

Energy Efficiency at High Noon:
Blazing a New Future

November 16-18, 2005



NAESCO 22nd Annual Conference

The Ritz-Carlton, Lake Las Vegas
Henderson, NV

Why Attend

Discover new and better ways to differentiate your company and position it as a market leader.

Understand the market trends driving your business this year.

Learn what's on the horizon affecting your business in the future.

- The impact of energy market volatility on pricing and supply
- The use of incentives and tax credits to enhance project economics
- How conflicting economic predictors are clouding the forecasting future
- Market opportunities and challenges in the western U.S.
- The impact of industry consolidation and other trends changing market dynamics
- Whether the accelerating interest in reducing greenhouse gas emissions bodes well for the industry
- The changing profile of the Federal customer

Efficiently market your products and services.

- Attendees can network with the national leaders in the industry
- Vendors can make sales connections with the senior executives of ESCOs
- Companies and their managers can increase their market visibility and influence

Who Should Attend

ESCOs, Energy Efficiency Equipment and Service Vendors:

Principals, VPs and Senior Managers of Sales, Marketing, Engineering, Performance Contracting, and Distributed Generation

Utility Representatives:

Directors and Managers of Energy Efficiency and Distributed Generation

Distributed Generation Developers:

Principals and Senior Managers

Distributed Generation Equipment Vendors:

VPs and Senior Managers of Sales, Marketing, and Engineering

Facilities:

VPs, Directors and Managers of Facilities, Facility Management, Building Operations, Energy, and Engineering

Policy Makers and Consultants:

Specialists in Demand Reduction and Distributed Energy Resources



Schedule of Events

TUESDAY, NOVEMBER 15

12:00 noon **Golf Tournament**
Tuscany Golf Club

WEDNESDAY, NOVEMBER 16

9:00 am – 4:00 pm **Registration**

9:00 am – 4:00 pm **Vendor Showcase Setup**

12:30 pm – 2:30 pm **Vendor Face-to-Face Meetings with ESCOs (pre-arranged)**

2:30 pm – 4:00 pm **Go West Young Man: Making the Most of the Regional Opportunities**

Getting it Right: Championing Energy Efficiency at the State Commission Can Be a Challenge

■ **Mark Spitzer**, Commissioner, Arizona Corporation Commission

Are New Energy Efficiency Policies and Programs Creating a Fertile Market in the Southwest for Market Providers?

■ **Howard Geller**, Director, Southwest Energy Efficiency Project

Why the Western Governors' Association Is Taking an Active Interest in the Possibilities Created By a Broader Use of Energy Efficiency

■ **Rich Halvey**, Program Manager, Western Governors' Association Energy Task Force

Moderator: **Donald D. Gilligan**, Principal, Predicate, LLC

4:00 pm – 5:30 pm **Implementing Energy Efficiency in California, New Mexico and Nevada: Maximizing Incentives and Minimizing Road Blocks**

Building on the California Experience: What More Can Be Done to Promote Implementation of Energy Efficiency Measures in California?

■ **Audrey Chang**, Staff Scientist, Natural Resources Defense Council

DSM Comes Back to New Mexico

■ **Jeff Burks**, Director of Environmental Sustainability, PNM

Harnessing Demand in Power Hungry Nevada

■ **John Hargrove**, Senior Program Manager, Sure Bet Program, Nevada Power Company & Sierra Pacific Power Company

Moderator: **Tom Bowen**, Vice President, Institutional Sales, Sempra Energy Services

5:30 pm – 6:30 pm **Parade of Stars: Exhibitors Tell Us What's New & Notable**

6:30 pm – 8:00 pm **Opening Night Reception**
Sponsored by **Philips Lighting Company**

To attend only the Wednesday Southwest Session and Opening Night Reception, there is a special registration fee of US \$195.00.



Schedule of Events

THURSDAY, NOVEMBER 17

8:45 am – 9:00 am

Introduction and Welcome

■ **Bob Dixon**, Senior Vice President, Global Head, Energy Services & Solutions, Siemens Building Technologies, Inc.

9:00 am – 9:45 am

Keynote Address

9:45 am – 10:15 am

Break – Vendor Showcase

Sponsored by **OSRAM SYLVANIA INC.**

10:15 am – 10:45 am

Are Fossil Fuels Pricing Themselves Out of the Market?

■ **Robert Young**, Managing Director, economists.com

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

10:45 am – 11:45 am

Redefining the Politics of Energy & Climate Change

■ **David Doniger**, Climate Center Policy Director, Natural Resources Defense Council

■ **Andrew Mangan**, Executive Director, U.S. Business Council for Sustainable Development

■ **Shelley Fidler**, Principal, Van Ness Feldman

Moderator: **Gerrit Reinders**, Director of Sustainable Energy Solutions, Johnson Controls, Inc.

11:45 am – 12:30 pm

Using Federal and State Energy Efficiency and Renewable Energy Incentives and Tax Credits to Enhance Project Economics

■ **William Garnett, III**, Senior Vice President, National City Energy Capital

■ **William Golove**, Scientist, Lawrence Berkeley National Laboratory

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

12:30 pm – 1:45 pm

Luncheon Address

Can ESCOs Deliver the Projected Amount of Energy Efficiency Resources in California?

■ **Dian Grueneich**, Commissioner, California Public Utilities Commission

1:45 pm – 2:45 pm

Maintaining a Robust Industry in the Midst of Consolidation and Other Market Changes: A Roundtable

■ **S. Lynn Sutcliffe**, CEO, EnergySolve LLC

■ **David Weiss**, Group President, Pepco Energy Services, Inc.

■ **John Mahoney**, Chief Operating Officer, Chevron Energy Solutions

■ **Wes McDaniel**, Vice President, Energy Solutions, TAC/Tour Andover Controls Energy Solutions

■ **Jim Adams**, President, Energy Systems Group

■ **Lou Ronsivalli**, Contracting Solutions Program Leader, Trane

Moderator: **Bob Dixon**, Senior Vice President, Global Head, Energy Services & Solutions Siemens Building Technologies, Inc.



Schedule of Events

2:45 pm – 3:15 pm

Break – Vendor Showcase

Sponsored by **OSRAM SYLVANIA INC.**

3:15 pm – 4:30 pm

The Federal Market: 7/11 or Snake Eyes

■ **Curt E. Murdock**, Energy Program Manager, U.S. Army Corps of Engineers, Huntsville Engineering & Support Center

■ **Douglas Dahle**, Senior Project Manager, National Renewable Energy Laboratory

■ **Donna Munyon**, Director, Specialty Center Contracts Core, Department of the Navy

Moderator: **Peter Y. Flynn**, Principal, Bostonia Federal Leasing

5:30 pm – 7:30 pm

Networking Reception

Sponsored by **Siemens Building Technologies, Inc.**

FRIDAY, NOVEMBER 18

8:30 am – 12:30 pm

Special Off-Site Session

Behind the Glitter

The casinos are 24-hour operations which are powered by money and energy. Presentations from facility managers and a site visit to the energy center of two major casinos reveal unique energy challenges.

■ **MGM Mirage**

■ **Fitzgerald's Casino (Las Vegas City Centre District Energy Plant)**

You must register for this site visit to ensure a seat on the bus. There is no additional charge.



NAESCO gratefully acknowledges our sponsors:

Platinum

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UCONS, L.L.C.

Vendor Showcase includes the following firms:

Advance Transformer
ALANOD Aluminum
Bostonia Federal Leasing
CitiCapital
Conservation Resources Group
Cooper Lighting
Fluidics, Inc.
Harris Lighting
Howard Industries
HTR-GROUP

Intellidyne, Inc.
Lithonia Lighting
Maxlite
Metrolight
National City Energy Capital
OSRAM SYLVANIA Inc.
Philips Lighting Company
Powersmiths Corporation
Retro-Tech Systems, Inc.
Sarnafil Roofing Systems

SLi Lighting
Stones River Companies
Tristar Lighting
Unilux Advanced Manufacturing
Universal Lighting Technologies, Inc.
Verdiem Corporation
Westinghouse Industrial Lighting
Solutions
Wheatstone Energy



About NAESCO

NAESCO is proud of its leadership role in devising innovative policies for a changing marketplace. NAESCO represents every facet of the energy services industry and is the industry's advocate for the cost effective delivery of comprehensive energy services to all customer classes. NAESCO strongly promotes the benefits of distributed resources, including energy efficiency, in an evolving market.

In order to ensure industry quality, NAESCO sponsors a rigorous accreditation program for ESCOs, Energy Service Providers and Energy Efficiency Contractors to recognize capabilities and project experience. NAESCO works to help open new markets for energy services by directly promoting the value of demand reduction to customers through seminars, workshops, training programs, publication of case studies and guidebooks, and the compilation and dissemination of aggregate industry data. NAESCO also brings together energy service providers from around the world to facilitate market opportunities.

Hotel Information

The NAESCO 2005 Annual Conference will be hosted at the Ritz-Carlton, Lake Las Vegas, 1610 Lake Las Vegas Parkway, Henderson, Nevada 89011. AAA Five Diamond-rated, The Ritz-Carlton, Lake Las Vegas, provides the ultimate "other Las Vegas" experience just 17 miles from the Las Vegas Strip. Offering luxurious accommodations, it is within easy walking distance of nearby shopping, restaurants, and gaming.

Hotel reservation should be made by contacting the hotel directly at 702/567-4700. NAESCO's special conference rate is \$189 per night, single or double. Please inform the hotel reservation representative that you are attending the National Association of Energy Service Companies' conference in order to qualify for this special rate.

The hotel reservation cut-off date for this rate is October 22, 2005. Space is limited so, to ensure that rooms are available, early reservations are advised. Conference attendees are responsible for making their own hotel arrangements.

Cancellation Policy

Conference registration fees are refundable in full if notification is provided in writing to NAESCO no later than Friday, October 28, 2005. A deduction of \$200 will be made from the refund for all cancellations received between October 29, 2005 and November 4, 2005. Notice of cancellation must be received in writing by fax or e-mail and must be received by NAESCO prior to Friday, November 4, 2005. No refunds will be made for cancellations received thereafter.



REGISTRATION FORM

Pre-registration is strongly recommended, as space is limited. We may not be able to accommodate onsite registration.

Registration Information

Please type or print clearly.

NAME _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY/STATE/PROVINCE _____

POSTAL CODE _____ COUNTRY _____

TELEPHONE _____ FAX _____

EMAIL _____

Conference Fees

Registration fee includes: conference, conference materials, continental breakfasts, lunch, and two cocktail receptions.

Registration for the Conference indicates that you hold harmless NAESCO and each of its officers, directors, and staff from and against all liabilities, claims, damages, costs and expenses arising from your participation in the Conference and all events scheduled by NAESCO in conjunction with the Conference.

Special Activities

Golf Outing on Tuesday, November 15

US \$110 per person
Shotgun start at noon

Casino Tour on Friday, November 18

I will participate in the Casino Tour.
Reserve a seat for me on the bus. (No fee)

Payment

Payment by check or credit card MUST be received in advance or at the door. Check or money order enclosed (make payable to NAESCO)

Please charge to:

CARD NUMBER _____

EXPIRATION DATE _____

SIGNATURE _____

Early Registration Fee

Payment received on or before October 28, 2005

NAESCO Members

- One Registrant: US \$795
- Team of 3 or more: US \$550 each

Non-Members

- One Registrant: US \$895
- Team of 3 or more: US \$620 each

Public Sector Attendees (Government entities only)

NAESCO Members

- One Registrant: US \$395
- Team of 2 or more: US \$325 each

Non-Members

- One Registrant: US \$425
- Team of 2 or more: US \$350 each

Regular Registration Fee

Payment received after October 28, 2005

NAESCO Members

- One Registrant: US \$895
- Team of 3 or more: US \$625 each

Non-Members

- One Registrant: US \$995
- Team of 3 or more: US \$720 each

Public Sector Attendees (Government entities only)

NAESCO Members

- One Registrant: US \$425
- Team of 2 or more: US \$395 each

Non-Members

- One Registrant: US \$495
- Team of 2 or more: US \$450 each

Onsite Registration Fee

(Team discounts do not apply)

If space is available, those registering onsite MUST pay by check or credit card at the time of registration.

- NAESCO Member: US \$995
- Non-Member: US \$1,095

Public Sector Attendees (Government entities only)

- NAESCO Member: US \$475
- Non-Member: US \$550


I will attend only the afternoon Southwest market session and Opening Night Reception on Wednesday, November 16

- US \$195 special registration fee (if not registering for the full conference)


Team discounts


Team Registrants must be from the same organization and register at the same time. Please attach a separate piece of paper for additional registrants from the same organization. Team discounts do not supersede the registration fee schedule for exhibitors and members of their team.

Five easy ways to register:

 Mail NAESCO
1615 M Street, NW Suite 800
Washington, DC 20036

 internet
www.naesco.org/conference_reg.htm

 Email
mlb@dwgp.com

 Fax
202/822-0955

 Telephone
202/822-0954

