

# ENERGY EFFICIENCY SUMMIT EAST 2008

December 8-10, 2008—Washington, DC

Tuesday, December 9, 2008:

- 8:00-8:10 Administrative Announcements
- 8:10-8:30 Chairman's Introduction: **An Overview of New Developments in Energy Efficiency and Demand Management**  
**Bernays (Buz) T. Barclay**, *Partner*, DICKSTEIN SHAPIRO LLP
- 8:30-9:15 Keynote Address: **Demand Response and Energy Efficiency – The NEW Renewable**  
**Robert M. Chiste**, *Chairman, President & CEO*, COMVERGE, INC.

## ***Implementing Energy Efficiency & Demand Management Initiatives***

- 9:15-10:45 Panel Discussion: **Regulators' Perspectives on Encouraging Energy Efficiency and Demand Management**  
*This panel of state regulatory officials will discuss their potential roles in facilitating the introduction of energy efficiency programs and technologies.*
- What provisions do they think will be needed to incentivize the expansion of energy efficiency and demand response?
  - Potential roles of regulators in climate control initiatives—do their charters need to be changed?
  - What will be needed to support energy efficiency programs—rate de-coupling, rate-basing efficiency programs, or other measures?
  - Perspectives on efficiency, smart metering, demand response, smart grids and green building

Moderator:

**Craig McDonald**, *Managing Director*, NAVIGANT CONSULTING

Panelists:

**Gregory Coleman**, *Market Manager, Office of Clean Energy*,  
NJ BOARD OF PUBLIC UTILITIES

**Sam J. Ervin, IV**, *Commissioner*, NORTH CAROLINA UTILITIES  
COMMISSION (invited)

**Craig Glazer**, *Vice President, Federal Government Policy*,  
PJM INTERCONNECTION

**Dennis O'Brien**, *Commissioner*, MINNESOTA PUBLIC UTILITIES  
COMMISSION

10:45-11:15 Morning Refreshment & Networking Break

11:15-Noon **Potential Role of Energy Efficiency and Demand Management in Carbon Reduction and Control**

*It seems clear that energy efficiency and demand reduction form a valuable weapon in the fight against carbon emissions and global warming. However, it is not clear how that value will be monetized. This presentation will explore the ways that energy efficiency and demand management might be handled in nascent carbon control regimes.*

- Climate concerns and probable national carbon regime
- RGGI, California, and Western climate control initiatives as interim solutions
- Energy Efficiency and Demand Response as a part of RPS
- White Tags
- State and local incentives for energy efficiency

**James S. Heath**, *Head of US Origination, ECOSECURITIES*

Noon-1:30 Group Luncheon

1:30-2:15 **Energy Efficiency's Role in State RPS Programs—Ownership of “White Tags” & Other Issues**

*A major unresolved issue regarding the treatment of energy efficiency and demand response programs is whether they should in fact be accorded “white tags” as carbon reduction projects, and if so, who should retain the credit. Likewise, there have been many discussions regarding energy efficiency's place in state RPS and energy master planning. This presentation will explore these issues.*

**Mel Jones**, *President and CEO, STERLING PLANET, INC.*

<b><i>Surmounting the Hurdles in Implementing Energy Efficiency &amp; Demand Management Programs</i></b>
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2:15-3:00 **Using Next Generation Energy Efficiency Technologies to Support Climate Change Initiatives**

*This presentation will provide an overview of energy efficiency emerging technology activities. At the end of the presentation, attendees will have a good knowledge of technologies that are currently under review; when these technologies might be available on the market; how they might participate with emerging technology demonstration projects; the benefits of the technologies in terms of energy savings and environmental improvements; cost of new measures; and risks associated with the technologies.*

**Steve Galanter**, *Manager, Strategic Planning & Technical Services, Energy Efficiency Division, SOUTHERN CALIFORNIA EDISON*

3:00-3:30 Afternoon Refreshment & Networking Break

3:30-5:00 pm Panel Discussion: **Establishing Incentives for Utility Implementation of Energy Efficiency Programs**

*This panel of utility executives and other stakeholders will share their perspectives on what types of incentive programs will be effective, and whether decoupling or rate-basing energy efficiency and demand response activities is needed to ensure the success of these programs.*

Moderator:

**Thomas C. Orvald**, Associate, PILLSBURY WINTHROP LLP

Panelists:

**Scott Brockett**, Manager, Pricing & Planning, XCEL ENERGY

**Rebecca Craft**, Director, Energy Efficiency Programs, CON EDISON

**Joseph Franz**, Director, Product Management, CONSTELLATION  
NEWENERGY

**Carol White**, Director, Energy Efficiency Evaluation & Regulatory  
Affairs, NATIONAL GRID

SUMMIT, DAY TWO

Wednesday, December 10, 2008:

<b><i>Assessing the Opportunities for New Energy Efficiency Technology</i></b>
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8:00-9:15 Panel Discussion: **Investors' Perspectives on Investment Strategies for Energy Efficiency-Driven Sectors**

*This panel of venture capital and equity investors will discuss the overall prospects for energy efficiency and demand management technologies, as well as the potential market in residential, commercial and industrial sectors for energy efficiency technologies.*

Moderator:

**Peter V.K. Funk, Jr.**, Partner, DUANE MORRIS LLP

Panelists:

**Philip J. Deutch**, Managing Partner, NGP ENERGY TECHNOLOGY  
PARTNERS (invited)

**Joyce Ferris**, Founder & Managing Partner, BLUE HILL PARTNERS

**David F. Lincoln**, Managing Partner, ELEMENT PARTNERS

**Charles J. "Chuck" McDermott**, General Partner, ROCKPORT  
CAPITAL PARTNERS

9:15-10:30 Panel Discussion: **Opportunities for Energy Efficiency Technologies in Residential & Commercial Markets**

*A recent McKinsey Group report indicated that the residential sector is not only the largest single energy-use sector, accounting for one-quarter of global demand; it is also where the largest energy productivity opportunities are waiting to be seized. The same report predicted that the commercial sector would show 2.2% growth per year in energy consumption through 2020. The same source reports that the major hurdle in tapping these areas is overcoming market imperfections related to lack of information. This panel will examine the current state and future outlook for technology for energy intelligence and efficiency at the home and facility level.*

- Facility- and Enterprise-Level Energy Management Software and Information Systems
- Thermal Storage

Moderator:

**Ed Barbour**, *Director*, NAVIGANT CONSULTING

Panelists:

**David Brewster**, *President & Co-Founder*, ENERNOC INC.

**Rick Gerardi**, *Senior Manager – Energy Efficiency Services Group*,  
LOCKHEED MARTIN

**Daniel Poore**, *CEO & President*, NOVEDA TECHNOLOGIES

**Frank R. Ramirez**, *CEO*, ICE ENERGY, INC.

**Mark Breuker**, *Director of Client Solutions – ADVANTAGE IQ*

10:30-11:00 Morning refreshment & networking break

11:00-12:15 Panel Discussion: **Opportunities for Utility Technology Applications—Smart Grid, AMI and Energy Storage Systems for Demand Management & Response**

*Major efforts are underway in the US to increase the intelligence of the grid and increase the information flow to and from customer sites. This panel will examine the current state of technology and progress being made to overcome the hurdles of introducing new technologies in a traditionally conservative industry.*

- Smart Metering
- AMI
- Fast switching
- Micro-grid management systems

Moderator:

**Peter V.K. Funk, Jr.**, *Partner*, DUANE MORRIS LLP

Panelists:

**Daniel Drolet**, *EVP*, PCN TECHNOLOGY, INC.

**David Bonnett**, *Vice President*, ACLARA SOFTWARE

**Rich Huntley**, *Practice Lead, Energy Efficiency and Demand Response*,  
VERTEX

**Anno Scholten**, *VP of Business Development*, NOVUSEDGE INC.

12:15

Conference Adjourns