

BOARD MEETING MINUTES
(September 24, 2015)

Location:

Durango Carnegie Library Conference Room
Durango, CO

Board Members Present:

Werner Heiber
Kurt Schneider
Paul Senecal
Jack Turner
Mark McKibben
Heather Erb
Marybeth Miles
Tom Holcomb
Lew Pratsch
Laura Moorefield
Peter May-Ostendorp (3:20)

Absent:

4CORE Staff in Attendance:

none

Guests:

Nancy Andrews, LPEA staff

CALL TO ORDER – Werner calls meeting to order at 3:00 pm.

- Introduction of Nancy Andrews. Leads many of LPEA’s efficiency efforts. Focused on web portal. Will attend future meetings as LPEA staff but not join board.

OLD BUSINESS

- Financial update (Kurt)
 - Kurt has signed \$3K of checks since latest report (\$1,200 pass through, \$700 for Solarize Archuleta)
 - Got check from CLEER
 - Pete has paid for office rental

NEW BUSINESS

- Focus area performance update, HomeRx, Alt fuels, etc (Board members -10 minutes)
 - Home Rx
 - Kurt: Slow down typical for summer. New flyer to promote from City in October in water/sewer bill.

- Kurt: 31 completed audits (means we have final reports, etc.). Five of these are businesses—25 of 31 in City of Durango. Three more reports we're waiting for. Don't count until reports are turned in. Expecting more people as weather cools.
- Interview with Dick White on 4CORE website. Thrilled with info from Greg. Gas leak. 80% of all audits have gas leaks.
- Werner: What about getting together with Don Ricedorff? Can Heather ask him to promote?
- Heather: Willing to have HomeRx at her house.
- Nancy: LPEA has not received half of these for rebates.
- Kurt: We encourage residents to go directly to LPEA with report and documentation that they made at least one upgrade. Most people take 3-4 months to bring 4CORE receipts.
- Alternate Fuel
 - Kurt: Current contract with CEO is done 9/25. Have awarded next round to BCS on Front Range. 4CORE has a subcontract for 9 months \$16,537.50. Understanding from Sara (PM) is that sub cons go out after prime contract signed. Should start in October and go for 8 or 9 months. Continue with energy coaching. EV presentation at Mercury. Ray brought one from LPEA. Tesla, etc. Mercury now has 2 charger station. Employee drop-in. Still don't have final work on Sparks/CNG. They don't yet have contract, then have 30-45 days.
- Solarize Archuleta
 - Kurt: Kick off on 16th. Overlapped with LPEA board meeting so no board members attended. Mark Garcia got update. 41 signups at that event. 81 total. Maybe 75-77 legitimate calls. 4CORE running program, taking calls. Steering committee planning outreach events in Oct/Nov.
 - Heather: How's volunteer base?
 - Kurt: Four of committee were installers; they can't be on committee after program is rolled out. Down to three Archuleta residents, along with Paul & Kurt. Some of the budget money, small portion (\$1K), is marked for this campaign—printing, posting, etc.
- EPA social justice grant
 - Kurt: Still waiting to hear if QAP (quality assurance plan) is accepted.
 - Can sign contract after that.
- PUBLIC EVENTS
 - Werner: Will discuss with Mike Dreyspring & Michael Rendon (LPEA)
- BPA
 - Kurt: \$5K to do study. BPA will pay. LPEA not told yet, BPA trying to figure out which budget to pay from. Engineering analysis (Ron) showed plenty of space for 3 MW capacity. More than originally planned for this parcel.

- Youth Advisory Boards
 - Werner: Suspending this program due to Karen’s departure.
- Other
 - Kurt: Decided not to request funding from Cortez. Pagosa Springs funding request submitted yesterday—education, alt. fleet coaching. \$2K requested. \$1,313 was given this year (2015).
 - Not received any update from Patagonia and Ben & Jerry’s. Karen sent scoping/letters of intent. Notification in Oct/Nov on request for more detail.
- Update of the City of Durango budget process and 4CORE’s funding application
 - Marybeth: City Manager (CM) presented proposed budget for 2015. \$20,500 for 4CORE. Mostly for Home Rx, some for admin. Next steps—CM has reservations about state of organization. 10/16—all day budget session to discuss proposed budgets. Later in October, city will meet with individuals who receive funding. Sherry will send out detailed letters.
 - Werner: In past, Greg met with staff.
 - Marybeth: City doesn’t meet with every non-profit. Have met with Greg before at his insistence. Meetings are not standard practice.
 - Pete: What was submitted and how did that compare with what came back from City Manager’s office? Was there a chunk that they liked/didn’t like, etc? The application wasn’t all for Home Rx.
 - Marybeth: \$48,000 was total request. \$43K was for programs and activities. Many aren’t eligible for funding
 - Pete: Curious about what was ineligible.
 - Kurt: How did we switch to Community Block Grant category?
 - Marybeth: That’s council’s discretion. Wanted to continue with Block Grant structure. City doesn’t provide funding for operations as demonstrated by Powerhouse.
 - Kurt: The city did not incorporate Powerhouse.
 - Pete: Which parts of program were ineligible? Thought that Karen pulled directly from sustainability goals/plans.
 - Marybeth: Karen did align requests with goals. Requests:
 - 1—Youth Advisory Board (\$750). City felt youth efforts covered elsewhere.
 - 2—Steering committee, benchmarking (\$1,000). City has efforts already underway.
 - 3—Sustainability You (\$1,000). Was more towards program operations. Looking for “what’s the direct benefit for city residents.”
 - 4—Promote & manage ENERGY STAR home incentives (\$2,250). 2016 roll out, limited to 10 homes.
 - 5—Residential solar incentives (\$7,500). Not eligible.

- 6—Home Rx—**funded**. Audits and rebates (\$17,500). Program administration (up to \$5,000).
- 7—?. \$2,000
- 8—Quarterly energy efficiency training (\$500)
- 9—Steering committee, B-cycle program. City already has multi-modal program.
- 10—Water program (\$2,500). City didn't feel 4CORE had expertise. Also, they participate in WIP (water information program).
- 11—Research & additional water conservation
- 12—Resource Smart business program
- Marybeth: City felt the best bang for buck was to continue with Home Rx. City gets significant funding requests. Has to balance budget.
- Nancy: Does city still include improvement rebates & matches?
- Marybeth: Yes. Would like to hear from other funders.
- Update from County
 - Mark: Department meeting in middle of month. Not as far along as City. Doesn't know final date for public agency funding decisions. Run about 1 month behind City's schedule.
- LPEA
 - Werner: LPEA funding cycle starts 2/1. Presently in discussion.
 - Jack: That will be part of conversation later with Mike D. meeting, and will be budget meeting next week with LPEA and 4CORE.
- Werner: Does Ron (LeBlanc) feel that not more than \$5K is a sustainable amount?
 - Marybeth: All other block grant recipients are under the same restrictions.
 - Pete: We as board need to answer that question. What does it cost to run Home Rx?
 - Kurt: We can't run that program for \$5,000.
 - Pete: Sounds unsustainable.
- Update of meeting with Mike Dreyspring
 - Pete: Met with Mike D., Steve Gregg, Jack Turner and Michael Rendon from LPEA. (Pete, Jack, Laura attended from 4CORE board). Discussion around partnership opportunities. Scratched the surface. LPEA looking at where we might be duplicating efforts. Energy assessments are one example. LPEA does walk-throughs for high bill complaints, not complete audits and only electric. If we're already in a home, we can look at gas, water, etc as benefit to members and provide value add. Low income interest—segment that Mike seems to want to target. Co-education re: smart meters, emerging technologies. How can 4CORE be a resource. LPEA interested in energy dashboards. Looking to us to define specific role that we want with LPEA. How much in house expertise, how much contracting out, what value does 4CORE add to mix? Doesn't think Mike D. currently sees value for home audits. Why not go directly to Greg? Interested in brain trust on the board. At the moment, only Sara on staff.

- Laura: LPEA also interested in data mining/summaries of 4CORE’s home audit data.
 - Pete: May potentially have conflict of interest. Gets paid to do some of this kind of work through his consulting business.
 - Laura: In similar situation.
 - Kurt: San Miguel Power just hired sustainability and energy efficiency Key Accounts executive.
 - Nancy: Typically, Key Account executives work with business accounts. Ray Pierotti is totally lighting focused, not a Key Account executive.
 - Jack: Mike sees 4CORE as having expertise beyond LPEA currently has. 4CORE needs to come back to LPEA with what role we want. What does 4CORE value? Then will see how to fund. Example: Smart Hub. How can people get on Smart Hub, and get education, usage, energy efficiency info., etc.? Mike kept bringing up Greg and his expertise that LPEA does not have. Mike also learned about a third-party role in on-bill financing programs from Laura.
 - Werner: Is goal to prevent large increases in bills?
 - Jack: LPEA wants to help maintain consistent member bills. Expectation of higher rates, bills, etc. How does 4CORE help maintain bill at current level with pressure of higher rates?
 - Nancy: Focused on Smart Hub—tells people how to use it, visits with them, talks to them about how to use it to determine energy use.
 - Jack: Nancy is go-to person on LPEA Smart Hub. Mike sees value in digital information sharing, which is Nancy’s role.
 - Werner: Will determine next time to meet with LPEA after board meeting concludes, for anyone interested.
- Maintaining ongoing activities, management
- Werner: Kurt has again stepped up. Werner is willing to take on some duties.
 - Kurt: Can’t step in as interim. Too busy.
 - Alt. fuels and BP are self-sustaining
 - HomeRx—Sara still working on it. If lag time, can supplement with Solarize Archuleta. But when EPA approves QAP, then that program is up and running.
 - EPA—April Fowler, EPA head in Denver, had some type of delay/emergency. This EPA funding was awarded to four organizations in CO. Really want us to succeed. Ties into LPEA/solar for low income and Habitat house. Have public events to organize.
 - Admin—Karen was never set up as a signer. Right now, it’s Pete and Kurt only. Will look into this.
 - Items that need help—Solarize Archuleta phone calls, on-line sign ups, assignments to contractors. Data release forms need to be reviewed/corrected, still being filled out wrong.
 - Kurt: EPA, education/public events, day to day—checks, mail, phone, etc.—biggest areas undermanaged right now.

- Paul: Are we trying to do these things with with board or PT hire?
- Kurt: For board to decide. Same chicken and egg problem. Do we have 2016 funding? Karen advertised for part-time PM for EPA/Solarize. Top candidate offered job but declined because this person does non-profit consulting and took on big account.
- Kurt: Economically, can't hire just for Solarize. Manageable after the initial roll-call with board. Calling 75 people takes time. Hire needs more purpose than just Solarize. The EPA year-long program is a big deal. Could hire someone with understanding that we're only funded to end of year. EPA grant paid quarterly.
- Marybeth: Have we signed the contract?
- Kurt: We've been awarded grant. Need QAP approved. Has been in for 3 weeks with no response. Then we can sign after QAP approved.
- Marybeth: We should make sure we don't have to repay funds if we can't complete the contract.
- Kurt: Anticipate there could be more board volunteer time. Solar barn raising model. Good community project and for board members. Staff time for volunteer recruiting & training.
- Paul: Not sure he buys in about hire. Can't perceive what's coming. Don't get a lot of volunteer time. We have to think about what time we're actually talking about. But he knows people who may be interested in working part-time.
- Kurt: Need support before we will have time to hire.
- Paul: What if other things come up that we can't foresee? What do we really have to cover? Could fill the slot for minimal amount of money.
- Kurt: Karen was looking for ½ time position. \$17-18/hr. Mostly to manage EPA but some Solarize support. Was looking for nonprofit organizational skills.
- Werner: Also knows people who are interested in part-time work. Anyone who would like to look at names—figure out budget, clearly define how long we can fund—should discuss at next meeting.
- Kurt: Someone still has to manage this person.
- Discussion for options for future direction
 - Werner: Looking at direction we want to go. Have grants/programs. Are we going to start ED process again?
 - Jack: Pivotal moment. Ron has hesitation with where we are. Mike D. is more optimistic. Wants 4CORE to define role. Important to have those conversations. Based on emergency meeting last week, we need to decide what we want to do. Didn't talk about coalition of co-op general managers during meeting with LPEA, but addressed it in follow-up email. From last meeting, seemed like more interest in having 4CORE come under other non-profits. Heard that board has full plates, no energy/time to go through hire process.
 - Kurt: Some of that was frustration.

- Heather: If absorbed by Southwest Council of Governments (COG), could we go back as an independent group later?
- Kurt: Don't think there would be political will to split back off.
- Mark: For the County and City, you don't want to fall out of the tier of funding group that you're in. Going into 2017, County very uncomfortable about budget. Going under COG would be helpful to County since they already fund the COG. But it could be hard for 4CORE to get County funding again.
- Marybeth: If we pursue absorption, there's an opportunity to reduce overhead but it changes the organization. Could also consider Council of General Managers.
- Paul: What if we adapt the policy of working ourselves out of job by supporting City, County, LPEA in developing their own strategies? It's been rough. What is our current purpose? How could others have program on their own without us?
- Mark: County has no sustainability department. Had one that was dissolved. It was a group of County employees—energy management group—that was supposed to provide a more sustainable workplace. Given current financials, doesn't see county having new department for sustainability, etc.
- Kurt: The City's going their own way. But 4CORE was started so that other entities don't have to have own departments. Recent polling was about: Do we still matter? LPEA now has plan for energy efficiency, and is working out best way to implement. County's not going there—looking for ideas. Whatever we do, we're in better position than last year—money, programs, ideas. Having Karen leave was a gut check, but 4CORE's still in much better place
- Jack: Saw presentation about electric industry. Expect competition from distributed generation, cost of coal, etc. Expect rates to increase over next 10 years. Consultant said manage this thru energy efficiency. Focus to utility is to keep bills stable. Sees 4CORE serving that capacity. Sees energy efficiency opportunity at larger scale. What about utility scale? Can 4CORE help? Ft. Collins example—new building, uses DC, micro grid, 75% efficient. If 4CORE moves forward, can we get beyond residential? Optimization of all infrastructure. Money is at larger scale efficiencies. Otherwise thinks 4CORE is in a rut.
- Werner: \$70 million spent in electric bills. No question that climate change is happening. We are only organization preparing our community for global warming. Long term, there is a future for that.
- Pete: In regions with denser populations, energy efficiency and climate change have buy-in. We don't have that buy-in here. In the Northwest, they have NEEA (Northwest Energy Efficiency Alliance)—a NW non-profit on efficiency. These organizations emerge in regions where this matters. Maybe we haven't hit that yet. Ideas for 4CORE are on table: shut down, hire new ED, get absorbed, or run by committee. We're not going to find "just right" solution. Is there a hybrid?

For example, what if we found capable PM. After some amount of probation, could graduate into ED.

- Werner: Getting absorbed takes time.
- Tom: Can see all sides. Were there some ED candidates that were o.k.? Any new folks to consider? Hate to throw in towel. Is it worthwhile to initiate a new search? For PM or ED? Could be for both. With budget status and openness of LPEA. Comes back to what does 4CORE want to be?
- <Notetaking delay of 2-3 minutes. Computer battery died.>
- Jack: Mike also interested in education, Smart Hub, etc.
- Werner: 4CORE has not connected energy and economy. Economic Development Alliance could be included in this education program. Envisions series of presentations on energy/economy. Wanted to pitch to Mike D./LPEA.
- Heather: Economic Alliance meeting would be good place to pitch.
- Werner: Maybe Mike D. could help change community attitude. Maine study on \$0.33/kWh value of solar to the community.
- Pete: From 4CORE beginning, most impactful work has been education coupled with programs and actually doing it. Can back with things we've actually done. We cease to be relevant if only education. SW Horizons is perfect example. Education not as measurable.
- Werner: Education creates incentive and support.
- Pete: lots of resources out there. Good to have education in tandem with actual projects.
- Nancy: 4CORE programs that have been successful have been specific—monthly luncheons, weatherization.
- Heather: LPEA seemed to fund educational things.
- Kurt: Not sure that we have capacity to keep going unless we focus on education with a purpose
- Heather—next steps? Should there be motion on hiring PM to pick up slack until we have further direction from LPEA, county?
- **Kurt: Motion to find PM to pick up slack related to Solarize Archuleta and EPA grant. Paul seconded. All in favor, none opposed.**
- Werner: Can we reach out in community. Are there people interested in taking on ED.
- Heather: Can a core group get together to evaluate potential hires?
- Pete: Can we bring back names that may be relevant? Who are those?
- **Heather: Motion to have board meeting in 2 weeks to review any applications for interim or permanent positions. Kurt seconded. All in favor, none opposed.**
 - **Meeting date: 10/8, 3-4 PM.** Marybeth will look for room availability.
- Tom: Are we dancing around our energy level for new recruiting process?
- Heather: Next meeting will be time to hammer out plan.

- Tom: To that end, should we hire headhunter with experience in that area? Might have better success.
- Werner: That will be up for discussion at coming meeting
- Kurt: We have 4 contracts between contractors and 4CORE for Solarize Archuleta. Someone needs to be authorized to sign. Werner will sign, no motion needed.
- Pete: New hire skills needed: fundraising, coordinating campaigns
- Pete: Is this confidential?
 - No, start talking to people who may be interested and gathering resumes.

CALL TO ACTION

- All board members—contact potential new hire candidates.
- Marybeth to look for room availability for 10/8 meeting, 3-4 pm, on new hires
- Werner/Laura—schedule time for next meeting with LPEA based on Mike Dreyspring’s availability (September 29 or 30).

ADJOURNMENT – MEETING ADJOURNED AT 5:00 PM.

Next Meeting: Thursday, October 8, 2015 at 3pm.

Respectfully submitted by:

Laura Moorefield, Member-at-large, 4CORE Board of Directors