



Board of Directors Meeting Minutes
December 2, 2015

Present: J. Spears, K. Magruder, D. Rawle, M. Mitch-Peterson, J. Eckel, & A. Cohen, E. Wachsman, J. Greene, W. Shiflett, J. Schiavone, P. Saul, **Guests:** J. Neal, **Excused:** G. Ashton, J. Eckel, L. Williams

With a motion from Mr. Spears and second from Ms. Schiavone, the minutes from the previous meeting were unanimously approved.

- Ms. Magruder reviewed the current cash status of MCEC with a chart of the operating expenses for the calendar year 2015 and estimated expenses for January 2016.
- The Green Bank Forum was the next topic of focus to be held on December 8th.
- Mr. Neal talked about the challenges the new administration is facing and that the study was well timed for an opportunity to inform the legislators about the Green Bank.
- Dr. Wachsman reported on activity at the University of Maryland Energy Research Center and noted the UMERC Maryland is a leader in ARPA-E funding awards with twenty companies in the state that have received \$40 million in funding.
- Mr. Shiflett spoke on the current Coppin University project and how the energy savings were calculated by the ESCO Company. Mr. Shiflett spoke of various contract parameters regarding discounts, and how it changed once the savings amount was adjusted. He asked for the board's direction on how to best move forward regarding discounting. The board recommended that the discount not be offered initially with the limited savings now identified, and noted that the discount was not required and gave staff negotiating parameters to resolve the matter.
- Mr. Shiflett spoke of the need for future deals to get funding on the front end and not to count on excess savings since the amount is a variable and can change.
- The board discussed how MCEC needs to develop a streamlined procedure for RFPs to move to several weeks as a timetable instead of months
- Mr. Shiflett spoke about the difficulty in providing lead generation while trying to work on the various projects already in the pipeline
- Ms. Magruder told the board that she and Mr. Shiflett have been meeting with Maryland counties on the commercial PACE program for the MCAP capabilities.
- Mr. Greene said that the upcoming forum should be used to ask probing questions from the participants and use their comments to focus how the proposal should be brought forward regarding the Greene Bank.
- Mr. Green commented that MCEC should work on the premise of how to go forward should the \$40 million be allocated.