ESC NY Chapter Meeting #1

December 14, 2010

Meeting Minutes

• Overview of EFP Program
  o $50M to spend over 12 months
  o Added Gas Incentives
• Introduction of Public & Private Sector ESC Chapter Co-chairs
  o NYSERDA wants to be involved in all EE projects happening in NYS and if they aren’t, why not?
  o Want to see EE projects beyond K-12
  o National Chapter handed NYS Chapter a certificate of establishment
• Initial Expectations and comments on what this Chapter should accomplish
  o Need a tool to close out deals
  o Interested in hearing about Performance Contracting (P.C.) and what it entails
  o How can we grow the market in the Private and Industrial sector
  o Need to develop a better business model than we already have to get to the other businesses on board and to grow the market
  o Getting private companies to believe in P.C. – energy savings
  o Need to educate Private Universities on how to move forward with EE projects and also how to find financing strategies for them
  o Educate the merging healthcare industry
  o Workshops to provide insight into new models
  o Networking with companies that will be involved in the chapter (i.e.: National Grid and NYSERDA)
  o Best Practices – keeping up with the marketing and business development
  o Great resource to promote P.C. - few people are unaware of the EE programs and opportunities out there
  o ‘Think tank’ – define broader market and how to go after new customers
  o Bring the EE “word” more clearly to the market
  o No lobbying/advocating allowed
  o Strong voices - getting energy savings into commercial offices, multi-tenants, commercial real estate, high rises in NYC
  o More info about Financing Options
  o Partnership Opportunities – unique ideas about what others are doing
  o Strengthen bond between NG, utilities, NYSERDA, and ESCOs
• Workshops
  o Renewable workshops – technology specific
  o Keep the workshops wide eyed
• Identify workshops already existing and have a booth present or sponsor an event
• Present case studies at the workshops
• Look at what other states are doing for workshops
• 1st Workshop - 2011
• Chapter Goals – over the next 6 months
  • Add a Business Model Committee
  • Increase outreach efforts
  • Get memberships – need a base of people
  • Each person in the chapter needs to come up with a list of 10 people to pass the news on about the chapter to get memberships going
  • Send letter from committee to invite to chapter to see what it’s all about
  • 200 people – 50 members by next meeting
  • Have committees done by next meeting
• How does the chapter get money?
  • 25% ($60) from membership dues you have to request funds they are sitting in a NYS bank
  • Workshops bring in Lots of $$$
  • $240 1st dues to one state
  • $120 2nd dues to next state
• Next meetings
  • Quarterly meetings in person
  • Webinars – monthly – look into NYSERDA & Schneider Electric iLincs
  • Work on goals and outreach program
  • January 11, 2011 – see how many memberships we have