



Minutes
Chicago, Illinois
Executive Committee
October 2, 2008

The following members were in attendance

John Huber
Robert Boltz
John Maniscalco
Jim Woodruff
Dave Martin
Jim Collura
Sean Cota
Shane Sweet
Jim Townsend

Mr. Robert Boltz called the meeting to order at 4 pm eastern standard time.

A motion to approve the minutes from the August 12 conference call. Mr. Dave Martin seconded that motion and it was duly accepted.

Mr. John Maniscalco discussed the financial report. He stated that the NORA budget is at 12 million for the year. There was a general discussion about the budget and how funds can be spent.

Mr. Maniscalco discussed Michigan wanting to move funds from E&T to Consumer Education. Mr. Maniscalco states that Mr. Robert Cleary of Michigan is requesting that, Michigan move \$40,000 from the remaining Education & Training 2007 Grant to the 2007 Consumer Education Grant; leaving the 2007 Consumer Education Grant at \$46,261.97 and the 2007 Education & Training Grant at \$22,106.00

Jim Townsend made a motion to approve Michigan grant restructure and Sean Cota seconded the motion and it was duly accepted by voice.

There was then a discussion about the state of the industry and how the Oilheat industry can survive the rough economy. Mr. Sean Cota argued that the conservation issue is very important and that we should keep that as a selling point to consumers.

There was a general discussion about creating a better image for the industry overall and about companies and people getting involved.

Mr. Huber discussed the state associations and that for packaging they should be going to the experts. There was also a general discussion about creating management education. There was a comment by Mr. Chris Keyser; he thinks there should be training on how to put together a good service business. Mr. Keyser stated that most oil companies do not know about running an oil business and that is what is going to be the downfall during and economic downfall.

Mr. Huber proposed an action with Mr. Jim Woodruff to do a program to gain market share and to create a “co-op” to try and create an independence of service contractors and oil companies.

There was a general discussion about equipment and equipment sales and lack of the sales. Statistics showed that all of the sales are down between 7-20 percent. Mr. Huber discussed the FSA calculator and how Mr. Tom Butcher is working on making the FSA compatible with the tankless coil boiler.

Mr. Bob Hedden discussed the new Energy Audits training that NORA is trying to get underway. He reported that the intensive training will familiarize participants with the process and protocols for performing an energy audit in accordance with standards defined by the Building Performance Institute.

Mr. Hedden reported that the course will focus on hands-on testing activities, and diagnostic investigative techniques used to identify retrofit opportunities for energy saving measures that include health and safety as well as comfort and durability. However NORA will not partner with BPI this will be NECA- NORA Energy Conservation Analysis. There was a general discussion about ways to conserve energy and help customers so they continue to be customers. NORA is creating NECA as a new business model and not recreating BPI’s business model.

Mr. Huber discussed the education and training taking place at NORA. Mr. Hedden reported that the train the trainer program this year was a partnership between NORA and NOHSM. He stated that the training consisted of three seminars this summer and that a total of 65 trainers attended of the course of the program. Mr. Hedden reported that the main topic consisted of “How to Teach”, taught by Harry Johnson from Penn State University. Mr. Huber also mentioned that NORA is trying to make this course an online course.

Mr. Huber reported in detail on Greenhouse Gas Emission, stating that carbon equivalent contains carbon dioxide but it also contains the global warming potential in terms of carbon equivalent, or actually six other elements; however the only important two are methane, which is 23 times the equivalent of carbon dioxide, or molecule carbon dioxide and nitrous oxide which is 296 times carbon dioxide.

Mr. Martin made a motion to adjourn, Mr. Cota seconded that motion and it was accepted by voice.

Adjourned at 6:10 pm