

NAESCO Federal Workshop

Progress Leading to Projects: A New Federal Commitment to Energy Efficiency

March 22, 2006

The Westin Arlington Gateway
Arlington, Virginia

AGENDA

8:30 am – 8:45 am

Introductory Remarks
S. Lynn Sutcliffe, CEO
The EnergySolve Companies
Chairman, NAESCO

8:45 am – 10:00 am

ESPC Moves to Center Stage: New White House Initiative Looks to Renew Commitment to Energy Efficiency by Federal Facilities and Enhanced Agency Accountability

- The impact of the new Memorandum of Understanding and issuance of new agency scorecards on energy, transportation and environmental management at federal facilities. What can the agencies do improve their scorecard?
- How easy is it to be green? From the agency perspective, what are the remaining barriers to being green? How can ESCOs help federal facilities meet their MOU and scorecard goals?
- How can the federal government meet its commitment without increased budget allocations?

Shelley Fidler, Principal
Van Ness Feldman

Cynthia Vallina, Program Examiner, Energy & Science Division
Office of Management & Budget

Mark V. Ewing, Director, Energy Center of Expertise
U.S. General Services Administration

Moderator: **Bob Albertini**, Business Development Manager
Ameresco

10:00 am – 10:15 am

Break

10:15 am – 12:00 pm

**A Moderated Roundtable on Increasing the Tempo of
ESPC Projects in 2006: What Does the Government and
Industry Need to Do to Increase the Level of Project
Investment at Federal Facilities?**

- What does the ESPC project pipeline currently look like?
- How will the upcoming ESCO re-compete affect the project pipeline? Is the current ESCO and federal contracting infrastructure sufficient to accelerate the tempo of projects?
- Will the M&V Working Groups mandate significant changes in ESPC contracts?
- Does the FY2006 and Proposed FY2007 DOE budget support accelerating the project pipeline?
- Is the project implementation cycle time lengthening because of new requirements and review processes imposed by contracting offices in response to the GAO Report?
- What can the Administration and Congress do to keep ESPCs a viable and successful energy management tool and a sustainable business for its private sector partners?

Rick Khan, Manager, Office of Federal Energy Management
Program
U.S. Department of Energy

Get Moy, Director, Utilities and Energy Use
U.S. Department of Defense

Mark Wagner, Vice President, Government Relations
Johnson Controls, Inc.

Ken Ormsbee, Director, Federal Business Unit
Chevron Energy Solutions

Britta MacIntosh, Vice President, Business Development
NORESKO

Moderator: **Shelley Fidler**, Principal
Van Ness Feldman

12:00 pm – 1:30 pm

Luncheon

1:30 pm – 2:30 pm

**Mining the Energy Efficiency and Renewable Energy Tax
Provisions in EPACT**

Edward Pollock, Team Leader, Residential, Energy Efficiency
Research, Office of Building Technologies
Department of Energy

Joseph Mikrut, Partner
Capital Tax Partners

Jeffrey Genzer, Partner
Duncan, Weinberg, Genzer & Pembroke, P.C.

Moderator: **Terry E. Singer**, Executive Director
NAESCO

2:30 pm – 4:00 pm

Making the Financial Case for Going Green

- What portion of the savings from a green project comes from what types of measures and technologies?
- How do the savings from green measures and technologies compare to their weighting in a buildings rating?
- Using energy efficiency generated savings to pay for green
- Can savings resulting from ENERGY STAR participation pay for LEED certification requirements?
- How can ESCOs and Product Suppliers help customers become green?
- Understanding the new federal Energy Efficient Product Procurement requirements.

Jean Lupinacci, Chief of ENERGY STAR Commercial & Industrial Branch
U.S. Environmental Protection Agency

Karen Penafiel, Assistant Vice President for Government & Industry Affairs
BOMA International

Doug Gatlin, Director, LEED for Existing Buildings
U.S. Green Building Council

Joan Glickman, Special Assistant, Federal Energy Management Program
Department of Energy

Moderator: **Donald Gilligan**, President
NAESCO

4:00 pm

Closing Remarks