



Colorado ESC Chapter Meeting Minutes

June 12, 2009

Action Items:

- **Update email and membership list – Steve Truebner**
- **Schedule a conference call with Angie Fyfe to further discuss details of Direct DOE applications vs. GEO Competitive Applications for EECBG – Sean Mandel/Joel Asrael**
- **Prepare PC handout for GEO Sustainability Conference – Gary Bergard**
- **Post Xcel Energy Standard Offer Program Presentation – Linda Smith**
- **Next ESC Meeting – September 11, 2009**

Attendees:

Steve Truebner, Johnson Controls; Karen Keeler, AAIG; Sheri Straily, BSAI; Don Davenport, EMC; Jeff Schuster, Ennovate Corporation; Robert Welch, Technology Crafters; Linda Smith, ESC; Steve Grund, Aardex; Sandie Busby, EMC; Bridger Penttila, Noresco; Jim Knutson, Trane; Leslie Larocque, McKinstry; Koby Kampschroeder, Custom Energy; Joel Asrael, GEO; Sean Mandel, GEO; Derek Schockley, Xcel Energy; Gary Bergard, Honeywell.

Meeting Commences: 8:00 a.m.

Agenda Review and Introductions

Secretary's Report – Steve Truebner

- Steve Truebner reviews Action Items and Highlights from past March 6, 2009 ESC Chapter Meeting
- Minutes have been circulated electronically and are posted on ESC National website
- Motion made by Don Davenport to accept meeting minutes; Second made by Sheri Straily.



Treasurer's Report – Karen Keeler

- As of March 5, 2009 the ESC bank balance is \$3,552.

Membership Report – Steve Truebner

- As of June 11 there are 24 active members in the Colorado ESC
- Renewal must be completed online by June 30, 2009

Outreach Committee Report – Sandy Busby

- Matt Rush will be stepping down as Outreach Committee Chairman
- Sandy Busby will take Matt's place
- Important duty is to coordinate GEO calendar to that ESC can full advantage of positive speaking opportunities
- Added emphasis placed on outreach to school boards and associations
- GEO reaching out to EECBG communities through regional representative; they are heavily promoting the use of energy performance contracting
- Even with this effort, there remains a "gap" in what EECBG communities need to know based on experience of our membership
- Remains a question in some communities whether PC is a viable vehicle for EECBG money
- Sean Mandel and Joel Asrael to set up a group conference call with Angie Fyfe who is coordinating EECBG program to clarify
- There is an upcoming GEO Sustainability Conference in Breckenridge, CO. Joannie Matranga is coordinating for GEO.
- Marty Skolnick has agreed to be the ESC speaker. Gary Bergard will prepare ESC PC handout for the check-in table.
- Discussion around whether we need to have a "special election" to make Sandy Busby the interim Outreach Committee Chair.
- Motion made to hold a "special election" by Don Davenport; Second by Karen Keeler.



Financial Market Updates – Karen Keeler

- Average deal taking 45 days for credit approval. Banks using a much more detail process.
- Everything is under consideration, including press and rumors
- 10 to 12 years remains best target to loans
- 15 years are more rare, take more time and have higher interest rates
- Try and stick with the shorter term loans
- Underwriting of loan will require information on ESCO performing contract
- Some cities and counties in country are defaulting on bonds which has created a bad perception
- Equity in a project, including ARRA down payments, doesn't influence lenders. It is all about the ability to make regular payments.
- Joel Asrael willing to move the issue up the ladder if that is helpful
- Recommendation is to take extra time to focus on financial component of a deal at the front end and potentially pre-qualify projects

National ESC Update – Linda Smith

- ESC Webinar was a success on June 5, 2009
- Both Karen Keeler and Sheri Straily from the CO Chapter participated
- Still looking for project case studies for the website and newsletter
- The National ESC Newsletter will highlight the Colorado Chapter
- Rhonda Courtney is recruiting individuals for National ESC Committees; please contact her if you are interested
- ESC waiting DOE funding support; at this point it looks promising
- National ESC could develop a template pre-qualification letter for projects if that would be of assistance



GEO Update – Joel Asrael and Sean Mandel

- Sean moving over to the Weatherization Program; Joel Asrael will be taking over as ESC Public Sector Co-Chair
- Weatherization Update: GEO will be allocating money to large scale, low income, multi-family housing. \$3,000,000 per year for 3 years.
- Geo awaiting approval from DOE of SEP Plan; expected at the end of June.
- NEED Grants will be one of the competitive grants available first

Xcel Energy Presentation – Presented by Derek Schockley, Xcel Energy

- Posted on ESC website

Next ESC Meeting Date set for September 11, 2009

Meeting adjourned at 9:50 a.m.