

NAESCO Southeast Regional Meeting

April 1, 2005

Agenda

7:30 am	Continental Breakfast – Vendor Show Area
8:00 am – 8:15 am	Introduction and Welcome Remarks
8:15 am – 9:00 am	Plenary: Evaluating Market Opportunities in the Southeast <i>Come listen to varying perspectives about customer interest in energy and dollar savings, the degree of utility support for demand reduction, and which state and local initiatives may affect market development.</i>
Energy Efficiency Technologies: What Every Buyer & Seller Needs to Know	
	<ul style="list-style-type: none">• What's new• New applications for existing products• Product positioning• Are inventory levels sufficient to support market demand?• Are cash or tax incentives moving market demand?
9:00 am – 10:30 am	Lighting Ballasts, Fixtures, Reflectivity, Controls, Sensors
10:30 am – 11:00 am	Vendor Showcase – Break
11:00 am – 11:30 am	Recycling Lamps and Ballasts <i>Minimizing costs of compliance.</i> <i>Impact of state and federal requirements on project economics.</i>
11:30 am – 12:00 pm	Roofing and Windows <i>Making the economic case.</i> <i>Can long-term savings be demonstrated?</i>
12:00 pm – 12:30 pm	New Look at Water Saving Technologies <i>Federal ESPC reauthorization creates new incentives.</i> <i>Capturing water savings while maximizing energy savings.</i>
12:30 pm – 1:30 pm	Lunch: Vendor Table Top Exhibitors Host Tables

Making Cost Effective Choices While Structuring a Project

1:30 pm – 2:30 pm	How do Vendors Create Value for ESCOs and End Use Customers? <i>Do service providers compete with ESCOs or enhance ESCO offerings?</i>
2:30 pm – 3:30 pm	Financial Products are Not Generic: A Lease is Not a Lease is Not a Lease. <i>How to assess what's being offered.</i> <i>Balancing comprehensiveness and preferences for shorter paybacks.</i> <i>When the customer balks at serving as the credit.</i>
3:30 pm – 3:45 pm	Closing Remarks

The program will include speakers from the following organizations:

Alanod Aluminium-Veredlung GmbH & Co. KG
Aqualine Resources, Inc.
CPFilms
HTR-GROUP
Retro-Tech Systems, Inc.
Sarnafil Roofing Systems
Siemens Building Technologies
Stones River Companies
Wheatstone Energy