

NAESCO San Francisco Regional Meeting

Expanding the Market Value of Energy Efficiency in California

June 21, 2006

Pacific Gas and Electric Company Pacific Energy Center

Agenda

8:00 am – 8:15 am

Welcome

S. Lynn Sutcliffe, CEO, The EnergySolve Companies and Chairman, NAESCO

8:15 am – 9:15 am

How Can You Use Incentives to Help Finance Your Projects?

- California has made a significant commitment to sustainable energy efficiency investment in California; \$600 million energy efficiency incentives, plus \$800 million in solar incentives, plus a new water conservation initiative in the works expected to create significant new incentives.
- Many of these incentives are intended to help pay for the use of advanced technologies – more advanced than current building code.
- How can you maximize the incentives that go into your projects?
- How can you help your customers optimize the level of energy savings in their facilities?
- Benchmarking facilities using ENERGY STAR's Portfolio Manager to differentiate energy savings opportunities.

David Bruder, Manager of Non-Residential Programs, Energy Efficiency Division, Southern California Energy

Athena M. Besa, Energy Efficiency Administration and Policy Manager, San Diego Gas & Electric Company

Duane Larson, Senior Manager of Portfolio Integration, Pacific Gas and Electric Company

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

9:15 am – 9:45 am

Going Beyond T8s: Integrating Qualified Advanced Lighting Technologies in SBC Projects

Tim Haley, Commercial Engineer, OSRAM SYLVANIA

David Parkansky, Vice President - Strategic Market Development, Energy Planning Associates

Pat Becker, Western Zone Technical Sales Representative, Philips Lighting Company

Moderator: **Adam Procell**, Vice President, DMJM Harris

9:45 am – 10:00 am

Break

10:00 am – 10:30 am

The California Solar Initiative

- Incentives will include customer-side PV and solar thermal electric projects under 1 MW capacity.
- Initial PV incentive levels will be set at \$2.50 per watt.
- Incentive levels for solar thermal electric projects and solar heating and cooling tbd 2006.
- Pay-for-performance incentive structure to be implemented for projects

Lisa Paulo, Regulatory Analyst, California Public Utilities Commission

Moderator: **Tom Bowen**, Vice President/General Manager, West and Gulf Regions, Honeywell Building Solutions SES

10:30 am – 11:00 am

The Water Conservation Initiative

- What is the timing of the CPUC proceeding and what are the incentives likely to look like?

Gerry Hamilton, Senior Project Manager, Pacific Gas and Electric Company

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

11:00 am – 11:45 am

Maximizing Savings through Integration of Solar, Water and Building Envelop Technologies

Troy Knight, President RTS Water Solutions, LLC

Steve DeBusk, Energy Solutions Manager, CPFilms Inc.
Representative from solar industry

Barry Cinnamon, President, Akeena Solar

Moderator: **Buddy Hahs**, President & CEO, Custom Energy Services, LLC

11:45 am – 12:45 pm

Lunch

12:45 pm – 1:15 pm

Why Energy Efficiency Matters

Rosario Marin, Secretary, State and Consumer Services Agency

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

1:15 pm – 2:30 pm

Demonstration of Lighting, Solar and Building Envelope Technologies in the Pacific Energy Center

2:30 pm – 3:00 pm

Are Demand Response Programs Creating New Market Funding Sources for Energy Efficiency Programs?

- Can your company make money doing Demand Response?
- What are the interconnections between Demand Response and Energy Efficiency technologies: Can a single installation provide two income streams?
- Where can ESCOs find the expertise they need to expand into Demand Response offerings?

Terry Rich, Executive Vice President, Ancillary Services Coalition, a wholly owned subsidiary of ConsumerPowerline
Moderator: **S. Lynn Sutcliffe**, CEO, The EnergySolve Companies

3:00 pm – 4:00 pm

A New Chapter: Reviving the California State Buildings Performance Contracting Program

- A critical component of the Governor's Green Building Initiative is to jumpstart the State Buildings Performance Contracting Program
 - Delivery of projects in 2006.
 - Benchmarking 250 major DGS facilities using ENERGY STAR's Portfolio Manager.
 - Utilities partner with DGS to drive energy savings.

Patrick McCoy, Project Manager, DGS Green Team, Department of General Services

Frank Spasaro, Manager, Energy Efficiency Partnerships, SoCalGas/SDG&E

Daryl Mills, Supervisor, Public Programs Office, California Energy Commission

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

4:00 pm

Closing Remarks