

**ESC State Chapter Meeting Notes
Tuesday, April 6th, 9-11**

MARK YOUR CALENDARS: Next Meeting - Long Energy Solutions – July 20th, 9-11 (note change of date).

Thank you to Matthew Dickey of Johnson Controls for hosting this meeting!

Attendees:

Kevin Cross	HONEYWELL	kevin.cross@honeywell.com	970-484-5955
Matthew Dickey	JCI	matthew.dickey@jci.com	303-932-3773
Carl Hurst	SIEMENS	carl.hurst@siemens.com	303-568-7138
John McAllister	EMC ENGINEERS	jmcallister@emcengineers.com	303-974-1218
Paul Zoby	AEA	paul.zoby@americanenergyassets.com	720-200-4902
Charles Klapperich		cklapperic@aol.com	303-638-9666
Linda Smith	OEMC	Linda.Smith2@state.co.us	303-894-2383
Dan Gacnik	LONG	dgacnik@long.com	303-975-2152
Mike Hall	Superior Energy LLC	mhall@4superiorenergy.com	303-499-9769
Michael Micci	EMC Engineers	mmicci@emcengineers	303-974-1200
Steve Hastings	ES3 Consultants, Inc.	es3consultants@aol.com	
Chris Youngs	CitiCapital		303-617-1290

ESC - national organization update

Linda reported her change in involvement with the national ESC. She was a Co-Founder about 8 years ago. She served 4 terms on the Board of Directors and was Vice President of the Board. She will re-focus her efforts on Colorado activities and looks forward to activities of the local chapter.

Join now or renew your membership – www.escperform.org ! (25% of your \$200/yr membership dues come back to the Colorado chapter)

ESC - state chapter

New Leadership Team

Congratulations to the new team:

Co-Chair – Private Sector: Carl Hurst, Siemens

Co-Chair – Public Sector: Linda Smith, OEMC

Secretary: Dan Gacnik, Long Energy Solutions

Treasurer: Chris Youngs, CitiCapital

Partnership Liaison: Jim Crossman, Financial Energy Management

Member Update:

Gary Bergard is with Honeywell

Current-C dismissed most personnel

Sandie Busby is now with EMC Engineers

New member introduced – Mike Hall with Superior Energy

Committee Activities

DSM/Utility Research (Kevin Cross, Paul Zoby, Jim Crossman; with OEMC input from Jay Brizie – OEMC representative for Linda)

Plan: Research DSM, other utility activities/rebates, and associated legislation; and prepare for possible education for utilities

Update: The group conducted research and developed an impressive written report on utility activities/plans and future outlook. The report was distributed to the group. Legislative bills failed. General consensus that there is little change for continued Xcel DSM programs.

Action: Follow-up with Howard Geller; Look into other utility programs. Linda – ask Jim if ok to post on web.

Seminar for Architects (Carl Hurst – Chair, Gary Bergard, John McAllister, and Joan Gregerson representing Rebuild Colorado).

Plan: Develop a seminar for architects

Update:

Carl, John & Joan discussed opportunities.

- 1) Get on agendas at AIA meetings instead of holding an independent event.
- 2) Participate in lunch meeting of AIA Committee on the Environment on June 2nd (later changed to May 5th). Carl recommended the Lewis-Palmer architect as a speaker since the architect developed a pc project in a new building and embraces the concept. **Action:** Need case studies on projects where architects or new construction are involved – give to Carl.
- 3) Participate in Colo Renewable Energy Society event to do a pre-conference workshop on pc, June 25, 1-4:30, Denver - DU Law Building. Attendees - architects, engineers, environmentalists, renewable advocates, others - see www.crew-energy.org for more info on CRES. Agenda – PC 101, Rebuild Colo overview (services; Governor's/legislators' support; who's doing pc; etc.); Customer presentations (3 @ 20 min each); Shorten to 3 hrs. **Action:** Joan – snacks?
- 4) Other AIA Chapter events (Northern AIA, Southern AIA). **Action:** Joan will help develop partnerships.

ESC Assistant Needs & Search (Sandie Busby; Linda Smith; help from AEE)

Plan: Determine needs for an administrative assistant to serve the chapter and conduct search.

Update: Sandie Busby reported (in absentia) that she has done a search to identify potential individuals and has a good candidate. **Action:** Linda will report back on funding opportunity.

Seminar for Engineers (Sandie Busby - Chair, Don Croy; Linda Smith)

Plan: Develop a seminar for engineers

Update: Sandie needs to step-down from the Chair position. No other activity.

Event for Customers (Jim Knutson - Chair; Matthew Dickey; Chris Youngs, Linda Smith)

Plan: Develop an event for customers. Strategies could include partnering with other organizations; piggy-backing on another organization's conference; holding a conference call workshop after e-mailing Power Point; holding a stand-alone workshop.

Update: New volunteers – Matthew & Chris. No other action.

Organization Partnering

Plan: Work with AEE as a key partner (Sandie Busby will be liaison with AEE); Develop calendar of events of other organizations and identify other speaking opportunities at organization seminars/conferences (Linda).

Update: AEE will be a key partner with ESC. Sandie will continue to be liaison.

State Gov't Processes Development (Linda, Carl, Jim Knutson, Jim Kobbe, Chris Youngs, Karen Keeler, others as they get involved in state projects)

Plan: Further develop documents, state processes, etc.

Update: Discussion on process difficulties. Linda is scheduled to speak at gathering of state attorneys in May and is meeting regularly with Attorney General's attorney to review contract issues. Now in the process of updating the performance contract document. **Action:** Comment on performance contract doc, starting with structure.

Chapter Development (Gary Bergard)

Plan: Review and develop chapter policies/processes as needed (chapter bylaws, meeting rules, fairness issues for participation in events, membership development, etc.) – Gary; Maintain connection with other state chapters – Linda.

Update: Gary reviewed ESC national bylaws for applicability. **Action:** Gary will review other chapters' bylaws and make recommendations for our chapter.

Market Development Update (Linda Smith)

State of Colorado: Executive Order states that all State agencies do a performance contract feasibility study by 7/1/04.

Higher Education: not bound by the Executive Order, but encouraged to consider performance contracting. Note: Higher Education institutions cannot apply for controlled maintenance funds without first considering a PC solution.

K-12 Schools: John Canfield coordinating marketing efforts regionally; many relatively small projects to come.

Cities and Counties: Nexant is coordinating marketing efforts.

Future RFP Update: Two RFPs coming out in the next few months, then a regular process of RFPs to follow soon-after.

Other: Linda mentioned 2.5 years away from governor change. Current issues included what and how to spend funds (\$1 million) for marketing and development of PC projects. Linda will be attending upcoming Western Governor's Association Meeting.

Other

Action: Give Linda any project overviews or a list of projects that you've done as Rebuild Colorado is writing success stories (and in-progress successes) and posting on its web site and distributing at events.

Administrative Assistant Search Update: a potential candidate has been identified. Need to determine how much to pay. Linda and the OEMC can potentially commit \$2,000 - \$5,000 to help offset admin. salary.

Carl Hurst requested that the State be more conservative with future OEMC PC feasibility studies in order to set realistic expectations with potential customers.

Next Meeting: Long Energy Solutions – July 13th, 9-11.