

Nevada ESC Chapter Meeting Notes - February 18, 2015

OFFICERS, MEMBERS, ATTENDEES (*attended meeting)

Officers

Co-Chair, Public Sector – *Sue Stephens

*Co-Chair, Private Sector – *Bill Taylor

Treasurer – Jack Tate

Co-Secretaries –

*Linda Smith & Mark Stanton

Chapter Members

Public Sector

Nevada Governor's Office of Energy –

Public Facilities Retrofit Grant, Program

Team:

Sue Stephens

David Gibson

John Fairman

Scott Kelley

Kevin Hill

ESCOs

*William/Bill Taylor (Honeywell)

*Nick Tranquilli (Honeywell)

Tom Bowen (McKinstry)

*Leslie Larocque (McKinstry)

Chris Larocque (McKinstry)

Doug Hargrave (Iconergy)

*Paul Ira (Ameresco)

Sarah Price (Ameresco)

*Jay Johnson (Noresco)

John/Jack Tate (Investive Building
Projects)

*Jason Hoffman (Southland)

Finance

Neal Skiver (George K. Baum)

Consultants

Manny Gomez (Gomez Consulting);

Chris Halpin (Celtic Energy);

*Linda Smith (9Kft Strategies in Energy)

Other

Charlene Richards (MelRok),

Keith Sward (Rexel Energy Solutions)

Wendy Urbisci (Aurora Lighting)

Non-Members:

*Brad Stevens (Investive Building
Projects)

*Brandon Woodward (Climatec)

*Frank Mann (Climatec)

*Cory Brotee (Eco Green Solutions)

*Renee Piche (Municipal Leasing)

*Walt Donzila (Celtic Energy)

*Brian Carlin (Nexant)

*Camilo Arango (Powersmiths)

*Jim Knutson (Consensus)

*Russ Garcia (Johnson Controls)

*Patti Donahue (Donahue & Associates)

*Kirby Keller (Nevada Yamas Controls)

*Greg Spears (ABM)

*Lisa Tames (Banc of America)

Treasurer's Report (Jack Tate, Treasurer; Presented by Bill Taylor):

The current balance is \$4,810.35 balance. This includes member dues and the net revenue from workshops.

Secretary's Report (Linda Smith, Co-Secretary):

The last full chapter meeting was May 20, 2014 with 18 members and 24 others in attendance. The treasurer reported a \$4,035 balance. The Data Collection Committee (Paul Ira, Chair) developed, researched and distributed a listing of past performance contracting projects in Nevada with the help of other ESCOs. The Education Committee reported on the success of the two workshops in Las Vegas and Reno with speakers from the ESC Chapter. The Finance Committee (Neal Skiver, Chair) also provided workshop speakers on financing approaches. In the months following Instead of continuing chapter meetings we focused on committee efforts to develop a proposal to host the 2015 ESC Annual Conference in Las Vegas. We had a several-month hiatus during the pre-qualification of ESCOs process. See meeting notes of May 20, 2014 meeting:

<http://nv.energyservicescoalition.org/Data/Sites/18/events/2014-05-20-meeting-notes.pdf>

Membership Drive

Bill Taylor, Co-Chair/Private Sector, emphasized the need for a strong membership to support activities in Nevada and show the chapter's strength and capability to potentially host the annual conference next year. He encouraged all to join the chapter or renew their memberships.

There are opportunities for members to participate as an officer (opening for Co-Secretary) and on various committees (Education/Outreach, Finance, and Proposal Development for the 2016 ESC Annual Conference).

Program Updates (Nevada Governor's Office of Energy - Public Facilities Retrofit Program)

Sue Stephens (Energy Program Manager) and David Gibson (Energy Efficiency Specialist) - Nevada Governor's Office of Energy presented program updates:

New Co-Chair/Public Sector

Sue Stephens announced that David Gibson (see [bio](#)) will take her place as the Chapter's Co-Chair/Public Sector.

See Program Website: http://energy.nv.gov/Programs/Public_Facilities_Retrofit_Grant/

RFQ to Qualify ESCOs:

ESCOs from the initial RFQ review are now listed by Public Works as qualified (see [current list](#)). The RFQ will remain open until November 13, 2015 for new applicants and updates (see the program website for details).

Performance Contract Audit Assistance Pilot (PCAAP) Program:

See the Energy Office website (above) to learn more about the PCAAP Program. Financial assistance is available for eligible participants that have a completed IGA and a check is issued only when a performance contract is signed to implement a project; in that way PCAAP is a performance contract incentive. One grant has been issued under this program to the City of Reno for a waste water treatment facility. The pilot ended May 30 and a new program is in place. Funds are limited so funding will not likely cover the full audit cost. ESCOs are encouraged to refer clients to the Energy Office so that program staff can walk the client through the process and provide technical assistance under the grant.

Third-Party Consultants

State Purchasing led an RFQ process to pre-qualify third-party consultants. Negotiations are now being conducted and the qualified consultants will soon be announced.

Projects in Process

The program provides technical assistance to develop projects. David Gibson reported that three projects are well underway after issuing RFPs: Clark County School District, Carson City, and the aggregated project of Mineral County School District, Mineral County and Hawthorne Utilities. Other projects are in process. He stated a goal to develop \$100 million in projects this year.

Legislation Revisions Led by NAESCO

As Bill Taylor reported, NAESCO led a meeting initiated by a few ESCOs to determine the need and consensus for revising the legislation. Key issues are the legislated procurement process and the role of the Third-Party Consultant in M&V. Donald Gilligan, NAESCO President, is accepting comments through February 20th.

Proposal to Host the 2016 ESC Annual Conference

Bill Taylor announced plans by the Executive Committee to develop a proposal to host the 2016 annual conference in Nevada, building on the chapter's unsuccessful proposal last year. We will explore a site on the CA/NV border, possibly co-hosting with the California chapter. We need sponsors to commit funding prior to July 1st when the proposal is due. We need chapter members to participate on the proposal planning committee.

Education/Outreach Committee

Bill Taylor encouraged the chapter to plan face-to-face learning sessions. We need chapter members to participate on the committee.

Finance Committee

Linda Smith suggested the finance committee help the program develop a resource guide for clients on financing options, funding resources (grants, bonds), utility rebates, etc.