

**ESC State Chapter Meeting Notes
January 11th, 2005 9-11 AM
EMC Engineers**

MARK YOUR CALENDARS:

Next Meeting - Siemens Building Technologies (C-470 and Ken Caryl) – April 12th, 9-11.

Attendees: (May have missed some attendees)

Dan Gacnik	LONG
Linda Smith	OEMC
Jack Matzer	Avedon Development
Don Croy	CurrentC
Carl Hurst	SIEMENS
Chris Youngs	Citicapital
John McAllister	EMC Engineers
Peter Oatman	Econergy

Committee Reports

DSM/Utility Research – Carl Hurst and Linda Smith

Jay Brezie with the OEMC is involved with the State PUC and utility advocacy programs. He is available for meetings, and information regarding the latest PUC plans. Jay believes that there exists an important role for ESCO's in future DSM type of programs at Xcel and other utilities around the State.

Howard Geller with SWEEP is also available to the ESC for informational purposes.

The latest information involves a new Xcel Energy DSM program which will target both kW and kWh with \$24 million of incentives over an 8 year period. Xcel will probably operate this new program internally which will allow them to obtain cost recovery from the rate payers. The new program is tentatively set to begin in early 2006.

Action item: ESC members encouraged to be pro-actively involved with Jay and Howard regarding concerns and the direction of future DSM programs. Carl Hurst will contact Jim Crossman, the committee chair, to provide an update on the latest DSM activity at the next chapter meeting.

- No updates on other committees at this time, with the following input from chapter members:
- Linda suggests that the ESC – Colo. get administrative support for committee activities in order to further our progress. Linda will also contact Mathew Dickey to schedule a future tele-conference meeting with the targeted groups.
- Carl suggests that a communication/lunch and learn where we take the Performance Contracting message directly to the targeted groups is an excellent and effective method. Carl met with the Central/Denver AIA chapter last year and the committee plans to schedule future meetings with the N and S Chapters. Also discussed the need to partner with architects and engineers as they currently view ESCO's as competitors in some ways.
- Sandy also stressed the need for an educational focus for architects and engineers and will be "re-assigned" to that committee.
- John McAllister suggested getting architects and engineers involved as ESC members.
- Jim Knutson suggested prioritizing a list of "to-do" items as follows:

- Priority #1: DSM - Jim Knutson will have a complete update for the next chapter meeting
- Priority #2: Committee Activity – Linda will gather information and report-back at the next chapter meeting

ESC Bylaws

The bylaws have been completed and will get an update from Gary Bergard at the next chapter meeting.

State Process Development

Measurement and Verification

Peter Oatman reported that the updated State approved M&V Guidelines will be posted on the OEMC and ESC Colorado chapter websites in February, 2005. In general the guidelines emphasize pre-measurements and establishing an accurate baseline with a good description of the M&V plan consistent with baseline adjustment methodology. These guidelines are the “de-facto” standard for all State projects.

Technical Auditing

Carl Hurst commented that the pricing versus the costs of performing technical audits is too low. These costs increase with the new M&V guidelines and should probably be in the \$.10 - \$.15 per square foot range as opposed to the “going market rate” of \$.07. Carl also recommended that the State Process Committee pick-up audit costing and suggested competitive ranges for the industry. Peter Oatman and Linda suggested that the OEMC promote an average range per square foot to be estimated which includes the new M&V guidelines. Jim Knutson also reported that an ESCO is currently offering free audits which is causing further consternation within the industry. Linda Smith mentioned that customers are currently budgeting \$.10 per square foot for the technical audit cost.

Note: Linda will convene a committee for further discussion .

RFP Update: February deadline still in force with State agencies. Expect future RFP’s soon.

Other Items

ESC Dues: Everyone is encouraged to pay national dues (\$240 with 25% going to local chapter)

ESC Coordinator

Sandie Busby has suggested a potential candidate for this position. A job description and future interviews of candidates needs to take place. Linda will coordinate this activity and report back at the next chapter meeting. A suggested payment for this coordinator be in the \$300-\$500/month range.

Chris Youngs reported that we have \$1640 in the account which will not fund a future coordinator or anything else for too long. We could probably do a 6 month contract with backup from the OEMC.

Action Item: Sandie will draw-up a job description for review by the other ESC officers and will inform the ESC officers on potential candidates and interview schedule.

Linda Smith reported that “Rebuild Colorado” is changing its name to “Energy Smart Colorado”, is currently offering \$20K grants for high-performance design buildings for State and local

government buildings, offers energy management services to small/rural school districts, and will be soliciting a marketing specialist to develop case studies and coordinate workshops.

Linda also reported that NREL wants to get small wind projects going and is considering PC to fund these projects. Currently targeting projects of 1 MW or below and talking with school districts about partnerships. Additionally, the DOE is soliciting bio-mass projects where various forms of waste are used as a fuel source.

Meeting Conclusion

Thanks to John McAllister and EMC for hosting the meeting.