



New York Energy Services Coalition Chapter

December 14, 2010

Welcome to the NY ESC Kick Off Meeting!

- Dale Hahs- Executive Director of the Energy Services Coalition and Technical Assistance Provider for the Department of Energy on Energy Savings Performance Contracting
- Scott Smith- Public Sector Co-Chair
 - NYSERDA
- Marissa Ainsworth- Interim Private Sector Co-Chair
 - Schneider Electric

Agenda

- Welcome: Introductions and Overview of the Energy Services Coalition
- What are Your Initial Expectations of the NY ESC Chapter?
- Overview of ESC Chapter Committees
- Drill Down into the ESC National and NY ESC Websites
- Brainstorm NY Chapter Goals
- Brainstorm NY Chapter Outreach Program
- Schedule Next Meeting
- Meet Fellow Committee Members

What is the Energy Services Coalition?

- **The Energy Services Coalition (ESC)** is a national nonprofit organization composed of a network of experts from a wide range of organizations working together at the state and local level to increase energy efficiency and building upgrades through energy savings performance contracting.
- **ESC provides its members with many resources to facilitate performance contracting projects, energy efficiency improvements, and building upgrades.**

Mission

- The mission of the New York State Chapter of the Energy Services Coalition is to increase the implementation in New York of energy efficiency and building upgrades through energy savings performance contracting. The Energy Services Coalition is a national non-profit organization composed of a network of experts from a wide range of organizations working together at the state and local level to increase energy efficiency and building upgrades through energy savings performance contracting.

What Does the ESC Do?

- Helps building owners be good customers through education, information and resources
- Increase the financing options available to building owners
- Makes performance contracting a fully available option for upgrading all types of facilities
- Provides continual improvements of the performance contracting process

What are Your Initial Expectations of the NY ESC Chapter?

- What are some of the reasons that brought you to this meeting?

Overview of ESC Chapter Committees

1) Chapter Membership Committee:

- (a) Recruit members for the ESC chapter (and national ESC) in the state served by the chapter.
- (b) Gather contact information of people who should be on the ESC e-mail list and e-mail this contact information to the national ESC.
- (c) On a regular basis, gather attendee lists from events attended by chapter members where attendees may be interested in ESC's message. These lists can be e-mailed or faxed to the national ESC.

Overview of ESC Chapter Committees

2)Chapter Outreach Committee:

- a) Identify organizations whose members would benefit from learning about performance contracting and arrange to have ESC articles in their newsletters and ESC speakers at their meetings.
- b) Prepare a calendar of upcoming state chapter events and e-mail to the national ESC on a regular basis.
- c) On a regular basis, prepare an article on state chapter events that have occurred (with pictures if possible). Submit this article to the national ESC for posting on the ESC web site.
- d) Work with ESC national organization to prepare and release on a quarterly basis news releases describing the ESC State Chapter's achievements

Overview of ESC Chapter Committees

3) Chapter Workshops Committee:

- a) Organize at least one workshop per year on performance contracting.
- b) Coordinate chapter workshops with the National ESC executive director.
- c) National ESC will handle attendee registration.
- d) Organize workshop and local logistics. (A modest fee should be charged to cover costs, with a reduced fee for ESC members to provide an incentive to join.)
- e) National ESC executive director should sign contracts for meeting rooms and other services. National ESC will pay for meeting rooms and other services out of fees collected, donations, and other sources. The goal is for each of these workshops to be financially self-supporting.

Overview of ESC Chapter Committees

4) Chapter State-Specific Documents Committee:

- a) Prepare a one to two-page summary of the rules applying to performance contracting in each vertical market in the state covered by the chapter, and include contacts and web links for additional information for rules applying to each vertical market.
- b) If it is seen as necessary and useful, prepare state-specific versions of ESC procurement and contracting documents. (Where possible, suggest improvements to national documents so they can meet both state-specific and national needs).
- c) Prepare a state specific guide to performance contracting for your state based on ESC template.
- d) E-mail all documents prepared to the national ESC documents committee for review, approval, and addition to ESC web site.
- e) Prepare a quarterly and annual list of new performance contracting projects in the state with, project address, contact information, square feet addressed and expected energy savings. Submit to the Chapter Outreach Committee and the national ESC executive director so they can work together to issue a news release to the media and interested organizations in the state.

ESC State Chapters To Date

- Alabama
- Arkansas
- Arizona
- California
- Colorado
- Florida
- Kentucky
- Louisiana
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Nevada
- New Hampshire
- New Mexico
- North Carolina
- Ohio
- South Carolina
- Tennessee
- Texas
- Utah
- Virginia

Drill Down into the ESC National and NY ESC Websites

- Helpful Links

- ESC National Site: <http://www.energyservicescoalition.org/index.html>
- NY ESC Chapter Site: <http://www.energyservicescoalition.org/chapters/NY/>
- ESC Membership:
<https://www.energyservicescoalition.org/membership/join.aspx>
- Helpful Information about ESC:
<https://www.energyservicescoalition.org/videos/index.html>
- <https://www.energyservicescoalition.org/news/newsletter/index.html>
- <https://www.energyservicescoalition.org/webinars/index.html>
- <https://www.energyservicescoalition.org/resources/index.html>
- <https://www.energyservicescoalition.org/about/index.html>

ESC Membership

- Members include representatives of:
 - State Energy Offices
 - State Facility Management Agencies
 - Energy Services Companies
 - Building Owners
 - Contractors and Engineers in the Energy Industry
 - Finance Companies
 - Federal Agencies
 - Others

Brainstorm Chapter Goals

- What are some things you would like to see accomplished in
 - 6 months?
 - 1 year?

NY ESC Outreach Program

- Develop an outreach program that:
 - Provides education on performance contracting to the target audience in their state
 - Is workable for the ESC State chapter and its members

Schedule Next Meeting

- Monthly Commitment: 90 Minutes Rotation of Location and Conference Call
 - January 11, 2011
 - Location:
- Committees Kick Off Conference Call in January 2011
 - Membership Committee
 - Outreach Committee
 - Workshop Committee
 - State Specific Documents Committee

Meet Fellow Committee Members

Questions Please Contact:

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