



2017 Energy Services Coalition's Market Transformation Conference

Green Valley Ranch Resort & Spa, Henderson, NV



PRELIMINARY AGENDA

Updated July 20, 2017

DAY 1 – WEDNESDAY, AUGUST 9, 2017

- 3:00 – 5:00 pm** **Conference Registration**
- 3:00 – 5:00 pm** **Exhibit Set-Up**
Exhibitors will display the latest technologies and trends in energy efficiency products, services and strategies.
- 5:00 – 7:00 pm** **Welcome Reception – Hospitality Suite**
Sponsored by Ameresco and McKinstry – ESC's 2017 Gold PLUS Sponsors



DAY 2 – THURSDAY, AUGUST 10, 2017

- 8:00 am – 8:00 pm** **Conference Registration**
- 8:00 am – 2:00 pm** **Exhibit Set-Up**
Exhibitors will display the latest technologies and trends in energy efficiency products, services and strategies.
- 1:00 – 2:00 pm** **ESC Board of Directors Meeting, Room Location: El Viento II**
- 2:00 – 3:30 pm** **Concurrent Breakout Sessions**
- Breakout #1: Local Public Sector GESPC Training**
Room Location: El Viento I
The Nevada ESC Chapter will host an abbreviated training for local officials on how performance contracting works for the public sector in Nevada.
- Moderator:** Jim Knutson, UMCI
Presenters:
Leslie Larocque, McKinstry
Chris Halpin, Celtic Energy
Neal Skiver, GK Baum
Steven Frost, Ameresco
- Breakout #2: ESC Training - The Needs Assessment Analysis and Lessons Learned**
Room Location: El Viento II
This training session is open to ESC Chapters and will focus on strategies to maximize State Program success.
- Presenters:**
Dale Hahs, Energy Services Coalition
Jim Ploger, Energy Services Coalition
Eddie Riddle, Energy Services Coalition

3:30 – 4:00 pm **Networking Break – La Sirena (Exhibit Hall)**
The ESC conference will officially kick-off with a networking break in the exhibitor space.

CONFERENCE ROOM FOR KICKOFF – LA CASCADA (Main Conference Room)

4:00 – 4:15 pm **ESC Conference Kick-Off**
Tom Walther, ESC President
Kelly Thomas, ESC Nevada Chapter Co-Chair

4:15 – 4:30 pm **ESC Welcome**
Robin Coon, Council Administrator/Liaison for the City of Henderson

4:30 – 5:00 pm **Opening Keynote: Evolution of GESPC**

Presenter: Dr. Tim Unruh, Deputy Assistant Secretary for Renewable Power,
US Department of Energy

5:00 – 5:15 pm **State of the Nation’s Energy Programs**

Presenter: David Terry, NASEO

5:15 – 6:00 pm **Keynote Panel – The Utility of the Future**
This session addresses the emerging issues in the electric power sector and the impacts of energy efficiency and renewable energy technologies on the power sector.

Moderator: Tom Walther, ESC President
Presenters:
John Hargrove, Association of Energy Services Professionals
Kris Mayes, Arizona State University
Amanda Ormond, Western Grid Group

6:00 – 7:30 pm **ESC National and Nevada Chapter Reception – La Sirena (Exhibit Hall)**

DAY 3 – FRIDAY, AUGUST 11, 2017

7:00 am – 5:00 pm **Conference Registration**

CONFERENCE ROOM FOR BREAKFAST PANEL – LA SIRENA (Exhibit Hall)

7:45 – 8:30 am **How to Achieve Success**
State programs have different strategies for achieving success. Three of the inaugural 2016 ESC Energy Stewardship champion states share programmatic design attributes, tools and strategies that they are employing to accelerate GESPC in their state.

Moderator: Karen Rantamaki, State Energy Manager, New Hampshire
Presenters:
Tony DePrima, Delaware Sustainable Energy Utility
Doug Kilpatrick, Washington State Enterprise Services
Matthew Robinson, Colorado Governor’s Office of Energy (invited)

CONFERENCE ROOM FOR MORNINIG SESSIONS – LA CASCADA (Main Conference Room)

8:45 – 9:30 am **Emerging Technologies**
New and emerging energy technologies are transforming the way our public buildings and infrastructure use energy. This session will explore new trends and technologies that are improving energy efficiency in our buildings and facilities.

Moderator: Leslie Larocque, McKinstry

Presenters:

Jorge Figueroa, Western Resource Advocates

Darren Smith, Northwest Edison

Doug Dahle, National Renewable Energy Labs

9:30 – 10:15 am

Government Affairs

States, cities, schools and other government entities across the US are enacting legislation, resolutions and rules to reduce energy usage in their buildings. This session will explore the policy trends that are impacting performance contracting projects in 2017.

Moderator: Phillip Lowery, Johnson Controls

Presenters:

Don Gilligan, NAESCO

Howard Geller, SWEEP

Christine Keck, Energy Systems Group

10:15 – 10:30 am

Networking Break in La Sirena (Exhibit Hall)

10:30 – 11:15 am

G(ESPC) is for Guarantee

The savings guarantee forms the basis of what makes GESPC work. This panel will explore how the guarantee is treated differently from state to state and the challenges and the value the guarantee presents for project participants and the programs.

Moderator: Dale Hahs, Energy Services Coalition

Presenters:

Karen Pelzer, All American Investment Group, LLC

Neil Skiver, George K. Baum & Company

11:15 am – 12:00 pm

What Success Looks Like

ESCOs are leading the way in developing and implementing practical solutions to reducing energy consumption for public and private sector buildings. The implementers share their innovative projects that resulted from a guaranteed energy savings performance contract.

Moderator: Mary Blackmon, Alabama Department of Economic and Community Affairs

Presenters:

Dan Addink, McKinstry

Mark Korinek, Carson City SD

Lenny Byrd, Ameresco

12:00 – 1:00 pm

Keynote Luncheon in La Sirena (Exhibit Hall)

Presenters: Phillip Lowery and Larry Augustine, Johnson Controls

CONFERENCE ROOM FOR AFTERNOON SESSIONS – LA CASCADA (Main Conference Room)

1:15 – 2:00 pm

The Role of the 3rd Party Administrator (Owner's Rep)

This interactive session explores how the concept of a third-party administrator (Owner's Rep) for Guaranteed Energy Savings Performance Contracts has evolved and is helping safeguard the public sector client.

Presenters:

Chris Halpin, Celtic Energy

John Canfield, Trident Energy

Kelly Thomas, Nevada Governor's Office of Energy

2:00 – 3:30 pm

States and Chapters Roundtable

The traditional closing session is our Chapters/States in Action session that provides a glimpse at the GESPC activities going on in State Chapters and Energy Offices around the country.

Moderators: Eddie Riddle and Jim Ploger, ESC State Liaisons

3:30 – 5:00 PM

Closing Reception and Awards Ceremony in La Sirena (Exhibitor Hall)

5:00 – 6:30 PM

Exhibitor Breakdown

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