



**Colorado Energy Services Coalition
Chapter Meeting
March 6, 2008**

Action Items from 3/6/09 Meeting:

- Post Cumulus Event Presentation on ESC website – Matt Rush/Linda Smith
 - Schedule Meeting for Outreach Committee – Matt Rush
 - Letter to National ESC – Regarding future ESC webinars. Is the content considered to be of special value to ESC paid members? Is it an exclusive benefit of membership? – Linda Smith
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Attendees: Steve Truebner, JCI; Linda Smith, ESC Consultant; Don Davenport, EMC; Jeff Schuster, Ennovate; Steve Boyd, NORESCO; Chris Berry, NORESCO; Matthew Campbell, CTL Thompson; Sandy Busby, EMC; Jordan Brooks, Tatonka Capital; Chris Mettes, Honeywell; Chris Youngs, Hannon Armstrong; John McAllister, EMC; Jim Zarske, Nexant; Steve Wilson, Wilson Communications; Joel Asrael, GEO; Brian Stern, Sol Source; Bethany Utke, JCI; Sean Mandel, GEO; Jim Knutson, Trane; Karen Keeler, AAIG; Robert Welch, Tech Crafters; Leslie Larocque, McKinstry; Kristine Diehl, McKinstry; Matthew Rush, Chevron; Gary Bergard, Honeywell.

7:00 a.m. Breakfast and Networking

8:00 a.m. Meeting Begins

Introductions and Sign-In

Secretary's Report – Steve Truebner

- The meeting minutes for the previous CO Chapter ESC meeting (12/12/08) were emailed to members prior to meeting for review
- Steve Truebner read highlights and Action Items from minutes



- Motion made by Don Davenport to accept minutes into record; Second by Karen Keeler; unanimously approved

Membership Report – Steve Truebner

- As of March 3, 2009 the CO ESC had 26 paid members
- Annual Renewal date in June 30, 2009

Treasurer’s Report – Karen Keeler/Steve Truebner

- As of March 3, 2009 ESC Bank Balance was \$3140

Outreach Committee Report – Matt Rush

- Matt Rush, Sandy Busby, Marty Skolnik currently members of committee.
- Committee happy to change up or add more members
- Beth Utke of Johnson Controls volunteers to join
- Matt to set up a Outreach Committee Meeting

- Cumulus Event in Grand Junction was the latest event
 - Matt Rush, Oscar Rangel and Jon McAllister presented
 - 300 people attended; a wide range of customer types
 - Presentation to be posted on ESC website

- ALGF Finance Event on May 7
- Panel of three speakers needed
 - Names submitted for consideration are Gary Bergard, Jim Knutson, Doug Hargrove and Jon McAllister
 - Name picked randomly from hat will NOT be on panel: Jim Knutson
 - Jim Knutson will be on the next panel
 - Joel Asrael or Sean Mandel will represent the GEO

Financial Markets Update – Karen Keeler (with input from Chris Youngs and David Salisbury)

- Banking industry trying to expand
- Focus on Pre-Qualifying customer
- 15 year term appears as the industry max
 - \$5-7 Million is the sweet spot
 - 10-12 year term also best



- Strong credit needed on the bigger deals
- Get finance partners involved early
- Joel Asrael asked “what if the State was able to ‘back or guarantee’ loans?”
- State of Colorado doesn’t have a stand alone bond rating

ARRA Funding Update – Angie Fyfe, Colorado Greening Government Manager and Joel Asrael, Commercial Buildings Program Manager

Angie Fyfe:

- State Energy Program (SEP) funds approximately \$49 million
- Money will come directly to State and GEO will determine projects
- Weatherization Program approximately \$81 Million
- Energy Efficiency and Conservation Block Grants
 - 68% of funds will go directly from DOE to larger Colorado Cities
 - 28% will go to the State for further disbursement
 - Funds “expected” by April 1, 2009
- GEO website will be updated regularly with ARRA information

Joel Asrael:

- \$49 million from State SEP funds will be the main fund to support PC
- Not all of the money will be going to ESCO’s
- Goals: job creation, quick execution, carbon and energy reduction, and ability to “stretch funds”
- What are the marker barriers that could be addressed?
 - Lack of capital and credit
 - Audit costs
 - Matching dollars would help grow the overall project bundle
 - Capital to buy down finance terms
- Is there a GEO “one-pager” that could be presented to potential customers?
- GEO is opposed to limited funds for individual projects, because they want to keep the door open to potential “game changers”, like a company willing to relocate to Colorado
- The money from the Federal Government will have “tracking requirements” attached to it
- ESCOs will be competing with everyone for ARRA funds – From Main Street companies to Hospitals
 - If ESCOs are bound to an M&V Program to support the project, then so should everyone
- A ranking or rating for project consideration has not yet been developed



- Rough Timeline:
 - 30 days until appropriation
 - 30 days to submit project
 - 30 for decisions

National ESC Update – Linda Smith

- ESC national is planning to offer an on-going series of webinars similar to today's for education and outreach. Today's webinar was a more rudimentary discussion than we had in our meeting about how State Energy offices and local ESC chapters can work together to take advantage of Federal stimulus dollars. The recorded version of today's webinar will be available to the general public (no ESC membership required).
- A brief discussion was held around selective restriction of certain future webinars to paid ESC members only if the content is considered to be of special value to ESC paid members as a benefit of membership. We need to write a letter to ESC national to address this suggestion.
- Newsletters will now be a standard practice going forward. Linda hopes that we all had an opportunity to read the first newsletter that was recently sent out.
- Regarding the use of DOE grant monies provided to the ESC, part of the money is being used for technical and programmatic support for State Energy Offices through Linda.
- They are trying to get access to some of the Federal stimulus dollars through the DOE to pay for State chapter support.

Other Items and Announcements

- Robert Welsh told us that the RMAEE will be holding a Certified Energy Manager/CEM class from 4/30 – 5/5. Please go to the RMAEE website or contact Robert directly for more info.
- Next meeting is scheduled for 6/12/09 – same time and location.

10:00 a.m.

Meeting Adjourned