



# 2017 Energy Services Coalition's Market Transformation Conference

Green Valley Ranch Resort & Spa, Henderson, NV



## FINAL AGENDA

Updated August 6, 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: La Estrella**
- 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 on how performance contracting works for the public sector in Nevada.*
- Moderator:** Jim Knutson, UMCI  
**Presenters:**  
Leslie Larocque, McKinstry  
Chris Halpin, Celtic Energy  
Kathy Ogle, City of Henderson  
Steven Frost, Ameresco
- Breakout #2: ESC Training - The Needs Assessment Analysis and Using ESC Resources**  
**Room Location: El Viento II**  
*This training session 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 official start of the ESC conference begins 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**  
*Councilwoman Gerri Schroder, City of Henderson*
- 4:30 – 4:45 pm**      **State of the Nation’s Energy Programs**  
**Presenter:** *David Terry, National Association of State Energy Officials (NASEO)*
- 4:45 – 6:00 pm**      **Opening 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**

**7:15 am**                **Breakfast Buffet**

## 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 of New Hampshire, Department of Administrative Services, Division of Plant & Property Management*  
**Presenters:**  
*Tony DePrima, Delaware Sustainable Energy Utility*  
*Doug Kilpatrick, Washington State Enterprise Services*  
*Matthew Robinson, Colorado Energy Office*

## CONFERENCE ROOM FOR MORNING 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 (NREL)*
- 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:** Russell Garcia, Johnson Controls

**Presenters:**

Don Gilligan, National Association of Energy Service Companies (NAESCO)

Tom Polikalas, Southwest Energy Efficiency Project (SWEEP)

Christine Keck, Energy Systems Group (ESG)

**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

Tony DePrima, Delaware Sustainable Energy Utility

**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 School District

Lenny Byrd, Ameresco

**12:00 – 1:00 pm      Keynote Luncheon in La Sirena (Exhibit Hall)**

**Introductions:** Alan Okimoto, Hawaii State Energy Office

**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 3<sup>rd</sup> 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.*

**Moderator:** Peter Berger, Minnesota Department of Commerce

**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 GESPC activities going on in State Chapters and Energy Offices around the country. ESC State Chapters and State Energy Offices represented at the conference and participating in the State Roundtable discussion include: Ohio, Minnesota, Nevada, Kentucky, Arizona, Delaware, Washington, Florida, Connecticut, Nebraska, Hawaii, New Hampshire, Colorado, Montana, New Mexico, Wyoming, Tennessee, and Kansas.*

**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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