

FIFTH ANNUAL NAESCO FEDERAL MARKET WORKSHOP
THE EVOLVING ROLE OF ESPCs IN THE FEDERAL MARKET

March 19, 2009

Pepco Building, 701 Ninth Street, NW, Washington, DC 20068

Agenda

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| 8:00 am – 8:30 am | Registration and Continental Breakfast |
| 8:30 am – 8:45 am | Welcome and Opening Remarks <ul style="list-style-type: none">• David Weiss, President & Chief Operating Officer, Energy Services, Pepco Energy Services• Adam Procell, President, Energy Consulting & Technical Services, Lime Energy |
| 8:45 am – 9:15 am | Keynote Address
“Meeting the Federal Mandate for Efficiency” <ul style="list-style-type: none">• Richard G. Kidd, IV, Program Manager, Federal Energy Management Program, U.S. Department of Energy |
| 9:15 am – 10:00 am | Assessing the Federal Commitment to ESPCs (Part I – The Industry Experience)
<i>An industry view of the federal ESPC program</i>
<i>Results from the NAESCO 2010 survey of federal market providers</i> <ul style="list-style-type: none">• Donald Gilligan, President, NAESCO• Jennifer Schafer, President, Cascade Associates Moderator: David Weiss , President & Chief Operating Officer, Energy Services, Pepco Energy Services |
| 10:00 am – 10:15 | Break |
| 10:15 am – 11:30 am | Assessing the Federal Commitment to ESPCs (Part II – The Federal Government’s ESPC Profile)
<i>What is the level of ESPC investment?</i>
<i>Is federal interest in ESPCs and UESCs waning?</i>
<i>How robust is the existing ESPC pipeline?</i>
<i>What do federal managers see as remaining barriers to the fullest use of ESPCs and workable solutions to overcome these barriers?</i> <ul style="list-style-type: none">• Ab Ream, Energy Technology Program Specialist, Federal Energy Management Program, U.S. Department of Energy• Randy Smidt, Program Manager for Alternative Financing, Office of Assistant Chief of Staff for Installations Management, Energy & Utilities Branch, U.S. Department of the Army |

- **CDR Brad Hancock**, EPMO Operations Manager, Naval Facilities Engineering Command
 - **Rick Khan**, Principal Deputy Regional Commissioner, U.S. General Services Administration
- Moderator: **James Dixon**, Vice President, Energy Services, ConEdison Solutions

11:30 am – 12:15 pm

Federal Leadership in Environmental, Energy and Economic Performance

Assessing the impact of Executive Order 13514 and OMB scorecards on agency behavior and ESPC implementation

- **Leslie Gillespie-Marthaler**, Senior Program Manager, Office of the Federal Environmental Executive, Council on Environmental Quality
- **Cynthia Vallina**, Deputy Associate Administrator and Senior Budget Analyst, Office of Management and Budget

Moderator: **Shelley Fidler**, Principal and Managing Director, Environmental and Government Resources, Van Ness Feldman

12:15 pm – 1:30 pm

Networking Lunch

1:30 pm – 3:00 pm

Pending Federal Legislation with Potential Stimulative Effects on Energy Service Providers

Is passage of a jobs bill or climate bill likely this year and what might be the impact on providers of energy efficiency goods and services?

What are the key national energy efficiency coalitions doing to change the federal legislative agenda?

What's the current data about the relationship between job creation and global warming trends and energy efficiency?

- **Jeff Genzer**, Partner, Duncan, Weinberg, Genzer & Pembroke
- **Steve Nadel**, Executive Director, American Council for an Energy-Efficient Economy
- **Reid Detchon**, Executive Director, Energy Future Coalition
- **Kara Saul Rinaldi**, Energy and Climate Change Policy Specialist, ERM/Efficiency First

Moderator: **S. Lynn Sutcliffe**, Principal, EnergySolve LLC

3:00 pm – 4:00 pm

Impact of the Stimulus Money on State and Local Government Spending on Efficiency: What We Know So Far

- **Claire Broido Johnson**, Acting Program Manager, Office of Weatherization and Intergovernmental Programs, U.S. Department of Energy
- **David Terry**, Executive Director, National Association of State Energy Officials
- **Michael Belarmino**, Special Projects Coordinator, Recovery Act, National Association of Counties

Moderator: **Donald Gilligan**, President, NAESCO