



2017 National Conference on Energy Efficiency as a Resource

CONFERENCE PROGRAM

(as of 8/22/17)

Wigwam Arizona • Litchfield Park, AZ • October 30 – November 1, 2017

Monday, October 30

4:00 – 7:00 pm Registration

5:00 – 7:00 pm Reception

Tuesday, October 31

7:00 am – 6:00 pm Registration

7:00 – 8:00 am Breakfast

8:00 – 9:45 am Conference Welcome, Introductions and Keynote Address

Welcome & Introductions

Welcome: **Martin Kushler**, American Council for an Energy-Efficient Economy

Introduction: **Steve Nadel**, American Council for an Energy-Efficient Economy

Keynote Presenter: **Patricia Vincent-Collawn**, Chairman, President and CEO of PNM Resources and recently elected Chairman of the Board of Edison Electric Institute

9:45 – 10:00 am Networking Break

10:00 – 11:45 am Plenary Session

Regional Round-Up: Utility Energy Efficiency Highlights from around the United States

Moderator: **Maggie Molina**, American Council for an Energy-Efficient Economy

Presenters:

- Midwest: **Will Baker**, Midwest Energy Efficiency Alliance
- Northeast: **Sue Coakley**, Northeast Energy Efficiency Partnerships
- Northwest: **Susan Stratton**, Northwest Energy Efficiency Alliance
- California: **Michelle Vigen**, California Efficiency and Demand Management Council
- Southwest: **Howard Geller**, Southwest Energy Efficiency Project
- South-central: **Chris Herbert**, South-Central Partnership for Energy Efficiency as a Resource
- Southeast: **Cyrus Bhedwar**, Southeast Energy Efficiency Alliance

Lunch and the opportunity to view and discuss the following poster presentations:

Christine Donovan, Vermont Energy Investment Corporation
Net Zero + Low Income + Innovative Thinking = A New Residential Energy Efficiency Resource

Paul Geary, DNV GL
Seeing the Light: Partnering with Local Government to Achieve Significant Savings

Ian Hammon-Hogan, BIRAenergy
Financial Analysis of a Replicable and Scalable Near-Zero Net Energy Retrofit for Low-Income Housing

Ray Hawksley, Energy Trust of Oregon
Air Abatement: Necessary Evil or Cost Reduction Opportunity

Alex Katzman, Enervee
Driving Engagement and Savings by Rethinking How to Incentivize Efficient Products

Maria Mauceri, Advanced Energy
SystemVision Affordable Housing Program

Tom Quasius, APTIM
Energy New Orleans, Energy Smart Demand Side Management Program

Ethan Rogers, American Council for an Energy-Efficient Economy
The Features and Benefits of a National On-line Marketplace for Energy Efficiency Programs

Brian Selby, Selby Energy
Increasing Energy Efficiency through Codes and Standards

Mohammed Shahini, DNV GL
Leveraging Energy Efficiency to Save Water in Industrial Facilities

Mary Shoemaker, American Council for an Energy-Efficient Economy
Energy Usage Data Access: The Role of State Regulators

Gary Swan, National Energy Foundation
The First National Survey on Energy Literacy: Insights for Energy Efficiency

Sean Denniston, New Buildings Institute (*invited*)
Multifamily New Construction: A Market Divided by the Energy Code

Jerry Zolkowski, DNV GL
Consumers Energy Industrial Energy Management (IEM) Program

John Zvimba, South African Water Research Commission
Exploring Opportunities for Energy Generation and Efficiency within Wastewater Services: Perspective from a Developing Country

Energy Efficiency as a Resource (IRP, EE Potential) Track

Session 1A: IRP Key Concepts and Examples

Modeling DSM Resources in the Southwest: Evolution of the “Bottom-Up” Approach

Presenter: **Jeff Schlegel**, Schlegel & Associates

Energy Efficiency as a Supply-Side Resource in Electricity Modeling

Presenter: **Etan Gumerman**, Duke University

Integrated Resource Planning: Giving a Fair Shake to the Lowest Cost Resource

Presenter: **Nick Dreher**, Midwest Energy Efficiency Alliance

Energy Efficiency Programs (Residential, Commercial and Industrial) Track

Session 1B: Strategies for Large Industrial

Putting Large Energy Users in the Driver’s Seat: Giving Customers More Control with Self-Direct Programs

Presenter: **R. Neal Elliott**, American Council for an Energy-Efficient Economy

Addressing Customer Energy Concerns through Strategic Utility Engagement

Presenter: **Cole Granrath**, Franklin Energy Services

Should Large Customers Stay or Should They Go? A Solution to the Opt-Out Dilemma

Presenters: **Sean McCoy**, DNV GL

Crystal DeCocker, DNV GL

Utility of the Future Track

Session 1C: Key Issues for Utilities of the Future

The Role of Energy Efficiency in the Utility of the Future: Getting Los Angeles to 100% Renewable and Zero Carbon by 2025!

Presenter: **Ted Flanigan**, EcoMotion

Integrating Markets and Public Policy, and the Case for Considering Energy Efficiency in the Discussion

Presenter: **Cheryl Jenkins**, Vermont Energy Investment Corporation

Energy Efficiency: Cornerstone Resource in the Utility of the Future

Presenter: **Leslie Malone**, Dunsky Energy Consulting

Measuring the Energy Efficiency Resource Track

Session 1D: Energy Efficiency Evaluation, Key Issues and Examples

Moderator: **Sharyn Barata**, Opinion Dynamics

Review and Categorization of TRMs in the Market

Presenter: **Greg Ehrendreich**, Midwest Energy Efficiency Alliance

From Gross to Net: The True Impact of Energy Efficiency Resources

Presenter: **Erin Malone**, Synapse Energy Economics

Turning Locational Value to Real Dollars

Presenter: **Haider Khan**, ICF

Session 1E: Natural Gas Energy Efficiency Programs

Using Demand-side Resources to End a Moratorium on New Customers for a Local Natural Gas Company in Massachusetts

Presenter: **Kenji Takahashi**, Synapse Energy Economics

Integrated Resource Planning: The Role of Climate Change Policy and Energy Efficiency on Natural Gas Distribution System Design

Presenter: **Suzette Mills**, Enbridge Gas Distribution

3:00 – 3:30 pm

Networking Break

3:30 – 5:30 pm

Breakout Sessions

Energy Efficiency as a Resource (IRP, EE Potential) Track

Session 2A: Energy Efficiency Potential

Moderator: **Dick Spellman**, GDS Associates, Inc.

New National Estimates of State-by-State Energy Efficiency Potential

Presenter: **Danielle Sass Byrnett**, US Department of Energy

Energy Efficiency Resource Planning Tools for the 21st Century

Presenter: **Eric Wilson**, National Renewable Energy Laboratory

Potential Studies: Don't Maximize...Optimize!

Presenter: **Philippe Dunsky**, Dunsky Energy Consulting

Raising the Bar: At What Cost? A Twenty State Review of Savings and Spending on EE Programs vs. Potential

Presenter: **Toben Galvin**, Navigant

Energy Efficiency Programs (Residential, Commercial and Industrial) Track

Session 2B: Lightning Session: Residential and Commercial Programs

Smart Thermostats for the Small Business Gap

Presenter: **Charlie Richardson**, Consumers Energy

Tariff-Based Utility Financing of Energy Efficiency Measures behind the Meter

Presenter: **Walter Nixon**, Arkansas Public Service Commission

Tuning Programs, Tracking Contractors, and Targeting Inspections with Near Real-time Data

Presenter: **Sarah Norris**, EnergySavvy

Optimizing ENERGY STAR® Retail Products Platform through Field Services

Presenter: **Alice Liddell**, ICF

Residential Energy Efficiency: New Technologies and Data to Enable Value-added Savings

Presenter: **Steve Dunn**, US Department of Energy

Geo-Blitzing Direct Install Program: Engaging Underserved Rural and Urban Small Business Customers

Presenter: **Jason Berry**, Willdan Energy Solutions

Keeping Ahead of the Code: Innovation in Commercial New Construction Programs

Presenter: **Claire Cowan**, Seventhwave

Session 2B: **Lightning Session: Residential and Commercial Programs (continued)**

Beyond Incentives: Using ENERGY START® to Support the Utility as Trusted Energy Advisor

Presenter: **Erin Zayko**, Lockheed Martin Corporation

A Customer Portfolio Approach Overcomes Lack of Resources and Drives Results

Presenter: **Maged Kafafy**, DNV GL

From Crickets to Cash Crops: How to Grow Customer Satisfaction and Savings in the Agriculture Market

Presenter: **Duane Watson**, Franklin Energy Services

Utility of the Future Track

Session 2C: **EE and DER Integration**

Moderator: **Susan Stratton**, Northwest Energy Efficiency Alliance

Energy Efficiency Lighting the Way for New DER

Presenter: **TBD**, ICF

ComEd Sets the Foundation for the Utility of the Future with Smart Thermostat Program

Presenter: **Jacob Stoll**, ComEd

Timing is Everything: Understanding the Future of EE Capability for Utility Operations

Presenter: **Mark Bielecki**, Navigant

Using the Whole Toolbox: Integrating Demand-side Potential Studies

Presenter: **John Agan**, US Department of Energy

Measuring the Energy Efficiency Resource Track

Session 2D: **EM&V 2.0**

Moderator: **Hossein Haeri**, Cadmus

Expanding Efficiency Services and Advancing Utility Program Strategies with M&V 2.0

Presenter: **Ellen Franconi**, Rocky Mountain Institute

Judgement Day: Advances in Evaluation, Measurement, and Verification and the Big Questions Hanging in the Balance

Presenter: **Julia Friedman**, Midwest Energy Efficiency Alliance

How Do We Measure Something that Doesn't Exist and Call It a Resource? Tales from the Counterfactual Number Crunchers

Presenter: **John Backus Mayes**, EnergySavvy

Other Utility Energy Efficiency Delivery Channels

Session 2E: **Natural Gas Energy Efficiency Programs**

“Three Times a Combi” – Unique Approaches to Natural Gas Combination Systems

Presenter: **Aaron Winer**, Northwest Energy Efficiency Alliance

Holistic Natural Gas Programs: How New Mexico Gas Company is Positively Affecting Its Residential Customers

Presenter: **Steve Ellison**, ICF

More Bang for Their Buck: Massachusetts' Natural Gas Customer-wide Advantages

Presenter: **Elyse Doyle**, DNV GL

Energy Advantage Program: Creating Small Medium Business Market Lift

Presenter: **Patsy Dugger**, APTIM

6:30 – 8:30 pm

Welcome Reception

Wednesday, November 1

7:00 am – 4:00 pm Registration

7:00 – 8:00 am Breakfast

8:00 – 9:45 am Plenary Panel

Plenary Panel: **Energy Efficiency and the Utility of the Future**

Moderator: **Steve Nadel**, American Council for an Energy-Efficient Economy

Presenters: **Marion Gold**, Commissioner, Rhode Island Public Utilities Commission
Val Jensen, Senior Vice President, Customer Operations, ComEd
Nancy Lange, Commissioner, Minnesota Public Utilities Commission

9:45 – 10:15 am Networking Break

10:15 – 11:45 am Breakout Sessions

Energy Efficiency as a Resource (IRP, EE Potential)

Session 3A: **Meeting Aggressive Energy Efficiency Goals**

Successful Strategies for Meeting Aggressive Goals Year and Year: The Solution Lies within the Next Generation of Energy Efficiency Programs

Presenter: **Christine Donovan**, Vermont Energy Investment Corporation

Next Generation Energy Efficiency: Identifying Highly Successful Programs and Strategies for Cost-Effective Energy Efficiency Resource Acquisition

Presenter: **Kevin Andrews**, E Source

Trends in Utility Energy Efficiency Program Design and Performance in the Southwest

Presenter: **Howard Geller**, Southwest Energy Efficiency Partnership

Energy Efficiency Programs Track

Session 3B: **CHP**

CHP as an Effective EE Resource for Utilities and States

Presenter: **Neeharika Naik-Dhungel**, US Environmental Protection Agency

Utility Packaged CHP Programs

Presenter: **Gita Subramony**, ERS

CHP as a Grid Resource: How CHP Can Support the Transition to a Modern Electric Grid

Presenter: **Meegan Kelly**, ICF

Utility of the Future Track

Session 3C: Market Transformation

Moderator: **Derek Okada**, Southern California Edison

The Many Benefits of Upstream Programs

Presenter: **Lisa Sarubbi**, United Illuminating Company

Utility Energy Efficiency Program Administration in a Statewide Model

Presenter: **Erin Palermo**, Southern California Gas Company

Saving Therms by Swimming Upstream

Presenter: **Hector Lefbad**, Energy Solutions

Measuring the Energy Efficiency Resource Track

Session 3D: Cost-Effectiveness

Moderator: **Andrew Hudson**, Energy Trust of Oregon (*invited*)

Reforming Energy Efficiency Cost-Effectiveness Analysis: an Overview of the National Standard Practice Manual

Presenter: **Tim Woolf**, Synapse Energy Economics

Including Non-energy Benefits in the Evaluation of Energy Efficiency Programs – Where to Start?

Presenter: **Alireza Bozorgi**, ICF

Other Utility Energy Efficiency Delivery Channels

Session 3E: Public Power

The Whole-House Approach to Energy Savings

Presenters: **Jonathan Coulter**, Advanced Energy

Mike Smith, Electric Cooperatives of South Carolina

An Integrated Strategic Planning Tool for a Municipal Electric Utility

Presenter: **Jeffrey Loiter**, Optimal Energy

An Innovative Strategy to Increase Participation and Savings in Existing Homes Energy Efficiency Programs

Presenter: **Kim DeVoe**, Fort Collins Utilities

12:00 - 1:15 pm

Lunch and Keynote

1:30 – 3:15 pm

Breakout Sessions

Energy Efficiency as a Resource Track

Session 4A: Time Value of Energy Efficiency

Comparing the Time-Varying Value of Energy Efficiency in Four Regions

Presenter: **Natalie Mims**, Lawrence Berkeley National Laboratory

Aiming for the Bulls-Eye: Time-Sensitive Valuation of Energy Efficiency

Presenter: **David Nemptzow**, US Department of Energy

Capacity: The Hidden Treasure in Energy Efficiency

Presenters: **Jennifer Light**, Northwest Power and Conservation Council

Time to Look beyond the “Hour”

Presenter: **Hossein Haeri**, Cadmus

Energy Efficiency Programs Track

Session 4B: **Low-Income Energy Efficiency Programs**

Moderator: **Tim Guterman**, EnergySavvy (*invited*)

Low-Income Best Practices

Presenter: **Annie Gilleo**, American Council for an Energy-Efficient Economy

It Takes a Village: Energy Efficiency as a Resource for Low-Income Customers

Presenters: **Elizabeth Parsons**, TVA EnergyRight® Solutions
Scott Harrell, TVA EnergyRight® Solutions

Developing a Stakeholder Synergy to Develop and Maintain Energy Efficiency Programs for Low-Income Customers

Presenter: **Maida Coleman**, Missouri Public Services Commission

Helping Home Fund: Weatherization and Health

Presenters: **Maria Mauceri**, Advanced Energy
Lorrie Maggio, Duke Energy

Utility of the Future Track

Session 4C: **State Energy Efficiency Policies**

A Transformational Opportunity: Putting Clean Energy First

Presenter: **Mike Bull**, Center for Energy and Environment

A Top 3 State from the Midwest? Illinois' Innovative New Business Model for Acquiring Efficiency Resources makes State a National Leader

Presenter: **Chris Neme**, Energy Futures Group

Delivering High Levels of Energy Savings for Utility Programs: Strategies from Arizona

Presenter: **Weston Berg**, American Council for an Energy-Efficient Economy

Measuring the Energy Efficiency Resource Track

Session 4D: **Environmental and Health Effects of Energy Efficiency**

Moderator: **Julie Michaels** E4TheFuture (*invited*)

Championing Energy Efficiency to Improve Air Quality

Presenter: **Nancy Seidman**, Regulatory Assistance Project

Air Quality Impacts of Energy Efficiency Programs

Presenter: **CC Maurer**, Advanced Energy

Health Benefits of Energy Efficiency

Presenter: **Robyn DeYoung**, US Environmental Protection Agency

Exemplary Programs that Benefit the Health of Energy Efficiency Program Participants

Presenter: **J.R. Denson**, American Council for an Energy-Efficient Economy

Other Utility Energy Efficiency Delivery Channels Track

Session 4E: **Local Government/Utility Partnership**

Moderator: **Christine Donovan**, Vermont Energy Investment Corporation

Advancing to Smart and Sustainable Communities

Presenters: **Sheri Borrelli**, The United Illuminating Company (Energize CT)
Samantha Sojka, Eversource (Energize CT)

Filling the Pipeline with Savings in Public Buildings

Presenter: **Amy Cortese**, New Buildings Institute

Realizing Energy Efficiency through Direct Collaboration between Utilities and Communities

Presenter: **Corina Man**, CBI

Integrating Local Policies with Voluntary Programs to Drive Zero Carbon Communities

Presenter: **Nate Dewart**, Energy Solutions

3:15 – 3:30 pm

Networking Break

3:30 – 5:00 pm

Breakout Sessions

Energy Efficiency as a Resource (IRP, EE Potential) Track

Session 5A: **Future of Lighting Energy Efficiency**

Turning Off T12 Lighting...For Good!

Presenter: **Joe Plummer**, Franklin Energy

From Market to Meter: Effects of Lighting Market Dynamics on Residential Energy Consumption

Presenters: **Jessica Aiona**, Bonneville Power Administration
Laura Tabor, Navigant

What's next after Lighting?

Presenter: **Ellen Zuckerman**, Southwest Energy Efficiency Project

Energy Efficiency Programs Track

Session 5B: **Multifamily Programs**

Build It and They Will Come: Hitting an Energy-Efficiency Homerun in the Multifamily Market

Presenters: **Ken Owens Jr.**, Franklin Energy
Ken Robertson, Franklin Energy

Do Energy Efficiency Rebates Help Drive Property Managers in Low-Income Areas to do Energy Efficiency Projects?

Presenters: **Christopher Conway**, DNV GL
Cindy Nagle, DNV GL

A Decade of Results: A Retrospective of NYSERDA's Multifamily Performance Program

Presenter: **Mark Lorentzen**, TRC Energy Services

Session 5C: **Other Policy Approaches for Energy Efficiency**

Rate Design Matters: The Intersection of Residential Rate Design and Energy Efficiency

Presenter: **Brendon Baatz**, American Council for an Energy-Efficient Economy

Energy Efficiency in Capacity Auctions

Presenter: **Grace Relf**, American Council for an Energy-Efficient Economy

Beneficial Electrification Do's and Don'ts

Presenter: **Jim Lazar**, Regulatory Assistance Project

Measuring the Energy Efficiency Resource Track

Session 5D: **Intelligent Efficiency**

Moderator: **Ethan Rogers**, American Council for an Energy-Efficient Economy

Intelligent Efficiency and Utility Programs: Reports from the Midwest

Presenter: **Mark Milby**, Midwest Energy Efficiency Alliance

SCE Engaging Connected Home Customers with a Single Click

Presenter: **Yeye Zhang**, Nest Labs

A National Initiative to Advance Intelligent Efficient in Energy Efficiency Programs

Presenter: **Geoff Wickes**, Northwest Energy Efficiency Alliance

Other Utility Energy Efficiency Delivery Channels Track

Session 5E: **Energy Efficiency and Water/Wastewater**

Come Together: Turning Utility Partnership Collaboration into a Strategic Energy and Water Efficiency Resource

Presenter: **Mugi Lukito**, Southern California Gas Company

Achieving Energy Efficiency in Water Utilities: A Model for Speed and Scale

Presenters: **Pranesh Venugopal**, The Energy Coalition
Fielu Vu, Lincus, Inc.

Moving Toward More Effective Energy and Water Programs

Presenter: **Kate Robertson Zerrenner**, Environmental Defense Fund

THANK YOU FUNDERS!

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