



Puerto Rico Chapter Formation Meeting Minutes
May 28, 2014

Attending: Alfredo Perez, ESCO; Juan Carlos Diaz, ESCO; Eddie Riddle, ESC
Jorge Roman, ESCO; Luis Rivas, ESCO; Tom Walther, ESC
Eduardo Carlo, ESCO; Jorge Quintana, ESCO

The meeting was called to order by Jorge Quintana at 2:09 PM with welcoming remarks to those attending. Jorge kicked off the meeting by thanking everyone for attending and discussed the opportunity for Performance Contracting in Puerto Rico (PR), as well as the lack of projects completed since the passage of Act 19. He then introduced Eddie Riddle from the Energy Services Coalition (ESC).

Eddie introduced the ESC as a Public, Private partnership dedicated to advance Performance Contracting through outreach and education in both the Public sector and Private sector. Eddie asked each attendee to describe the local market conditions. A common theme of the need for outreach and education was heard from each attendee. Some market specific issues were also noted:

- Municipalities don't pay electric cost (in lieu of taxes)
- Financing is a challenge
- Prospects believe the idea is too good to be true
- The market needs to be educated and show proven results
- Must consider the impact politics has on the process

Tom discussed the structure of the typical chapter, the role of the national organization and the interaction and resources. He also spoke about how the finances were handled and chapter leadership positions available. Tom asked for a show of hands for the formation of the Puerto Rico chapter. The vote was unanimous.

Eddie discussed the various suggested chapter committees and asked for a volunteer to serve as the interim Private Sector Co-Chair. Jorge Quintana volunteered and assumed the role. The chapter will hold an official leadership election in six months. Additional leadership positions include Outreach/Education Committee Chair/Co-Chairs; Workshop Committee Chair/Co-Chairs and Membership Committee Leaders. Additional members can/should be anyone involved in the Performance Contracting industry. This may include:

- ESCOs
- Suppliers
- Subcontractors
- Architects & Engineers
- Financing Institutions
- Public Sector Officials

There was considerable discussion around who should serve as Public Sector Co-Chair. The Chapter made several suggestions and will determine a shortlist of candidates, then have conversations with each to identify the person best suited and willing to serve in this role.

The attendees agree to hold another meeting within two weeks to complete organizing the chapter with committee leadership.

The meeting was adjourned at 3:11 PM

Respectfully submitted, Tom Walther, ESC VP for Private Sector Members.