

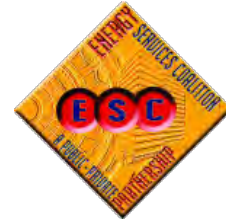
Colorado Energy Services Coalition
September 26, 2008
Chapter Meeting

ACTION ITEMS FROM SEPTEMBER 26, 2008 MEETING

- 1. Email new Xcel Energy DSM Report to members** (Steve Truebner)
- 2. Email membership a notice to renew membership online** (Steve Truebner)
- 3. Coordinate ESC panel for Cumulus Energy Expo on January 28, 2009 in Grand Junction** (Matt Rush)
- 4. Contact Xcel to determine who will be our new ESC contact since Andre and Fran have been reassigned** (Gary Berggard)
- 5. Coordinate ESC panel for upcoming CASDEN Event** (Matt Rush/Joel Asrael)
- 6. Monthly Financial Market Update paragraph to be developed and email to members** (Karen, Chris and Justin)
- 7. Coordinate with Jeff Lyng on ESC letter of support for new CO Industrial Program** (Gary Berggard)

***** ESC TO HOLD QUARTERLY CHAPTER MEETINGS.
ADVANCED SCHEDULE BELOW *****

December 5, 2008
March 6, 2009
June 5, 2009
September 11, 2009



9/26/08 Meeting Attendees:

Leadership: Co-Chair: Gary Berggard – Honeywell; Co-Chair: Sean Mandel – GEO; Treasurer: Steve Truebner – Johnson Controls

ESC Members: John McAllister – EMC Engineers; Robert Welch – Technology Crafters; Bruce Ryman – Sylvania, ; Sam Snyder; Kristine Diehl – McKinstry; Jim Knutson – Trane; Sheri Straily – Ballard Spahr Andrews & Ingersoll, LLP; Justin Thompson – Saulsbury Hill; Karen Keeler – AAIG; Chris Youngs – Hannon Armstrong

GEO Representatives: Sean Mandel; Joel Asrael; John Canfield; Joan Gregerson; Jeff Lyng

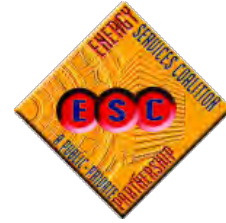
Invited Guests: Tom Fuller – Wyoming Business Council; Linda Smith – 9K Foot Strategies; Georgia Brensdaal – State of Montana; Bruce Nelson – State of Minnesota; Tom Potter – SWEEP

7:40 a.m. Meeting begins

Introductions

Jeff Lyng, Governor's Energy Office (GEO)

- Jeff has been re-assigned to a position in GEO to focus his time and experience on renewable energy for the Colorado
- Various barriers have been identified and it made sense to have a dedicated team to address those
- Achievements include the DSM PC program through the ESC and Exel Energy; the creation and success of the Commercial Buildings Program
- In addition to renewables, Jeff will be involved in the creation of a Industrial Efficiency program for Colorado
 - Focus on 100 of the largest industrial customers in Colorado
 - \$1.1 million to support the program (\$800,000 requested from DOE; GEO contributing \$200,000)
 - Requesting letter of support from CO ESC to DOE to support program



Secretary's Report - Steve Truebner

- Minutes from June 27, 2008 meeting circulated electronically before meeting and highlights reviewed with the members
- Motion made to approve minutes (Jon McAllister); Second (Joel Asrael); Minutes unanimously approved

Treasurer's Report – Steve Truebner and Chris Youngs

- Balance as of September 25, 2008 was \$3497
- Membership Report: Currently only 11 members paid and active. Renewal notice to be emailed to members again.

Executive Committee Report – Gary Bergard

- Met with Executive Committee on August 18
- These meetings are to be held one month prior to Chapter meetings and are open to any member (Truebner, Bergard, Rush, Lyng and Mandel attended last)
- Discussion of adding structure and substance to ESC meetings
- Move to Quarterly Chapter Meetings (Next Meeting on December 5)
- Job Descriptions for officers to be drafted
- Annual Plan (October to October) for CO ESC to be drafted

Outreach Committee Report - Gary Bergard, Linda Smith

- Cumulus Energy Event on January 28, 2009 in Grand Junction
- ESC has been offer a panel; need to coordinate
- Not planning on an ESC booth

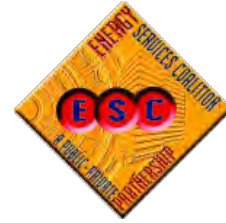
DSM Sub-Committee Update – Jeff Lyng

- Demand Side Management Biennial Plan now available. See below link:

http://www.swenergy.org/news/2008-08-Xcel_DSM_Biennial_Plan.pdf

See page 144 of document for specific information on the "Standard Offer program"

- Gary Bergard provided a history of our process in working with Xcel to develop a program like this
- Encourage all members to maximize the use of these programs



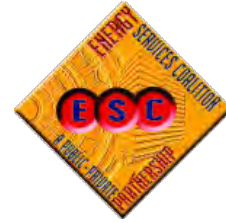
- Tom Carter will manage program locally
- Jim Knutson of Trane will be representing the Energy Efficiency Business Council at the October 15 PUC meeting
- He will be testifying and is open to suggestions from ESC. Needs to provide testimony in advance

National ESC Update – Linda Smith, Tom Potter

- Linda and Tom will be raising money for the National ESC and are interested in hearing ideas and strategies from members
- Currently developing an ESC funding plan to support the fundraising efforts
- \$500,000 goal
- Funds will mainly be available to support chapter activities and to establish new chapters

GEO Update – Sean Mandel, Joel Asrael

- Have renewed the existing companies in the GEO Commercial Buildings Program; and added two more
- Colorado Carbon Fund has been launched. More information on the Fund available on the GEO website
 - Currently soliciting project ideas
 - Partnered with the Oregon Climate Trust
- The Renewables in Performance Contracting Grant Program will be redesigned to handle wind and biomass projects exclusively. Specific applications will be available in November.
- Solar projects will be redirected to the newly created Commercial Solar Rebate Program managed by Jeff Lyng
 - Applications will be available on "Partnership Opportunities" section of GEO website in mid-October
- GEO Performance Contracting program now managed by Joel Asrael
- Project Tracking Sheets collected in August and September; Report to be released soon
- CASDEN (CO Association of School District Energy Managers) seeking an ESC panel for an upcoming event. See Joel Asrael for details.
- Group of City and County Energy Managers will be meeting with GEO in late-October
- Reminder that as part of GEO program agreement, if you cannot solve a certain customer's energy issue you will refer another ESCO or customer back to the GEO program manager



Wyoming Update – Tom Fuller

- 47 entities signed up into WYECIP program
- Laramie School District #1 will be a model project for large districts
- Fremont County School District #2 will be a model project for smaller districts
- Based on experience with Fremont County project, WYECIP expects to attempt to merge more entities
- Expect to hear more detail on the Investment Grade Audit matching program; See Tom Fuller for more detail

ESC Elections – Sean Mandel

- Nominations include Gary Berngard for Chairman, Steve Truebner for Secretary and Karen Keeler for Treasurer
- Motion to accept slate of candidates made (McAllister), Second (Youngs), and unanimously approved

Finance Market Update – Karen Keeler, Chris Youngs

- Unlikely to see a lot of 20 year notes based on the current credit crunch; 15 years will sometimes be difficult
- Three main companies doing loans for PC projects
- Keep financing terms in mind during audit phase with customer
- The "Federal Rescue" program from Treasury will help, but will not solve all problems
- All customers will be affected and credit rating will be critical
- We will build in Financial Market Updates into future meetings and Justin, Karen and Chris will begin to coordinate a monthly update paragraph on the state of the current markets
- Joel Asrael will also elevate financial issue within GEO

9:35 a.m. Meeting Adjourned