



ESC NEVADA

January 16, 2014

CHAPTER MEETING NOTES

Participants (24): Mike Kempa (Co-Chair/Private, Honeywell), Sue Stephens (Co-Chair/Public Nevada Governor's Office of Energy), Jack Tate (Investive Building Projects, Treasurer), Linda Smith (9Kft Strategies in Energy), Chris Halpin (Celtic Energy), Mark Stanton (Washoe County School District), Paul Ira (Data Collection Committee Chair, Ameresco), Jay Johnson (Noresco), Steve Frost (Ameresco), Karen Pelzer (All American Investment Group), Lisa Tames (Banc of America), Andy Dumond (NV Energy - CleaResult), Isaac Mubarak (NV Energy – CleaResult), Shawn Breker (NV Energy – CleaResult), John Winkel (DOE), Chris McClurg (Rocky Mountain Institute), Dale Sanderson (NV Energy - ClearResult), Mike Enzler (Johnson Controls, Inc.), Greg Spears (ABM), Tom Bowen (McKinstry), Keith Sward (Rexel Energy Solutions), Nello Tortora (Southland Industries), Tim Potter (ABS-NV), Wendy Gumb (McKinstry), Bob Newkirk (Honeywell).

Chapter Members:

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| Mike Kempa – CO-CHAIR /PRIVATE (Honeywell) | Neal Skiver – FINANCE COMMITTEE CHAIR (Green Campus Partners) |
| Sue Stephens – CO-CHAIR/PUBLIC (Nevada Governor's Office of Energy) | Doug Hargrave (Iconergy) |
| Jack Tate – TREASURER (Investive Building Projects) | Jay Johnson (Noresco) |
| Mark Stanton – CO-SECRETARY & EDUCATION/OUTREACH COMMITTEE CHAIR (Washoe County School District) | Sarah Price (Ameresco) |
| Linda Smith - CO-SECRETARY (9Kft Strategies in Energy) | Keith Sward (Rexel Energy Solutions) |
| Tom Bowen (McKinstry) | NelloTortora (Southland Energy) |
| Paul Ira (DATA COLLECTION COMMITTEE CHAIR - Ameresco) | |

Action Items:

- **Become a Member:** We encourage everyone to become a Nevada ESC Chapter member to help support efforts in the state and have a voice in chapter activities. On the membership site, select NV as a chapter (you can select NV as your chapter of choice at no extra cost; or you can add the NV chapter to your membership for \$120 @ private sector rates). <https://www.energyservicescoalition.org/> Click "join" or "renew" membership.
- **Volunteer on Committees:** Sign-up – Finance Committee, Education/Outreach Committee, Data Collection Committee; or start the Membership Committee

OLD BUSINESS

Secretary's Report: Linda Smith presented the secretary's report; Minutes were approved by members (Sue Stephens motioned to approve; Paul Ira seconded)

Treasurer's Report: Jack Tate, Treasurer, presented the treasurer's report. The chapter has \$1,935 available in the treasury, including \$755 recently deposited through workshop/training fees. The report was approved by members.

NEW BUSINESS

Secretary Election: With no volunteer for the Secretary position, two Co-Secretaries were elected – Linda Smith, 9Kft Strategies in Energy and Mark Stanton, Washoe County School District (Sue Stephens motioned; Tom Bowen seconded; membership approved).

Public Facilities Retrofit Program

Sue Stephens (Nevada Governor's Office of Energy – Public Facilities Retrofit Program)

New School District Legislative Requirements: Sue Stephens, Nevada Governor's Office of energy, presented new requirements for school districts. Recent adoption of SB 142 places statutory requirements on School Boards when they are asked to approve capital projects, requiring them to consider performance contracting (NRS 332.362). Mark Stanton and Sue Stephens developed a letter that Sue sent to all school district superintendents and other leaders, informing them of this requirement and directing them to attend the upcoming workshop. That mailing was e-mailed to all on the chapter mailing list – See Tues, 1/14; Subject: ESC Chapter Mtg – NV Requirements for School Districts.

RFQ to Qualify ESCOs for Nevada State and Local Government Projects: Sue Stephens, Nevada Governor's Office of Energy, announced that Public Works will issue the RFQ in February. ESCOs are first required to have Qualified Bidder status. Sue encourages all ESCOs to complete that process soon to be prepared to respond to the RFQ.

Workshops: Linda Smith, consultant to the Nevada Governor's Office of Energy, presented an update on workshop plans and interest.

February 6th – Round-Up the Savings to Pay for Facility Improvements

Webinars conducted in late 2013 had single-digit participation and workshops so far have generated similar low-level response, with only 3 core attendees registered for the client workshop on February 6th. Suggestions to increase participation/interest include: reach out to other communications forums and to issue a questionnaire to learn why this subject is not of interest. Linda reported that several organizations are helping to announce the workshops including NV IFMA, possibly NV USGBC, NV Energy Sure Bet program and CleaResult. The program will not cancel this event even with low attendance, treating it as a more informal meeting.

February 7th – Bigger Projects through Deep Energy Retrofits – TRAINING.

Rocky Mountain Institute, the leading authority on deep retrofits, is presenting this training geared toward ESCOs and industry professionals. All are encouraged to attend and invite technical professionals including M&V specialists, auditors, and sales staff. Registrants to date – 13.

Funding for Venue and Food

The intent is for events to be self-funded through attendee fees. At this time, registration revenue totals \$755, however a minimum of \$900 is needed for advance payment for the venue and food. Sue Stephens motioned to approve \$900 from the chapter treasury for this purpose; Jack Tate seconded; the chapter membership approved.

COMMITTEES

Mike Kempa, Co-Chair, requested volunteers to serve on committees.

Education/Outreach Committee

Chair: Mark Stanton (Washoe County Schools)

Committee Members: Mike Kempa (Honeywell), Steve Frost (Ameresco), Linda Smith
Chris Halpin volunteered to participate. See discussions above on workshops and New School District requirements.

Data Collection Committee

Chair: Paul Ira (Ameresco)

Committee Members: None

Report: Paul sent an e-mail to all, requesting any case studies or project information on past Nevada projects. He received some and asked for the next step.

- **Action Item:** Send your case studies and project data to Paul.
- **Outstanding Action Item:** Neal will send info on financed projects
- **Action Item:** Linda will send a tabulation of project data.
- **Action Item – Paul:**

- 1) Upload case studies to the ESC National website which can then be accessed from the chapter website and the Nevada Governor's Office of Energy website;
- 2) Present details in a tabular form as a historical record.

Finance Committee

Chair: Neal Skiver (Green Campus Partners)

Committee Members: Tom Bowen (McKinstry), Dan Dowell (ABM)

Report: Linda Smith shared that Neal is putting together the financing panel for the workshop.

- **Outstanding Action Item:** The NM chapter developed an overview of financing steps; Neal will share.