



**Energy Services Coalition  
Minnesota Chapter Meeting Minutes  
Roseville Library  
2180 North Hamline Avenue  
Roseville, MN 55113  
September 23, 2015  
1:00 – 2:30 PM**

Attendees:

Peter Berger    John Kearney    John Neville    Josh Cowdery    Lindsay Wimmer  
Jeff Jackson    Lee Hammer    Chris Plum    Eric Rehm    Alice Remillard

Meeting called to order at 1:05

Jeff Jackson

### **Intros**

#### **Alice Remillard, State of MN Department of Corrections**

Alice Remillard joined the group today to thank the ESC for sponsoring her attendance at the ESC Transformation Conference. She enjoyed the conference and took away some good info that she can use as she spearheads a move toward a GESP project within Corrections.

She stated that education is an important piece of the gaining interest in GESP. DOC has already decreased their energy spend by 9% and has done most or all of the strategies suggested through the PBEEEP process.

In order for GESP to gain momentum, there needs to be a means of measuring the steam savings in facilities that don't have each facility metered. She also said that there needs to be education on calculated versus stipulated savings. A workshop, preferably mid-day, on a GESP overview, measurement and verification—what is it? How does it work? would be most helpful.

Outreach Chair/Workshop Chair. No one responded to Lee to volunteer to take either of the two open positions. Pete Berger will schedule a call outside of the normal meetings to discuss filling those positions.

Discussion on a lunch and learn format either a breakfast meeting or a lunch meeting. Lindsay checked on whether or not state agency members can attend this type of meeting and found that they can attend without issue on the \$5.00 rule.

### **Membership**

Jeff Jackson

Current Members: 17

Current Fund Balance: \$9,115.33

Pete Berger to ask Alice Remillard to get her expenses in for payment.

### **Outreach**

(Open Position)

- MEPC-Could we do a presentation?
- 7 major counties/2 major cities?

## Workshop

(Open Position)

- Could we do a mini conference for DOC? If so, what topics would they be most interested in hearing about? Pete stated that DOC will want to talk about M&V and Steam Traps. The Energy Mgr/Sustainability Mgr, Alice Remillard is interested in pushing forward the idea of GESP.
- What level of management do we want at the presentations? CFOs? Facility Managers? Commissioners or their assistants?
- DNR would like to hear about ESPC for small buildings
- Military Affairs would like to hear about water savings
- Focus will be on smaller groups

## New Business

Peter Berger

- Presentation by **Franklin Energy-Rebate Specialists**  
**Allen Gorell** introduced us to Franklin Energy who works around the country implementing rebate programs for utilities, Franklin Energy reinforces our audits and
  - may suggest packaging a project differently to get better rebates
  - Franklin does the submission of the rebate paperwork to the utility for the rebates
- When audits are done by Franklin Energy, they educate the customer on how they use energy
- **Free Implementation Services**-Franklin reviews the proposals and determines how to maximize the rebates for the customer.
  - Project Approval: Stakeholders meetings, ECO project prioritization, Financial analysis of implementing measures, Coordination of ECO project-extended design work
  - Project Bid Review and Selection: Bidding process, bid proposal review and selection process review with recommendations, recommendations to cost-effectively maximize energy savings and rebate opportunities, determine if proposed equipment qualifies for rebates or if it requires pre-approval, identify external financing resources, if needed.
- See Turnkey Services on the Xcel Energy website.

Motion to adjourn by Lee Hammer. Second by Eric Rehm.