treasurer.
4. Ralph discussed the results of the recently completed Survey Monkey. The survey helped to identify future program ideas and also solicited ESC members for participation in these and other future events.
5. Jessica Graber outlined future meeting presentation subject matters including State Construction in March, Renewables in April, Banking & OSBM LGC in June, Utility Company incentives in August, 3rd party companies in September, Owners in October and Local Governmental Units such as k12, cities & counties later in the year.

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6. Cindy Brewbaker announced this year's ESC Golf Outing to be held at Crooked Creek on 4/28. A 10:00 AM shotgun start is planned. Cost is \$75/golfer. ESC realized a \$1,279 from the 2010 outing.
7. There will be a PC Process Improvement meeting on 2/7 at SEO.
8. NCSEA update.
 - a. Legislative Members Sought for ESPC Updates/Education
 - b. Administration Members Sought for ESPC Updates/Education
 - c. Requested NC Legislative/Administration ESPC ACTIONS
 - i. Ability for any NC pre-certified ESCO with all necessary licenses to complete – who wins phase I – to negotiate additional PC phases with NC public entities
 - ii. Ability for any NC pre-certified ESCO with all necessary licenses to utilize International Measurement and Verification Protocols (IMVP) to deliver Energy Efficiency projects recognized by Investor Owned Utility Energy Efficiency Programs
 - iii. Create an Energy Efficiency Resource Standard to deliver 20% of NC energy (electric and thermal) needs by 2020 – CREATE/RETAIN NC-Based JOBS!! (Driven by CWIP)
 1. 6.0% by December 2012
 2. 9.0% by December 2014
 3. 12.0% by December 2016
 4. 16.0% by December 2018
 5. 20.0% by December 2020
9. Len Hoey is working on a letter of opinion that will potentially allow a negotiated Phase II of a performance contract if executed within 3-5 years. Len is also working to allow Appendix I & II buildings into performance contracts to help lower development costs & speed up the PC process.
10. Tim Gasper is working with Eddie Riddle from ESC to provide and man the ESC booth at the upcoming NC Sustainable Conference on 4/26 and 4/27. Eddie is working on gaining approval from ESC for him to attend.
11. Jessica noted that American Solar Energy Society National Solar Conference May 17-21 Raleigh Convention Center www.nationalsolarconference.org/solar2011/public/enter.aspx
12. Ralph noted that it is nearing ESC election time. Members that have not served in a board position will be asked to participate in order for ESC to continue to grow and prosper in NC.

End of February 1, 2010 - Meeting Minutes

III. Treasurer's Report - Cindy Brewbaker

- a. Cash on Hand
- b. Membership Status
- c. Goals for income

IV. Presentation by State Construction (20 min)

TOPIC : State Construction & Performance Contracting - Reviews at Each Phase and SCO Responsibilities in the Review Process. Latiff Kaid, Leonard Thagard and Len Hoey will be presenting.

V. New Business – Board Members (Board Members)

Plan for NC ESC 2011



1. PROMOTE COMMITMENT OF ALL PREQUALIFIED ESCO'S TO SUPPORT ESC MISSION IN NC.
2. USE THE MONTHLY MEETINGS TO PRESENT IMPORTANT TOPICS
3. TEAM WITH OTHER ORGANIZATIONS / STAKEHOLDERS TO CREATE CO-EDUCATION OPPORTUNITIES
4. CONTINUE PROCESS IMPROVEMENT PROCESS
5. BUILD MEMBERSHIP/INVOLVEMENT AND CO-PROMOTION OF PC THROUGH RELATIONSHIPS WITH STAKEHOLDERS.

VI. Monthly Meeting Presentations Jessica Graber

- a. This year we will provide a presentation on a timely topic at each monthly meeting. From the December ESC NC Survey we have identified the following topics and are scheduling them now. State Construction and GSEPC, Renewable Energy and GSEPC, Banking/Finance and GSEPC, 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. 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

- a. April 28th (tentative) Last year Cindy Brewbaker will lead this very successful outing. From the Survey, Cindy was able to identify several volunteers. She will be calling a planning meeting shortly and could use more volunteers. Email her to offer.

VIII. Process Improvement Committee Frank Shepard

- a. Next meeting March 1st at 11 AM in McKimmon Center 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 Sessions - Ralph Thompson/Len Hoey

April 26th and 27th

- a. The ESC will be supporting this year's conference in one session relating to deferred maintenance. The first part of the session will demonstrate the effects of deferred maintenance and the second part will share how GSEPC is a viable solution in budget constrained times.
- b. Also, our NC ESC Chapter will have a booth again this year. Last year's booth was very successful. Tim Gasper will manage the effort. We will need multiple volunteers. From the Survey several of you indicated your interest. Tim will contact you. But if you didn't, please email Tim and let him know.

X. Next meeting April 5, 2011

XI. Call for Adjournment

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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