



## 2017 National Conference on Energy Efficiency as a Resource

### CONFERENCE PROGRAM

*(as of 8/29/17)*

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

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: **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*

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**Session 1A: IRP Key Concepts and Examples**

Moderator: **Manish Rukadikar**, DTE Energy

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*

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**Session 1B: Strategies for Large Industrial**

Moderator: **Toben Galvin**, Navigant

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*

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**Session 1C: Key Issues for Utilities of the Future**

Moderator: **David Nemtsov**, US Department of Energy

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*

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**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

*Other Utility Energy Efficiency Delivery Channels Track*

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Session 1E: **Natural Gas Energy Efficiency Programs**

Moderator: **Ed Carroll**, Franklin Energy

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*

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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 21<sup>st</sup> 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*

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Session 2B: **Lightning Session: Residential and Commercial Programs**

Moderator: **Teresa Davies**, DNV GL

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

### Utility of the Future Track

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## 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

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## Session 2D: **Environmental and Health Effects of Energy Efficiency**

Moderator: **Julie Michals** E4TheFuture

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-Efficiency Economy

### Other Utility Energy Efficiency Delivery Channels

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

Moderator: **Carl Nelson**, Center for Energy and Environment

“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)*

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

Presenter: **John Mayernik**, National Renewable Energy Laboratory

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*

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Session 3B: **CHP**

Moderator: **Patsy Dugger**, APTIM

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*

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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*

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Session 3D: **Cost-Effectiveness**

Moderator: **Andrew Hudson**, Energy Trust of Oregon

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*

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Session 3E: **Public Power**

Moderator: **Lakin Garth**, Cadmus

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*

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Session 4A: **Time Value of Energy Efficiency**

Moderator: **Jenny Edwards**, Center for Energy and Environment

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

**Lakin Garth**, Cadmus

Time to Look beyond the “Hour”

Presenter: **Hossein Haeri**, Cadmus

*Energy Efficiency Programs Track*

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

Moderator: **Tim Guiterman**, EnergySavvy

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 Service Commission

Helping Home Fund: Weatherization and Health

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

*Utility of the Future Track*

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

Moderator: **Patricia Stanton**, E4TheFuture

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*

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Session 4D: **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 Track*

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

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

Advancing to Smart and Sustainable Communities

Presenter: **Sheri Borrelli**, The United Illuminating Company (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: **Courtney Weber**, APTIM

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*

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

Moderator: **Nicholas Minderman**, Xcel Energy

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*

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Session 5B: **Multifamily Programs**

Moderator: **Ariel Dreho**, American Council for an Energy-Efficient Economy

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 NYSEERDA's Multifamily Performance Program

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

*Utility of the Future Track*

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

Moderator: **Ryan Bullard**, Southern California Edison

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*

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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*

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

Moderator: **David Ribeiro**, American Council for an Energy-Efficient Economy

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

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## GOLD



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