



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
255 East Avenue
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.

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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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