

**NAESCO Federal Market Workshop
Washington, D.C.
April 4-5, 2007**

**Ensuring a Sustainable Future:
Using ESPCs to Save Energy, Pay for Green Building Practices,
Create Jobs, and Generate Cash Flow**

AGENDA

April 4

5:30 pm – 7:30 pm

Opening Night Reception and Site Visit

Join us for a reception at National Geographic headquarters and a private tour of this LEED-certified facility

April 5

8:30 am – 8:35 am

Welcome and Introductory Remarks

Buddy Hahs, President & CEO, Custom Energy Services, L.L.C.
and Chairman, NAESCO

Session A

Progress Leading to Projects: Accelerating Investment in Energy Efficiency and Green Building Improvements at Federal Facilities through ESPCs

8:35 am – 9:45 am

**The 2007 Outlook for Energy Efficiency Legislation:
Incremental Change or Bold Steps**

Bill Prindle, Acting Executive Director, American Council for an
Energy Efficient Economy

John Jimison, Counsel, Committee on Energy and Commerce,
U.S. House of Representatives

Jim Presswood, Energy Advocate, National Resources Defense
Council

Moderator: **S. Lynn Sutcliffe**, CEO, The EnergySolve
Companies

9:45 am – 10:30 am

Leadership Matters

**The View from the Office of the Federal Environmental
Executive**

- The New Executive Order: A Three Month Review

Edwin Piñero, Federal Environmental Executive, Office of the
Federal Environmental Executive

The View from DOE

- Rating ESPC Program Success
- Implementing New ESPC Initiatives
- The Plan for Meeting 2007 Goals and Objectives
- Meeting the Energy Needs of the Federal Customer

Andy Karsner, Assistant Secretary for Energy Efficiency and Renewable Energy, U.S. Department of Energy

Moderator: **Britta MacIntosh**, Vice President, Business Development, NORESCO

10:30 am – 10:45 am

Break

10:45 am – 11:45 am

Upping the ESPC Project Tempo: Putting the Institutional Pieces Together

- Revitalizing the FEMP Office
- Strategies to Reduce ESPC Project Transaction Cycle Time
- Potential Impact of ESPC Recompete on Project Pipeline
- Improving DOE and DOD ESPC Co-marketing Efforts
- Establishing Sufficient Technical Support for the ESPC Program
- Increasing Senior Management Institutional Program Support
- Congressional Oversight of the Program
- Does the FY2007 and Proposed FY2008 DOE Budget Support
- Efforts to Accelerate ESPC Investment and Stimulate the Project Pipeline?

Presenters:

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

Schuyler Schell, Leader FEMP Teams, U.S. Department of Energy

Comments:

Ken Ormsbee, Director, Federal Business Unit, Chevron Energy Solutions

Jeffrey Eckel, President & CEO, Hannon Armstrong

Moderator: **Mark Wagner**, Vice President, Government Affairs, Johnson Controls, Inc.

11:45 am – 12:30 pm

One Year Later: Scoring the White House Initiative to Increase Energy Efficiency at Federal Facilities by Enhancing Agency Accountability

- Have the OMB Scorecards Captured Increased Energy Efficiency Investment at Federal Facilities?
- Have the Issuance of the EFACT 2005 Mandated Guidances and Standards Changed Federal Energy Practices?
- How Can ESCOs Support the Effort of Federal Facilities to Meet their Energy and Sustainability Goals?

Cynthia Vallina, Program Examiner, Energy & Science Division,
Office of Management & Budget
Derrick Freeman, Legislative Counsel to Senator Mark Pryor

Moderator: **Phil Smith**, Director, Federal Project Development,
Honeywell Building Solutions SES

12:30 pm – 1:30 pm

Networking Luncheon

Session B

Using Comprehensive Energy Efficiency Project Design to Create a Foundation for Green Building Practices and to Generate the Cash to Pay for It

1:30 pm – 2:00 pm

Creating the Cash Flow to Go Green by Maximizing Energy Efficiency

- Benchmarking Your Facility's Performance
- Interpreting LEED and ENERGY STAR Ratings in Formulating a Green Strategy

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

2:00 pm – 2:30 pm

Going Green at Federal Facilities: Establishing a Plan

- Matching Energy and Dollar Savings to Specific Measures and Technologies

Lance Davis, Architect, Sustainable Design Expert, General Services Administration

2:30pm – 3:15 pm

Why Energy Efficiency is the First Step in Going Green: Two Case Studies

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

Shelley H. Cohen, Senior Project Developer, Renewable Energy and Conservation Projects, Ameresco

Moderator: **Donald Gilligan**, President, NAESCO

3:15 pm – 3:45 pm

Setting Priorities for 2007 and Beyond: Ensuring Best Practices for Managing and Implementing ESPC Programs across the Government

Shelley Fidler, Principal, Van Ness Feldman

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