New York Energy Services Coalition Chapter

March 15, 2011
Agenda

- Welcome and Check In- Please email Tom Seguljic for attendance at tom.seguljic@hrpassociates.com
- Review Discussion Points and Action Items from February 15, 2011 meeting
- Review ESC National Updates
- Committee Updates (Membership, Outreach, Workshop, State Documents and Business Model Committees)
  - Current Member Status
  - Key Developments
  - Next Meeting for each Committee
- Presentation From Don Gress
- Review Comments for NY ESC Press Release
- Discuss and Review Suggested ESC Chapter Activity Concepts
- Business Model and Development for PC in NY
  - ESC can be that bridge the gap for potential clients
- Legislative Updates and Gov Cuomo's agenda
  - How ESC can leverage this new focus
- Next Chapter Meeting and Next Committee Meetings
- Closing Thoughts
Welcome Back!

- Welcome
- Check In to See Who Is Present
- Please email Tom Seguljic for attendance at tom.seguljic@hrpassociates.com
Review of the Chapter’s 6 month goals set during January meeting:

- Awareness of ESC and PC as resource
- Increase membership
- Have 50 members by end of March 2011 meeting
- Conduct Workshop on PC by Sept/Oct 2011
- Have booth at National Grid Expo in April or have Outreach committee attend.
Review Discussion Points and Action Items from February 15, 2011 meeting

Discussion Points and Action Items

- Reach out to Rhonda Country about ESC nationals updates for committee involvement from board of directors
- Setup conference call with state docs committee and PA committee chair
- Reach out to NAESCO for list of projects for NY
- Bring in municipal lease companies to talk with chapter on what options are available to clients
- Have each company put together a write up of each company in ESC for potential clients
- Get press release from PA ESC to start off on NY ESC press release
- Reviewed ESC National chapter spotlights- Mass and PA
- Having NYSERDA help with financial support for the exhibit fees for National Grid conference
Updates From Committees

- Membership Committee
- Outreach Committee
- Workshop Committee
- State Documents Committee
- Business Model Committee

Updates to Share

- Current Member Status
- Key Developments
- Next Meeting for each Committee
Presentation From Don Gress

- Municipal Leasing Discussion

- Donald G. Gress
  Vice President - Municipal Leasing
  M&T Bank
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  Rochester, NY 14604

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Chapter Discussion and Action

- Review Comments for NY ESC Press Release
- Discuss and Review Suggested ESC Chapter Activity Concepts
- Business Model and Development for PC in NY
- Legislative Updates and Gov Cuomo's agenda
Discuss and Review Suggested ESC Chapter Activity Concepts

- **ESC Chapter Activity Concept**
  - Members to review and comment on concepts for February meeting

- Develop a press release on developing NY ESC Chapter
  - Mike (Membership drafts, each committee and co chairs submit info)

- Incorporate activity that has been recently done at another chapter
  - Utilizing upcoming webinars- reach out to other chapters

- Think about how to put together list of NY PC projects for NY on website (i.e. number of projects with total savings to assist in determining market penetration).

- Need to understand legislative changes to identify PC opportunities.
Business Model and Development for PC in NY

- Looking at different methods to package guarantees.

- Evaluating how to structure sustainable projects.

- Commercial sector is interested in having accurate method to report carbon reduction. It appears that commercial sees value of M&V but as measure of carbon reduction.
Review Discussion Points and Action Items from February 15, 2011 meeting

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Schedule Next Meeting

- Monthly Commitment: 90 Minutes Rotation of Location and Conference Call
  - April 12 at 1:00PM
  - Location: Conference Call

- Committees Kick Off Conference Call in March 2011
  - Membership Committee
  - Outreach Committee
  - Workshop Committee
  - State Specific Documents Committee
  - Business Model Committee
Closing Thoughts

Questions Please Contact:

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