



State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES

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July 26, 2022

His Excellency, Governor Christopher Sununu
and the Honorable Executive Council
State House
Concord, NH 03301

REQUESTED ACTION

Pursuant to RSA 4:8, the Department of Administrative Services respectfully requests authorization to accept a gift for travel reimbursement, not to exceed \$1,400.00, from the Energy Services Coalition (ESC) to allow one employee, Karen Rantamaki, to attend the annual Board of Directors' Meeting as well as the annual Market Transformation Conference from September 13, 2022 through September 15, 2022 in West Palm Beach, FL, effective upon Governor and Executive Council approval.

EXPLANATION

The ESC is a public/private partnership that works closely with the Federal Department of Energy (DOE). Currently the Director of the Division of Plant and Property at the Department of Administrative Services, Karen Rantamaki, serves on the national board of directors for the ESC and is required to attend the annual Board of Directors' Meeting. The conference offers many workshops and networking opportunities to learn more about energy efficiency and build connections with other energy professionals across the country. The State of New Hampshire has been offered travel reimbursement for one member of the Dept. of Administrative Services, Division of Plant and Property, Karen Rantamaki to attend the ESC 10th Annual Market Transformation Conference from September 13, 2022 through September 15, 2022 in West Palm Beach, Florida, with funds being made available through the Board of Directors Travel Fund from the ESC. For more information on the conference, please visit, <http://conference.energyservicescoalition.org/>.

This gift supports attendance at the ESC conference and Board of Directors' meeting for one office member to participate in the analysis and discussion of transforming the energy efficiency market. Workshop opportunities at the conference include presentations on free tools offered by DOE to help states save energy and money.

Respectfully submitted

A handwritten signature in black ink, appearing to read "Ch Arlinghaus".
Charles M. Arlinghaus
Commissioner



10th Annual Market Transformation Conference

September 13-15, 2022
Hilton West Palm Beach, West Palm Beach, FL



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Agenda

TUESDAY
13
SEPTEMBER 2022

🕒 1:00 PM - 5:00 PM

ESC Board of Directors Strategic Planning Session

📍 Cypress

🕒 1:00 PM - 5:00 PM

Exhibitor Set-up

📍 Coral Ballroom

WEDNESDAY
14
SEPTEMBER 2022

🕒 1:00 PM - 5:00 PM

Registration Open

📍 Coral Foyer

🕒 5:00 PM - 6:00 PM

Welcome Reception with Exhibitors

📍 Coral Ballroom

🕒 7:00 AM - 5:00 PM

Registration Open

📍 Coral Foyer

🕒 7:00 AM - 8:00 AM

Buffet Breakfast

📍 Coral Ballroom

🕒 8:00 AM - 8:30 AM

Welcome and Introductions

Presenters

📍 Oceans Salon A

- David Terry, President, ESC
- Tom Walther, Vice President Public Sector, Florida Chapter Member, ESC

- Dub Taylor, Executive Director, ESC

🕒 8:30 AM - 9:00 AM

📍 Oceans Salon A

ESC Organizational Update

ESC leadership will provide an update on the organization, strategic goals and programs including ePX.

Presenter

- Dub Taylor, Executive Director, ESC

🕒 9:00 AM - 9:30 AM

📍 Oceans Salon A

Florida Efficiency Report

Presenter

- Representative, Florida Department of Agriculture and Consumer Services, Office of Energy (Invited)

🕒 9:30 AM - 10:00 AM

📍 Coral Ballroom

Networking Break in the Coral Ballroom

🕒 10:00 AM - 10:30 AM

📍 Oceans Salon A

How do you get "your" ESSER Funds? Show me the money!

🕒 10:30 AM - 11:00 AM

📍 Oceans Salon A

How to Grow your Energy Services Projects

In this session, we will be discussing 5+ different Categories (Public Safety, Broadband, Wireless, Renewable Energy and IOT Solutions), many of which may be funded from the IIJA Bill in coordination with your State Government, that will help you Grow your Energy Services Project Bundle.

Presenter

- Kirk Whittington, Director Smart City Infrastructure, Wesco Distribution

🕒 11:00 AM - 11:30 AM

📍 Oceans Salon A

Sponsor Introductions

Moderator

- Dub Taylor, Executive Director, ESC

🕒 11:30 AM - 1:00 PM

📍 Coral Ballroom

Lunch in the Coral Ballroom

Interactive tabletop mixer with sponsors and attendees.

🕒 1:00 PM - 1:30 PM

📍 Coral Ballroom

Networking Break in the Coral Ballroom

Following lunch, we welcome attendees to spend time visiting our sponsor booths.

⌚ 1:30 PM - 2:00 PM

📍 Oceans Salon A

U.S. Department of Energy Update: "We've been busy!"

⌚ 2:00 PM - 2:30 PM

📍 Oceans Salon A

What Does a Successful State Program Look Like?

During this session we will highlight programs that are great examples of how performance contracting can successfully be administered. These programs will showcase best practices and provide an overview of the size and number of projects being completed. Attendees will be able to hear about specific projects and what made them successful.

Presenter

- Aldo Mazzaferro, Executive Director of Business Development – Clean Energy, NV5 (Invited)

⌚ 2:30 PM - 3:00 PM

📍 Oceans Salon A

Energy as a Service for the Public Sector?

Growing forecasts of U.S. recession have potential to impact decision-making criteria for energy projects both with C&I and public sector customers. When organizations anticipate the need to preserve capital and debt capacity, what options are available to continue pursuing sustainability and carbon-reduction initiatives? We will evaluate opportunities energy-as-a-service presents for public sector entities and ways EaaS differs from traditional energy service performance contracting.

Presenter

- Kelly Kauffman, Director, Channel Sales, Metrus Energy, Inc.

⌚ 3:00 PM - 3:30 PM

PACE is REAL

Presenter

📍 Oceans Salon A

- Bill Spivey, Florida Department of Finance Corporation (Invited)

⌚ 3:30 PM - 4:00 PM

Networking Break in the Coral Ballroom

📍 Coral Ballroom

⌚ 4:00 PM - 4:30 PM

Documenting ESPC Job Creation

📍 Oceans Salon A

Energize Delaware created a Guaranteed Energy Saving Performance Contract (GESPC) job tracking program using Excel Spreadsheets. Job creation and support for construction trades is an important aspect of ESPC programs for political decision makers. The value of GESPCs program is significantly increased by showing credible job data.

Starting in 2018 Energize Delaware required Energy Service Companies (ESCs) to complete quarterly job tracking spreadsheets. ESCs for two school districts and one state agency using Energize Delaware funding participated. Together they had nearly \$20 million in contracts and logged over 75,000 job hours over the three years to completion. The program tracks job hours by job types and by subcontractors over time. Energize Delaware will present its findings, analyzing job hours by job types, subcontractors, and contract dollars.

Presenter

THURSDAY
15
SEPTEMBER 2022

- Anthony (Tony) DePrima, Executive Director, Delaware Sustainable Energy Utility, Inc

🕒 4:30 PM - 5:00 PM

Financing EPSC when there is Government Money Everywhere

📍 Oceans Salon A

Presenter

- Representative, Bank of America (Invited)

🕒 5:00 PM - 6:00 PM

Cocktail Reception in the Courtyard

📍 Courtyard

🕒 7:30 AM - 3:00 PM

Registration Open

📍 Coral Foyer

🕒 7:30 AM - 8:30 AM

Buffet Breakfast

📍 Coral Ballroom

🕒 8:30 AM - 9:00 AM

Federal Funding and Policy Outlook

📍 Oceans Salon A

As billions of dollars in Infrastructure, Investment, and Jobs Act federal funding begins to flow to states, local governments, utilities, and others, understanding the latest Federal Agency and Biden Administration guidance and planning is essential. Moreover, Congress continues to pursue a range of energy legislation that can directly impact public facility retrofits, resilience, and financing. This federal policy update provides a snapshot of the latest news and an outlook on emerging federal actions that will impact state and local markets.

Presenter

- David Terry, President, ESC

🕒 9:00 AM - 9:30 AM

📍 Oceans Salon A

Electrifying School Bus Fleets as part of an ESPC

Especially with the significant increase in diesel fuel costs, electrifying a school district's buses delivers financial, environmental and operating cost savings that positions ESCOs to offer a more complete and successful ESPC in the K-12 sector. This session discusses how this solution is developed and implemented.

Presenter

- Claire Alford, Associate, Market Development, Highland Electric Fleets

🕒 9:30 AM - 10:00 AM

📍 Oceans Salon A

Identify, Measure, Verify & Improve - Redefining M&V through Energy Meter Data

Incorporating AI and IoT technology permits ESCOs to seamlessly establish a client's electric consumption baseline, accurately document construction period savings, monitor operation in real-time and

continuously identify additional energy retrofit opportunities to offer the client. Utilizing highly accurate, circuit-level metering enables your Performance Engineer to become a true "Risk Portfolio Manager" over the enterprise instead of a few projects. This session demonstrates how advanced metering technology is a cost-effective alternative for ESCO projects.

Presenter

- Dan Myers, P.E., Manager of Energy Engineering, Redaptive

🕒 10:00 AM - 10:30 AM

Networking Break in the Coral Ballroom

📍 Coral Ballroom

🕒 10:30 AM - 11:00 AM

Emergency! Palm Beach County Emergency (Energy) Management

📍 Oceans Salon A

🕒 11:00 AM - 11:30 AM

U.S. Armed Forces Project Objectives

Presenter

📍 Oceans Salon A

- Representative, MacDill Air Force Base

🕒 11:30 AM - 1:00 PM

Lunch in the Coral Ballroom

📍 Coral Ballroom Interactive tabletop mixer with sponsors and attendees.

🕒 1:00 PM - 2:00 PM

📍 Oceans Salon A

States in Action

The network of ESC State Chapters provides a vehicle for the members of the ESC that are located in or do business in a particular state to work together to identify and develop solutions to state-specific issues to the use of GESPC. This roundtable will touch on the activities going on in State Chapters and State Energy Offices to address these challenges and increase awareness of ESPC.

Moderator

- Dub Taylor, Executive Director, ESC

🕒 2:00 PM - 2:30 PM

📍 Oceans Salon A

Financial Forecast: The Case for ESPC (hedging against uncertainty)

🕒 2:30 PM - 3:00 PM

Annual ESC Awards Ceremony and Closing Remarks

🕒 3:00 PM - 5:00 PM

📍 Coral Ballroom

Exhibitor Tear Down

☉ 3:00 PM - 5:00 PM

Optional Offsite Tour