



Monthly Member Newsletter

Strategies

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Newsletter Sponsored By:



January 2010

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Upcoming Events

Brown Bags

January 21, 2010

Getting the Best Bang for the Buck: Which Public Policy Programs are Likely to Produce the Greatest GHG Reductions?

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

AESP Training Courses

February 8, 2010
Tucson, AZ
Overview of Demand-side Management – 1 day

February 8, 2010
Tucson, AZ
Demand Response – ½ day

February 11-12, 2010
Tucson, AZ
Elements of Marketing your Energy Efficiency Program

February 11-12, 2010
Tucson, AZ
Principles of Research & Evaluation

February 11-12, 2010
Tucson, AZ
Demand-side Management Economics

Letter from the Chair



Susan Nathan, AESP Chair

What Were You Doing 20 Years Ago?

Maybe you were watching "Roseanne", "Murphy Brown" or "Doogie Howser, M.D." on television. Perhaps you were listening to Madonna sing her smash hit "Vogue" or Michael Bolton croon his infamous "How Am I Supposed to Live Without You?" Or was watching Kevin Costner perform in "Dances With Wolves" more to your liking?

Whatever your entertainment preferences in 1990, the year saw the founding of a little-known nonprofit organization called the Association of Demand-side Management Professionals. Much has changed in the energy industry since ADSMP (now, of course, AESP) was a fledgling association two decades ago. However, one thing that has remained constant is AESP's dedication to serving the needs of energy professionals. Take a look below at our 20th Anniversary logo, which was specially crafted to mark this milestone. You will be seeing this logo throughout the coming year as we commemorate 20 years of challenges, accomplishments and significant growth.



AESP would not be the powerhouse (pun intended!) association it is today without the interest and support of you, our members. You understand the value of the many benefits AESP offers, such as professional development, industry contacts, research, education and more. Our hardworking board of directors, topic committees and staff do their best to develop and deliver the services you need now.

Join us in Tucson, AZ, Feb. 8-12, 2010, to help celebrate this special anniversary during [AESP's National Conference & Expo](#). This can't-miss conference is the one energy industry event that everyone looks forward to all year. Learn from the dynamic keynote speaker (Ralph Cavanagh, Co-Director of the Energy Program at the Natural Resources Defense Council), experience the outstanding multitrack [conference sessions](#) and connect

leading-edge products and services. New this year are post-conference training courses, so stay an extra day in Tucson and take advantage of these highly acclaimed courses focusing on Marketing, EM&V and Level II DSM.

I saved the best for last! The first 20 people who call Meg Matt, AESP's CEO, and wish her a *Happy 20th Anniversary* will receive a very special gift. Voice mail counts! Look for even more 20th Anniversary-related contests, prizes and giveaways at the conference in February. Where else can you find good old-fashioned country singing and saloon gals, test your quick draw skills with a six shooter, and understand more about the challenges and changes in the energy industry? I promise it will be a memorable event. Dust off your spurs and [register today](#). Also, be sure to make your [hotel reservations](#) soon – the room block is going fast.

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Headlines

Stimulus News

"Appliance Stimulus Slowly Heating Up"

Industry News

"White House Plan Would Increase Clean Energy Tax Credit"

"Obama's Home Energy Efficiency Pitch: Insulation Is 'Sexy'"

"Utilities Under Gun to Push Cuts in Electricity Use"

"Keep Solar Subsidies Stable, Industry Says; Government Incentives Such as 'Feed-in-Tariff' Should be in Place for Long Term"

"Remaking St. Charles in a Shade of Green; Developer to Test Suburban MD Market for Energy Efficiency"

"LED Bulbs Save Substantial Energy, a Study Finds"

AESP News

Featured Article

Updates from Local Chapters, Topic Committees and Members

AESP Welcomes...

News Releases and Announcements

Stimulus News

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

Appliance Stimulus Slowly Heating Up

Up to 25,000 consumers in Tennessee will get rebates worth up to \$250 each to buy more efficient heat pumps, air conditioners, and furnaces under a plan approved by the U.S. Department of Energy. Tennessee Gov. Phil Bredesen says the heating and air conditioning rebates, combined with similar rebates already available for residential energy upgrades from the Tennessee Valley Authority (TVA), "will lower utility bills and have a positive impact on the environment" and the economy. However, the rebates won't be coming until next Earth Day on April 22, 2010. Unlike most states that are offering rebates for purchases of home appliances such as dishwashers and refrigerators, Tennessee is targeting its \$5.9 million in stimulus funds from the latest rebate program to heating and cooling equipment. Matt Kisber, the state commissioner for Economic and Community Development, says residents of the state are among the highest per capita users of electricity in the nation, primarily because of the relatively high usage of electric heating

February 11-12, 2010
Tucson, AZ
Demand-side Management Program Planning and Design & Implementation (Level II)

February 23-24, 2010
Waltham, MA
Demand-side Management Economics & Evaluation (Level II)

April 5-6, 2010
Milwaukee, WI
P2 - Program Planning & Implementation

April 7-8, 2010
Milwaukee, WI
E2 - Economics & Evaluation

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

February 8-12, 2010
AESP's 20th National Conference & Expo
Tucson, AZ
Click [here](#) for remaining sponsorship opportunities

May 3-5, 2010
AESP's Spring Conference
Boston, MA
Click [here](#) for exhibitor and sponsorship opportunities

October 4-6, 2010
AESP's Fall Conference
Portland, OR

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AESP is a member-based association dedicated to improving

the rebates and to work with national firms to promote the incentives. The program is projected to cut electricity consumption statewide by 16 million kilowatt-hours a year. The state program is being matched with \$500 in matching rebates from TVA distributors such as EPB in Chattanooga. TVA is spending \$2 million in the current fiscal year to pay for home energy audits to evaluate potential savings from Energy Star heating and cooling equipment. Frank Rapley, general manager for energy design at TVA, said Tennessee's appliance rebate program "dovetails very well with TVA's programs" and should help the federal utility reach its goal of cutting peak electricity demand by 1,400 megawatts by 2014.

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From "Appliance Stimulus Slowly Heating Up"
Chattanooga Times Free Press (TN) (12/04/09) Flessner, Dave
Additional Stimulus Information

Special thanks to Bill Prindle of ICF International for sending the two reports below to keep members updated on the ARRA.

- [Energy Efficiency Program Options for Local Governments under the American Recovery and Reinvestment Act of 2009](#)

- [Progress Report: The Transformation to a Clean Energy Economy](#)

Industry News

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

White House Plan Would Increase Clean Energy Tax Credit

The Obama administration unveiled on Dec. 16 a proposal to expand by \$5 billion a clean energy tax credit, as part of a push to spur job growth, while also encouraging investment in wind, geothermal and solar projects in the United States. Senior Obama administration officials said they were confident of getting quick congressional support for the plan, which they expect to generate \$15 billion or more in private investment and create tens of thousands of new manufacturing jobs. The tax credit will aid new, expanded or retooled facilities and provide a 30 percent tax credit for investment in factories that manufacture energy-saving products, according to a detailed plan released by the administration. It will be available for a wide array of green technologies, including wind and solar power, efficient batteries and advanced cars. The \$5 billion would raise the cap of the present program, enacted last February, to \$7.3 billion from \$2.3 billion. Administration officials and their Democratic allies on Capitol Hill said that the expansion was necessary because the initial program was successful. The administration received more than 1,000 applications. Of these, 600 were deemed acceptable, but a smaller number were approved because of the cap on the amount of money available. The companies receiving the initial \$2.3 billion in tax credits will be announced in January. Senator Sherrod Brown (D-Ohio) said that the expansion of the credit would ensure that clean energy jobs were created in the United States. "While the public and private sectors are creating a demand for new industries like wind, solar, high-speed rail and medical I.T., we need to do more to ensure that we make these products in America," he said.

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From "White House Plan Would Increase Clean Energy Tax Credit"
New York Times (12/17/09) Cooper, Helene

Obama's Home Energy Efficiency Pitch: Insulation Is 'Sexy'

In a Dec. 15 speech in Washington, D.C., President Barack Obama said green home remodeling will make dwellings more energy efficient and save consumers money, going as far as calling insulation "sexy stuff." He stated, "Our homes and our offices consume almost 40 percent of the energy we use and contribute almost 40 percent of the carbon pollution that we produce. The simple act of retrofitting these [old] buildings to make them more

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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Kisha Gresham, Strategies Managing Editor

Americans back to work while saving families money and reducing harmful emissions." Experts say federal stimulus incentives could be driving an increase in green retrofits, which the White House predicts will rise to 1 million homes by 2012 from 100,000 in January 2008.

The American Recovery and Reinvestment Act earmarked \$5 billion to weatherize low-income dwellings and \$300 million to promote energy efficient appliances and also offered a tax credit equal to 30 percent of energy efficient improvements. Additionally, Obama is pushing to set energy efficiency standards for appliances at a quicker pace, calling for an increase to six per year from one per year during the Bush era. Consumer Federation of America research director Mark Cooper believes more needs to be done to overhaul buildings across the United States to truly benefit the environment. He says retrofitting 50 million of the nation's 120 million buildings over the next 10 years "would have a tremendous impact on the structure and demand for electricity and natural gas."

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From "Obama's Home Energy Efficiency Pitch: Insulation Is 'Sexy'"
Christian Science Monitor (12/15/09) Guarino, Mark

Utilities Under Gun to Push Cuts in Electricity Use

A recently enacted Pennsylvania law requires utilities to decrease customers' electricity use by 1 percent by mid-2011 and by 3 percent by mid-2013. The law also requires peak demand to be reduced by 4.5 percent by mid-2013. The legislation has prompted utilities to offer energy efficiency programs so customers use less power. The programs include providing incentives to use energy efficient appliances to installing smart meters. Duquesne Light has introduced "Watt Choices," a program that offers energy-saving options for its customers. Incentives include rebates from \$1.25 for energy-efficient light bulbs to \$300 for a solar water heater. A refrigerator recycling program will pay \$35 for an older, working refrigerator when it is replaced with an ENERGY STAR-rated model. Customers also can receive suggestions for reducing electricity use by doing an online energy audit on the company's Web site. Allegheny Power is also offering rebates as part of its "Watt Watchers" program. Allegheny Power plans to install smart meters in the first quarter of 2010 and to implement programs in 2011 that take advantage of the meters' capabilities. At Duquesne Light, smart meters will not come into play for another couple of years, says spokesman Joseph Vallarian, stating the utility will begin installing 8,000 meters sometime in 2013 to customers who request them and to all new construction. "Instead of just going out and saying to everybody, 'Here you go, here's a smart meter,' we want to make sure that consumers want it and that it's the right kind of technology," Vallarian says. Helping individual consumers reduce electric bills was only part of the impetus behind the legislation, says state Public Utility Commission spokeswoman Jennifer Kocher. The larger goal, she notes, is to reduce overall demand in the wholesale electricity market, as the state approaches the removal of electricity rate caps at the end of next year.

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From "Utilities Under Gun to Push Cuts in Electricity Use"
Pittsburgh Post-Gazette (12/11/09) Green, Elwin

Keep Solar Subsidies Stable, Industry Says; Government Incentives Such as 'Feed-in-Tariff' Should be in Place for Long Term

At the Canadian Solar Industries Association annual conference in Toronto, solar executives said that government incentives such as Ontario's new "feed-in-tariff" are crucial to attracting investment to the renewable energy business, but only if the subsidies remain stable over the long term. Ontario's feed-in tariff program pays premium prices for renewable power, more than 10 times the normal electricity price for certain solar projects, and has prompted several manufacturers to set up shop in Ontario. Feed-in tariffs "attract private capital to the business of creating solar energy, because you can make money doing this," said John MacDonald, chief executive officer of Day4 Energy Inc., a Vancouver-based solar panel maker. He stressed the importance of Ontario not changing the rules abruptly, noting that while it is inevitable that the government will eventually trim what it pays for renewables as costs come down, companies can deal with that if they are given enough notice. He cited Spain as taking the wrong approach, as their feed-in tariff was so lucrative that the government suspended it in 2007 and then brought it back with huge changes, almost killing off the booming domestic solar industry in the process. "There's nothing an investor hates worse than instability," MacDonald said. "They had instability in

based solar equipment maker Carmanah Technologies Corp., said he would consider shifting some of Carmanah's manufacturing to Ontario if it allowed the company to meet the content requirements and get more business. Michael Carten, executive chairman of inverter maker Sustainable Energy Technologies Ltd., said the biggest market for solar power systems in Canada will likely be for rooftop systems on large commercial buildings.

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From "Keep Solar Subsidies Stable, Industry Says; Government Incentives Such as 'Feed-in-Tariff' Should be in Place for Long Term"

Toronto Globe & Mail (Canada) (12/09/09) Blackwell, Richard

Remaking St. Charles in a Shade of Green; Developer to Test Suburban MD Market for Energy Efficiency

Residents living in the Waldorf, MD, planned community of St. Charles will get a green city, where residents will live in energy-saving homes, shop in energy-saving stores and walk under energy-saving streetlights as a new plant next door generates carbon-friendly solar power. American Community Properties Trust, a developer, plans to double the size of St. Charles, a community of 12,000 homes and 5 million square feet of offices, stores, and industrial parks, while reducing its carbon footprint through green design. "What we're trying to do is reinvent the balance of the community," says Steve Griessel, the company's chief executive. American Community Properties has struggled with flat housing prices, and Griessel is expressing optimism that by going green on such a large scale, "we [will] put ourselves on the map." "This is not a handful of people," says Malcolm Woolf, Maryland Gov. Martin O'Malley's top energy adviser. "It's a market test of the economic power of sustainability in a conservative part of Maryland, a mainstream community." The state is offering no financial support to the developer. The green city dovetails with another developer's plans to build a 10-megawatt solar facility in St. Charles, as well as a natural gas plant on a neighboring site.

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From "Remaking St. Charles in a Shade of Green; Developer to Test Suburban MD Market for Energy Efficiency"

Washington Post (11/30/09) Rein, Lisa

LED Bulbs Save Substantial Energy, a Study Finds

A comprehensive study conducted by Osram, the German lighting company, provides evidence that the latest generation of energy-saving light bulbs do save energy, the first such evidence of its kind. While it is indisputable that LEDs use a fraction of the electricity of a regular bulb to create the same amount of light, some wondered if enough extra energy was required to manufacture and distribute LED lamps. The study results show that over the entire life of the bulb, from manufacturing to disposal, the energy used for incandescent bulbs is almost five times that used for compact fluorescents and LED lamps. The energy used during the manufacturing phase of all lamps is less than two percent of the total. Kaj den Daas, chief executive of Philips Lighting North America, says the Osram study "provides facts where we often have only emotional evidence." Philips recently became the first entrant in the Energy Department's L Prize, a race to develop the first practical 60-watt LED equivalent to a standard light bulb. "The difference in energy use between incandescents, compact fluorescents and LEDs is definitely significant," says Dr. Matthias Finkbeiner of Berlin's Technical University and chairman of the study's review committee. "The results are very stable." Dr. Berit Wessler, head of innovations management at Osram Opto Semiconductors in Regensburg, Germany, expects the results to shift even more in favor of LEDs, as newer generations of that technology become even more efficient, requiring less energy to produce the same amount of light. "Everything I've seen strengthens the assumption that LED efficiency will increase," she says. "There has not been much improvement in incandescent efficiency in the last 10 years."

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From "LED Bulbs Save Substantial Energy, a Study Finds"

New York Times (11/30/09) Taub, Eric

Featured Article



Meg Matt

AESP Is Turning 20: Thoughts and Perspectives from AESP's Founding and Current Presidents

By: Teddy Durgin, Information Inc.

The Association of Energy Services Professionals celebrates its 20th anniversary this year. To mark the milestone, AESP President and CEO Meg Matt recently sat down with AESP Founding President Bill LeBlanc to look at how far the organization has come and to glimpse the horizon, and see where it is headed.

LeBlanc steered the discussion back to 1990, when he was just 31 years old. He recalled, "There was enough money being spent and enough professionals who were going into this nascent field called demand-side management [DSM], which was coined by my department's director at the time, Clark Gellings at the Electric Power Research Institute (EPRI). So I kicked around the idea of a new professional society with some of my buddies in the industry, and they nodded their heads and said, 'Yeah, that would be a good idea, but it's going to be tough.' DSM was not something the utilities were supporting fully at that point in time."

During a meeting at the fourth National DSM conference in Cincinnati, Gellings took the podium on LeBlanc's behalf. "He said, 'If anybody is interested in a professional association for demand-side management professionals, please meet in the River Room at 7 o'clock tonight, and Bill LeBlanc will be holding a session.' So, I did. We had about 25 people show up. I made a pitch in which I laid out the reasons why I thought the industry needed a place to call its own, and it really struck a chord with the people in that room. I took everybody's name and asked who would like to be on the initial board. Most everybody in the room said, 'Yeah, sure!' Of course, we had NO idea what we were getting into, but that didn't stop us."



Bill LeBlanc

LeBlanc, who today is president of Boulder Energy Group, estimates that the oldest person who attended that initial meeting was "maybe 36." He recalled, "We figured we could tackle it. I went back and scrambled to put together a business plan. I had given myself a couple of months to do that, but I also needed some money. So, I went to my boss at EPRI. She wasn't super-supportive, wondering, 'How is this going to work?' and 'How are you going to start a new association out of nothing?' Nonetheless, I got a \$10,000 chunk of money from EPRI to start it."

The first thing he did with the money was give it all to Patrice Ignelzi at Pacific Consulting Services to work with as the association's first executive director. She and LeBlanc had been working closely on the National DSM Conference together. LeBlanc stated, "I held the first unofficial board meeting, where I presented this relatively long concept piece about what we should do, which included the topic committees, topical reports, membership directory, membership and dues structure, corporate sponsorship, a newsletter, and the eventual training courses. We were basically starting a club for DSM professionals.' Those who came to the meeting were very supportive, and all of a sudden we had a real board of directors. We had someone volunteer to write the bylaws. We had another volunteer to put the brochure together. We were also having a great amount of fun. We got EPRI to send the initial brochure out to its mailing list, which may have consisted of about 10,000 people. We had an introductory offer of \$50 if you joined right away. I think we had 600 members before the first mailing was over. There was so much pent-up demand. It was so obvious that once it got out there people really wanted to hang their hat on this profession."

While started as the Association of Demand-side Management Professionals, the name was eventually changed to the Association of Energy Services Professionals in the late '90s. Today, under Matt's leadership, AESP members work throughout the energy services industry and represent electric and natural gas utilities, public benefits associations, regulatory and nonprofit entities, vendors, manufacturers, and consulting firms.



Original ADSMP Logo

stated. "With many other associations, it's the companies that belong. But at AESP, individual members serve on the board of directors whether they are vendors, consultants or utility professionals. Everyone is on a level playing ground, and I love that about this association. The people who govern the association do so because they really want to make a difference. I think 20 years from now, you'll see AESP having much more of an impact within the states. We have more local chapters than ever, with people coming in at a grassroots level. A lot of students will be coming into these chapters and learning about AESP. I think you'll see more regional conferences, especially in those regions that are the most active."

AESP is well-positioned to help its members deal with future growth in a number of ways. One is continuing to offer content via Webinars and in-person conferences. Matt noted, "We've really stepped up and offered a lot of training in the last two years. Just in 2009, we rolled out four new training programs for our members. Organizations are starting to see the retirement of many baby boomers, and it's been a struggle to find good people. We started seeing people recruiting from this shrinking talent pool and felt that if they found good people and trained them, it would be a better approach. We are seeing a lot of young people choosing energy efficiency as a career."

She continued, "The other major initiative we will be working on over the next 20 years and more is the newly created AESP Foundation. The foundation has several goals, and we are currently seeking funding from a variety of sources. Our members will also see AESP offering continuing education credits [or CEUs] next year, and the board is working on developing a professional certification program."

LeBlanc concedes that when he and his colleagues were laying the groundwork for AESP in 1990, they weren't thinking 20 or even 10 years down the line. "You are mostly going day to day," he said. "It's certainly something to be excited and proud about that we have been able to survive a very difficult time in the late '90s and to have a resurgence like this today. It makes me feel so happy to know that there have been so many great people dedicated to this association over the years. That's the reason it still thrives today."

Matt agreed, "We are definitely experiencing growth, and we feel a sense of urgency to get content out to our members to let them know that they can continue to look to AESP now and in the years to come as an important tool in their professional development."

And what would they like AESP's leadership and members to say about the association 20 years from now? LeBlanc was quick to answer: "Twenty years from now, we want to have energy efficiency, demand response and all the great ideas that are focusing on the demand-side of the energy business to be much more state-of-the-art and ingrained in the utility industry than they are today. There have been some utilities that have fully embraced the concept and it is part of their everyday business. But I think that's uncommon. So I'd like to see in 10 years all utilities using the benefits of DSM, energy efficiency and demand response to their fullest extent."

He added, "I'd also like to see our industry become more of a career choice than a 'career accident.' The schools should look at this as a true industry. It's multidisciplinary and would be very cross-cutting in terms of majors at a university. You can't be just a technologist, and you can't be just a sociologist. You have to be one part of a lot of different fields. You have to understand consumer behaviors, economics and policy. DSM covers so many dimensions, which is why I like it so much. It makes the industry challenging but very rewarding."



Katherine Johnson

AESP to Release Its "State of the Industry Report"

By: Katherine Johnson, AESP Publications Committee

At AESP's 20th National Conference & Expo (Feb. 8-12, 2010), the Publications Committee will highlight the key findings and conclusions from its "State of the Industry Report." This is the first time AESP has published this type of report. This report was developed as a way to help AESP achieve its primary objective of serving its diverse members and sharing knowledge across the industry.

The purpose of this report is to provide an assessment of the state of the industry and identify future trends. This report describes the important trends in the demand-side management (DSM) industry, including spending, savings estimates and impacts, and regulations. The data collected for this report were gathered from a variety of secondary literature sources, including recently published

and Canada.

It is organized into three sections:

- **Section 1: Scope of DSM Industry** – This section focuses on defining and quantifying the actual size and scope of DSM activities in both the U.S. and Canada.
- **Section 2: Savings Impacts and Trends From DSM Activities** – This section examines the impacts and trends regarding energy consumption, peak reduction savings and likely savings potential for both the U.S. and Canada.
- **Section 3: Current DSM Rules, Regulations and “Best Practices”** – This section focuses on how energy efficiency programs are being both implemented and evaluated throughout the U.S. It also includes a list of best practices for both program implementation and program evaluation.

The “State of the Industry Report” concludes with some key observations about the industry and its future, as well as additional references and resources to assist our AESP members in designing, developing, implementing and evaluating effective DSM programs and policies.

This report represents the combined efforts and insights of a variety of DSM industry professionals, including our co-authors:

- Tom DuBos, Apogee
- Luisa Freeman, Black & Veatch
- Greg Wikler, Global Energy Partners
- Michael Messenger, Itron
- Editor: Katherine Johnson, Johnson Consulting Group

AESP’s “State of the Industry Report” will be included on the Proceedings CD given out at AESP’s 20th National Conference. The report will also be available for download on [AESP’s Resource Library](#) in early February.

Point, Click, Connect!

By: Meg Matt, AESP President & CEO

In a recent member survey, many AESP members indicated they were not aware of some of the features and benefits available on the AESP Web site. In the next few issues, we will highlight some of these features and where they are located at www.aesp.org. Information is power!

Searchable Resource Library – A NEW AESP Member Benefit!

Who uses it?

This is a new AESP member benefit. We anticipate all members using it once the word gets out! The Resource Library will be used most by AESP members interested in viewing past years’ conference papers and presentations and by members interested in listening to previous Brown Bags.

What is it?

The Resource Library is a searchable library of past conference papers, presentations and Brown Bag audio files. It will eventually include abstract summaries from “Strategies” as well.

How do I use it?

You must first be an active member of AESP.

Go to www.aesp.org and enter your login information.

Go to the home page and click on the Resources tab.

Under the Resources tab, click on Resource Library.

Once you are in the library, you may view items under conference year, topic area, or you may search for specific topics, speakers, companies, etc.

Why should I use it?

The Resource Library is a great way to conduct research and review subjects on which AESP members have delivered presentations in previous years. After reading conference

over the years. Be sure to visit the Resource Library often, as new items will be uploaded monthly.

Visit the NEWLY RELEASED [Resource Library](#) and discover the power of AESP!

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Updates from Local Chapters, Topic Committees and Members

Cascade Chapter Update

The [Cascade Chapter](#) will host its annual Green Professionals Conference on Jan. 26, 2010, at the Doubletree Hotel Lloyd Center in Portland, OR.

The Green Professionals Conference provides job seekers, green professionals and industry experts with vital networking, educational resources and employment opportunities. By uniting individuals and organizations with a common vision, this event cultivates a community dedicated to a more sustainable world. For more information or to register, visit www.green-professional.com.

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AESP Welcomes...

New Individual Members

[Click here to view a list of new members](#)

New Group Members

The Dow Chemical Company
Powerdirect Marketing
Priority
Thunder Bay Hydro

Renewing Group Members

Chartwell Inc.
City Utilities of Springfield
NYSEG/RG&E

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News Releases and Announcements

[AESP Announces Ralph Cavanagh of the Natural Resources Defense Council to Keynote at National Conference](#)

[Energy Efficiency Veteran Joins CLEAResult Consulting](#)

[Equitable Gas Company Provides Cutting-Edge Energy Audit Technology Online From Apogee](#)

[Apogee Interactive Announces New IT Hires: Adam Tichelaar and Tony Singh Join as Senior Systems Architects](#)

[APOGEE Interactive and Control4 Collaborate to Connect Consumers to the Smart Grid](#)

[Toho Water Authority Begins Deployment of the Aclara STAR Network System AMI to Conserve Resources and Enhance Customer Service](#)

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