



2014 ESC Market Transformation Conference

Crowne Plaza St. Paul Riverfront
11 E. Kellogg Blvd, St. Paul, Minnesota 55101

FINAL AGENDA

PRE-MEETING LOGISTICS – MONDAY, JULY 28, 2014

- 4:00 – 6:00 pm** **Exhibit Set-Up and Registration**
Exhibitors will display the latest technologies and trends in energy efficiency products, services and strategies.
- 6:00 – 7:30 pm** **ESC Welcome Reception**
Join us at our opening reception at the Crowne Plaza Expo Hall and start your Energy Services Coalition Conference experience by networking with participants and exhibitors to ensure you get the most out of the event.

DAY 1 – TUESDAY, JULY 29, 2014

- 6:00 – 7:30 am** **Exhibit Set-Up**
- 7:30 am – 5:00 pm** **Registration Open**
- 7:30 am – 8:30 am** **Continental Breakfast**
- 8:30 – 8:40 am** **Opening and Welcome**
Pete Berger and Trisha Curtis, ESC Minnesota Chapter Co-Chairs
- 8:40 – 9:00 am** **Keynote Address**
Bob Dixon, Director of Industry Affairs
Siemens Infrastructure & Cities - Building Technologies Division
- 9:00 – 9:45 am** **Market Transformation through Leadership**
This session will examine the state of the ESC market, including the future of energy services, state-led initiatives to speed the move toward deeper public facility retrofits, and the impacts the industry is having on job creation across the manufacturing supply-chain.
- Moderator: *Bob Dixon, Director of Industry Affairs*
Siemens Infrastructure & Cities - Building Technologies Division

*Jenny Stentz, Vice President of Solutions for Johnson Controls Building Efficiency
Patrick Hughes, Policy Director, High Performance Buildings & Industrial Energy Efficiency Coalition, National Electrical Manufacturers Association
Amy Butler, ESC Public Sector Vice-President, Executive Director, OUInc, Oakland University*

9:45-10:30 am

Government Affairs

Energy Savings Performance Contracting offers significant opportunity to advance energy efficiency in the public sector. This session explores new policies and standards and their impacts on ESPC and efficiency work throughout the country.

Moderator: *Christine Keck, Director of Government Relations, Energy Systems Group*

*Don Gilligan, President, NAESCO
David Terry, Executive Director, NASEO
Stacey Paradis, Deputy Director, MEEA*

10:30 – 11:00 am

Networking Break

11:00 to Noon

Changing and Challenging Times in the Energy Business

The rapid rise of Distributed Energy Resources is having a dramatic impact on the electric utility industry. The increased pressure to integrate more renewables into their operations is stressing the traditional utility model. This panel will discuss the potential implications for the utility and the customer – and how electric power will be supplied and used in an “integrated grid.”

Moderator: *Doug Dahle, Sr. Program Manager, National Renewable Energy Laboratory*

*Bill Grant, Deputy Commissioner of Energy and Telecommunications, Minnesota Department of Commerce
Laura McCarten, Regional Vice President, Xcel Energy
Steve Kihm, Director of Market Research and Policy, Energy Center of Wisconsin*

Noon – 1:00 pm

Keynote Luncheon

A Bright Path Forward – 40 Answers for EPA Carbon Rules

A discussion focused on 40 technologies and services offered by advanced energy companies that can help meet requirements for greenhouse gas reduction and simultaneously modernize America's aging electricity infrastructure.

Tom Plant, Vice President, State Policy, Advanced Energy Economy

1:00 to 2:00 pm

Achieving Higher Savings through Innovative ESPC Projects

This session highlights three ESPC projects in various parts of the country where innovative energy efficiency and distributed generation projects have proven to be smart investments for public sector building managers and budget officers looking for ways to reduce energy costs.

Moderator: *Tom Walther, General Manager, SE Areas, Johnson Controls, Inc.*

Phillip Lowery and David Wrightsman, Energy Systems Group
Leslie Larocque, Director of Business Development, McKinstry Co.
Doug Dahle, Sr. Program Manager, National Renewable Energy Laboratory

2:00 – 2:30 pm

Facility Infrastructure Renovations through Standardized Templates (FIRST)

In 2006, the Energy Services Coalition demonstrated the importance of standardized documents in contributing to the speed and scale of ESPC project implementation across the country. During the past year the US Department of Energy has led an initiative with industry and stakeholders to update the standardized templates and make them universally applicable for the public sector. The result is a refined, updated and streamlined set of model ESPC contract documents that can be used for projects in both state and local governments. This session will provide a glimpse at the process, the challenges and results of this effort as well as an update on DOE's ESPC Accelerator.

Moderator: *Jim Ploger*, Regional Coordinator, National Association of State Energy Officials

Anna Garcia, Director of the Weatherization and Intergovernmental Programs Office in the Office of Energy Efficiency and Renewable Energy

2:30 – 3:00 pm

Networking Break

3:00 – 4:00 pm

Chapters in Action/State Chapter Roundtable

The network of ESC State Chapters provides a vehicle for the members of the ESC that are located in or do business in a particular state to work together to identify and develop solutions to state-specific issues. This roundtable will touch on the activities going on in State Chapter and State Energy Offices.

Moderator, *Jim Arwood*, Executive Director, Energy Services Coalition

4:00 – 5:00 pm

Energy Savings and Performance-Based Contracting Investment Initiative Update

The U.S. DOE's FEMP program is on the front-lines of the federal government's effort to implement energy retrofits through ESPC. Presenters will provide a status report, including new efforts at FEMP including the roll-out of its new eProject Builder (ePB) Database. The ePB is a web-based system managed on behalf of the Department of Energy by The University of California/Lawrence Berkeley National Laboratory (LBNL). ePB enables Energy Services Companies and their contracting agencies to: (1) upload and track project-level information; (2) generate basic project reports required by local, state, and/or federal agencies; and (3) benchmark new Energy Savings Performance Contract (ESPC) projects against historical data.

Moderator: *Don Gilligan*, President, National Association of Energy Service Companies

Dr. Tim Unruh, Program Manager, US DOE, Federal Energy Management Program
Peter Larsen, Senior Engineering Associate, Lawrence Berkeley National Laboratory

6:00 – 8:30 pm Minnesota ESC Host Reception (Off-site)

DAY 2 – WEDNESDAY, JULY 30, 2014

8:00 – 8:45 am

Stimulating Rural/Smaller Markets Brainstorming

In many small rural towns across the US public buildings are showing their age and getting by with outdated equipment. In many cases, maintenance has been deferred for too many years. ESPC is a solution but must overcome several barriers to get to project implementation phase. In this session we will explore several different approaches used in small communities, the barriers to ESPC in these rural areas, and possible solutions for overcoming the barriers to achieve the energy efficiency results that are wanted.

Moderator: *Amy Butler*, Executive Director, OUInc, Oakland University

Lee Colten, Assistant Director, Department for Energy Development and Independence, Kentucky

Lisa Henderson, Community Energy Program Manager, Arizona Governor's Office of Energy Policy

Peter Berger, Guaranteed Energy Savings Program Manager, Minnesota Department of Commerce

Christine Maurer, Energy Engineering Consultant, Advanced Energy Corporation, North Carolina

8:45 – 9:45 am

Emerging Technologies/Strategies for ESPC Projects

Innovative strategies and technologies are pushing the envelope of what is possible in the way of energy retrofits. Through a number of new technologies, products, services and initiatives, we have the capability to push building performance to new heights and possibilities.

Moderator: *George West*, President, H2O Applied Technologies

Dan Nordloh, EVP – Global Business Development, ZBB Energy Corporation

John Davenport, Board of Directors, Energy Focus, Inc.

Oliver Davis, CEO/co-founder concept3d – simuwatt

9:45 – 10:00 am

Networking Break

10:00 – 10:45 am

State Showcase — What Does Success Look Like

ESC State Chapters and State Government Programs

Moderator: *John Winkle*, State Energy Program, U.S. Department of Energy

Megan Levy, Director of Local Energy Programs, Wisconsin State Energy Office

Sue Stephens, Energy Program Manager, Nevada Governor's Energy Office

Jeanna Paluzzi, Colorado Energy Office, Private Sector EPC Pilot Program

Brian Carlin, Nexant, Colorado Private Sector EPC Pilot Program

10:45 – 11:15 am

Project Showcase — What Does Success Look Like

What constitutes a successful ESPC project from the end-user's perspective?

Moderator: *Lindsay Wimmer*, Guaranteed Energy Savings Program Outreach Coordinator

Clean Energy Resource Teams, University of Minnesota

John Paulson, Chief Environmental Engineer, City of Hutchinson, Minnesota
Troy Goodnough, Sustainability Coordinator, University of Minnesota, Morris

11:15 – 11:30 am Award Presentation and 2015 Host Announcement

- ESPC Champion Award
- Race to the Top Award
- 2015 Host Chapter

11:30 – Noon Meet the Board of Directors/Wrap-up

Moderator: *Christine Keck*, President, ESC Board of Directors

Noon Adjourn – Lunch on own

***Thank You to the Energy Services Coalition's Minnesota Chapter and
all of the 2014 Conference Sponsors!***

PLATINUM SPONSOR

SIEMENS

GOLD SPONSORS



SILVER SPONSORS



BRONZE SPONSORS



For more information about the Energy Services Coalition, please contact Jim Arwood at jarwood@energyservicescoalition.org or visit www.energyservicescoalition.org.