

ESC NY Chapter Meeting #1

December 14, 2010

Meeting Minutes

- Overview of EFP Program
 - \$50M to spend over 12 months
 - Added Gas Incentives
- Introduction of Public & Private Sector ESC Chapter Co-chairs
 - NYSERDA wants to be involved in all EE projects happening in NYS and if they aren't, why not?
 - Want to see EE projects beyond K-12
 - National Chapter handed NYS Chapter a certificate of establishment
- Initial Expectations and comments on what this Chapter should accomplish
 - Need a tool to close out deals
 - Interested in hearing about Performance Contracting (P.C.) and what it entails
 - How can we grow the market in the Private and Industrial sector
 - Need to develop a better business model than we already have to get to the other businesses on board and to grow the market
 - Getting private companies to believe in P.C. – energy savings
 - Need to educate Private Universities on how to move forward with EE projects and also how to find financing strategies for them
 - Educate the merging healthcare industry
 - Workshops to provide insight into new models
 - Networking with companies that will be involved in the chapter (i.e.: National Grid and NYSERDA)
 - Best Practices – keeping up with the marketing and business development
 - Great resource to promote P.C. - few people are unaware of the EE programs and opportunities out there
 - 'Think tank' – define broader market and how to go after new customers
 - Bring the EE "word" more clearly to the market
 - No lobbying/advocating allowed
 - Strong voices - getting energy savings into commercial offices, multi-tenants, commercial real estate, high rises in NYC
 - More info about Financing Options
 - Partnership Opportunities – unique ideas about what others are doing
 - Strengthen bond between NG, utilities, NYSERDA, and ESCOs
- Workshops
 - Renewable workshops – technology specific
 - 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