

ESC NY Chapter Meeting #2 Meeting Minutes

General

- Meeting held via conference call on January 11th for 1:00 PM to 2:20 PM
- 18 people on call
- Tom Seguljic volunteered to be Secretary
- Worked way through power point
- 10 member to date of NY ESC chapter
- Members need to encourage interested parties to activate membership
- When committees meet please forward Scott Smith and Marissa Ainsworth meeting notice so they are aware of meeting. Scott and/or Marissa will try to attend
- Committee calls information (i.e. dates) to be uploaded to website

Membership Committee

- Michael Hagin has plan to increase membership that will be discussed at February meeting. Also suggested that member invite 4 associates to next meeting.
- Scott Smith and Marissa Ainsworth to send contact list to Mike Hagin. Mike will work with Scott Smith to send e-mail/ letter to contact list to invite prospects to future meetings and join chapter.
- Encourage subcontractor membership.
- Mike encourages people to forward him suggests to drive membership.

Outreach Committee

- Outreach committee to meet January 20 at 1 PM via phone to formulate Outreach plan.
- Membership Committee to focus on increasing membership while Outreach Committee will focus on vehicles (i.e. associations, conferences, etc.) to educate prospects on the potential of performance contracting

Workshop Committee

- Members not present.

State Document Committee

- Members not present

Business Model Committee

Met to discuss goals and determine if models should be developed for areas or specific industry. Chair not elected yet. Committee determined that the following needs to be evaluated:

- What works and does not work in various market segments and what needs to be modified.
- How to move from municipal to private market
- What guaranteed means to various market segments.
- How do guaranteed savings dovetail with ECS mission?
- How to reformulate guaranteed energy saving to drive performance contracting.

Send Ron Slosberg or Steve DiRamimo e-mail to join Business Model committee.

Key Goals Chapter Want to Achieve in Next 6 Months

- Awareness of ESC and performance contracting as resource.
- Increase # of member of ESC.
- 50 members by end of end of March 2011 meeting
- Work to have a workshop on performance contracting by September/October 2011.
- ESC booth at National Grid expo in April or have Outreach committee attend. Scott Smith to provide additional information.

ESC Chapter Activity Concept

- Members to review and comment on concepts for February meeting
- 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).
- Needs to obtain guidance on details of projects that will be posted on website form ESC.
- State Education Department likely has comprehensive list of PC projects at K-12. Will it list which projects completed by PCs?
- Need to under legislative changes to identify PC opportunities.

Closing

- Next meeting at 1 PM February 15th via conference call. Scott Smith to arrange and send out details.

- Any suggested items for discussion at next meeting should be forward to Scott Smith and/or Marissa Ainsworth.
- Next in-person meeting at NYSERDA's Albany office March 15 at 1:00 PM