Meeting Minutes
Saco Energy & Sustainability Committee
January 19, 2016

Present: Howard Carter, Bruce Cote, Charlie Cotsis, Pat Fox, Eric Cote, Alex Mouzas, Andrew Goldberg, Rick Millard, Bill Mann, James Ferguson, Jacqueline McDonough, David Twomey, Mike Garrity, Joe Hirsch, Ron Michaud, Mike O’Brien, Thomas Seekins, John Kerry and Bob Hamblin

Siemens Presentation
- Presentation given by Thomas Seekins
- Siemens offers performance contracting
- Works with schools and towns
- Completed big energy reduction projects with Cumberland, South Portland and Lisbon schools and towns
- Energy savings performance contracts have been around since the 1980's
- Around 15-30% overall savings on units of energy
- Keep existing utility budget the same, even after the project construction
- The units of energy reduction pays the following for the project:
  - Finance institution
  - Service payments
  - Utility providers
  - May have savings in excess
- Measure the savings on an annual basis
- Any ESCO will be conservative with their level of savings presented to the customer
- Improvements can be made with no impact to taxpayers
- No budget impact
- No referendums required
- Competitive procurement
- Can use your financing or Siemens
- ESCO is responsible for entire project
- ESCO goes after the grant
- Utility bill management offered by Siemens: third party monitoring of utilities looking for spikes and abnormalities in fuel and electricity
- Advantage navigator offered by Siemens: energy consumption analytics, watches thermostat levels and performances in rooms and buildings
- Automated control system, for example, lets you see damper position, valve position and can be adjusted remotely
- Efficiency Maine incentive can bring down amount financed
- Siemens performance contracting process:
  - Siemens and customer identify strategic goals and approach
  - Prelim analysis and strategic planning outline
➢ Letter of intent - detailed energy audit and strategic plan completion
➢ Review results pricing and savings with customer
➢ Execute performance contract and implement strategy, project commissioning, customer acceptance
➢ Warranty measurement and verification - annual performance guarantees

• Audit cost is rolled into cost of project once accepted
• Warrantees start once product is installed, not on the day the documents are signed, get much longer period of warrantee
• Windows have a 38+ year payback
• City would be borrowing money for the energy project
• Project is a lease purchase, can do without going to voters
• Siemens would be guaranteeing units of energy savings, not dollars
• ESCO is the one doing the construction with some sub contractors
• Money goes into escrow account and Siemens draws on it
• Pat Fox recommended third party oversight; Thomas Seekins recommended talking to other schools and towns that have had projects done by Siemens
• Drawings are completed 30% by Siemens to get bids then have third party finish drawings once decision is made, this is the peer review
• ESCO is pre qualified by the state and Efficiency Maine
• Siemens is one of the largest ESCO's in Maine
• Siemens guarantees their products and services their products
• Can let someone else take over service for Siemens products if choose to
• Siemens has separate mechanics and automation techs
• Pat Fox mentioned the bond money that was approved
• Can make a capital contribution and go from, for example, a 12 year payback to an 8 year payback
• Siemens STEM initiative: science, technology, engineering and math
• STEM initiative brings energy education to grades K-12, for example, solar powered race car

Energy Plan Update
• John Kerry reviewed the energy plan draft with the committee
• Plan to have a benchmark per year
• Information for energy plan comes from departments
• Anticipate changes and how to use more renewable resources
• Rick Millard put together charts and data
• Jackie McDonough to continue to enter energy data into Microsoft Access to build database
• Rick Millard is hoping that the energy database will give us more accurate data
• Look for errors and things that need to be changed in energy plan per Rick Millard
• School data and city data are separate
• Energy plan includes a letter from the mayor
• Goals, strategies and actions to be taken, Rick Millard would like suggestions
• Howard Carter recommended having departments review energy plan and note suggestions
• Can see who biggest users are in energy plan and work to adjust usage
Saco Energy Fair Update
- Energy fair will be held at Thornton Academy on a Saturday in mid March
- We will have a booth, Joe Hirsch has a table we can use
- Joe Hirsch said he will have someone contact Howard Carter with further information on the energy fair

Solar Farm Update
- Did not address at this meeting

Solar Saco Citizen Interest Update
- Did not address at this meeting

School Bond Status
- Mike Garrity has worked with Honeywell but did not like the service
- There are two forty year old boilers at the middle school that need the steam coils replaced which makes a performance contract more desirable
- Mike Garrity thinks an energy audit would be great
- Bond to focus on middle school boilers and police department boiler
- Andrew Goldberg mentioned the natural gas line is close to middle school
- Siemens could be a city wide facility manager

New Business
- Talk to Cheryl Fournier to see if $450,000 bond can be rolled into energy project with Siemens
- Eric Cote doesn’t think we should apply the bond to the Siemens performance contract because we have other energy projects
- Pat Fox thinks that going with Siemens project will make it so boilers are not competing with roadways, this will help remove facility related costs from decision making
- Need to look more into performance contract
- Mike Garrity meeting with Oxford Hills, they have used Siemens, ask them for a copy of their RFP and input

Action Items
- Talk to Cheryl Fournier to see if $450,000 bond can be rolled into energy project with Siemens
- Mike Garrity to meet with Oxford Hills, they have used Siemens, ask them for a copy of their RFP and input
- Joe Hirsch will have someone contact Howard Carter with further information on the energy fair
- Have departments review energy plan and note suggestions

Next meeting February 23, 2016