



Colorado Energy Services Coalition Meeting

December 7, 2007

Meeting Location: Honeywell Offices, Englewood, CO

Attendees: Jeff Lyng, Co-Chair/Public Sector - GEO; Gary Bergard, Co-Chair/Private Sector, Honeywell; Stephen Truebner, Secretary, Johnson Controls; Sam Knaizer, American Energy Assets; Jim Knutson, Trane; Jim Kobbe, American Energy Assets; Sean Mandel, GEO ; John McAllister, EMC Engineers; Matt Rush, Chevron; Marty Skolnick, Siemens; Linda Smith, Consultant to ESC
Special Guests: Fran Long and Andre' Gouin, Xcel Energy; Mark Reiner and Mike Whitaker, Symbiotic Engineering. See attached membership list for contact information.

Action Items from December 7, 2007 ESC Meeting

1. Next ESC Meeting to be held on Friday, January 11 at 7 a.m. at the Governor's Energy Office.
- 2. Gary Bergard and Jim Knutson will develop letter to Xcel Energy with recommended changes to their DSM Programs.*
- 3. ESC DSM Sub-Committee will meet in early January to review letter.*
- 4. Steve Truebner and Jeff Lyng, with Linda Smith, to meet to discuss other industry affiliates to get involved with ESC.*
- 5. Matt Rush and Outreach/Presentation Committee to begin working on a Colorado Workshop for State Agencies, Industry Affiliates and others for Mid-February.*

7:05 a.m. Meeting Begins

Treasury Report by Linda Smith, standing in for Treasurer Chris Youngs. \$4823 is the current balance. This includes \$1,542 received in dues from members for 2007/08. A noteworthy benchmark is that current members sustain an annual budget of \$1,500.

Secretary's Report by Steve Truebner. Meeting minutes from 10/16/07 and meeting notes from the Xcel/ESC meeting on 11/16/07 circulated to group.

Gary Bergard suggested additional participation in the ESC by NREL and possibly state agencies, specifically the State Architects Office. Ted Hughes from Colorado Department of Education would be another example.



Discussion ensued regarding the distinction between inviting "end users" vs. "industry affiliates" into the ESC. Concerns were raised over inviting end users.

Jeff Lyng remarked that Senator Ken Gordon would be sponsoring legislation that session making performance contracting mandatory for state agencies.

Linda Smith suggested a special ESC meeting for Senator Gordon.

Gary Bergard recommended a 2 member committee to develop a list of industry affiliates for the ESC, and further discuss state agency participation. Steve Truebner volunteered to be the other member of that committee. Linda Smith can also participate as it relates to outreach committee activities.

Jeff asked the group their thoughts on a semi-annual vendor trade show put together by the ESC. Jim Knutson reminded the group that the AEE has an existing trade show.

Jim Kobbe suggested that we invite to a meeting Ted Hughes from CDE as a first step.

Gary Bergard suggested a workshop, with a broad invitation that would include interested state parties.

Linda Smith suggested that Ted Hughes could represent school districts and help the ESC outreach to this group.

Matt Rush, as Chair of the Outreach/Presentation Committee, will begin planning a mid-February Workshop of affiliates. Marty, Sean, Gary, Linda and Sandy will work with Matt. ESC Speaker's Rules would be in effect.

Next Topic: Review of the Xcel Energy and ESC meeting from November 16, 2007.

7:35 a.m. Special Topic

Jeff Lyng provided a review of the Xcel Energy and ESC November Meeting for the group remarked that Xcel Energy's presence at this meeting is a testament to their commitment. Points included a possible cost effectiveness test, regulatory items for the PUC and the programs that are not currently meeting their goals may be the area where the ESC could provide immediate assistance.

On behalf of Xcel Energy, Andres Gouin explained that incentive levels seemed to be a problem with at least the custom energy program. Additionally, the time consumption factor matched with the fact that you "might get a rebate" was an issue.



Jim Knutson added that incentives must drive the participation.

Gary Bergard noted that we must also consider Colorado utilities for statewide consistency.

Jeff Lyng noted that Colorado Springs had replicated Xcel, with some minor changes.

Gary agreed that statewide standards are important. At that point, he put an "Action Items" slide from the Xcel meeting on the screen for group review.

Gary remarked that we can work together with the programs. Potentially, Jeff Lyng and Rod Vanderwall representing the public sector, and Jim Crossman representing the private sector.

Matt Rush added that there are some programs that fundamentally don't work for the way an ESCo does business.

Jim Knutson asked Xcel representatives how are program changes made after input is received.

Fran responded that a small group reviews the input, and one person normally a product developer does the assessment.

Andre added that in January (2008) they will begin to discuss the 2009 goals.

Jim Knutson will take the lead in developing a document for the DSM sub-committee with our recommended changes.

The DSM Sub-Committee will meet in early-January.

8:00 a.m. Guest Speakers Present

Jeff Lyng introduced speakers.

Mark Reiner and Mike Whitaker from Symbiotic Engineering presented on carbon inventory.

Their presentation is available at www.symbiotic-engineering.com

Next ESC Meeting set for January 11, 2008 hosted by and at the GEO.

Motion made to approve the last meeting's minutes by Marty Skolnik, seconded by Jim Kobbe.



9:05 a.m. Meeting Adjourned