



**2013 ESC Market Transformation Conference**  
***Putting Energy Savings to Work***

**Grand Hyatt Denver, 38<sup>th</sup> Floor**  
**1750 Welton Street, Denver, CO 80202**

**Pre-Meeting Logistics – Monday, August 12, 2013**

4:00 – 7:00 pm            **Exhibit Set-Up and Registration**

**Day 1 – Tuesday, August 13, 2013**

6:00 – 7:30 am            **Exhibit Set-Up**

7:30 am – 5:00 pm        **Registration Open**

7:30 – 8:30 am            **Continental Breakfast**

8:30 – 8:40 am            **Opening and Welcome**  
Leslie Larocque, Colorado ESC Chapter Co-Chair

8:40 - 9:00 am            **Introduction of Keynote**  
Hillary Dobos, ESC Colorado Chapter Co-Chair

**Keynote**  
The Honorable Shaun McGrath, EPA Region 8 Administrator

9:00 – 9:45 am            **State of the Market**  
*The ESPC market investment exceeds \$5 billion a year with 70 percent in the state and local MUSH market, 15 percent in the federal sector and 15 percent in other sectors. Panelists will discuss where the market is headed and what is driving it at the local, state and federal levels.*

**Moderator:** Christine Keck, ESC President  
Dr. Tim Unruh, Program Manager, US DOE, Federal Energy Management Program  
David Terry, Executive Director, National Association of State Energy Officials  
Peter Larsen, Senior Engineering Associate, Lawrence Berkeley National Laboratory

- 9:45 -- 10:30 am      **Government Affairs**  
*Policies and legislation that impact ESPC projects at the Federal, State and regulatory levels.*
- Moderator:** Jim Ploger, ESC Secretary  
 Don Gilligan, President, NASECO  
 Andrew McAfee, Energy Policy Manager, Western Governors' Association  
 Dr. Howard Geller, Executive Director, Southwest Energy Efficiency Project
- 10:30 – 10:45 am      **Networking Break**
- 10:45 – noon      **New State Program Offerings**  
*In 2012 the U.S. State Energy Program provided \$22 million in grant funding to a number of State Energy Offices to grow or expand their ESPC programs and develop new markets. Learn about the new places that states are going and the strategies that are taking them there.*
- Moderator:** Jim Arwood, ESC Executive Director  
 Len Hoey, North Carolina Energy Office, Expanding ESPC through training and Standardize Contracts  
 Michele Davison, Colorado Energy Office, Private Sector EPC  
 Matt Sullivan, Consulting to the California Energy Commission, California Public Facilities Energy Financing Partnership (CPFEFP)  
 Peter Berger, Minnesota Department of Commerce, Guarantee Energy Savings Program  
 Carilyn Shon, Hawaii DBEDT, Advancing Energy Efficiency in Hawaii Public Facilities  
 Lee Colten, Kentucky SEO, Self-sustaining Public Facilities Energy Retrofit Program  
 Chuck Murray, Washington Department of Commerce - Enhancing ESPC Program through an energy management strategy
- Noon – 1:00 pm      **Lunch Keynote**  
 Former Governor Bill Ritter  
 Director for Center for the New Energy Economy, Colorado State University
- 1:00 – 2:00 pm      **Alternative Financing Programs**  
*There are several different vehicles that the public sector relies upon for offsetting energy efficiency project costs or for financing energy improvements. Panelists will explore some examples that are becoming more common.*
- Moderator:** Karen Pelzer, ESC Board Member  
 Doug Dahle, NREL, On-site Power Purchase Agreements as part of an ESPC  
 Mike Horkey, Green Campus Partners, What's new with Traditional ESPC financing  
 David Carey, Harcourt, Brown and Carey, Commercial PACE
- 2:00 – 3:15 pm      **Innovative ESPC Projects**  
*Learn about projects that are breaking new ground from a panel of experts that have first-hand experience in the field.*

**Moderator:** Tom Walther, ESC Private Sector Vice-Chair  
Peter White, Johnson Controls, City of Pueblo ESPC  
Phillip Lowery, Energy Systems Group, Smarter Cities - How Innovative Project Partnerships Can Positively Impact Communities  
Bob Slattery, Oak Ridge National Laboratory, Innovations in Federal ESPC: Combined Heat and Power, ESPC ENABLE, and beyond.

3:15 – 3:40 pm      **Networking Break**

3:40 – 5:00 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 each State Chapter in attendance.

**Moderator:** Pete Berger, ESC Board and Minnesota Chapter Public Sector Chair

5:00 – 6:30 pm      **ESC Welcome Reception**

6:40 pm              **Colorado Chapter Night at a Rockies Game**  
(RSVP upon registration limited to first 100)

## **Day 2 – Wednesday, August 14, 2013**

8:00 – 8:45 am      **Emerging Technologies for ESPC Projects**  
*Learn about some of the new emerging technologies and products coming to the marketplace.*

**Moderator:** Rhonda Courtney, ESC Past-President  
Bruce Ryman, Osram Sylvania, Latest Lighting Technologies in ESPC Projects  
Dave Lucas, Daikin McQuay -- HVAC/VRF  
Kenneth Kelly, NREL, EV Infrastructure

8:45 – 9:30 am      **Guarantees: Do Savings Projected = Savings Achieved**  
*The savings guarantee is the foundation of every ESPC as it outlines the significant impacts that the project will have upon the state and its patrons. Panelists will talk about some of the ways that projects are being benchmarked, tracked and reported.*

**Moderator:** Doug Dahle, ESC Board  
Bob Sauchelli, US EPA, The NEW Energy Star Benchmarking  
Chris Halpin, Celtic Energy, 3rd Party M&V  
Oliver Davis, concept3D, Simuwatt Audit – Capture, Store, Analyze, Save

9:30 – 9:45 am      **Networking Break**

9:45 -- 10:30 am      **State Showcase — What Does Success Look Like**  
*In 2005, the ESC and our partners worked together to identify the ten best practices*

*that we believed were essential to accelerating ESPC retrofit programs. Today, there are new examples of these key components that are making state programs successful. Learn about what some of these new examples include.*

**Moderator:** Neil Maldeis, Trane  
Policy -- Len Hoey, North Carolina SEO  
Tracking -- Hillary Dobos, Colorado SEO  
Programs -- Amy Butler, Michigan ESC

10:30 – 11:15 am

**Project Showcase -- What Does Success Look Like**

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

**Moderator:** Steve Truebner, ESC Board  
Mary Treaster, Fairfield School District, Kansas, Waste Water Treatment Facility  
Lisa VanderHeyden, Jefferson County, Colorado, Library energy retrofit  
Brad Membel, Colorado Department of Human Services ESPC Projects

11:15 -- 11:30

**Award Presentation and Next Year's Host Announcement**

*Join us in the Capitol Ballroom as we recognize the outstanding achievements and contributions from this year's ESC Award Winners. We will also announce the host State Chapter for the 2014 ESC Conference.*

**Moderator:** Christine Keck, ESC Chair  
Inaugural ESPC Champion Award  
2014 Host Chapter  
Race to the Top Award

11:30 – Noon

**Meet the Board of Directors/Wrap-up**

Noon

**Adjourn – Lunch on own**

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