



2017 National Conference on Energy Efficiency as a Resource

CONFERENCE PROGRAM

(as of 6/29/17)

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 (EEI)

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-Efficiency Economy

Presenters:

- Midwest: **Will Baker**, Midwest Energy Efficiency Alliance
- Northeast: **Sue Coakley**, Northeast Energy Efficiency Partnerships
- Northwest: **Susan Stratton**, Northwest Energy Efficiency Alliance
- California: **Margie Gardner**, 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 (*invited*)

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

Poster Presentations:

Monem Beitelmal, Qatar Environment and Energy Research Institute (*invited*)
Energy Efficiency Landscape, Challenges and Opportunities in GCC Countries

Keith Canfield, CLEAResult (*invited*)
Expected and Unexpected Benefits of Merging Smart Thermostat, EE and DR Programs

Jun-Ki Choi, University of Dayton (*invited*)
Economic and Environmental Impacts of Industrial Energy Efficiency Programs

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

Joe Fontaine, State of Wisconsin (*invited*)
Focus on the Future: Using a Potential Study to Inform Planning and Policy in Wisconsin

Andy Frank, Sealed Inc. (*invited*)
Market Approaches to EE as a Resource

Paul Geary, DNV GL Energy Services (*invited*)
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 (*invited*)
Air Abatement: Necessary Evil or Cost Reduction Opportunity

Lisa Hernandez, Richard Heath Associates (*invited*)
Closing the Cultural Divide: A Case Study on Outreach to Low-income Customers

James Hoff, TEGNOS Research, Inc. (*invited*)
Nonresidential Roofing and Energy Efficiency: Opportunities, Barriers, and Strategies

Enes Hosgor, EEme, LLC (*invited*)
Transforming the DSM Program Design Paradigm Leveraging AMI Data and Appliance Insights

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

Maria Mauceri, Advanced Energy
SystemVision Affordable Housing Program

Kristina McCarty, Eaton Corporation (*invited*)
The Future of the Connected Home

Katherine Mitchell, Chicago, Bridge & Iron (*invited*)
Best Practices Higher Education Energy Efficiency Initiative

Melissa Miyahiro, Blue Planet Foundation (*invited*)
Close it for the Climate: A Hawaii Case Study

Tom Quasius, Chicago Bridge & Iron
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

Mohammed Shahini, DNV GL Energy Services
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
Multifamily New Construction: A Market Divided by the Energy Code

Jerry Zolkowski, DNV GL Energy Services
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

1:30 – 3:15 pm

Breakout Sessions

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: **TBD**, Southwest Energy Efficiency Project

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

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 (*invited*)

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**

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 International

Other Utility Energy Efficiency Delivery Channels Track

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

The Levelled Cost of Saving Gas through Ratepayer Programs

Presenter: **TBA**

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

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

3:15 – 3:45 pm

Networking Break

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

Session 2A: **Energy Efficiency Potential**

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

Presenter: **Danielle Sass Bynett**, 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 (*invited*)

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

Presenter: **Momoka Nakamura**, EnergySavvy (*invited*)

Optimizing ENERGY STAR® Retail Products Platform through Field Services

Presenter: **Alice Liddell**, ICF International

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

Presenter: **Steve Dunn**, US Department of Energy (*invited*)

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

Presenter: **Jason Berry**, Willdan

Energy Advantage Program: Creating Small Medium Business Market Lift

Presenter: **Claire FitzGerald**, Chicago Bridge & Iron (*invited*)

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

Presenter: **Claire Cowan**, Seventhwave (*invited*)

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

Presenter: **Erin Zayko**, Lockheed Martin Corporation (*invited*)

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

Organizations Evolve Toward Sustainability: The Business Sustainability Challenge

Presenter: **Paula Coutz**, Eversource

Utility of the Future Track

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

Energy Efficiency Lighting the Way for New DER

Presenter: **Patricia D'Costa**, ICF International

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

Presenter: **Jacob Stoll**, Commonwealth Edison Company

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

Presenter: **Mark Bielecki**, Navigant Consulting

Using the Whole Toolbox: Integrating Demand-side Potential Studies

Presenter: **John Agan**, US Department of Energy (*invited*)

Measuring the Energy Efficiency Resource Track

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

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

Presenter: **Ellen Franconi**, Rocky Mountain Institute (*invited*)

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

Presenter: **Julia Friedman**, Midwest Energy Efficiency Alliance (*invited*)

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

Presenter: **Momoka Nakamura**, EnergySavvy (*invited*)

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 International

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

Presenter: **Elyse Doyle**, DNV GL

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

Concurrent Sessions

Concurrent Session I

The Role of Energy Efficiency in the Utility of the Future

Concurrent Session II

TBA

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 (*invited*)

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

Presenter: **Howard Geller**, Southwest Energy Efficiency Partnership (*invited*)

Energy Efficiency Programs Track

Session 3B: CHP

CHP as an Effective EE Resource for Utilities and States

Presenter: **Neeh 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 International

Utility of the Future Track

Session 3C: Market Transformation

The Many Benefits of Upstream Programs

Presenter: **Jennifer Parsons**, 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**

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 International (*invited*)

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: **Jeff Loiter**, Optimal Energy

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

Presenter: **Kim DeVoe**, Fort Collins, CO 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 (*invited*)

Capacity: The Hidden Treasure in Energy Efficiency

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

Time to Look beyond the “Hour”

Presenter: **Hossein Haeri**, Cadmus (*invited*)

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

Presenter: **David Nemptow**, US Department of Energy (*invited*)

Energy Efficiency Programs Track

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

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

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**

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 (*invited*)

Other Utility Energy Efficiency Delivery Channels Track

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

Advancing to Smart and Sustainable Communities

Presenter: **Sheri Borrelli**, United Illuminating Company

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**, Chicago Bridge & Iron

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 Services

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

Presenter: **Jessica Aiona**, Bonneville Power Administration (*invited*)

What's next after Lighting?

Presenter: **Ellen Zuckerman**, Southwest Energy Efficiency Project (*invited*)

Energy Efficiency Programs Track

Session 5B: **Multifamily Programs**

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

Presenter: **Josh Read**, Franklin Energy Services (*invited*)

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

Presenter: **Christopher Conway**, DNV GL

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

Presenter: **Mark Lorentzen**, TRC Companies

Utility of the Future Track

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**

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: **Hannah Bascom**, Nest Labs (*invited*)

A National Initiative to Advance Intelligent Efficient in Energy Efficiency Programs

Presenter: **TBD**

Other Utility Energy Efficiency Delivery Channels Track

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

Energy Efficiency in the Municipal Utility World

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

Lowering Costs and Improving Stakeholder Experiences in Energy Efficiency Programs

Presenters: **Pranesh Venugopal**, The Energy Coalition

Fielu Vu, Lincus, Inc.

On-Bill Financing and Collection of Energy Efficiency Improvements

Presenter: **Kate Robertson Zerrenner**, Environmental Defense Fund (*invited*)

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