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Energy Efficiency Program Trends & Tax Incentives October 13, 2010

Since the inception of the Green Communities Act in 2008 Energy Efficiency program budgets have been growing at an unprecedented rate. Our 2010 program will provide a high level overview of the region’s energy efficiency programs with featured guest speakers Tom Coughlin - National Grid and Frank Gundal – NSTAR. Our speakers will focus less on program particulars and more on how local energy service professional can work with local Program Administrators (Utilities) for mutual benefit.

Funding for Energy Efficiency projects can be available in many forms. The second part of our program will focus on tax incentives. Charles Goulding from Energy Tax Savers will provide an informative overview of potential tax savings for building owners or architects and engineers based on the use of energy efficiency improvements. The Energy Policy Act of 2005 has been extended through 2013 as a result of the “Emergency Stabilization Act”. We look forward to seeing you on October 13th to hear the latest Efficiency Program updates and how you can take advantage of potential tax incentives for your next energy efficiency project!

Doubletree Guest Suites Hotel

550 Winter Street - Exit 27B off Route 128 (I-95)
Waltham, MA

- 4:30** Open AEE Board Meeting
- 5:30** Registration and Networking
- 6:30** Dinner and Presentation
- 8:30** Close

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2010-2011 Chapter Officers

Brian Crafts, President
FMC Technologies, Inc.
978-528-4630
bcrafts@fmc-technologies.com

Arthur Orenberg, Treasurer
A. Orenberg Associates
781-862-1771
arthur1771@aol.com

Roger Goldman, Editor
Worcester Housing Authority
508-635-3312
energyguy@verizon.net

Greg Snyder, Vice President
Sebesta Blomberg
781-721-8330
GSnyder@Sebesta.com

Robert A. Di Giandomenico, Secretary
NSTAR Gas
339-987-8086
robert.digiandomenico@nstar.com

Debby Murphy,
Administration
339-235-0421
DebbyAEE@gmail.com

Board of Directors:

(for more information visit our web page
www.aeenewengland.org)

Jim Armstrong

Siemens Building Technologies
jarmstrong@siemens.com

Karim Bibawi

Nexamp
kbibawi@nexamp.com

Fran Boucher*

National Grid
francis.boucher@us.ngrid.com

Andrew Coffin

NSTAR Electric & Gas
andrew.coffin@nstar.com

Richard J. Costello*

(Past President AEE-National)
Acela Energy Group, Inc.
richard.costello@acelaenergy.com

Stephen M. DiGiacomo*

EMA
steve@ema-boston.com

James Donnelly*

Siemens Building Technologies
jim.donnelly@siemens.com

Ron Gillooly*

National Grid
ronald.gillooly@us.ngrid.com

Joseph Hall*

National Grid
joseph.hall@us.ngrid.com

Nelson Medeiros

NSTAR Electric
nelson.medeiros@nstar.com

Stephen Murphy

SUEZ
stephen.murphy@suezenergyna.com

Stephen Nicholas

Air Industries, Inc.
snicholas@airinds.com

Sam Nutter

Conservation Services Group
Samuel.Nutter@csggrp.com

Dinesh Patel

National Grid
Dinesh.patel@us.ngrid.com

Chris Pimentel

H2O Applied Technologies
cpimentel@h2oappliedtech.com

Kathleen Stanley*

Johnson Controls
kathleen.stanley@jci.com

Daniel Wheatley*

Environmental Systems Corp.
d.wheatley@escontrol.s.com

Please register and pay on-line using PayPal at <http://aeenewengland.org>,
or email to: info@aeenewengland.org .

\$45.00 per person

Ask about our special rate for the unemployed job hunter

Disclaimer:

The New England Chapter or the Association of Energy Engineers, AEE-NE, has not investigated and expressly disclaims any duty to investigate, any product, service, process, procedure, design, or the like which may be presented by any of the presenters or Chapter Officers at any AEE-NE meeting or function. The presentation of any technical data or editorial material at these events does not constitute endorsement, warranty or guaranty by AEE-NE of any product, service, process, procedure, design of the like. AEE-NE does not warrant that any of the information presented at these events is free from errors. The entire risk of the use of any information presented is assumed by the user.



2010-2011 AEE New England Chapter Future Meeting Topics
(subject to change)

Date	Topic	Program Manager
Oct. 13th	Energy Efficiency Program Trends and Tax Incentives	Ron Gillooly
Nov. 3rd	Chapter Sponsors Night	Ron Gillooly Brian Crafts
Dec. 1st	CFO Night - Determining Business Value Building rating systems and Supply side management	Greg Snyder Karim Bibawi
Jan. (TBD)	Energy Outlook Forum	Rich Costello Steve Murphy Kathy Stanley
Feb. 2nd	Energy Awards/Success Stories Scholarship Night	Andy Coffin Nelson Medeiros Dan Wheatley
Mar. 2nd	Lighting	Jim Donnelly
Apr. 6th	VRV HVAC Systems	Jim Armstrong Rich Costello
May (TBD)	Site Tour - Location TBD	Fran Boucher
June (TBD)	11th Annual Golf Outing	Joe Hall Greg Snyder Jim Armstrong

* Denotes Past President

Chapter Sponsors:

(for more detailed information visit our web page, www.aeenewengland.org)

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508-278-6500

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617-977-8499

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Michael Sommer,
Manager Energy Services
413-445-0315

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781-982-2888

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John Frugard, *President*
617-965-2020

CDM

Dudley Smith, PE
617-452-6479

Constellation New Energy

Brett Feldman
617-772-7500

CORE Energy Solutions

Greg Corson
603-397-0142



Greetings – October 2010

We had a great start to the year in September with a fantastic panel on Existing Building Commissioning. Mark Miller of Strategic Building Solutions started us off with the three main drivers for this process (utility program incentives, LEED-EB and the fact that people just want to save money). Jim Lee of Cimetrics followed him with a review of some of the continuous commissioning tools that are

available and noted the savings are not only in Energy but also in maintenance, labor resources, productivity, etc. Paul Banks of B2Q Associates then shared a real-life project story with us and stressed that there are savings opportunities throughout the entire commissioning process, from the initial study all the way through the Measurement and Verification. Finally, Bill Gnerre of Interval Data Systems talked about an on-going project at U Mass Medical Center, where the HVAC systems are continuously rated and compared which allows for early fault detection and analysis.

Sincere thanks to Karim Bibawi, Jim Armstrong and Steve DiGiacomo for assembling this team of experts.

Our October meeting on Energy Efficiency Program Trends & Tax Incentives promises to be just as interesting. Ron Gillooly is the meeting manager and has lined up three excellent speakers; Frank Gundal from NStar, Tom Coughlin from National Grid and Charles Goulding from Energy Tax Savers. Each of these men will make a presentation and then be available for questions. Please see the detailed meeting write-up for more information. If possible, please try to reserve early and on-line if convenient.

Consider going to the World Energy Engineering Congress (WEEC) going on in Washington December 8th – 10th. This is the premiere meeting for the Association of Energy Engineers. More information can be found at www.energycongress.com.

Lastly, our next Board of Directors meeting will be at 4:30 preceding the October program meeting. We encourage anyone who is interested to come and participate.

Thank you.

Brian Crafts

Chapter President

D. R. Guilbeault Air Compressor
Don Guilbeault, *President*
603-598-0891

DMI
Alec Stevens , *President*
781-431-1100

ENE Systems
Vinny Camillo, *System Support Manager*
781-828-6770

Energy New England
John Muro, *President*
508-698-1212

Environmental Systems
Dan Wheatley, *Energy Manager*
781-729-3760

ERS
Mary McElhiney
978-521-2550

ETA Associates
Joel Myerson
978-532-7330

FMC Technologies, Inc.
Brian S. Crafts, *President*
978-528-4630

George T. Wilkinson
Alan Bishop
781-335-2622

H2O Applied Technologies
Jeff Myrdek, *Director of Construction*
617-428-8690

Johnson Controls
Kathy Stanley, *Account Executive*
781-248-2867

Kraft Power Corporation
David Barstow, *Sales Manager, Stationary Power*
781 938-9100

MA Selmon Co., Inc.
Brad Selmon, *President*
203-377-3525

Mass Maritime
Dr. James McDonald

Mitsubishi Electric HVAC
Susan Pickett, *Area Manager*
978-988-5771

National Grid
Ron Gillooly
781-907-1560

New England Window Systems
Russ Hadaya, *President*
617-269-6397

Job Announcement - Mechanical Energy Engineer

CDM is looking for a leader in energy engineering to help grow our practice in the northeast. We are looking for someone with a proven history of working with clients and leading the design of campus central utility plants, cogeneration plants, energy studies and system evaluation. You must be comfortable working with clients to help them come up with the optimum solution.

This position is located at the corporate headquarters in Cambridge, MA. CDM's client base includes many Fortune 100 companies, Municipalities, Universities, Airports, Hospitals and Industrials.

Your responsibilities with CDM will include:

- Lead the design for technically complex cogeneration, central plant and other energy related projects.
- Work with CDM's client groups as the technical expert to solve their energy related problems
- Prepare studies, conceptual designs and alternative analyses to demonstrate project feasibility.
- Help CDM's marketing group prepare winning proposals for competitive work, and represent CDM at the interview.
- Mentor the existing team of mechanical engineers to expand CDM's breadth of experience.

The minimum requirements of this position with CDM are:

- BSME with 20+ years of experience
- PE Required, LEED and CEM credentials desired
- Experience leading designs for central plants, cogeneration and other energy projects for industrial, municipal and institutional clients
- Experience leading mechanical engineering teams
- Experience working directly with clients to document project scope
- Ability to generate and understand P&ID's
- Familiar with NFPA Standards and Building Codes
- Must have excellent written and verbal communication skills
- MS office suite skills required

Interested applicants may apply at: <http://tinyurl.com/35sep7z2>

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Job Announcement - Senior Energy / Commissioning Engineer

RS&H, whose tradition began in 1941, is a facilities and infrastructure consulting firm whose client-centered program structure provides value-added solutions to clients around the world. Our firm is rapidly growing and is seeking intelligent, innovative, and forward thinking professionals at all levels to join our dynamic team.

RS&H's success is due in large part to the hard work and dedication of its associates. We recognize and reward the efforts of our associates by providing them an array of professional development opportunities and comprehensive compensation and benefits plans.

Nexamp

Karim Bibawi
978-688-2700

Northern Energy Services, Inc.

Paul A. Mallet, *President*
508-393-7500

NSTAR

Robert Di Giandomenico
339-987-8086

Optimum Energy

Tory Kempf, *Business Development Northeast*
617-454-1088

Parson Brinckerhoff

Bill Schlageter
617-960-5524

Prism Energy Services

Wendy A. Simmons, *President*
617-328-9896

Raytheon

Dave Chamberlain, *Principal Engineer*
339-645-8019

Reynolds, Smith and Hills, Inc.

John Gerrish, *Program Leader*
508-583-2091

RISE Engineering (Thielsch)

Rick Galipeau, *Director of Business Development*
800-422-5365

Sebesta Blomberg

Abbe Bjorklund, *Partner & Vice President*
781-721-3934

Siemens

Jim Armstrong
781-774-8360

Southern Air

Bill Veazie, *Vice President Treasurer*
617-268-4041

Suez Energy

Kristine Roback, *CEM*
617-261-8912

Tecogen

Jeffrey Glick, *Sales Manager*
781-466-6400

Tint King, Inc/Glass Energy Solutions

Brian King, *President*
978-670-2927

RS&H's Rankings on ENR's 2009 lists of top firms is as follows:

- Ranked #9 of Top 10 in Aerospace
- Ranked #143 of Top 150 Global Design Firms
- Ranked #81 of Top 500 Design Firms
- Ranked #47 of Top 200 in Building Design + Construction Building Team LEED APs

We are currently seeking a **Senior Energy / Commissioning Engineer** to serve in the **Energy Service Group** in our Boston office in Brockton, MA. The ideal candidate will be responsible for the firm's energy practice in the Northeast market and will work closely with clients, engineers, architects and subconsultants to ensure that their needs are met. This position will be responsible for utility-consumption and utility-rate (energy and water/sewer) analysis, facility audits, field surveys, re-commissioning, energy management training, energy and water conservation project identification, analysis, development and design; economic and life cycle cost analysis; evaluations of new and existing energy systems and comprehensive documentation. The ideal candidate will grow the Energy Service Group in the Boston office, RFP responses and client presentations.

Requirements

- * Professional registration required
- * Engineering degree from ABET approved school
- * Energy Manager certification by AEE or similar organization is required
- * A minimum of 10 years of experience in energy management and/or commissioning and re-commissioning
- * US Citizenship required
- * Prior management or supervisory experience required
- * Professional presentation skills and above average verbal and written communication skills
- * Good organization and time management skills
- * Ability to maintain strict confidentiality is required
- * Valid driver's license and ability to travel overnight

Preferred Qualifications

- * Experience with building energy modeling software (Trane Trace, Trane System Analyzer, DOE II, eQuest, etc.)
- * Leadership in Energy and Environmental Design (LEED) Accredited Professional, Commissioning Agent Certification
- * MS Excel, MS Word, MS ACCESS

When applying to this position, please include your salary requirements on your cover letter or resume. RS&H offers a competitive benefits and compensation package.

For a complete list of our current openings or for more information about our company, please see our website <http://www.rsandh.com>.

RS&H is an Equal Opportunity Employer

Trumbull Campbell Associates

Tom Trumbull
978-225-2045

Vanderweil

Charlie Kalasinsky, *Corporate Engineer*
617-423-7423

Watt Stopper

Don Munroe, *Sr. Regional Sales Manager*
508-336-3399

WPS Flack & Kurtz

Mark Warren, *Director of Facilities Engineering*
617-210-1600

Become a
Chapter Sponsor!

Contact **Ron Gillooly**
ronald.gillooly@us.ngrid.com
For More Information

Job Announcement - Nexamp, Inc. Seeking Energy Engineer

Position Summary

Nexamp is seeking an experienced Energy Engineer to support the technical aspects of our sales process, lead the delivery of Energy Management Services including, retro-commissioning, continuous commissioning and measurement & verification. Nexamp is an energy and carbon reduction systems integrator. We deliver a broad range of turnkey solutions that reduce energy consumption and carbon emissions for businesses, governments, and homeowners. We are seeking bright and enthusiastic professionals to join our highly motivated and effective team. For more information: www.nexamp.com.

Duties and Responsibilities

Responsible for the analysis and design of a full range of energy solutions, including, but not limited to:

- * Technical and financial evaluation of energy efficiency and energy management solutions.
- * Retro-commissioning studies including technical and financial evaluation of energy conservation measures and optimization of commercial HVAC and controls systems
- * Measurement & Verification services including M&V plan development, baseline development and energy savings reporting
- * Comprehensive energy audits of Nexamp commercial, institutional, and industrial clients to identify and develop energy reduction opportunities, as well as associated estimates of cost and energy savings.
- * Energy simulation modeling using off the shelf energy modeling software programs (e.g., DOE-2, eQuest) to quantify and prioritize potential energy and demand savings opportunities associated with energy efficiency measures.
- * Technical and engineering support of the sales process, including participation in sales meetings, proposal development, and feasibility studies.
- * Project management and/or technical and engineering support of Energy Management Services projects, including retro-commissioning, continuous commissioning and measurement&verification
- * Project management and/or technical and engineering support for advisory services projects, including energy benchmarking and development of Nexamp's Clean Energy Road Map.
- * Technical and engineering support for Nexamp internal product development.

Qualifications

Ideal candidate must be bright, enthusiastic, self-motivated, results-oriented, and a team player. The candidate should be a technical expert in building energy systems, and related design, implementation, operational, and cost issues. The candidate should possess strong customer communications skills, from both a sales and delivery of services standpoint. The candidate should be prepared for increased responsibility in a rapidly growing company.

Qualifications

- * 5+ years experience in HVAC systems, building control systems, energy efficiency, energy management, conservation, and facility operations.
- * 4 year degree in engineering or equivalent education/experience.
- * Certified Energy Manager (CEM) is a prerequisite; PE desirable.
- * Knowledge of energy-efficiency technologies with depth in HVAC and controls suitable to understand their practical application at client facilities, including the ability to develop cost and savings estimates for those technologies.
- * Excellent written and verbal communication skills, and proficiency with MS Word, Excel, and PowerPoint.
- * **Preferred Skills.** Financial modeling capabilities. Experience navigating utility energy efficiency programs. Utility billing and rate analysis experience. Certified Energy Auditor and LEED certification.

Compensation

Competitive pay and benefits

Please forward your cover letter, resume, and salary requirements to http://www.nexamp.com/job_form. No phone calls please.



Job Announcement **FMC Technologies, Inc. - Business Development Manager Opening**

FMC Technologies, Inc. is an integrator of intelligent Building Automation Systems (automatic temperature control, access control, lighting and energy management) primarily serving clients in eastern Massachusetts. We work with facility owners, architects, engineers, contractors and management companies to create innovative solutions tailored to meet the unique needs of our customers.

Overview:

The Business Development Manager is responsible for developing, managing and growing a customer base and achieving an assigned sales quota. The primary emphasis for this position is to acquire new commercial, industrial and institutional accounts. This will be achieved by developing relationships with owners, architects, engineers, contractors and management companies. This position will develop and qualify new contacts, make sales presentations, quote and bid projects as well as negotiate contracts.

The Business Development Manager will develop and implement a territory plan to take advantage of all sales opportunities and the focus will be on the acquisition and growth of new accounts. The role requires the ability to articulate technical solutions in business terms to all types of influencers within the customers’ organization. A team player is desired to deliver total customer satisfaction. This person will also possess strategic thinking skills and be a valued contributor to our growing business.

Attributes:

- Knowledgeable in energy management and control applications primarily pertaining to the HVAC industry.
- Proven ability to develop and grow customer relationships.
- Experience with utility companies and an understanding of their incentive programs.
- Strong communication, planning, and presentation skills.
- Strong ability to solve financial and business problems for customers.
- Degree in Mechanical or Electrical Engineering is a plus.

Compensation:

Base salary commensurate with experience along with an aggressive commission plan for unlimited earning potential.

Upcoming Events From Outside Organizations (subject to change)

(Please visit our web page, www.aeenewengland.org, as events are added periodically)

4th Annual Massachusetts Energy Summit 2010

October 7, 2010, 7:30 AM – 12:15 PM

Location: DCU Center, 50 Foster Street, Worcester, MA

Cost: \$55

Registration: https://wbjournal.esecuretransactions.com/event_register.php?cf_form_name=REG_EnergySummit2010

Contact: Kris Prosser 508-755-8004 kprosser@wbjournal.com

Website: http://www.wbjournal.com/wbj_events/2010/energy_summit.html

AEE National CEM Training

October 18 -22, 2010

Topic: A 5 day in-depth preparatory course for the CEM examination

Location: Hilton Boston Logan Int'l Airport

Contact: (617)568-6700 Cost: Check website for details

Website: [Comprehensive 5-Day Training Program for Energy Managers](#)

ASHRAE Boston: Student Hight/Membership Night

October 12, 2010, 5:30 PM - 8:30 PM **Waltham, MA**

Topic: AHRI Efficiency Std 1230 & Impact on ASHRAE Std 90.1 Speaker: Susan Pickett

Location: Doubletree Guest Suites Hotel, 550 Winter St.

Contact: William Tang wkt@brplusa.com Cost: \$45 (if not ASHRAE member)

Website: <http://www.ashraeboston.org/chapterupdates/calendar.html>

AFE #33: Weston Corporate Center

October 28, 2010, 5:30 PM - 8:30 PM **Weston, MA**

Topic: TBD Speaker: TBD

Location: 133-137 Boston Post Road

Contact: Dan Mahr 508-366-1449, ext. 214 dmahr@aalanco.com

Cost: \$35 (if not AFE member)

Website: <http://www.afe.org/80/chaptersnew/index.cfm?chapterindex=37>

AFE #37: Mass General Hospital

October 19, 2010, 5:30 PM - 8:30 PM **Boston, MA**

Topic: Steam flow measurement Speaker: Ken Nolan from Spirax Sarco

Location: 55 Fruit Street

Contact: Jeff Myrdek 603-836-5171 Chapter37@afe.org Cost: \$35 (if not AFE member)

AFE #74: Rolls Royce Naval Marine

October 21, 2010, 5:30 PM 8:30 PM **Walpole, MA**

Topic: TBD Speaker: TBD

Location: 110 Norfolk Street

Contact: Tom Wall 508-793-8877 twall@clarku.edu Cost: \$35 (if not AFE member)

Massachusetts Technology Collaborative (MTC)

Programs for Business & Individuals

<http://masstech.org/>

Building Operator Certification (BOC – Level-1)

Locations: Brewer, ME (October 5, 2010 – December 8, 2010), Providence, RI (October 20, 2010 – December 15, 2010)

Cost: \$1,375 Contact: Sarah Dagher – 978-974-9475

Registration: <http://www.theboc.info/ne/ne-schedule.html>

Massachusetts Energy Efficiency Partnership (MEEP) - Steam System Assessment Training

October 28, 2010, 7:30 AM – 4 PM **Mansfield, MA**

Speaker: Ryaz Papar

Location: Highland-March Mansfield, 20 Cabot Boulevard

Registration: <http://www.maeeep.org/signup.cfm?recID=137>

Contact: Center for Energy Efficiency & Renewable Energy

University of Massachusetts - Amherst

160 Governors Drive

Amherst, MA 01003-9265

Cost: \$100 – \$150 per person

<http://www.maeeep.org/>

The Green Roundtable

Location: 38 Chauncy St., 7th floor, **Boston, MA**

<http://www.nexusboston.org/>

Contact: 617-374-3740 events@greenroundtable.org

October 6, 2010 and November 3, 2010, 12:30 PM – 1:30 PM

Topic: **Lunch and LEED: Become a LEED AP & Maintain Your Credential**

Cost: free

October 13, 2010, 2:00 PM – 3:00 PM

Topic: **Webinar: Low-Emitting Products and the Indoor Environment**

Speaker: Paul Bates Registration: <https://www1.gotomeeting.com/register/150069217>

Cost: free

October 20, 2010, 12:30 PM – 2:00 PM

Topic: **Case Study: Material Specification and How Hope Lodge Exceeded LEED Materials Credits**

Cost: free

November 3, 2010, 2:00 PM – 3:00 PM

Topic: **Webinar: Introduction to Green Chemistry**

Speaker: John Warner Registration: <https://www1.gotomeeting.com/register/797189593>

Cost: free

November 4, 2010, 8:30 AM – 5:30 PM

Topic: **LEED & Green Project Management**

Registration: <http://www.nexusboston.org/civicrm/event/register?id=179&reset=1>

Cost: \$345

26th Annual Build Boston

November 17-19, 2010, 8 AM – 10 PM (Wed.), 8 AM – 9 PM (Thu.), 8:30 AM – 3:30 PM (Fri.)

Location: Seaport World Trade Center, 200 Seaport Blvd., Boston, MA

Cost: \$0-\$700

Online Registration: <http://www.buildboston.com/ResPlus/BuildBoston/Registration/>