



# Georgia Chapter Energy Services Coalition

**Tuesday**

**June 23, 2011 1- 3:30 pm**

**AGL Resources Bldg.  
10 Peachtree Place  
Atlanta, GA 30309  
2<sup>nd</sup> Floor Auditorium**

**David Godfrey – Public Co Chair  
404.584.1091**

**Kathy Robb - Private Co Chair  
404.946.5537**



# Agenda

- **Industry Advisory Committee Update**
- **GEFA Update**
- **Steve Kitchen, Facilities, Southern Polytechnic**
- **Finance and Membership Updates**
- **Message from Dale L. Hahs, Executive Director, National ESC**
- **GA Chapter Committee Updates**



# Industry Advisory Committee Meeting, 6/21/11

**David Godfrey, PJ Newcomb – GEFA; Kathy Robb – AGL Resources; Mike Migliaccio – JCI; Chad Griffith – Griffith Engineering**

**Two sets of questions raised by Mike M were the focus of the meeting:**

1. What is the process by which an agency (or college) will engage GSFIC for financing? What role will the ESCO play in the process? What is the timing for getting GSFIC information to process and secure financing? What information will GSFIC require to complete the funding?
2. What will be the process for approving an ESA outside of the agency (or college)? Who will be required to sign off in the contract? How will we ensure that financing is coincident with ESA approval?



# Meeting Results

1. What is the process by which an agency (or college) will engage GSFIC for financing?
  - Need draft IGA results (solid scope/list of ECMs, 1<sup>st</sup> pass at cash flow, 90% firm pricing, etc.) to go to bank
  - Bank will give terms with a lock period (60-90days)
  - Need signed ESA (GESPC) by the end of the lock period
    - Can have the ESA signed with interest % very close, then insert Financing Agreement when finalized
    - Only issue Notice to Proceed when all financials are finalized
    - ESCO can help facilitate by providing needed info in a summary form that is acceptable to GSFIC Finance and banks



# Meeting Results

2. What will be the process for approving an ESA outside of the agency (or college)? **Note:** All will need to execute review with understanding of timeline/deadlines for expiration of finance offer
  - Agency or BOR (currently looks like BOR will hold contracts, not individual institutions)
  - GEFA
  - Legal
  - GSFIC design review group

Who will be required to sign off on the contract?

- Agency Commissioner
  - AG's office (or possibly agency legal dept)
  - Kevin Clark (GEFA Exec Director)
- Process flow diagram and instructions in state manual will reflect these needs



# Update from GEFA

- **Program documents status**
  - **GESPC, RFQ, RFP and IGA**
- **Contract value status**
- **Agency Process Review Meeting**
- **Pre-qualification Process: 7/15 or sooner**



# Update from GEFA

## Pre-qualification Schedule (tentative)

- Issue RFQ: July 15 (or sooner)
- RFQ Responses Due: Sept. 2
- RFQ Evaluation Period: Sept. 6-Oct. 31
- RFQ Ranking Due: Oct. 31
- RFQ Evaluation Results Completed: Nov. 30



# Cone of Silence

From the issue date of this RFQ until the list of prequalified ESPs is published, ESPs are not allowed to **communicate regarding this RFQ with any members of the Authority or any State Agency,** except for submission of written questions as instructed above, or as provided by any existing work agreement(s). For violation of this provision, the Authority reserves the right to reject the SOQs of offending ESPs.





# **Guest Speaker: Steve Kitchen, Director of Facilities**

## **Responsibilities:**

**Assures that the campus facilities are operated and maintained as efficiently as possible through maintenance and optimal operation.**

**Over see a maintenance staff that includes skilled HVAC technicians.**

**Currently in the very early stages of a campus Energy Conservation Plan.**

## **Performance Contracting Experience**

- University of California**
- The Oregon Institute of Technology**
- University of Baltimore**

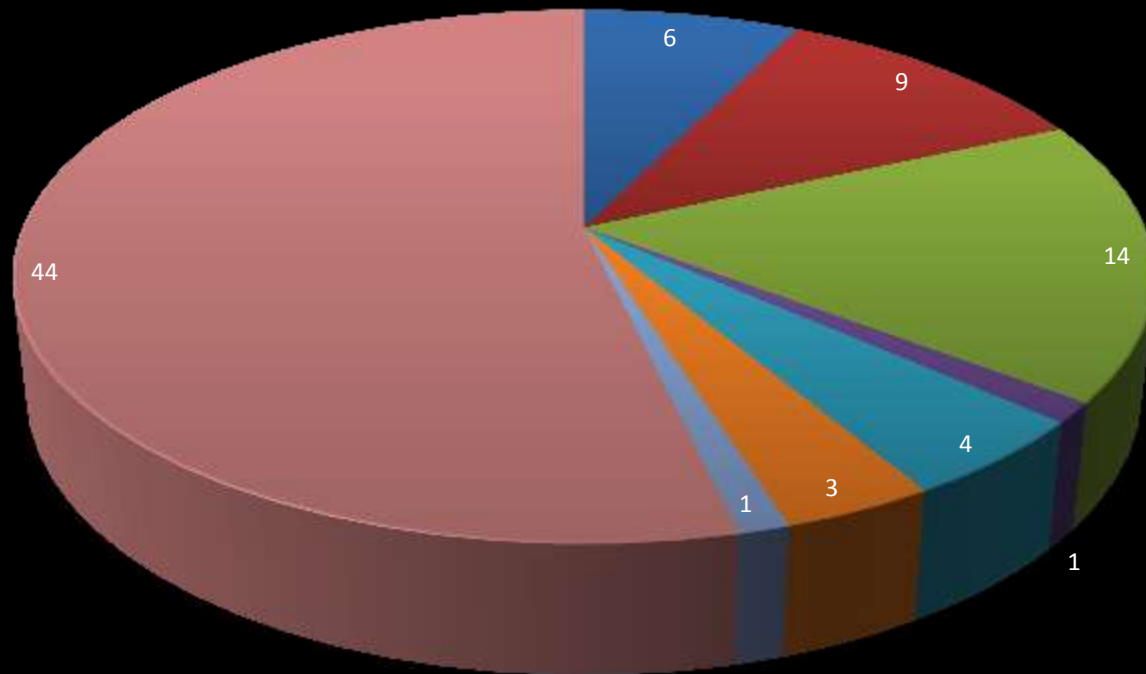


# GA Chapter: Treasurer's Report

- **Renewals and New Membership Dues will be based on a 12 month cycle starting on the date of enrollment or the last renewal. No longer will all renewals happen on 7/1 with the dues prorated for renewals later in the year.**
- **Pre-payment of dues for multiple years will be available as well, allowing members to avoid having to renew every year.**
- **Available funds for GA chapter discretionary use is \$4,775**



# GA Chapter ESC: 82 Paid Members



■ A/E ■ Consultant ■ Contractor ■ Finance ■ Government ■ Legal ■ Utility ■ ESCO



# Greetings Members!

## Dale Hahs, Executive Director's Message:

**You have afforded me a wonderful opportunity with the support of the U.S. Department of Energy to travel from state to state and make every effort to create or expand Energy Savings Performance Contracting (ESPC) programs, Energy Services Coalition (ESC) Chapters and work to provide a catalyst to deliver the considerable benefits of energy savings, environmental stewardship and economic development.**

**I remain amazed at the challenge of getting the word out about the great things that can be accomplished when we adopt well vetted process and procedure along with administration and oversight to support the growth to speed and scale of ESPC.**

**I'm convinced that we can do this . . . . we can turn an often considered alternative method of financing a construction project into business as usual that's even more of a trusted value than traditional methodologies.**



# Follow our Mission

- **Case Studies – A Call for Papers!**
  - [www.energyservicescoalition.org/resources/casestudies/](http://www.energyservicescoalition.org/resources/casestudies/)
- **Membership Dues and Dues Renewal Modification**
  - [www.energyservicescoalition.org/membership/renew.aspx](http://www.energyservicescoalition.org/membership/renew.aspx)
- **Chapter Connections to the Board**
  - Make use of the both the National and Local Committees
- **Best Practices Work Best When Practiced**
  - [www.energyservicescoalition.org/espc/tools/index.html](http://www.energyservicescoalition.org/espc/tools/index.html)



# GA Chapter ESC Member Committees

- Outreach
- Workshop
- Documents
- Resource

All committees will be responsible for membership and growth



# Outreach Committee

## Committee Members:

- Bill Stark, Chair, Honeywell
- Teresa Newman, Vice Chair, Ameresco
- Pablo Pittaluga, JCI
- Trey Crayford, Siemens
- Todd Pierson, Linc Service
- Marcus Craig, FPL
- George Fertal, CHA
- John Means
- Garry Harris, Harris Enterprises



# Outreach Committee Update



**Finalizing Website**



**Developing Case Studies**



**Finalizing Fall Speaking Events**



**Delivered short presentations to ACCG Regions**



**Finalizing White Papers for Education**



**Participated in Panel June 22**





# Workshop Committee

## Committee Members:

- Steven Stovall, Chair, Pepco Energy Services
- Melissa Hargrove, Vice-Chair, NORESKO
- Gina Vitiello, Chamberlain Hrdlicka.
- Mark Joshi, Johnson Controls
- Christopher Richard, SL King Technologies
- Mark Carter, Taylor English
- Taneshia Marshall, Johnson Controls
- Joe Lenzi, 2RW.com
- Doug Hennen, TRANE
- Joel Lowery, The Linc Group



# Workshop Committee

## PROSPECTIVE CLIENTS

**2011 >**

- 180 (+) Public School Districts
- 159 County Governments
- 470(+) Cities / Municipalities

**2012 >**

- 26 Technical Colleges [TCSG]
- 31 Satellite Campuses [TCSG]
- 38 State Prison Facilities [DoC]
- 35 Colleges and Universities [University System of Georgia]
- 15 (+) Georgia Certified Health Care Trauma Centers

**TOTAL: Approximately 954 Public Sector Clients**



# Workshop Committee Immediate Strategy

**A Collaboration of: USGBC/ESC/GEFA/IKRC**

- **Fall Road Show Program: August- Sept.–Oct. 2011  
via 16 GSSA/GSBA RESA Districts**  
**In Coordination with:**
  - **Assoc. County Commissioners of Ga.**
  - **Ga. Municipal Association**
- **Winter Energy Conference, Nov. 2011,**
- **Tentative Venue: Ga. World Congress Ctr.**



# Documents Committee

## Committee Members

- PJ Newcomb, Chair, GEFA
- Patricia Nardone, GA Power
- Joe Lenzi, 2rW
- Deborah Brown, JCI
- Errol Peart, Honeywell
- Ken Mitchell, JCI
- Chris Richards, SL King



# Resource Committee

## Committee Members:

- Walt Gregory, Chair, Chevron
- Leticia Willis, Willis Mechanical
- Sean Mahoney, Honeywell
- Kathy Robb, AGLR
- Jason Smith, Mira Boilers



# Questions?

- **Next Meeting - Date/time/location**
- **Agenda requests**

**Friendly reminder: Check your company references in preparation for future business!**