



Southwest Utility

ENERGY EFFICIENCY WORKSHOP

NOVEMBER 15-16, 2016

LAS VEGAS, NV

Presenters and Panelists

Donna Beaman

Xcel Energy

Donna Beaman has been the Manager of Energy Efficiency Marketing with Xcel Energy since May of this year. During her career Donna has worked for four different gas & electric utilities in several different states. Her energy business experience ranges from Key Accounts Representative to Customer Service Office management to Generating Station leadership to, of course, all things Energy Efficiency. Donna also owned a Business Coaching firm where she taught business owners how to work fewer hours and bring home a lot more money. She has an electrical engineering under grad degree from Purdue University, Go Boilermakers! and an MBA from Indiana Wesleyan University.

Steve Bean

PNM Resources

Steve joined PNM in 1984 and has held a variety of positions in the customer service, marketing, energy services and regulatory areas. His experience at PNM includes passive solar design, commercial energy auditing, key account management, rate design and energy efficiency and load management program implementation. He currently is the Manager of Energy Efficiency Design where he has responsibility of research and design of programs, regulatory filings, program reporting and evaluation. Steve has a degree in Mechanical Engineering from the University of Colorado, Boulder.

Larry Brackney

National Renewable Energy Laboratory

Larry Brackney is the section manager for controls and analysis tools for Commercial Buildings Research at the National Renewable Energy Laboratory (NREL), and leads the development effort for many of DOE's building energy analysis tools. Dr. Brackney joined NREL in 2009 after teaching electrical and mechatronics engineering at the

University of Canterbury in New Zealand for two years. Previously, he spent 12 years working in research and advanced product development for the automotive industry. An expert in applied controls and systems modeling, Dr. Brackney has extensive experience developing and deploying advanced control systems for a variety of complex systems.

Charlie Buck

Opower / Oracle

As Regulatory Affairs Manager for Opower, Charlie Buck leads Opower's policy and regulatory engagement in the Southwest and California. Prior to joining Opower, Charlie was Government Affairs Manager for the Center for Sustainable Energy and has over seven years of experience working on energy efficiency policy and programs at the local, state, and regional level. Charlie lives in Berkeley, CA and holds both an MBA and MA in International Environmental Policy from the Middlebury Institute of International Studies as well as a BA in Political Science.

Paul Carp

FirstFuel

Paul brings deep energy efficiency and software expertise to FirstFuel and its utility customers. As Director of Customer Engagement, Paul is responsible for utility engagement with software deployments across the Western states. Paul's role includes representing FirstFuel at energy efficiency related industry events, conferences and trade associations including the Southwest Energy Efficiency Project (SWEEP). Prior to FirstFuel, Paul held sales and marketing roles at Honeywell International in the Smart Grid Solutions department. Paul also worked in energy efficiency roles as Energy Technology Specialist for a \$3.2B grant program at the US Department of Energy and as a Program Manager of \$30M in energy efficiency program funds while at Pacific Gas & Electric (PG&E). Paul

holds a BA from the University of Michigan, Ann Arbor and an MBA with a focus on Sustainable Business from Presidio Graduate School in San Francisco.

Brooks Congdon

Southwest Gas Corporation

Brooks has been in the utility business for over 35 years and has worked at Southwest Gas since 1987. Brooks is the Manager of Southwest Gas' Energy Efficiency Department where he is responsible for the Company's conservation and energy efficiency programs in Arizona, California and Nevada. Prior to joining the Energy Efficiency Department, Brooks worked for 27 years in the Company's Pricing and Tariffs Department where he participated actively in the Company's efforts to implement revenue decoupling in Southwest Gas' Arizona and Nevada service territories. Brooks has a Bachelor of Science Degree in Economics from Iowa State University and enjoys skiing, bicycle riding and outdoor activities.

Jennifer Elling

Xcel Energy

Jennifer Elling has over 20 years of experience in energy efficiency, renewable energy, and environmental sectors. Currently she is an energy efficiency (EE) product portfolio supervisor for business programs at Xcel Energy and also manages the Business New Construction EE programs. Previous to this position, she was a regulatory energy policy analyst with Xcel Energy for two years, and a project leader at the National Renewable Energy Laboratory for nine years. Jennifer holds an Executive MBA, a Masters in Environmental Policy and Law, and a Bachelor of Science in Economics. She is also a certified LEED Green Associate.

Howard Geller

Southwest Energy Efficiency Project

Howard Geller is the Executive Director and Founder of the Southwest Energy Efficiency Project (SWEET), a public interest organization operating in Arizona, Colorado, Nevada, New Mexico, Utah, and Wyoming. Dr. Geller is the former Executive Director of the American Council for an Energy-Efficient Economy (ACEEE) based in Washington,

D.C. He has advised and provided technical assistance to numerous utilities, governmental organizations, and international agencies, and he is author or co-author of four books. Dr. Geller holds a Master's degree in Mechanical Engineering from Princeton University and a PhD in Energy Policy from the University of Sao Paulo in Brazil.

Adam Grant

NV Energy

Adam Grant is the manager for Demand Side Management Program Delivery for NV Energy's integrated energy efficiency and demand response programs in Nevada. The department has an approved budget in excess of \$50 million annually to serve customers in both of NV Energy's territories. He joined the company in 2007, and has managed efficiency programs since 2009. Prior to joining NV Energy, he worked as the marketing and sponsorship director for a professional sports franchise in Las Vegas and was part of a team that represented former heavyweight champion Mike Tyson.

Dru Jones

New Mexico Gas Company

Dru Jones has over 15 years of experience in the energy industry, overseeing R&D and marketing of energy efficiency programs for New Mexico Gas Company. He is involved in the regulatory approval process including providing witness testimony on behalf of the company before the New Mexico Public Regulation Commission (NMPRC). Dru and his team have won six ENERGY STAR® Partner of the Year awards as they've helped customers save over 10M therms, over 1.5 billion gallons of water, and earn more than \$7M in energy efficiency rebates and incentives.

Ravi Malhotra

ICAST

Ravi has 27 years of experience as a social entrepreneur and engineer. He has led award-winning R&D efforts and has successfully launched eight new social ventures in the US, India and Africa using sustainable technologies. Ravi is currently focused on providing turn-key solutions for the green

rehabilitation of multifamily affordable housing properties through two nonprofit ventures: Triple Bottom Line Foundation (www.tblfund.org) – a CDFI that provides financing, and ResourceSmart (www.resourcesmart.org) – that provides design, development, planning and construction services. Ravi holds a Bachelor's degree in Engineering from the Indian Institute of Technology-Delhi, India, and a Master's in Engineering and Business Administration from the University of Texas at Austin.

Clay Monroe

Rocky Mountain Power

Clay Monroe is the Commercial and Industrial DSM Program Manager for Rocky Mountain Power. Day to day he manages a staff of over 30 individuals and firms delivering DSM programs across Utah, Idaho and Wyoming. Clay's previous experience includes 7 years as Principal Accounts Manager for Riverside Public Utilities where he managed an account management team administering more than 20 energy and water use efficiency programs. Clay earned a B.A. in Organizational Leadership from Chapman University and a MPA from California State University, San Bernardino. He has been certified by the American Public Power Association, American Water Works Association and Irrigation Association.

Nathan Morey

Salt River Project

Nathan is the Manager of Product Development at Salt River Project, and is responsible for SRP's portfolio of energy efficiency and demand management programs. He joined SRP and the Product Development team in 2010, where he was responsible for the design, launch and implementation of several key programs - the ENERGY STAR Homes and ENERGY STAR Pools programs, a financing program, and the Building Energy Codes and Appliance Standards Initiatives. He now manages activity across the portfolio of programs, and works with SRP's resource and financial planning departments to align the portfolio with the Utility's long-term objectives. Prior to joining SRP, Nathan spent 12 years working as an architect on a wide array of commercial and residential projects. His architectural career developed the creativity and passion for building

science, energy efficiency, and sustainability he applies today. Nathan holds a Bachelors of Architecture from the University of Arizona. He lives in Phoenix with his wife and young son.

Mike Orton

Questar Gas Company

Mike Orton has held a variety of positions with Questar Gas Company since 1997. He is currently the Director of the Company's energy efficiency programs. He has been employed in that capacity for over three years and has worked in the energy efficiency field for nearly ten years. Prior to his time in the energy efficiency department, Mike held several positions in the Company's finance area. Mike holds both a Master of Business Administration degree and Bachelor of Science degree (finance) from the University of Utah.

Bruce Ray

Johns Manville

Bruce Ray serves as Director of Governmental and Regulatory Affairs for Johns Manville in Denver, Colorado where he manages the company's relationships with federal and state governments, represents JM at a variety of trade associations, and works on innovation in energy efficiency business models. He originally joined Johns Manville as Environmental Counsel in 1990 and has held a variety of environmental, regulatory and business positions in the Johns Manville legal department. Prior to joining Johns Manville, Ray served as senior enforcement counsel for the Environmental Protection Agency Region 8 Office in Denver and also served with United States Department of Justice as a Special Assistant United States Attorney for the District of Colorado where he worked primarily on Clean Water Act and Superfund matters. Ray holds a BA degree (Magna Cum Laude in Economics; Phi Beta Kappa) from the University of Colorado in Boulder and a JD degree from Union University's Albany Law School.

Jill Reynolds

Northwest Energy Efficiency Alliance

Jill Reynolds is the Program Manager for Northwest Energy Efficiency Alliance's (NEEA) heat pump

water heater program. Jill brings with her a strong background in residential program management, energy efficiency industry experience and sustainable business practices. Prior to joining NEEA, Jill managed several programs for a variety of northwest utility and municipal clients. Programs included single family weatherization, single and multifamily direct install, retail products and lighting, and single and multifamily audit programs.

Sarah Rodgers

EnergySavvy

Sarah Rodgers is EnergySavvy's Director of Client Solutions in the Southwest. Based in Denver, Colorado, Sarah works with EnergySavvy's utility clients to help them enhance their customer's engagement with both the utility and energy efficiency and increase cost-effectiveness through modern technology driven solutions.

Denise Smith

Tucson Electric Power

Denise Smith is Director of Customer Care and Energy Efficiency for Tucson Electric Power. Since joining the company in 1996, Denise has held various positions including Pricing and Regulatory as well as Energy Efficiency and Renewable positions. In her current position she is responsible for the Energy Efficiency and Customer Care teams which include Unisource's Call Center, Remittance, Billing, and Special Plans. Over the past few years, Denise has overseen Unisource's rapidly growing energy efficiency efforts increasing from a few programs to over 30. In her career she has overseen cost of service studies, program design and evaluation, regulatory filings, technical review, and portfolio development. She specializes in team building and process improvement.

Marco Velotta

City of Las Vegas

Marco Velotta, MS, AICP, LEED Green Assoc. is a member of the City of Las Vegas Office of Sustainability and assists with the implementation of the City's Sustainability initiative. He graduated from the University of Nevada in 2006 with a Bachelor of

Science in Geography, Math minor and a Master's in City Planning in 2008. Marco presently assists with the management and implementation of the Sustainable Energy Strategy to conserve and reduce the City's consumption of energy, water, and waste by overseeing renewable energy, energy efficiency, water conservation, recycling, and alternative transportation efforts. As a part of the Planning Department's Long Range Planning Division, he works on citywide plans, policies, and programs and coordinates climate mitigation, reporting, and adaptation planning efforts for the City. He is the Professional Development Officer of the American Planning Association's Nevada Chapter.

William Walker

Ecova

As Ecova's primary subject matter expert for the strategy, design, and product mix for utility commercial energy efficiency programs, Will works closely with other Ecova utility experts to evaluate measures and incentives, develop forecasts, and guide our utility partners toward optimal program performance. His previous roles leading field teams and as a manager of efficiency programs gives him the practical experience needed to develop reality-based solutions to energy efficiency challenges. Will received his Bachelor of Arts degree from Eastern University and went on to earn a Master of Public Administration degree from the University of Pittsburgh's Graduate School of Public and International Affairs.

Jim Wontor

Arizona Public Service

Jim manages the team at APS that is responsible for the design, development, and implementation of the Company's Demand-Side Management Programs. These programs include both energy efficiency and demand response programs – for both residential and non-residential customers. Jim has held this position since 2007 and he has been with APS for over 30 years.