

**MARK YOUR
CALENDAR!
NEXT DE ESC
CHAPTER
MEETING**
April 24th

Guest Speakers

**Robert Underwood &
Cara Lampton**

Division of Energy and
Climate

Topic - Energy
Efficiency Investment
Fund (EEIF)

• When: April 24, 2013
at 4:00 P.M.

• Where: Howard
High School
401 E. 12 Street
Wilmington, DE 19801

Current Membership - 20

Treasury - \$1030



Executive Committee

Tony DePrima
Doug Edwards,
Co-Chairmen

Red Clay School District ESPC - This \$20 million dollar project is going forward as reported at our general meeting, however it is being financed through a State of Delaware master lease, not an SEU Bond as originally believed. We have been told that financing under this lease is a onetime deal.

Nevertheless, the SEU has been assisting with legal and financial technical expertise. The ESC needs to promote this project as a ground breaker in Delaware. Tony DePrima reached out to Dr. Michael Thomas, Capital School District Superintendent and current President of the Superintendents Association. Tony was invited to attend their April meeting to briefly talk about the Red Clay ESPC and its financing.

The ESC\SEU was also invited to do an ESPC financing presentation at the association's fall retreat.

Case Statement - Kathleen Saul has nearly completed the case statement for the 2011 SEU Bond Series; this will be shared with the members in advance. Is there anyone out there with a graphic arts department that can help with a cover design? ESCOs will be asked to verify the information and to insure that all contractors are listed for each project.

Membership Committee

Steve Siddal,
Chairperson

business card for information about joining the chapter.

Globalcon Philadelphia - Steve attended this event and reported that there were many discussions on the Delaware SEU program and questions about the next phase of funding on whether or not it will happen. This also tied into our discussion of the Bond and Municipal Funding options in Delaware. Steve had a booth for the trade show and had the opportunity to discuss the new Delaware ESC Chapter and distributed his

Newsletter - Steve shared with the group that some type of newsletter to the chapter to update them on the activities of the chapter, upcoming meetings, energy initiatives in Delaware and "hot" energy topics going on in the industry. He also forwarded to the group the newsletter from the Greater Philadelphia Association of Energy Engineers (GPAEE) to share an example of what might work for the ESC.

ESC provides its members with many resources to facilitate performance contracting projects, energy efficiency improvements, and building upgrades.

Outreach/Education/Events Committee

Bruce Stultz, Chairperson

Priority One – In order to expand the Chapter’s impact on governmental and nongovernmental entities, a list of target Associations has been identified. Within the next two weeks that list will be incorporated into a spreadsheet which identifies member types, contacts within the Association and a one year timeline of events within the Association. Using this list, the chapter will prioritize its approach to

partnering through their calendar of events, establishing an agenda of speaking engagements.

Priority Two - Establishing a library of Delaware ESC specific PowerPoint presentations which can be used by membership to touch on program education and create standard messaging. Numerous presentations have been collected and will be reviewed by chapter committees and customized to our

Chapter's and State's unique approach and structure.

Promoting Delaware’s Performance Contracting Program

A standard format will be created to capture data from projects within states neighboring Delaware. ESCOs will be asked to populate this standard format to create a best practice volume used to promote Delaware’s performance contracting program.

Communications/Website/Publications Committee

Lynda Brooks, Chairperson

Promotion Material - We have requested a word document of the tri-fold brochure from National ESC (Eddie Riddle) so that we can tailor it as a Delaware Chapter membership brochure. The file we received was a scanned image within a PDF file. We will work to insure that we have a brochure available for our meeting in April.

Linked In – For all Linked In users, there is a Group that has been created for our chapter. Please search for and join “Delaware Chapter Energy Services Coalition”.

The Case Statement will be added to the chapter’s website once it is complete and approved.

The Communications Committee will also work on access to the ESC email address in order to improve communication.

We Look Forward to Seeing You at Howard High School on April 24th!