

# Making the Most of Energy Efficiency Opportunities in Pennsylvania

October 18, 2005  
Hilton Hotel  
Harrisburg, Pennsylvania

## AGENDA

- |                       |  |
|-----------------------|--|
| 8:30 am – 9:00 am     | Continental Breakfast  |
| 9:00 am – 9:10 am     | Welcome <ul style="list-style-type: none"><li>• <b>Terry E. Singer</b>, Executive Director, NAESCO</li></ul>   |
| 9:10 am – 9:40 am     | Pennsylvania's Spotlight on Energy Efficiency <ul style="list-style-type: none"><li>• <b>Eric Thumma</b>, Director, Bureau of Energy, Innovations and Technology Deployment, Office of Energy &amp; Technology Development<br/>Pennsylvania Department of Environmental Protection</li></ul>   |
| 9:40 am – 10:40 am    | Pennsylvania's Performance Contracting Program <ul style="list-style-type: none"><li>-- Program History and Project Status</li><li>-- Program Modifications</li><li>-- The ESCO Re-qualification Process</li><li>-- Future Program Direction and Opportunities</li><li>• <b>Todd Garrison</b>, Deputy Secretary of Property Management, Department of General Services</li><li>• <b>Bruce Stultz</b>, Energy Coordinator, Department of General Services</li></ul> Moderator: <b>Patti Donahue</b> , President, Donahue & Associates |
| 10:40 am – 10:50 am   | Break  |
| 10:50 am – 11:30 noon | Financing ESCO Projects in Pennsylvania <ul style="list-style-type: none"><li>• <b>Neal Skiver</b>, Vice President, National City Energy Capital</li></ul> Moderator: <b>Dave Birr</b> , President, Synchronous Energy Solutions   |
| 11:30 am – 12:15 pm   | Integrating ENERGY STAR Tools into the Selection and Evaluation of Projects <ul style="list-style-type: none"><li>• <b>Donald Gilligan</b>, Principal, Predicate, LLC</li></ul> Moderator: <b>Patti Donahue</b> , President, Donahue & Associates  |
| 12:15 pm – 1:00 pm    | Lunch  |

1:00 pm – 2:00 pm

Reflections on Two Retrofit Experiences

- **David Robb**, Senior Account Executive, NORESCO
- **Mike Mumper**, Sales Representative, TAC/Tour Andover Controls Energy Solutions

Moderator: **Dave Birr**, President, Synchronous Energy Solutions

2:00 pm – 3:00 pm

Understanding the RFP Evaluation Process

- **Dave Birr**, President, Synchronous Energy Solutions

Moderator: **Patti Donahue**, President, Donahue & Associates