

## **Colorado Energy Services Coalition Meeting**

*October 16, 2007*

Meeting Location: Ameresco Offices on 8310 S. Valley Road in Englewood, CO

Attendees: Jeff Lyng (Co-Chair, Governor's Energy Office), Gary Bergard (Co-Chair, Honeywell), Chris Youngs (Treasurer, CitiCapital), Steve Truebner (Secretary, Johnson Controls), Paul Ira (Ameresco), Steve Boyd (Noresco), Matt Rush (Chevron), Doug Rothgeb for Marty Skolnick (Siemens), Leslie Larocque (McKinstry), Jim Knutson (Trane), Paul Engle (Ennovate), Chad Alevras (Ennovate), Jim Crossman (Financial Energy Mgmt), Trip Tripathi (Ameresco), Sandie Busby (EMC Engineers), Linda Smith (future chapter consultant).

### **Notable Action Items from 10/16/07 Meeting:**

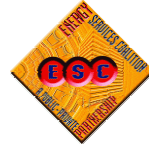
1. Friday, October 26 at 9 a.m. is a meeting/conference call for the DSM Committee to prepare for upcoming Xcel meeting. Contact: Jeff Lyng
2. Friday, November 16 is the proposed date for Xcel/ESC Meeting. Details to follow. Contact: Jeff Lyng
3. Hold an "Outreach Committee" meeting to further develop an outreach strategy plan with Linda Smith's involvement. Contact: Matt Rush
4. Invite Susan Innis from GEO to discuss Carbon footprint issues at next meeting. Contact: Jeff Lyng
5. Develop and invite other carbon issue specialists to participate in panel at the next ESC meeting. Contact: Linda Smith/Paul Ira
6. Next ESC Meeting scheduled for November 16 at 7 a.m. Details to follow. Contact: Linda Smith

### **Minutes for 10/16/07 Meeting:**

9:00 a.m. – START OF REGULAR MEETING

### **ESC Election Results**

*Reported by Linda Smith:*



Co-Chairman, Private Sector – Gary Bergard  
Co-Chairman, Public Sector – Jeff Lyng  
Secretary – Steve Truebner  
Treasurer – Chris Youngs

## **Minutes from August 16, 2007 Meeting**

*Circulated by Linda Smith; prepared by Jim Kobbe (absent)*

Motion to Approve – Steve Truebner  
Second – Paul Ira  
Vote – Unanimously Approved

## **Membership and Treasury Report**

*Reported by Chris Youngs*

- 28 Colorado ESC members
- \$1600 new dollars raised in Membership Renewal Drive
- \$4400 is Current Balance

## **Update of National Activity**

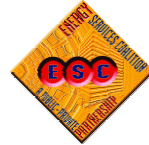
*Reported by Linda Smith*

- Jeff Lyng appointed to ESC (national) Board position, filling the vacancy left by Linda Smith's departure
- Linda Smith has received a contract for consulting services with the ESC (national) Board
- ESC (national) has received funding from the DOE to assist in outreach, chapter building (public/private partnership development), and promotion of energy efficiency through performance contracting
- Secretary Bodman referring to "energy efficiency" as a priority in recent stump speeches

## **GEO Update**

*Reported by Jeff Lyng*

- New department website is fully functioning, including active links from all pre-approved ESCo's for the GEO Energy PC Program
- The GEO Energy PC program is off and running
- Remarked that the direct involvement of financial institutions in the GEO Energy program would be beneficial



- Reported that Regional Representatives are developing on county-by-county energy assessments
- Matching funds available for renewable energy projects through the GEO's \$250,000 budget for renewable grants. Energy efficiency efforts must have taken place in order to be considered.
- There is also grant money available for high performance building design. The state is interested in seeing a diverse spectrum of LEED categories including schools, neighborhoods, campuses, etc.
- Governor Ritter in his testimony to the U.S. Congress spoke on energy efficiency, including a paragraph on performance contracting in his written remarks
- There is a pending announcement of a Climate Action Plan from Governor Ritter. Efficiency is expected to play significant part of that plan.
- Heidi Van Genderen has held a Buildings Roundtable to discuss climate strategies in the built environment. Jeff is willing to share the notes from that meeting.

#### *Discussion*

- *Matt Rush remarked that a state attorney, on behalf of an existing client, is "re-working" some of the GEO PC contracts to refine the contract documents*
- *Jeff Lyng remarked that this was a future plan but had not been done since the focus was on getting the program out of the door*
- *Discussion on the potential of legislation regarding energy disclosure statements for buildings being sold – similar to asbestos and lead paint disclosures*

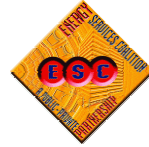
### **DSM Committee Report**

#### *Reported by Jeff Lyng and Jim Crossman*

- Jeff has met with Karen Rhodes, Xcel Commercial Buildings Program Manager to discuss coordination of GEO and Xcel programs
- Jeff proposed a 1/2 day program for ESC to meet with Xcel to discuss Xcel programs. November 15 and 16 provided as potential dates by Xcel.
- GEO/ESC may be able to streamline, define and market some Xcel programs, specifically the Re-commissioning Program, Custom Efficiency Program and the Energy Design Assistance program.

#### *Discussion*

- Gary Bergard suggested a written statement of ESC requests should be provided to Xcel ahead of the meeting with the request for official response at the meeting



- There will be a DSM Committee meeting to draft a proposal
- Jeff Lyng will make the GEO office available and provide call-in number. Meeting set for Friday, October 26 at 9 a.m.
- In the meantime, please send any recommendations via email to Jim Crossman who will develop the first draft

## **ESC Consulting Services**

*Linda Smith circulated a proposal for consulting services to be provided by her company 9K Energy Strategies*

### *Discussion*

- The possibility of a "success fee" was raised based on past successful consulting experiences. This was left as a future option to discuss.

### *Vote*

Motion made to accept Linda Smith's proposal to provide consulting services to the Colorado Energy Services Coalition.

Motion to Approve – Matt Rush

Second – Jim Knutson

Vote – Unanimous

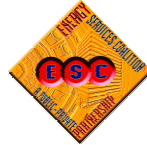
## **Outreach Committee Report**

*Reported by Matt Rush and Sandy Busby*

- The Committee has developed a mission statement for the ESC, set goals, and outlined a 1/2 day outreach workshop.
- The Committee has provided a draft PowerPoint presentation created by Marty Skolnick
- The Committee has identified 3 key areas for further discussion:
  1. Content and general topics
  2. Who is the target audience?
  3. Roster of presenters

### *Discussion*

- *Matt and Sandy suggest that Linda Smith become involved in the next steps for an outreach plan under the contract just approved*
- *Further discussion on 1/2 day versus full day seminars*



- *"Piggybacking" our workshop with related associations. Example, ICMA*
- *Discussion of workshop titles; sometimes PC can carry a negative connotation or miss the buzz of "renewables" which remains part of the presentation content regardless*
- *Discussion of potential involvement of a marketing firm to help with "packaging". DOE has a firm on retainer that might be available for our use on this type of project.*
- *Need for an additional committee meeting to discuss further the tasks at hand for an outreach strategy*

### **Plan for Next Meeting**

- See Action Items at top of minutes

11:30 a.m. – MEETING ADJOURNED