

**Energy Services Coalition
Colorado Chapter
March 20, 2001**

UPDATES: *(Discussion notes from the meeting are in red)*

Attendees: Scott Stroup, Lisa Anter, John McAllister, Jenny Chizmar, Carl Hurst, Dan Gacnic, Dale Scott, Doug Dahle, James Richmond, James Jacobson, Mike Mendenhall, Jeff Schuster

New ESC Guidelines for Colorado Chapter:

Reviewed updated Chapter Guidelines provided by the national ESC organization. No one recommended changes to the document but suggestions can still be made. The new guidelines are attached to the email.

Budget (John Canfield):

John Canfield was unable to attend our meeting but is still working on how to generate a local chapter budget. This issue will be discussed at the ESC Quarterly Meeting of the Board taking place in late April.

Upcoming Event (Jim Knutson):

May 17 – Joint meeting with AEE on developing, engineering, and controlling existing distributed generation.

The Colorado Energy Services Coalition has decided to help co-sponsor this event with the Association of Energy Engineers (AEE). AEE will take the primary lead for coordinating the event, however it will be a good opportunity to gain publicity for the ESC.

New Member Suggestions:

Each member provides names of two potential recruits.
ESC-National spreadsheet of members that can be sorted by state.

Names of potential members were provided to Dan Gacnik, Membership Committee Chairman. Jim Knutson will acquire the national membership list to help with outreach to those members who are in Colorado.

Mission (James Jacobson):

Submissions from each member of top two objectives for state chapter.
Draft Mission Statement: “The Energy Services Coalition (ESC) is a national nonprofit organization composed of a network of experts from a wide range of organizations working together at the state and local level to increase energy efficiency and building upgrades through energy savings performance contracting.”

Personal Objectives that were provided include:

- 1. Collaborative support of successful PC legislation implementation.*
- 2. PC consultation/advice to support Colorado state/local outreach/education/workshops.*
- 3. Advocate PC to cities in Colorado and remove barriers to them doing projects.*
- 4. Rework legislation and OEMC documents to make them more user friendly for customers and ESCOs.*

Minutes from the 2/13/01 meeting are attached to this email. Committees broke out for the remainder of the meeting to preliminarily determine their purpose, specific goals, issues and tasks, and activity schedule. Here are the findings.

Membership Committee: Awaiting committee plan

Outreach Committee: Awaiting committee plan

Process/Documents Committee:

Purpose:

To provide industry input for assisting state and local agencies in the procurement, delivery, and ongoing management of energy & operational savings funded site improvements.

Goals:

- Streamlined process
- Value proposition (move away from bidding)
- Customer comfort in the process
- Standardize guidelines for ongoing services and guarantee management services.
 - Give clients understanding of types of guarantees and associated costs.

Tasks:

- Summarize existing legislation (*Jenny*).
 - Summarize proposed legislation changes (annually self-funding, etc.)
 - Bring back flexibility for ESCos to provide creative financing options
- Coordinate with State Buildings—bring them on board.
 - Roundtable with State Buildings folks.
- Customize marketing and procurement efforts for specific agencies (K-12, Higher Ed., State Buildings, Local Governments)

Documents to review:

RFQ and related documents
Contract

Can we move the process away from prices?

How do we separate ESCos into energy service offering and multi-service offering?

How do we separate clients into those that only want energy services and those that want more?

Legislative/Regulatory Issues Committee:

Purpose: To provide collaborative support of successful PC legislation in the State. To provide PC consultation and advice to utility companies on tariff and policy issues which effect energy efficiency projects, PC, and other energy efficiency technology applications. To direct utility issues effecting PC through engagement with the Colorado PUC on tariff and other regulatory policies.

Specific Goals:

Support the update of current Colorado PC legislation

Develop a strategy to engage with Xcel Energy and Colorado PUC to address regulatory issues effecting PC

Collaborate with outreach committee to enable communication of the legislation process to potential PC customers.

Collaborate with the process committee to align legislation and RFP process.

Issues and Tasks:

Outdated legislation

Utility programs are difficult to administer

Current rate tariffs are not favorable to distributed generation

Activities, Milestones, and Implementation Schedule:

Priorities are:

Supporting the current efforts for legislation update. Contact Linda Smith ASAP

Develop strategy to engage with Xcel and Colorado PUC. Discuss next meeting.