

Energy Services Coalition Meeting
13 December 2005

Attendees: Matthew Dickie, Gary Bergard, Peter Oatman, Jim Knutson, Jim Crossman, Michael Micci, Don Croy, Amy Ellsworth, Carl Hurst, Linda Smith (via phone)

Last meeting minutes were approved

Overview of Logistical Planning/support from OEMC: Linda invited Peter Oatman to discuss marketing and help with vision, support for ESCOs. He has been working on contractual issues to respond to attorney and ESCO requests.

The CRC is now under contract to support OEMC with marketing for all of Linda's program areas plus some administrative support (to ESC), logistics for events and help with DSM and interface with Xcel.

Agenda Item: schedule & develop seminar agenda for 2006.

The group expressed interest in getting educated on the Federal Energy Bill's benefits for relevant commercial customers. An internal workshop was discussed. It was decided that Amy would provide a summary of the relevant Energy Bill provisions (attached) and provide a brief presentation in a teleconference tentatively scheduled for January 17th at 10:00 AM.

NOTE: the Xcel DSM roundtable meeting is scheduled for the following day, January 18th - this meeting will cover the market assessment for both commercial and residential DSM. Does this represent a conflict?

Jim Knutson requested that continued efforts be made to get representatives from the ECS on the schedules at various industry conferences. Amy explained that CRC is in the process of building a calendar of events and will begin contacting industry/conference representatives in the New Year.

The group considered an appropriate number of outreach seminars for Performance contracting customers in 2006. Quarterly seemed to be too much to handle. The group decided that one fairly significant seminar/conference would be do-able.

Topics were debated, particularly an interest in a seminar on wood burning biomass projects for municipal clients, which is a nice fit with the governor's greening government initiative. But Michael thought that the seminar should stick to PC and the group agreed that a larger conference on PC with technology breakout sessions would be the way to go.

Action Item: Gary B. will track down speaker guidelines and email
CRC will work on tracking and announcing who will speak at what events; and will distribute calendar of events when complete. This should be an Agenda item for the next meeting.

Xcel DSM

A lengthy discussion of Xcel's commercial DSM programs focused on Xcel's continued delays in releasing the final program for custom projects (now projected for February), their lack of transparency, and problems with skewed incentives potentially leading to cream skimming to maximize the rebate. The group debated the best ways to try to influence Xcel to finalize the programs in a way that is going to benefit PC customers.

Of particular interest was the idea of requesting a meeting with Xcel's DSM decision makers from "independent representatives of the ESCO industry" (to avoid the appearance of lobbying by the ESC), to try to persuade them that the program should include at least a \$400/kW rebate level for custom efficiency program plus the possibility of an additional benefit for customers that take advantage of the PC value proposition.

Other ways of trying to influence Xcel were discussed including having an attorney representing the group, draft a letter outlining our concerns. However, the group determined that the best way to proceed was to try to work with Xcel to help them meet their DSM goals in the easiest way possible, but also to begin to attend PUC hearings and keep the attorney idea on the back burner.

Action Item: Amy will research the schedule for PUC meetings and announce to the group.

Action Item: Carl Hurst will schedule a meeting with Tom Carter and invite interested members of the ESC.

Next meeting tentatively scheduled for March 14th at OEMC.
Meeting was adjourned.