

# NAESCO Northeast and Mid-Atlantic Regional Meeting

## Playing Defense and Offense to Move Energy Efficiency Down the Court in the Northeast and Mid-Atlantic States

September 19, 2011  
Consolidated Edison Building  
4 Irving Place  
New York, NY

### AGENDA

**8:00 am – 8:30 am**      **Registration and Continental Breakfast**

**8:30 am – 8:45 am**      **Welcome and Introduction**

**James Dixon**, Vice President, Legal & Compliance Services,  
Consolidated Edison Energy and Chairman, NAESCO

**8:45 am – 9:15 am**

#### **Keynote Address**

*Is the Recession Driving a New Attitude toward Energy Consumption?*

**Marlene Motyka**, U.S. Alternative Energy Leader, Deloitte

**New Realities in the Northeastern and Mid-Atlantic Energy Market Reflect Changing Political Landscape, Budget Woes, Economic Volatility, and Shifting Customer Expectations**

**9:15 am – 10:00 am**      **Scaling Up Energy Efficiency Investment through Demand Resource Acquisition Programs**

- What the experience of the ISO New England in acquiring 10% of capacity through demand resources in summer 2011 tells us about likely future resource acquisition plans for ISO-NE, PJM and other RTOs?
- What are the implications of gross v. net energy efficiency savings in resource adequacy planning?
- With utilities bidding in their energy efficiency programs, is there any space for ESCOs to bid in their long term demand reduction?

**Eric Winkler**, Project Manager, Demand Resources  
Resource Analysis and Integration, ISO New England  
**Peter Langbein**, Manager, Demand Response Operations,  
PJM Interconnection

Moderator: **Thomas Philbin**, President & CEO, Nxegen

- 10:00 am – 10:30 am**      **Using Energy Efficiency Retrofits to Preventing PCB Health and Environmental Hazards in Schools**
- Judith A. Enck**, Regional Administrator, Region 2, U.S. Environmental Protection Agency  
Moderator: **Donald Gilligan**, President, NAESCO
- 10:30 am – 10:45 am**      **Break**
- 10:45 am – 11:15 am**      **Implementing New York City’s Aggressive Energy Efficiency Policies**
- What is happening with NYC 2030’s ambitious goals of 30% reduction in energy usage and CO<sub>2</sub> emissions?
  - Are the incremental improvements in the Con Edison and NYSERDA programs part of the scorecard for NYC 2030?
- Laurie Kerr**, Senior Policy Advisor on Buildings & Energy, Mayor’s Office of Long-Term Planning & Sustainability  
Moderator: **James Smith**, Group President, Lime Energy
- 11:15 am – 12:15 pm**      **Regional Challenges to Performance Contracting**
- Is the successful public building program in Pennsylvania being dismantled?
  - Is NYSERDA being turned into a research authority and its energy efficiency programs shifted back to the utilities?
  - Are energy efficiency and renewable energy funds proving an attractive target for politicians in New Jersey and New York looking to reallocate to non-energy needs?
- John Williams**, Director of Energy Analysis, New York State Energy Research & Development Authority  
**Christina Simeone**, Director, PennFuture Energy Center for Enterprise and the Environment  
Moderator: **Daniel Kerr**, Director, Energy Services, McClure Company
- 12:15 pm – 1:15 pm**      **Networking Luncheon**

**1:15 pm – 2:30 pm**

**Penetrating the Commercial Real Estate Market: Is There a Value Proposition Other than Free that Can Entice Building Owners and Managers to Pursue Energy Efficiency on a Portfolio-Wide Basis?**

- Looking beyond select class A properties, how much energy efficiency is really being pursued at commercial buildings?
- Do the results of the Con Edison targeted DSM program at B and C class properties reveal anything about what facility owners and managers actually want?
- Can the split-incentive barrier be successfully addressed without external incentives?
- Does the Performance Contracting model really work in this market segment?
- Would a commercial PACE program, if adopted, help accelerate interest in energy efficiency investment in commercial buildings?

**Candice Damon**, Vice Chairman, HR&A Advisors

**Greg Hale**, Senior Financial Policy Specialist, Natural Resources Defense Council

**Craig McDonald**, Managing Director, Navigant Consulting

Moderator: **Peter Flynn**, Executive Vice President, Bostonia Partners LLC

**2:30pm – 3:30pm**

**Evaluating the Impact of the ARRA Stimulus Monies on Regional Energy Efficiency Investment**

- Did the ARRA funding change in any permanent ways the regional energy efficiency infrastructure
- Assessing the long term effect of the revolving loan funds put into place using ARRA stimulus monies
- Did the presence of ARRA energy efficiency funding change the calculus for regional jobs creation and economic development

**Mark Johnson**, Director, State and Local Government Relations, Johnson Controls, Inc.

**Kevin Doyle**, Co-Chair, Workforce Group, New England Clean Energy Council

Moderator: **Vincent Galatro**, Director of Technical Services, The Fulcrum Group

**3:30pm**

**Closing Remarks**