

Energy Services Coalition – Colorado Chapter
Meeting Notes for 3/14/2006

Sponsored by: Johnson Controls (thank you)

Attendees: Linda Smith, OEMC; Carl Hurst, Johnson Controls; Jim Crossman, Financial Energy Management; Matthew Dickey, Johnson Controls; Gary Bergard, Honeywell; Chris Mettes, Excel Lighting; Don Croy, Current-C; Jeff Master; Chris Youngs, Citi

Next meeting date: Tuesday, June 6. **MARK YOUR CALENDARS**

Last Meeting: Meeting notes from the last chapter meeting were officially accepted.

Other

OEMC Future: Linda Smith briefly discussed the future of OEMC, anticipating that the office will continue to thrive under a new governorship.

DOE Regional Offices: DOE is changing focus and priorities; the agency will be more administrative, consolidating 5 regional offices into 2, providing funds directly to states and letting the states decide on their spending priorities.

Presentation on Xcel DSM programs

Bill LeBlanc, consultant to OEMC, gave a presentation on Xcel Energy's Commercial Conservation Rebate and Incentive (DSM) programs. This presentation and supporting documents will be made available to membership.

Presentation highlights: Xcel's program is different than most utility state DSM programs: the cost-effectiveness of the rebates is measured as total energy saved. Lack of incentives for natural gas precludes programs designed around heating and some types of building efficiency. The Custom Efficiency program covers everything not covered prescriptively; applies to anything that reduces load; the rebate amount is determined by energy modeling.

Jim Crossman indicated the custom efficiency program is difficult and impractical.

Bill made recommendations for ESC group involvement in Xcel's programs:

- seek to influence program design
- help streamline the process
- provide feedback ("apply pressure") about concerns that the custom efficiency program is potentially a disincentive for customers
- suggest prescriptive rebates adopted for common equipment and technologies more commonly used

Action item: Carl will make a formal request for a meeting with Xcel to identify how ESC can work with them. New Xcel contacts noted: Deb Sundin (Xcel MN office) and Bill Gruen (CO).

Because of his familiarity with the program and key Xcel staff, Bill LeBlanc's attendance was requested at this meeting to moderate. Linda noted that Bill is available as a resource to the group.

ESC objectives of the meeting:

- help streamline program design to harvest customer potential for energy savings (not discussing individual technologies, but broader goals of program efficiency that benefit end-users)
- want to understand program components better and provide feedback
- express concern to program administrators that the design of the program is not appealing enough to be sellable to their customers

- It was suggested a dissatisfied customer attend this meeting to provide testimony but this idea was not supported by group

Action item: Bill will contact Xcel to learn how the \$200/kW for custom efficiency projects was determined – they do not seem to match the value of the prescriptive rebates. (already done; Xcel response email sent – details TK)

Action item: Ask Xcel how the ESC can work with them to make customers happy? One suggestion: use case studies of unsatisfied customers to demonstrate Xcel programs are difficult; DU offered as example. (Carl Hurst volunteered to continue this task.)

ESC State leadership

~~Suggested rotating leadership.~~ [It is time for elections of ESC officers.](#)

Officer positions open: Private Sector Co-Chair, Secretary, Treasurer. Linda Smith will remain Public Sector Co-Chair as defined in the national bylaws.

Elections Plan: send out electronic requests for nominations; confirm nominee is willing to serve; e-mail nominees to membership; electronic voting. Timing for elections: 2 weeks to receive nominations; 2 weeks to vote, reminders will be sent.

This is also a good time to collect membership dues: \$240/person.

Action item: conference call with Doug Dahle of National ESC on budget items with Chris Youngs (current Treasurer), Linda Smith, Rob Hall.

Committees

Committees have not convened for a long time and will be re-defined after the election.

Action item: Incoming leadership should discuss committees – defining committees and future needs from committees.

Action item: Matthew Dickey will compile list of names of individual committee members outline task lists for each committee.

Action item: Post standing committees on website (Rob, working with Matthew)

Outreach Events

Question to group: What type of event is necessary or ideal for outreach. Suggested this be a focus for new outreach committee.

National ESC activities

The national ESC Board worked with NASEO to get performance contracting and the ESC on the agenda at NASEO's Seattle meeting in September, securing a prime spot on the agenda for approximately 90 minutes. The ESC is encouraging ESCOs and state energy offices to attend this meeting to further highlight performance contracting as a subject at this event.

ESC is tentatively planning a Spring 2007 seminar on performance contracting, including an audience of state energy office representatives; ESC members would attend to have the chance to meet with multiple state energy office customers.

ESC secured a \$50,000 grant from DOE which is largely used to pay for a "circuit rider" to visit states and help set-up state chapters.

Western Regional Governors Association. Jim Crossman suggested ESC (national) should be involved in this group's energy plans because state chapters can implement many of the plans' projects.

Action item: Jim Crossman volunteered to meet with WRGA to introduce ESC and gauge potential to sponsor a seminar for them. Linda will discuss with ESC national.

Action item for next meeting: Consider what the chapter wants National to do for it?

New programs at OEMC of interest to ESCOs

ESCO Pre-qualification. OEMC will issue an RFP to pre-qualify ESCOs and streamline the procurement process for ESCOs and customers. OEMC will offer technical oversight services for a fee, adopting the Kansas model. This process will invite ESCOs to participate in the marketing and project development effort along with OEMC, while providing legitimacy to EPC and individual companies.

Action item: Linda will send out information on Kansas program to ESC membership list.

Action item: Linda will invite input from the ESC chapter on this process.

Pollution Prevention Grant. OEMC received \$500,000 from a pollution prevention fund to spend on school upgrades in Denver and Adams counties; the plan is to leverage these funds through EPC, where the funds will pay for renewable energy and energy efficiency projects. Linda requested strategies for program design and spending and Gary suggested apportioning money by district size for fairness.

Action Item: Linda will formally announce the program soon.

Utility Bill Evaluation Services. Create a database of customer usage and billing date and provide utility bill auditing services through savings. Attendees expressed some concerns that this would reduce some of the economic incentive for customers to invest in EPC. Carl suggested OEMC consider that contracts be designed so that the value of the credits can be re-invested in EPC. The program is still being designed and input is welcomed.

Energy Management Services. Identify and train an internal champion on key energy issues and strategies and help governments set up an energy management program, where service is provided for a fee. Attendees expressed some concern about this program competing with ESCOs or consuming money that could go to EPC. Linda reiterated OEMC's commitment to performance contracting as a means for governments to implement comprehensive projects. The program is still being designed and input is welcomed.

Next meeting date: Tuesday, June 6.