



Committee Meeting Minutes

Market Trends

Committee Meeting Objective: The Committee provides a forum for market trends within the power generation industry to be discussed and analyzed.

Date and Time: Monday, March 19, 2018

Location: Albuquerque

Time: 3:00 - 5:00p.m.

Chairperson: Joe Zirnhelt

Schedule

Item	Description
<p><i>Welcome & Introductions</i></p> <ul style="list-style-type: none"> • Committee leaders introduced • Reviewed agenda & group exercise 	<p>Leader: Joe Zirnhelt 5 Minutes</p>
<p><i>Review Committee Initiatives</i></p> <ul style="list-style-type: none"> • Reviewed existing initiatives • Initiatives will be updated at fall 2018 conference 	<p>Leader: Justin McMahon 5 Minutes</p>
<p>Florida After Hurricane Irma</p> <ul style="list-style-type: none"> • Reviewed cost of hurricane Irma – most intense hurricane to strike US since Katrina in 2005 • 6.5MM Floridians evacuated • Shared images of aftermath of storm • Reviewed recovery statistics; power restored in 2 weeks; Florida Keys restored quicker than most of state due to maintenance of main power line from mainland. • Reviewed FEMA grants and reimbursements including financial assistance eligibility for generator owners as well as assistance for rentals • Reviewed gas station requirements in existence prior to Irma (please refer to presentation for details) • Reviewed lessons learned for nursing homes and proposed regulations. Must provide backup for HVAC, refrigeration and magnetic door locks; power must last 96 hours (please refer to presentation for details) • Review legislation proposed to avoid carbon monoxide deaths • Discussed resource constraints due to Harvey hitting Texas • Discussed impact longer lead times had on equipment availability 	<p>Leader: Jessica Fernandes 30 Minutes</p>

<ul style="list-style-type: none"> • Reviewed maintenance requirements for extended run time caused by long-term outages • Fuel requirements and restrictions reviewed • Briefly discussed impact of hurricane Harvey on Texas 	
<p>Small groups to facilitate discussion -hurricane lessons learned in areas of:</p> <ol style="list-style-type: none"> 1. Regulatory <ol style="list-style-type: none"> a. Classification and regulations for areas that are susceptible to disasters that govern equipment design (i.e., Houston w/elevation requirements). b. UL2200 – variations of standards that drives incremental cost with little value. Rationalization of standards c. Emissions – last year of flex credits for Tier 4. What is next? d. Definition of duty cycles to be reviewed. Current definitions may no longer apply e. Cybersecurity UL2900 drive a common compliance standard around information on the cloud f. More specific requirements for critical and essential loads. Potential for distributed generation to pick up additional loads 2. Market discussion <ol style="list-style-type: none"> a. Impact related enclosures in hurricane zones b. Advertise EGSA certified technicians to the residential market particularly in areas where maintenance companies may not be readily available or manufacturer specific tech availability c. Utility programs for residential market promoting generator ownership 3. Maintenance discussion <ol style="list-style-type: none"> a. How can EGSA do a better job promoting importance of equipment maintenance to public b. How does industry improve communication on the importance of maintenance (case studies, etc..) c. Who is responsible for selling maintenance? Industry salespeople to better promote importance of maintenance to market. How can EGSA help d. Creating an industry consistent natural disaster plan. Can EGSA lead this initiative e. Predictive maintenance vs preventative maintenance (selling maintenance kits) f. Industry back to basics. Teaching owners to look at simple things regularly (i.e., batteries) g. Discussed EGSA online management system 	<p>Leaders: Chris Nagle 40 Minutes</p> <p>Small groups to facilitate discussion -hurricane lessons learned driving potential new policy and best practices. Small groups reporting back to larger group</p>

development in progress	
Pulse Survey - Solicit volunteer to analyze Fall 2018 results <ul style="list-style-type: none"> • Call for participation by membership • Jeff Webb agreed to repeat survey, support by Nic Phillips 	Leader: Chris Nagle 10 Minutes
Open Discussion: general discussion & topics of interest for Fall 2018 conference in Nashville <ul style="list-style-type: none"> • Pulse survey • What are power needs of the music industry when touring • How to tie industry data to government data (GDP, etc....). Suggested approaching an economist. Comment was made that the highest correlation of government data to industry was energy consumption and generation to GDP 	Leader: Joe Zirnhelt 15 Minutes
New Business <ul style="list-style-type: none"> • Discussed fall elections; committee secretary position will need to be nominated. Jessica Fernandes expressed interest. 	Leader: Joe Zirnhelt 10 Minutes

Action Items *(additional space on back)*

Item	Person Responsible	Deadline
Task	Name of person assigned to complete task	Date and time task should be completed.
Post Nic Phillips Houston video on MT Website		
Obtain contact information of truck association economist for potential market data presentation in fall.		

Market Trends Committee Mission Statement:

This Committee provides EGSA with a forum in which market trends and other market data closely related to the power generation industry may be discussed in a way that benefits the Association and its members. Beyond discussion, the Committee has the responsibility and ability to develop and make recommendations to the Board regarding programs and methods for the compilation of statistical information. The Committee focuses on complete power generation packages as well as component level trends to enhance the Association’s market knowledge of trade, product sales, growth rate, emerging

technologies, economic trends, market forecasts and other statistical data in an effort to assist Association members in accomplishing their objectives.