

**Energy Services Coalition
Colorado Chapter
Regular Meeting 10/17/06**

Meeting Minutes

Meeting Location: Honeywell

Next Meeting

Tentatively scheduled for January 23, 2007 (3rd Tuesday in January) at EMC Engineering offices.

In Attendance:

Paul Ira, Ameresco

Linda Smith, OEMC

Gary Bergard, Honeywell

Marty Davis

Jim Kobbe, Johnson Controls

Sandie Busby, EMC Engineers

Jim Redmond

Peter D'Antonio, PCD Engineering

John Canfield, Trident Energy – Consultant for OEMC

Matt Rush, Chevron Energy Solutions

Jeff Shuster, Ennovate

Carl Hurst, Johnson Controls

1. Minutes of last meeting reviewed and approved.

Linda Smith reviewed the minutes of the June 6, 2006 meeting.

2. Election

- a. The position of Co-chair was open due to Mathew Dickey's resignation. Mathew has moved from JCI (as an SECO) to SunEdison, a private firm specializing in solar electric turnkey applications.
- b. Gary Bergard was elected Co-chair-private to replace Mathew.
- c. Jim Kobbe was elected Secretary to replace Gary.
- d. Linda Smith continues as Co-chair-public.
- e. Chris Youngs continues as Treasurer.

3. Old business

a. Training Workshops.

Linda Smith said that OEMC will host training workshops for a) school maintenance staff and b) state government/higher-education staff. ESC will be asked to develop content and provide speakers.

b. Presentation Committee.

- 1) Members of the committee are Mathew Dickey, Matt Rush, and Jim Knutson.
- 2) The purpose of the committee is to plan workshops and seminars to promote Performance Contracting.
- 3) Sandie Busby and Linda Smith volunteered to join the committee.
- 4) First presentation is to be early January

- 5) Late November Presentation Committee Meeting is to be opened up to ESC membership as phone conference, so other members can contribute ideas. Matt Rush to chair meeting.
- 6) Jeff Schuster suggested ESC approach private sector such as property managers. Linda Smith pointed out that Rebuild Colorado's charter is for public sector only, but ESC could include private sector.
- 7) It was pointed out that seminars with panel discussions with several ESCO representatives are more credible than single-ESCO presentations.

c. Management of Committees

- 1) ESC meetings should include time to discuss marketing direction
- 2) Directors to decide targets for committees following committee reports.

d. Xcel DSM Program.

- 1) Gary Bergard described a meeting with Bill Gruen of Xcel Energy concerning the DSM program. It was suggested that the program could be improved with more emphasis on comprehensive projects rather than single-technology. Bill seemed to agree, suggesting possible master application with sub-apps for individual measures.
- 2) Follow-up meeting with Xcel is scheduled for November 11, 2006.
- 3) It was suggested that ESC could have a panel discussion with utilities to promote DSM programs. ESC cannot lobby, but education is appropriate. The panel could include consultants with expertise in DSM program design, such as Ted Weaver.
- 4) Xcel has \$120 million to spend over 10 years, including administrative costs.

4. New Business

a. Updates from Linda Smith

- 1) National ESC will consider giving a higher percentage of dues to state chapters. Currently 25% goes to state chapters.
- 2) Chris Youngs and Linda recently attended the National ESC meeting in Seattle.
 - a) Linda chairs the National ESC Documents Committee.
 - b) Linda also chairs the National ESC Marketing Committee. So far, not many plans.
 - i Perhaps a video on what is Performance Contracting.
 - ii Perhaps a national conference in Denver.
- 3) Recognition event – Linda to email out a link to the press release.
- 4) ESCOs are encouraged to produce press releases of success stories.
- 5) Would like to challenge the new State Administration with promoting PC in cities and counties.
- 6) OEMC has administrative support available for ESC.

b. Pre-Screening for ESCOs by OEMC

- 1) State Buildings & OEMC are planning to issue an RFP to establish a list of pre-qualified ESCOs in Colorado. This will eliminate the bulk of the project RFPs in the future, except the site-specific part.
- 2) Not intended to be a short list to limit an agency's search for a qualified firm(s), but rather a potential streamlining of the process to compete or negotiate based on a consistent and clear definition of who is an ESCO and who is not.
- 3) After the pre-qualified list is established, potential buyers could opt to use a secondary process to solicit competition from the list or negotiate with a pre-selected ESCO as determined by the State pre-screen process.
- 4) Question – Recertification?

- 5) Will bolster OEMC's ability to assist customers as more time can be spent in the development of projects and assisting with oversight as opposed to the whole upfront competitive process.
- 6) OEMC will charge a fee for assistance services.
- 7) Linda is open to suggestions from ESCOs on the pre-screening RFP.
- 8) Single technology efficiency projects, such as lighting-only, will not qualify as Performance Contracting under the pre-screening process as they do not meet objective for comprehensive improvements funded through guaranteed savings and also (typically) do not create optimal overall facility energy use.

c. Next chapter meeting

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5. Presentation by OEMC – John Canfield and Peter D'Antonio.

- a. OEMC has consultants for
 - 1) Performance Contracting
 - 2) Energy Management
 - 3) High Performance Design
- b. Vertical Market approach – John Canfield handles schools.
 - 1) Steve Hasting works with John
 - 2) Ability to include tiny districts in PC process.
 - 3) Use PC as contracting vehicle for capital improvements.
 - 4) Grant increases size of projects.
 - 5) John is on the CDE grant approval committee
 - a) Promotes value of PC for the committee
 - b) Promotes use of ESCOs for capital improvements
 - 6) They also want to work with BOCES organizations to coordinate offerings and promote Performance Contracting.