

MEETING NOTES

September 9, 2015, 10:30 – 1:30
Henderson Convention Center



Nevada ESC Chapter

Thank you to the host for this meeting: Bill Taylor, Honeywell

ATTENDEES (27 attendees)

Officers

Co-Chair, Public Sector – *Sue Stephens (Nevada Governor’s Office of Energy)

Co-Chair, Private Sector – *Bill Taylor (Honeywell)

Secretary - *Linda Smith (9Kft Strategies in Energy)

Treasurer - vacant

Chapter Members (indicated with *) and Others

Public Sector: *David Gibson (Nevada Governor’s Office of Energy); Mark Hobaica, Kathy Ogle, Mayor Andy Hafen (City of Henderson); Sherri Payne, Albert Rodriguez (College of Southern Nevada);

ESCOS: *Steve Frost, Timothy Farkas (Ameresco); *Brandon Woodward (Climatec); *Leslie LaRoque, Dan Addink (McKinstry); *Jay Johnson (Noresco); *JP Hoffman (Southland);

Finance Companies: Michael Brunsmann, Geoffrey Culm (Banc of America); *Neal Skiver (George K. Baum)

Consultants: *Chris Halpin (Celtic Energy); Jim Zarske (Nexant); *Manny Gomez, Joan Munsell (Gomez Group); *Dick Cuppett (Sigma Mechanical Engineering); Mark Stanton

Utilities: Andy DuMond (CLEAResult); Matthew Weinman (consultant to NV Energy)

Keynote Speaker – Mayor Andy Hafen, City of Henderson

Mayor Andy A. Hafen, City of Henderson, described the city’s success and continued commitment to performance contracting. His comments included: “I’m hooked line and sinker on this and totally convinced - it’s a no-brainer. I’m jazzed about the \$1.5 million per year in savings and we’re initiating a third project right now. It’s the right thing to do - no risk/all gain.” He emphasized that the guarantee is what sold the city council. He encouraged all to view the city’s video on this topic (posted on NGOE’s website). He added it’s an efficient alternative to standard construction. He pointed out the importance of involving the finance team early on.

Treasurer’s Report (Presented by Linda Smith, Secretary)

The current balance is \$5,656 (as of September 7th), up from \$4,810.35 in February. Member dues are critical to grow the balance.

Secretary’s Report (Linda Smith, Secretary)

The last chapter meeting was via phone conference on February 18th, attended by 24 people, half of them members. Bill Taylor emphasized the importance of joining the chapter. Sue Stephens, Co-Chair/Public Sector, presented new developments in the performance contracting program (ESCO pre-qualification, audit assistance fund, 3rd party consultant pre-qualification and projects currently in progress. NAESCO led an effort for ESCOs to comment and make recommendations on the state’s legislation. The chapter committed to submitting a proposal for the 2016 ESC Market Transformation Conference. Past meeting note are posted on the Nevada ESC chapter website.

Chapter Membership

We need your membership support – Join the ESC and select Nevada as a chapter.

Program Developments - Nevada Governor's Office of Energy – Performance Contracting Programs

(Sue Stephens & David Gibson)

Co-Chair/Public Sector

David Gibson will represent the public sector, taking over from Sue Stephens who has held this position since the chapter's start. See David's bio: <http://energy.nv.gov/About/Staff/>

Program Website: http://energy.nv.gov/Programs/Performance_Contracting_Programs/

Projects In Development: RFPs were issued for four projects (Mineral County School District, Carson City, Clark County School District, City of Henderson), ESCOs were selected and some are now in the audit phase. Four more projects are now in development with two are expected to be issued next week (College of Southern Nevada and Western State College). The program works with cities, counties, school districts, state agencies, higher education institutions and special districts, helping to get projects moving forward. Potentially \$50 to \$100 million of work is in the works.

ESCO Pre-Qualification (for State Agency projects): Open Solicitation continues through November 13, 2015. There are pre-requisites so get started early – must first become a pre-qualified bidder via Public Works.

Pre-qualified 3rd Party Consultants: A list is posted on the program website. There is a convenient Master Services Agreement for use by local governments; Another pre-qualification round will be held in about 3 years. Each pre-qualified consultant in attendance was offered the opportunity to introduce their company and background: E/S3 Consultants (not in attendance); Gomez Consulting Group (Manny Gomez); Nexant (Jim Zarske); Celtic Energy (Chris Halpin)

Pre-Qualified ESCOs: Each pre-qualified ESCO was introduced: Ameresco, Honeywell, Johnson Controls, Long/Investive Building Projects, McKinstry, Noresco, Southland, with others currently applying

Performance Contracting Audit Assistance Program (PCAAP): This provides funding to cover the cost of audits for projects that enter the performance contracting contract phase (executed contract). It demonstrates that the state is behind performance contracting as an effective approach and the payment for part or all of the audit helps to buy-down the cost of projects. The program will be renewed beyond this year.

Legislative Changes: Legislation was revised to allow 25-year financing terms for local governments (changed from a 15-year maximum financing term).

DOE's eProjectBuilder to track projects: Program documents require ESCOs to work with clients to enter project data in this national database. It is useful for the client to track the project and can be used by the program, ESCOs and DOE to conduct analytics based on aggregated projects-.

Utility Incentives – NV Energy

Andy DuMond (CLEAResult) and Matthew Weinmann, both consultants to NV Energy, presented rebates and services available to government sectors.

Sure Bet Program (cash incentives and technical assistance for commercial customers)

General information: www.nvenergy.com/surebet

North – Clayton Lamb, 775-834-3117, clayton.lamb@dnvgl.com

South – Linda Dohnal Bridges, 702-216-2727 x71902, linda.dohnal@dnvgl.com

Renewable Generations Program (solar, wind, hydro for non-federal customers)

www.nvenergy.com/renewablegenerations

866-786-3823

mPowered Program (load-reducing equipment and building assessment)

www.nvenergy.com/mpoweredcommercial

844-296-4528

Matthew Weinman, Project Manager

(562)221-7009

mweinman@nvenergy.com

Energy Smart Schools Program (benchmarking, incentives for high-efficiency lighting, cooling, and controls, and a custom-measure option)

www.nvenergy.com/surebet.schools

North - Andy DuMond, 775-741-8922, adumond@clearesult.com

South - Isaac Moubarek, 702-639-7540, imoubarek@clearesult.com

Nevada ESC Chapter Developments

Proposal to Host ESC Market Transformation Conference in Nevada

At ESC's annual Market Transformation Conference held in North Carolina last week, the ESC Board announced that Nevada will be the site of the 2017 conference (the 2016 conference will be held in Kentucky).

- Site: Several sites were proposed and it is up to the chapter (dues-paying chapter members) to make the final recommendation to ESC (sites include Reno; Tahoe – California or Nevada side; and Las Vegas; all hotels are non-gaming). The Reno site is rising to the top in popularity. We will hold a vote soon, providing details.
- Golf Event: Bill Taylor, Honeywell, will coordinate a pre-conference golf event.
- Planning Committee: A chair is needed to lead the planning committee. Once the chair is identified, the chair can recruit/select committee members.

Education/Outreach Committee

After a discussion about past outreach events, the group agreed that continuing outreach is critical to keep the ball rolling.

- Committee Volunteers (new): Chris Halpin, Chair; Mark Hobaica, Co-Chair
- Past webinars and workshops were lightly attended, however they resulted in buy-in from clients with projects now under development. Similarly, a program presentation to the higher education audience delivered several projects.
- NGOE is a trusted voice. PCAAP funding helps to gain interest and commitment.
- It's important to overcome the mentality of "it seems too good to be true."
- All are encouraged to identify opportunities to give a panel presentation at existing conferences/workshops/meetings (APPA, League of Cities, . The panel would be made-up of public and private ESC chapter members including an NGOE representative.
- Engage Mayor Hafen who can share his message of success for his city.
- More workshops are important.

Future Meetings

The group agreed to host future meetings on a quarterly basis – three by phone followed by an in-person meeting. Each in-person meeting will be hosted by a volunteer. JP Hoffman, Southland, volunteered to host the next meeting approximately a year from now, either in Reno or Las Vegas (likely in Reno to eliminate travel for the NGOE participants).