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Strategies

A.E.S.P ASSOCIATION OF ENERGY SERVICES PROFESSIONALS

Monthly Member Newsletter

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Letter from the AESP Chair

Sara Van de Grift
AESP Chair

Life is full of adventure, unexpected opportunities and surprises. Any of you who know me or have followed my letters know that I am all about embracing everything life offers you, taking a bit of risk and being willing to leap when presented with an opportunity that sparks something in us that we didn't know was there or that had been missing. So you can imagine that when our CEO Meg Matt called me to let me know that she was resigning her role as AESP's CEO to take on a new opportunity, I was conflicted. I was sad for the association, and yet thrilled for Meg.

The Board of Directors has been reflecting on how, under Meg's leadership, AESP has become such a vital organization, a source for professional growth and development in our industry, and the home of the best conferences in the industry. Over her tenure, membership has nearly tripled, conference attendance has grown, the offerings presented by AESP to the membership have become top notch and the association is very strong financially. None of us can thank Meg enough for her attention to detail, dedication and commitment. While I will miss Meg, I am truly excited to work with the board and the amazing AESP staff to continue to grow this organization and to select our next leader.

AESP is in great hands: We have asked Suzanne Jones, VP of Marketing, to serve as the interim president and CEO starting May 23, Meg's last day. Suzanne will serve in this role while we move through the formal search process. Suzanne will be supported by the wonderful AESP staff and she could not have a harder working, more dedicated group at her disposal. Together they will keep things running smoothly through this transition. Because we value transparency with members, we will be working hard to provide regular updates and information on the process, and on how to apply once the search committee is in place.

Now, we know that some of our members may be interested in the opportunity to guide one of our industry's leading organizations. If you are one of them, please note that any application that comes in before the formal selection process is set will not be considered, so please refrain from submitting anything until a call for applications is officially made. We will post information on the process including when and how applications should be submitted on the AESP web page at www.aesp.org.

If you need anything from AESP, please feel free to call the office as usual at (480) 704-5900. If you have an immediate question related to Meg's resignation, you can call or email me at (608) 561-2018 or sara@illumeadvising.com.

I hope each of you will join me is wishing Meg the absolute best on her next adventure. I

MAY 2014

Upcoming Events

Chapter Events

Chicago Chapter
May 8 — Meeting
August 13 — Rooftop Party

Northwest Chapter
May 21 — Happy Hour: Emerging Technology

Wisconsin Chapter
May 27 — Happy Hour
June 24 — Epic Tour

Rocky Mountain Chapter
May 29 — Ft. Collins' ClimateWise Program
July 10 — Xcel Energy's Transportation Initiatives
July 31 — switch~

Midwest Chapter
June 5 — Summer Meeting

Brown Bags

May 22
Energy Efficiency Evaluation: Getting to Know the Uniform Methods Project

May 29
D.A.R.E — Engineering Calculations Best Practices

June 12
Integrating Demand Response and Renewables

June 19
EPA's 111(d) Standards to Reduce Carbon Emissions from Existing Power Plants

am comforted by the fact that while Meg's role in AESP will change, she will still be a member, one of us, a colleague and most importantly a friend.

Thank you Meg for all you have done!

Share

Industry News

"Studies: Efficiency Still the Cheapest Energy Resource"
"Efficiency Helps Schools Save Energy and Money"
"Commissioning Solves Operational Issues, Saves Energy"
"Utility Efficiency Programs Saving Enough to Power More Than 12 Million Homes"
"Study Ontario for TOU Lessons"
"Pence Allows Energy Efficiency Repeal to Become Law"
"Minnesota Finds Net Metering Undervalues Rooftop Solar"

Featured Articles

Know Your Contractor, Grow Your Program
How to Avoid Carpal Tunnel Marketing

AESP News

News Releases and Announcements

Industry News

The following executive summaries of current news items were written for Strategies after being compiled from various news sources.

Studies: Efficiency Still the Cheapest Energy Resource
Midwest Energy Association News Release (04/04/14) Uhlenhuth, Karen

Two recently-published studies — one by the American Council for an Energy-Efficient Economy (ACEEE), the other by the Lawrence Berkeley National Laboratory (LBL) — conclude that energy efficiency remains far less expensive than investing in additional generation. That's the case even in states where a long history of energy efficiency has pushed up the cost of squeezing out additional savings. Together, the studies send "a signal to keep going" with more ambitious energy efficiency efforts, says Rebecca Stanfield, a deputy director for policy at the Natural Resources Defense Council. The ACEEE study collected data from 20 states; the LBL study is based on electricity data from 31 states. Both studies calculate the levelized cost of saved energy, or the cost per kilowatt hour of an efficiency measure when the upfront cost is spread over the projected lifetime of the investment. The ACEEE study put the average cost of energy at about 2.8 cents per kilowatt hour. The LBL study puts it at about 2 cents. The average cost of generating power from new sources, whether coal-fired plants or wind turbines, is typically at least two to three times that amount. The cost of saved energy in Midwestern states was especially low, relative to other regions of the country. The authors of the ACEEE study calculated the cost of saved energy on a state-by-state basis and averaged over the years 2009 through 2012. It came to 2.6 cents per kilowatt hour in Minnesota, 1.9 cents in both Iowa and Illinois, and 1.7 cents in Michigan. By contrast, the comparable figures are 4.5 cents in California and Connecticut, and 4.8 in Massachusetts. Those states require their utilities to wring much more energy use out of the system, with the result that the utilities' customer-financed efficiency programs compensate customers for increasingly-costly efficiency technologies. Even so, Stanfield says, "The interesting story is how much you can still get out of states that have been doing this for decades."

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Efficiency Helps Schools Save Energy and Money
Intelligent Utility (04/14) Mason, Patti

School districts that invest in energy-management strategies are better prepared for future spikes in energy costs, and these costs often can be lowered without negative effects on schools and students. The U.S. Green Building Council (USGBC) Colorado Chapter supports the efforts of Colorado School Systems to encourage energy management in

July 17
Brain Fire — Innovative Marketing Ideas From Outside Our Industry

If you would like to organize a Brown Bag, please contact Kisha Gresham at kisha@aesp.org.

AESP Training Courses

Strategic Marketing of your Energy Efficiency Programs
Baltimore, May 14-15, 2014

Introduction to the Principles of Demand-side Management (DSM)
San Francisco, August 4, 2014

Introduction to the Principles of Evaluation, Measurement & Verification (EM&V)
San Francisco, August 6-7, 2014

If you would like to schedule an onsite training please contact Suzanne Jones at (480) 704-5900 or suzanne@aesp.org. For more information about the AESP Institute, click here.

Conferences

Spring Conference
Marketing & Implementation: Finding New Pathways to Reach Program Goals
Baltimore
May 12-14, 2014

Summer Conference
Evaluators & Implementers: Merging on the Energy Efficiency Highway
San Francisco
August 4-6, 2014

25th National Conference
Orlando
February 9-12, 2015

Spring Conference 2015
Portland
May 19-21, 2015

WELCOME & THANK YOU to our New and Renewing Members!

New Members
Aaron Berndt, PG&E
Alex Zeltser, energyOrbit
Billie Dunn, Orange & Rockland
Brian Kennedy, Austin Energy
Brian Stafford, DNV GL
Brodie Boggess, ICF International
Casey Skinner, Shelton Group
Cathy Jansen van Millar, Brickworks Communication Inc

individual schools. The USGBC Colorado Green Schools Initiative convenes stakeholders that include architects, engineers, builders, teachers, principals, and energy managers to find realistic solutions by which Colorado schools can be more resource-efficient. Last year's passage of CO SB 13-279, "Increasing K-12 School Energy Resource Efficiency," mandates that new projects or renovations at Colorado schools be constructed to the highest energy efficiency standards. For example, McKinstry and Douglas County School District are planning facility improvements that will reduce the district's energy and operational costs by $248,177 a year. Improvements include chiller replacements, lighting upgrades, and low-flow faucets in some buildings. The upgrades are expected to reduce carbon-dioxide emissions from the district by 230 tons annually. USGBC Colorado also supports the Department of Education's Green Ribbon Schools Program, which promotes healthy and sustainable schools throughout the United States. USGBC Colorado provided a $500 grant to allow Colorado honorees to attend the national recognition ceremony in Washington, D.C., on Earth Day.

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Commissioning Solves Operational Issues, Saves Energy
Consulting-Specifying Engineer (03/19/14) Kumar, Sushil

ASHRAE 90.1-2010 mandates commissioning on all HVAC systems in commercial buildings larger than 50,000 square feet. It is also a prerequisite in LEED v3. Commissioning has been proven to pay back in six months to two years. Exp US services Inc. in Chicago validated its significance in an HVAC commissioning project at a telecom equipment building in Illinois. The owner did not have a commissioning plan, and invited a design team to perform acceptance commissioning and solve several maintenance issues. The design team reviewed, measured, and tested data, reviewed the BAS logs and trends, and visited the site. The team replaced the chiller DP switch and set it to flow corresponding to the minimum flow-through chiller as specified by the manufacturer. The team calibrated the flowmeter and set the bypass valve to maintain 100 gpm through the chiller. These changes allowed the engineering team to run the chiller plant with only one pump operating. The measures taken solved all operational issues and created significant energy savings, including $8,163 in annual savings from pumps and fans. The total commissioning cost was $5,800, resulting in a payback of 8.5 months. Failure to address these issues would have caused the owner to spend another $163,263 over the life of the equipment.

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Utility Efficiency Programs Saving Enough to Power More Than 12 Million Homes
FierceEnergy (03/26/14) Lundin, Barbara Vergetis

The Edison Foundation Institute for Electric Innovation reports that efficiency programs sponsored by electric utilities saved 126 terawatt-hours (TWh) of electricity in 2012, enough to power more than 12.2 million U.S. homes for one year. The study also found that 2013 U.S. customer-funded budgets for electric efficiency totaled $7 billion. In five states, 2012 electric efficiency expenditures more than doubled from 2011 levels. "Year-over-year, we are seeing an impressive and steady increase in electric efficiency investments by electric utilities, reflecting the industry's commitment to helping customers manage and save energy while optimizing the nation's power grid through low-cost, demand-side resources," says Lisa Wood, Institute for Electric Innovation executive director and Edison Foundation vice president. "Electric utilities are by far the largest energy efficiency providers in the country, making up 89 percent of the total customer-funded electric efficiency expenditures nationwide in 2012." The study found that states with energy efficiency resource standards and regulatory frameworks that support utilities in their efforts to pursue electric efficiency as a sustainable business tend to be leaders in electric efficiency. "Behind the trend toward larger energy efficiency budgets is the progress that electric utilities and state regulators are making in turning energy efficiency into a sustainable and scalable business for utilities," Wood says. "We believe that efficiency-aligned regulatory frameworks, along with standards, will lead to customer-funded electric efficiency budgets in excess of $14 billion by 2025, up from about $7 billion in 2013."

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Study Ontario for TOU Lessons
Intelligent Utility (04/14) Faruqui, Ahmad

Some economists argue that time-varying rates, such as time-of-use (TOU) rates and critical peak pricing, should be the default for residential and small-business customers, as

Chris Siebens, FirstEnergy Corp
Chris Valle, Performance Systems Development
Dan Brown, Cascade Energy
David Attardi, Facility Solutions Group
David Corey, ICF International
David Riposo, Deloitte Consulting
Danielle Byrnett, US DOE
Denise Pagano, Orange & Rockland
Ed Miller, FirstEnergy Corp
Eileen McGinnis, CMC Energy Services
Eren Demiray, FirstEnergy Corp
Eric Hoevenaars, ENBALA Power Networks
Erika McElroy, Conservation Services Group
Gavin Hume, ENBALA Power Networks
Jamie Mascarin, AM Conservation
Jason Oliver, GoodCents
Jeffrey Jerome, BGE
Jim Longacre, FirstEnergy Corp
Joe Taubman, Nicor Lighting
Juan Jimenez, DNV GL
Katie O'Rourke, ICF International
Kimberly Hoff, Conservation Services Group
Kristie Rupper, Cadmus
Kurt Turosky, FirstEnergy Corp
Lindsey June, TRC Energy Services
Lisa Jansen van Rensburg, Brickworks Communicaton Inc
Lisa Pucelik, WECC
Liz Finocchio, PECO
Mallory Sass, Nexant
Mary Ann Sheehan, DNV GL
Michael Twardy, Shelton Group
Mike Wardle, Sodexo
Murtaza Kapadia, Global Design Corp
Nancy Steinhouse-Rosenthal, DNV GL
Natalie Zandt, ICF International
Nikola Janjic, VEIC
Penny Kemp, Shelton Group
Ramsey Brown, Leidos
Rebecca Baise, Austin Energy
Rebecca Whitman, Honeywell
Rich Andrulis, Performance Systems Development
Sabrina Brooks, PECO
Sharon Wise, FirstEnergy Corp
Sherri Stever, Dairyland Power Coop
Stacy Forbes, ICF International
Steven Ouellette, FirstEnergy Corp
Subu Balan, Nexant
Susan Mann, Performance Systems Development
Tim Pettit, DNV GL
Tom Base, NAESCO
Vincent Greco, Opinion Dynamics
Wade Williams, FirstEnergy Corp

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Applied Energy Group
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Central Hudson Gas & Electric
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DNV GL

they may best reflect the cost of providing electricity. Time-varying rates would promote equity in rate design. Commissions in California and Massachusetts are considering whether to make these rates the default. Ontario began a successful deployment of TOU rates since 2009, once smart meters fell in place. The rates currently involve three pricing periods and a ratio of 1.5 to 1 between the peak and off-peak periods. This was the first rollout of its kind across the globe. Initial press coverage said that 70 percent of the first 10,000 customers encountered higher bills, but this was not because of the TOU rate but because the previous rate had an inclining block character which provided a discount to small users that made up the majority of the initial sample of 10,000. The Ontario Power Authority is carrying out a three-year analysis, and first-year results show that, even with a relatively muted price signal, residential customers lowered peak usage by about 2.5 percent. There was no customer backlash when 4 million customers moved to time-varying rates, and the move improved economic efficiency and enhanced inter-customer equity. Residential customers lowered peak usage either by reducing peak loads or moving them to off-peak times.

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Pence Allows Energy Efficiency Repeal to Become Law
Kokomo Tribune (IN) (03/28/14) Smith, Scott

Indiana Gov. Mike Pence did not sign or veto a bill passed by the General Assembly that will repeal state energy efficiency programs by the end of the year, which will allow the bill to become law. General Electric, Ingersoll Rand, Johnson Controls, Siemens, Honeywell, and United Technologies and others called for a veto of the legislation that could cost the state 10,000 jobs. Pence says he did not veto the bill because "doing so would increase the cost of utilities for Hoosier ratepayers and make Indiana less competitive by denying relief to large electricity consumers, including our state's manufacturing base." Energizing Indiana funds many of the state energy efficiency programs providing energy audits, weatherization, and rebates for energy efficient equipment with surcharges on utility bills. The original bill was intended to allow large industries to opt out of demand-side management. The governor directed the Indiana Utility Consumer Counselor's office to develop recommendations for a new energy efficiency program that allows large electricity consumers to opt out.

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Minnesota Finds Net Metering Undervalues Rooftop Solar
IEEE Spectrum (03/24/14) Fairley, Peter

According to a solar pricing plan approved by the Minnesota Public Utilities Commission (PUC), power companies should be paying more for their customer's solar power generation. The plan is the first state-level use of the 'value of solar' method, which sets prices by considering the benefits of rooftop solar power's net benefits. The PUC says that distributed solar is worth more than the retail power price. A previous state decision to adopt the Environmental Protection Agency's value for avoided carbon emissions was the deciding factor in the PUC's decision. Other benefits of rooftop solar generation include avoided new power plants and displaced fuel for power plants. Meanwhile, utilities argue that net metering does not compensate companies for services made to power grids. Regulators contend those costs were essentially zero and would stay that way until solar generation exceeds 15 percent of the state's power supply. Currently, solar energy provides less than 0.1 percent of Minnesota's power and will increase to 1.5 percent by 2020. The PUC should finalize the plan by April.

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Featured Articles

Know Your Contractor, Grow Your Program

by Blaine Fox

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TecMarket Works

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AESP is a member-based association dedicated to improving the delivery and implementation of energy efficiency, energy management and distributed renewable resources. AESP provides professional development programs, a network of energy practitioners, and promotes the transfer of knowledge and experience.

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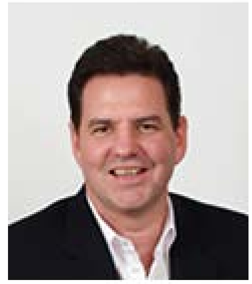

Blaine Fox

Residential and small commercial trade allies can be great ambassadors for your energy efficiency and conservation programs. In fact, your ability to scale your programs and save more energy in more homes may well depend upon the strength of your relationship with motivated, high-quality contractors.

Unfortunately, contractors — especially the ones you want to work with — often sit on the sidelines, hesitant to support your program in the way you hoped they would.

To expand the reach of your home performance initiatives, you need to understand why contractors resist the urge to champion your programs so you can begin to shift their thinking. By learning to see through their eyes, you're more likely to make trade allies *your* allies — motivated salespeople willing to go to bat for you with their customer base.

It starts with thinking like a contractor
While you operate in the same industry, you and your trade ally often share little in common in terms of business perspective and experience: differences in your organizational culture, business models, and even your areas of expertise and experience can be substantial. Without some understanding of how these differences influence a contractor's decision-making process, you could unwittingly be creating barriers in your relationship that will limit the growth potential of your program.

To better understand how your trade allies think, let's consider three factors that affect their decision to get behind your home performance program: money, time, and risk.

1) Money

Training and certifications. Equipment upgrades and new tools. Marketing and administration. Salaries. By the time you tally the expenses to transition a trade ally to support your home performance program, the start-up costs alone can reach or exceed $60,000 — quite a commitment for a small- to mid-size contracting business.

But upfront costs are only part of the financial picture for a contractor. In a high-volume world of home and small business contracting, cash flow is king. A contractor sells, schedules, buys material for a job, executes and get paid — all typically within the span of a few weeks.

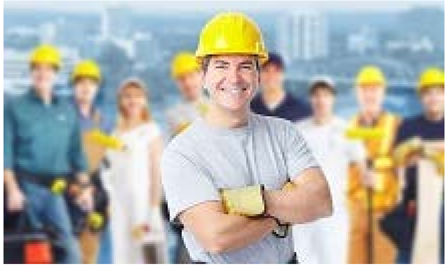
If your program lengthens his pay horizons to two to three months or more, it severely disturbs his cash flow — a major impediment to his willingness to push for business on your behalf. Remember that many smaller contracting businesses operate directly from their bank account, a far cry from the bureaucratic reality of a 2500-person utility. A payment delay of even a few weeks can force him to hold off suppliers to meet payroll or even make him reach for his line of credit.

2) Time

Related to money and cash flow considerations is the investment of time needed by a contractor to properly align with your program requirements. From compliance training to technical skill building to added demands for program marketing and administration, the amount of (largely un-billable) hours needed to support the transition to a home performance business is considerable — particularly for a small- to medium-sized firm. And every hour your contractor spends doing legwork to align with your program is an hour he won't spend selling jobs and completing billable work, which can have a substantial impact on his business.

3) Risk

Some utility-sponsored EE programs last several years, some considerably less. As policy winds shift, some programs get renewed, others modified, and some go away completely. Contractors know about these uncertainties, often through painful (and costly) experience — so they are understandably hesitant to invest in the support staff and training to programs with an uncertain future. Ask yourself: if I were in my contractor's shoes, why would I commit months of time and thousands of dollars to a program that might not be around next year? This is a real concern for your contractor — one that you will have to address to win his support.



Bridging the gap: Four ways to increase trade ally buy-in

Understanding how a contractor thinks is critical to breaking down the barriers that keep him from being an all-in supporter for your home performance program. But it is only the first step of an ongoing process that requires commitment on both sides to work successfully. Some points to guide you on your way:

1. Emphasize rewards. Create a compelling and concrete value proposition for your trade ally. Clearly emphasize the key opportunities to increase revenue and gross margin, and to create a competitive advantage among their peers. Be specific — the potential for doubling the average job ticket size or for increasing gross margins by 5 percent will certainly get attention. And don't be afraid to acknowledge the risks involved — showing you understand their business concerns will help build rapport and trust.

2. Be sensitive to perspective differences between you and your contractor. Listen to and strive to understand their key business concerns and motivations, then take them into account when designing your programs. Better yet, involve your trade allies in the design of your programs. This will give them a sense that their opinions have value and that they are invested in their own success. In return, you may find their hard-won experience extremely valuable when it's time to put your program ideas to paper.

3. Streamline requirements and communicate with your contractors clearly. Provide support and top notch materials that help your trade allies help you, and be clear and specific about what you want from the relationship. Do you want them to install more of a particular product? Create greater energy savings in the homes of their existing customers? Invest their own marketing dollars to grow their home performance customer base? Perform more audits? Share this information with your trade ally — then create incentives that align with those goals.

By making your program goals clear, simple, and consistent — and by discussing ways to accomplish your objectives together, rather than by responding to your already-decided program requirements — you will greatly increase your chance to earn the support of the contracting community.

4. Check in often, listen hard and be ready to course correct – Like any relationship, your partnership with your contractor will need time and effort to develop. Keep that time productive by developing feedback loops and continuous improvement routines that yield insights to drive your program forward.

A ride-along with an energy efficiency contractor or a field trip to a job site with program staff can give you a great sense of what's happening on the ground from a contractor and customer's perspective, and help you better understand the market and what barriers need to be overcome for your programs to succeed. Look for opportunities like this to gather information, make adjustments, and re-evaluate your program. You wouldn't get married and wait two years to ask if it's working; don't make the same mistake with your contractor.

A worthwhile investment
Without investing time to understand your contractors and without spending some time to train your program representatives on the realities of small business, you're probably missing out on tremendous opportunities to grow your programs and create more energy efficient homes and businesses.

By learning to think like a contractor, you'll begin to build stronger relationships that result in mutual benefit and help you grow your energy efficiency programs.

Blaine Fox is Vice President of Warm Thoughts Communications, a marketing firm specializing in the residential energy industry.

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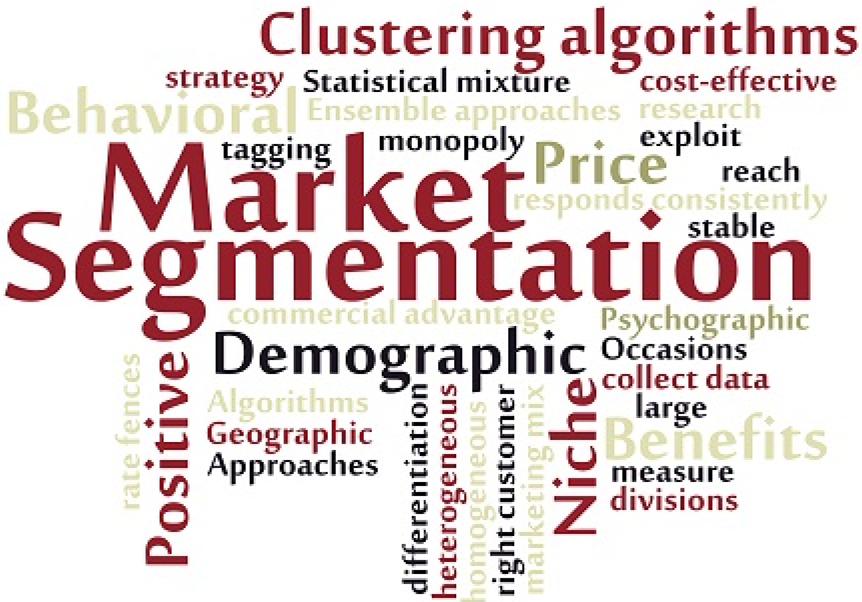
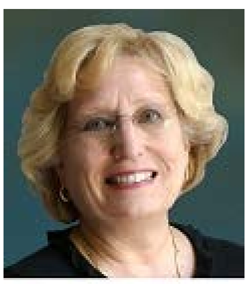
How to Avoid Carpal Tunnel Marketing



by Karen Morris

Carpal tunnel syndrome is the painful condition often caused by repetitive wear on nerves, most commonly involving wrists from too much computer time. How do you make sure you're not causing your customers pain from repetitive marketing strategies or tactics?

Yes, the old marketing "rule of seven" says consumers need to receive seven touch points before they get your message. But no doubt customers are growing weary from media bombardment and information overload. They can choose to tune out, opt out, delete, fast forward and block your messaging altogether at will. Relevant messaging at least increases the chances of your messages sticking.


Karen Morris

According to a recent PWC study, 41 percent of utility professionals surveyed believe that the utility business model will undergo a complete transformation in the next 15 years. Another 53 percent indicated they believe the industry will see significant change. This means the same marketing strategies that may have worked for years or even decades are not likely to work in the years to come. The utility of the future will need to hone their marketing strategies, increase relevance, increase customer satisfaction, and build brand trust to survive and thrive in this evolving market.

Thankfully, the fundamental concept of market segmentation is being combined with data analytics to produce a better, faster form of market segmentation that can produce more relevance and a sharper aim for your marketing strategies. Understanding market segments and personas is important to delivering the right message to your target markets. In the case of utilities, we can't assume each home has only one persona. Two-adult families probably have at least two personas. And, in fact, may change their persona depending upon the issue they consider most relevant at that time.

For example, one person may see investments in their home as a way to show off to neighbors much like driving a high-end or super green vehicle. Others may be afraid of high tech devices because of fears over Big Brother. Still others — and we may be talking about the same person who has perhaps multiple personas — may like DIY home projects. That's where good, solid market research comes in.

Next comes predictive analytics that can go a step further to forecast behavior. Propensity modeling helps predict how likely a customer is to participate in a program or service. This sophisticated analysis helps reduce market noise and the expense of marketing to customers not interested in your message. Fortunately a number of utilities are adopting these more sophisticated market segmentation techniques.

One utility recently analyzed 1 million customers to see who would be most likely to participate in any of 19 programs offered — such as solar pilots, energy efficiency and rate plans. They used propensity scoring that included variables like Web participation, online transactions, energy use, average bills and data collected from Nielson, county records and more. According to Chartwell — the specialized research and information provider who conducted the review of utility marketing practices — it was found that the utility's response rate jumped from 1 percent to 8 percent after using propensity scoring. Now, that's tangible results from better market segmentation.

Additionally, by using billing integrated software that disaggregates the energy bill accurately and displays energy-use patterns, the utility can also use energy-use patterns to target customers with relevant messages promoting appropriate programs.

This is an exciting time given how many inexpensive methods we now have to communicate energy choices to customers. But we need to be careful we don't wear out our welcome and cause carpal tunnel marketing syndrome.

Karen Morris is the Marketing Manager at Apogee Interactive, Inc., a provider of energy analysis software and online solutions.

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AESP News

See you next week at AESP's Spring Conference

"Marketing and Implementation: Finding New Pathways to Reach Program Goals" kicks off next week in Baltimore. Join us for great learning and networking, centered around the latest trends in program implementation and marketing. Get more details here.

Get ready for a zippy new membership portal at the end of May

Prepare for a whole new user experience soon. AESP is converting to a new member platform and we think you'll appreciate the new look and easier navigation. Look for more information in a dedicated email with FAQs coming soon.

AESP Rocky Mountain Chapter's Energy Trivia Night

Thinking caps were en vogue during the Rocky Mountain chapter's Trivia Night on March 20 in Boulder. More than 40 people in eight teams showcased their energy knowledge in a bid to take home top prizes and, perhaps more importantly, flaunt-hard earned bragging rights. Pizza and beer fueled the festivities.

The event featured natural born emcee James Barry (Cadmus) posing brain teasers primarily whipped up by Tyler Hammer (Nexant) and Nadav Enbar (EPRI). Past and present board members Robin Maslowski (Navigant), Scott Dimetrosky (Apex), Elizabeth Hartman (E Source), and Laura Tabor (Navigant) helped make the evening a memorable one. Thanks to event sponsors Skumatz Economic Research Associates and Apex Analytics.


The host James "Alex Trebek" Barry

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News Releases and Announcements

Pulse Energy announces multi-million dollar, three-year contract with British Gas

EPA recognizes the East Ohio Gas Company d/b/a Dominion East Ohio with 2014 ENERGY STAR® Award for Excellence in Energy Efficiency Program Delivery

The Northeast Energy Efficiency Partnerships (NEEP) receives ENERGY STAR Partner of the Year Sustained Excellence Award

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