

NAESCO FEDERAL MARKET WORKSHOP

Reinvigorating the Pursuit of Energy Efficiency at Federal Buildings: A Report from the Trenches

March 10, 2008

Location: Pepco Building, 701 Ninth Street, NW, Washington, DC 20068

Agenda

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| 8:15 am – 8:45 am | Registration and Continental Breakfast |
| 8:45 am – 9:00 am | Welcome and Opening Remarks
David Weiss , President and Chief Operating Officer, Energy Services, Pepco Energy Services
Buddy Hahs , President & CEO, Custom Energy Service, LLC and Chairman, NAESCO |
| 9:00 am – 9:30 am | Maximizing Energy Efficiency Investment at Federal Facilities: Putting it Together is Art Not Science <ul style="list-style-type: none">• Expanding the pool of providers• Streamlining the process• Meeting the efficiency and cost reduction mandates• Leading by example: The status of the DOE TEAM Initiative• Senior energy officials comply with Executive Order 13423
Andrew Karsner , Assistant Secretary for Energy Efficiency and Renewable Energy, U.S. Department of Energy |
| 9:30 am – 10:30 am | The Award and Delivery of ESPCs and UESCs — What's New and What's Not? <ul style="list-style-type: none">• Shoring up the level of EE investment in the project pipeline: How did DOE do in '07?• The impact of the streamlining of the internal DOE Approval Process on contract award and delivery• What can third party contractors like ESCOs expect to find has changed in the procurement and award cycle?• Are Federal contracting and procurement managers finding more internal resources to help them move projects more quickly through the approval process?• The renewed interest in the UESC contracting option• Should other agencies replicate TEAM in their own ESPC implementation efforts? |

Schuyler (Skye) Schell, Supervisor, FEMP Teams, U.S. Department of Energy
David McAndrew, FEMP Utilities Project Lead, U.S. Department of Energy
Moderator: **Michael Angerame**, Vice President, Federal Energy and Environmental Solutions, Siemens Government Services, Inc.

10:30 am – 10:45 am

Break

10:45 am – 11:45 am

Will the *Energy Independence and Security Act of 2007* Change Energy Efficiency Economics?

- ESPC program permanent authorization and refinements including new ability to leverage financing with the use of appropriated funding, new ability to sell excess renewable energy, repeal of the Congressional notification requirement, and retention of savings
- New energy reduction mandates and definitions of energy savings
- New EE and water efficiency management requirements
- Revised EE performance standards

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

Jennifer Schafer, President, Cascade Associates
Moderator: **Jeffrey C. Genzer**, Partner, Duncan, Weinberg, Genzer & Pembroke, P.C.

11:45 am – 12:15 am

Is the National Action Plan for Energy Efficiency Likely to Have “Legs” in a Changing Political Environment?

- Are there initiatives within the plan that have such broad based consensus that they are likely to survive even if the plan, as a whole, is not eventually implemented?
- What issues have spawned the greatest disagreement among stakeholders?
- From the perspective of the stakeholders, what is the end-game politically for the plan?

Stacy Angel, Program Manager, Climate Protection Partnerships Division, U.S. Environmental Protection Agency

Larry Mansueti, Director, State and Regional Assistance, Office of Electricity Delivery and Energy Reliability, U.S. Department of Energy

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

12:15 pm – 1:15 pm

Networking Luncheon

1:15 pm – 2:15 pm

Is DOD's Long-term Commitment to Energy Efficiency and ESPCs Waning?

- The level of energy efficiency investment at HQ and in the field
- Are '07 numbers an anomaly or representative of a new direction?
- How robust is the project pipeline?
- Are there sufficient internal resources to support a push to expand ESPC investment?
- How DOD views its own role and that of DOE in moving energy efficiency projects through the DOD procurement and award process?
- Is a change in the level of the Air Force's commitment to the use of ESPCs underway?

Brad Hancock, Associate Director for Energy and Utilities, U.S. Department of Defense

Don Juhasz, Chief, Energy & Utilities Branch, Department of the Army Operations Division - Facilities

Brian Lally, Chief, Energy Branch, Air Force Facility Energy Program Manager, Asset Management Division

Moderator: **Kent Anson**, Vice President Global Energy, Honeywell Building Solutions

2:15 pm – 2:45 pm

Understanding the Demand Response Value Proposition as Part of an Expanded View of Energy Efficiency Benefits

- What do federal agencies and DOD facilities need to consider in order to capture demand response value opportunities in their energy projects?
- Assessing the impact of the demand response provisions in the 2005 and 2007 energy bills on ESPC/UESC project development and implementation at government facilities
- What new demand response technologies are emerging and how they differ from available data collection software
- How does demand response fit into the climate change debate from a business or policy standpoint?

Dan Delurey, Executive Director, Demand Response and Advanced Metering

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

2:45 pm – 3:30 pm

Green ESPCs and Performance Contracting: Capturing the Economics of the Enhanced Value of High Performance Buildings

- Building on energy efficiency as the cornerstone of green
- Objectives of newly created Office of High Performance Green Federal Buildings within GSA
- Ensuring that green RFP requirements properly reflect potential cost tradeoffs

- Assessing the impact of new legislative requirements on delivering high performance buildings including the GAO audit, environmental stewardship scorecard and accelerated use of cost effective efficient technologies

Kevin Kampschroer, Director of Research Expert Services,
Public Buildings Service, U.S. General Services Administration

Michelle Moore, Senior Vice President, Policy & Public Affairs,
U.S. Green Building Council

Moderator: **Anthony Spera**, Director of Sales, ConEdison
Solutions

3:30 pm – 4:00 pm

What's Next?

Shelley Fidler, Principal, Van Ness Feldman

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