



Strategies

Monthly Member Newsletter

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SPRING CONFERENCE:
Marketing & Implementation
Create. Develop. Implement.



March 2012

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Upcoming Events

Brown Bags

March 8, 2012
[The Best of Small Utility Energy Efficiency Programs](#)

March 22, 2012
[DSM for Beginners](#)

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

AESP Training Courses

[Overview of the Principles of Demand-side](#)

Letter from the Chair

And The Award Goes To...



John Hargrove,
AESP Chair

Water cooler conversations this week may be centered around the Academy Awards – who won, the acceptance speeches – but just three weeks earlier, AESP members held our own paparazzi-worthy, blockbuster event.

The recent AESP National Conference in San Diego featured its own awards, a Hollywood star, and much more! Alongside actor and opening presenter Ed Begley Jr., there were nearly 750 energy professionals at the conference, making this AESP's biggest

conference ever!

More than 70 educational sessions brought members up to speed on the latest knowledge in program implementation, marketing, policy, technology, evaluation and more. Amid all the learning, we also took time out for AESP business.

There was an orientation for new members, Chapter and Topic Committee

meetings, and elections for the new AESP Board of Directors of which I am honored to be the new Chair for the coming year.

One of my first duties in this role was to present the annual AESP Energy Awards on stage in San Diego. I want to again congratulate and commend the following winners for their achievements in furthering the cause for energy efficiency.

AESP ENERGY AWARDS WINNERS

Program Design & Implementation (Non-Residential): Bonneville Power Administration, Energy Smart Industrial Program

Program Design & Implementation (Residential): NSTAR Electric Gas, Community-based Outreach Program

Technology: Duke Energy, Load Control Program

Marketing & Communications: Columbia Gas of Virginia, WarmWise Program

“The One To Watch” Young Professional Award: Audrea Deyesso, The Cadmus Group

In addition, the **B.H. Prasad Award** was also presented to an outstanding AESP member for dedicated service to AESP and the industry. This year, the award was presented to Mike Stockard of Oncor. I have worked with Mike for the last few years and I truly respect his knowledge and judgment. Our Board is better off because of his contributions. Thank you Mike.

I also want to take this opportunity to recognize another valued individual for her service to AESP, and this is the immediate past Chair, Carol White. Through her dedication and service, AESP has made great strides in 2011, and I look forward to continuing the positive momentum she has created. Thank you too, Carol.

If you were not able to attend the National Conference in San Diego have no fear, there are three more AESP conferences this year where you can network with the best and brightest people in our industry. The Spring Conference on Marketing and Implementation will take place from May 15-17 in Baltimore. And this July, AESP will host its first summer conference. We're excited to present this in Toronto, Canada and are

*May 15, 2012,
Baltimore*

*P2 Level II DSM:
Program Planning
& Implementation
May 17-18, 2012,
Baltimore*

*Strategic Marketing
of Your EE
Programs
May 17-18, 2012,
Baltimore*

*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

*May 15-17, 2012
AESP's Spring
Conference
Marketing &
Implementation:
Create. Develop.
Implement.
Hilton Baltimore,
MD*

*July 30-31, 2012
AESP's Summer
Conference*

accepting abstracts for this conference right now. If you are interested in presenting a topic, I urge you to [find out more](#).

I hope to see you in Baltimore.

John

Headlines

Stimulus News

["Energy Efficiency Program Saving Homes \\$900 Per Year in Energy Costs"](#)

Industry News

["Mobility + Customer Engagement"](#)

["Utilities to Finance Energy Improvements"](#)

["Ohio County Schools Recognized for Energy Efficiency"](#)

["Zero Energy Buildings Are Next Frontier"](#)

["Technology Could Help Consumers Cut Energy Bills"](#)

["New York City's Greener, Greater Buildings Plan"](#)

["Xcel, Boulder Negotiate Over Solar Rebates, Energy Efficiency Programs"](#)

Featured Articles

AESP News

[WELCOME & THANK YOU
to our New and Renewing Members!
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.

*Exploring the Next
Generation of EE
programs – a North
American
perspective
Toronto Marriott,
ON, Canada*

*October 15-17, 2012
AESP's Fall
Conference
Evaluation &
Implementation: No
Longer an Odd
Couple.
Westin Long Beach,
CA*

*Have a
Question...Ask
AESP!*

*Do you need advice
from your peers on
your latest project
or program? If so,
submit your
questions on AESP's
listserv. Or, do you
have the answer or
advice for this
recent post?*

*I work for a small,
rural utility and I'm
looking for an
inexpensive solution
to load research
questions –
particularly for*

Energy Efficiency Program Saving Homes \$900 Per Year in Energy Costs

A federal grant has enabled nearly 50 households in Unity, Maine, to get energy audits and also have \$500 worth of weatherization work done on their homes. The town received \$82,500 in federal Recovery Act funds for energy efficiency work back in August 2010. Although program officials said that residents were a little slow to warm up to the process initially, in recent months many have now taken advantage of the expertise and financial help available for making their homes more efficient. The money from the grant has almost all been spent or spoken for, according to Amanda Jamison, Unity coordinator for the federal Energy Efficiency and Conservation Block Grant Program. In Maine, the federal money is administered through Efficiency Maine. According to Doug Fox, the chairman of the Unity Energy Committee, those who have taken part in the program are saving an average of \$900 per year on heating bills. The town's experience with working to make its 600 homes more efficient began in 2007, when skyrocketing fuel prices spurred a group of volunteers to start helping their neighbors get weatherized. "Unity residents were calling in, saying, 'We're not sure how to get through the winter,'" says Jamison. So far, about 40 homes, five multi-unit buildings, and eight businesses have taken part in the program. Participants must hire a contractor from a list of qualified professionals, and then the contractor will check to see how leaky the property actually is. Three houses have been too airtight for more winterizing, Jamison says, but the rest did show spots where warm air was escaping into the cold outside. The contractor then helps to put spray foam in those cracks and adds caulking around doors, windows and more. "Each of them adds up," Jamison says. "Investing \$200 to \$500 saves you the greatest amount in [efficiency] gains." In addition to more homes becoming airtight and warmer thanks to the grant program, another benefit has been the fact that many in Unity now know a lot about energy efficiency, according to Fox. "It's been such an eye-opener to people. We have lots of testimonials in town," he notes. "Now, the message is being spread by word of mouth. Before, nobody knew what air sealing was, or what a blower door was. Now, it's a common conversation in the hardware store."

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From "Energy Efficiency Program Saving Homes \$900 Per Year in Energy Costs"

Bangor Daily News (ME) (02/13/12) Curtis, Abigail

Industry News

small (residential and commercial) customers. So far, the cheapest solution seems to be to install profiling meters and manually downloading the data on to laptop computers. Is there anyone aware of an inexpensive two-way communication meter such that downloading the data doesn't involve physically driving to the location?

To subscribe to the listserv, email your request to imailsrv@aesp.org and type "Subscribe AskAESP" and your first and last name.









AESP is a member-based association dedicated to improving the delivery and

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

Mobility + Customer Engagement

Consumers are increasingly embracing mobile technology, which presents the electric utility industry with an opportunity to engage and empower customers in new ways. Aneesh Chopra, chief technical officer for the U.S. government, recently challenged the electric utility industry to develop a "Green Button," in reference to an initiative by the Veteran Affairs and the private health industry to provide a "Blue Button" that would allow veterans to access and download their personal health information. "Consumers should have access to their energy usage information," said Chopra. "It should be easily downloadable and in an easy-to-read format offered by their utility or retail energy service provider." With the information at their fingertips, customers would be able to make informed decisions about their energy use, and a "Green button" could lead to the development of other innovative consumer applications and devices. PG&E, Southern California Edison, and San Diego Gas & Electric have indicated they will work together to develop the "Green Button." All three utilities agreed to harmonize the format of their information, so that customers could send the data to third-party vendors. This collaboration may also spur development of energy apps and other innovative uses for customers' energy information. Mobility is the imperative key, according to industry observers, who say that consumer applications must be easily accessible, readable, and one-touch from a mobile device to be useful to a mobile consumer.

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From "Mobility + Customer Engagement"
Intelligent Utility (02/12) Vol. 4, No. 1, P. 20 Rowland, Kate

Utilities to Finance Energy Improvements

Homeowners in New York State now have the ability to pay for energy-efficiency improvements without putting any money down due to a recently launched on-bill recovery program. Homeowners can now obtain a loan for the work and pay it off in their monthly utility bills over the next few years. Residents can obtain loans starting at \$3,000 and going all the way up to \$25,000, with a payback time of five to 15 years. The consumer forfeits whatever savings results from lower energy use, with that money going to pay the loan off. The interest rate will be 2.99 percent. State officials laud

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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*Lani MacRae, Board
member*

the program, claiming it is good for homeowners and reduces the total energy demand in the state. The New York State Energy Research and Development Authority is managing the program, and every utility in the state is participating. The measure was approved in the legislature in 2011. State officials said the program will be most beneficial to individuals in the middle class, making it easier for them to reduce their energy use and lower a home's carbon footprint. After having an energy audit, homeowners can use the money to make energy-efficiency improvements. Currently, the program is only approved for homeowners, but the initiative is expected to be available to small businesses, nonprofit groups, and multifamily building owners in the spring.

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From "Utilities to Finance Energy Improvements"
Daily Gazette (Schenectady, NY) (02/01/12) P. A5 Williams, Stephen

Ohio County Schools Recognized for Energy Efficiency

Ohio County Schools took part in a ceremony, hosted by the Kentucky Energy Efficiency Program for Schools on Feb. 3, that honored successful energy-saving initiatives implemented by schools since the beginning of 2011. The Ohio County school district first implemented its own project in July of 2011 that is dedicated to cutting waste at its 10 schools by 5 percent each. The project used volunteer teams of staff, including administrators, custodians and teachers, and teams of students who all play a role in minimizing power usage by turning off lights and computers.

Administrators were able to use technology to override the automated heating system on a snow day, which prevented wasting energy to heat an empty building. The district superintendent noted that the district is using wattage meters to calculate how much is being paid per device across the district and that part of the plans include eventually replacing old, inefficient boilers that are in some of the schools. The district has achieved savings of as much as 14 percent at some of its schools.

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From "Ohio County Schools Recognized for Energy Efficiency"
Owensboro Messenger-Inquirer (02/04/12) Harris, Megan

Zero Energy Buildings Are Next Frontier

The acceptance of green building practices by the global construction

Tracy Narel, Board member

Elizabeth Titus, Board member

Katherine Johnson, Board member

industry is advancing sustainable buildings. Revenue from zero energy buildings, which produce as much energy as they consume, is expected to grow significantly over the next 20 years, reaching nearly \$690 billion by 2020 and almost \$1.3 trillion by 2035, a compound annual growth of 43 percent, according to Pike Research. Much of the sustainable building growth will take place in the European Union, where near-zero energy buildings will be required by 2019 for public buildings and for all construction by 2021. The EU's Energy Performance of Buildings Directive, which governs building energy codes, is still being finalized. But it will certainly create significant investment in zero energy building technologies over the coming decades. Similar regulations are being discussed in the U.S. and Japan. "Following the surge in LEED and other green building certifications worldwide over the last few years, zero energy building has emerged as the 'holy grail' in green building design," says research analyst Eric Bloom. "Technically, zero energy building design is feasible for many building types in many regions, but concerns about the upfront cost continue to impede it in the market." The technologies used in zero energy buildings, like efficient lighting and HVAC systems, better insulation, and solar photovoltaic and other systems can add significant initial costs, but will improve system performance and reduce ongoing costs. In 2010, the Department of Energy awarded \$76 million through the Recovery Act to support advanced energy efficient building technology projects as well as the development of training programs for commercial building equipment technicians, energy auditors, and building operators.

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From "Zero Energy Buildings Are Next Frontier"
SustainableBusiness.com (02/01/12)

Technology Could Help Consumers Cut Energy Bills

Duke Energy's latest rate increase request to the North Carolina Utilities Commission contains a money-saving deal — a 20 percent discount on electricity - that few customers know about and fewer take. The time-of-use rate rewards residential consumers whose heaviest energy use is when overall demand falls, such as at night, and electricity is cheapest to generate. Time-of-use rates and similar forms of pricing are poised for rebirth through digital technology. However, most time-of-use customers have to sacrifice convenience and comfort — such as higher air conditioner settings in summer — to save money. Digital "smart" technology promises to change that by offering more information, choices, and control over their energy use. "Technology is there to do that," says Bernard Neenan, an

economist at the Electric Power Research Institute in Knoxville, Tennessee. "You can set up a plan for the day and signal your devices to follow. If company is coming, you can stop the dishwasher and cool the place." Consumers armed with energy management systems and sensor-equipped appliances could synchronize their heaviest electricity use with the cheapest rates. Duke Energy began testing home energy-management systems in southeast Charlotte in 2009. By 2010, customers who took part had seen an average 8 percent drop in their bills. As technology advances, Neenan says that utilities and regulators are "just on the cusp" of adopting new ways to price electricity. The North Carolina Utilities Commission's Public Staff is pushing Duke to explore energy-saving rates that would appeal to more residential customers. As part of a settlement agreement with the Public Staff on the 7.2 percent rate hike it seeks, Duke agreed to explore new rate options. Among the possibilities, Duke says, are high "critical peak" prices for the very highest-demand hours of the year, reflecting the high cost of making electricity at those times. "Technology is the foundational piece," said Dennis Garman, a Duke official who works in home efficiency programs. "It's the information that flows through the technology that makes the difference."

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From "Technology Could Help Consumers Cut Energy Bills"
Charlotte Observer (NC) (01/22/12) Henderson, Bruce

New York City's Greener, Greater Buildings Plan

New York City has introduced four local laws as part of the Greener, Greater Buildings Plan (GGBP) to increase the efficiency of buildings and to work towards strengthening the local economy. The plan was also created to fight climate change and improve quality of life as part of PlaNYC, an effort to prepare the city for one million more residents. GGBP Local Law 87 requires audits and existing-building-commissioning (EBCx), which it hopes will help heal chronic issues like deferred maintenance. These audits and EBCx must be performed by outside energy professionals, and can be performed at different times or at the same time by using guidelines from the Building Commission Association, the U.S. Green Building Council, and the State of California, that combine the energy audit tasks into the EBCx process. EBCx under the Local Law 87 requires verification of several points among which are the operating schedules; maintenance accessibility; HVAC sensors, controls, and sequences; air and water balance; pipe and duct insulation; and load distribution and ventilation rate. The law also is explicit about what must

be included on reports and who must be on an audit team. The Urban Green Council established GPRO as a comprehensive national training and certification program for building performance professionals that would help improve the training received by those who work in commissioning.

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From "New York City's Greener, Greater Buildings Plan"

Heating - Piping - Air Conditioning Engineering (01/12) Vol. 84, No. 1, P. 46 Wilkinson, Ron

Xcel, Boulder Negotiate Over Solar Rebates, Energy Efficiency Programs

Boulder, Colorado, officials met with officials from Xcel Energy to try to develop an agreement about whether and how the utility will allow customers who live in Boulder to take part in its energy programs, such as solar rebate, long-term wind, and others. The discussion is being held because Boulder voters approved a ballot measure in November that will allow the city to form its own municipal utility and break ties with Xcel. In a letter to the city, Xcel attorney Paul Connelly invited city leaders to work out an agreement with Xcel that would allow some of the programs to continue and would ensure that Xcel will be compensated for any investments the utility makes in Boulder customers beginning this year if the city severs its ties with the utility in the future. Connelly laid out suggested agreements in her letter, including that the city would take over the payments that Xcel makes to customers who install solar panels and that Boulder would compensate Xcel for any energy-efficiency rebates that the utility might distribute, including incentives for upgrading heating and cooling systems. The utility feels that continuing to provides its 'discretionary programs' to the Boulder customers would hurt the rest of the customers if Boulder should become a municipality, and offers in its agreement that it would not allow Boulder customers to take part in two new programs for energy efficiency. The final decision on the matter will be left to Colorado Public Utilities' discretion, though some are arguing that these supposedly discretionary programs from the utility are not discretionary and are being paid for by riders on customers' bills.

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From "Xcel, Boulder Negotiate Over Solar Rebates, Energy Efficiency Programs"

Daily Camera (02/11/12) Snider, Laura

Featured Articles

Report from the AESP National Conference in San Diego

Efficiency facts, not fables

By Brendan O'Donnell

Earlier this month, energy professionals gathered in San Diego to discuss the state of the energy services industry. AESP (Association of Energy Services Professionals) is focused on delivery and implementation for utilities, particularly for energy efficiency and distributed renewable resources. Several trends emerged from this year's conference. Here's our top five:



Brendan O'Donnell

1. Energy efficiency marketing really is getting better

Don't believe me? Check out the E Source Utility Ad Awards for the industry's best campaigns in print, video and radio from [2009](#) and [2010](#). Now look at [this year's awards](#).

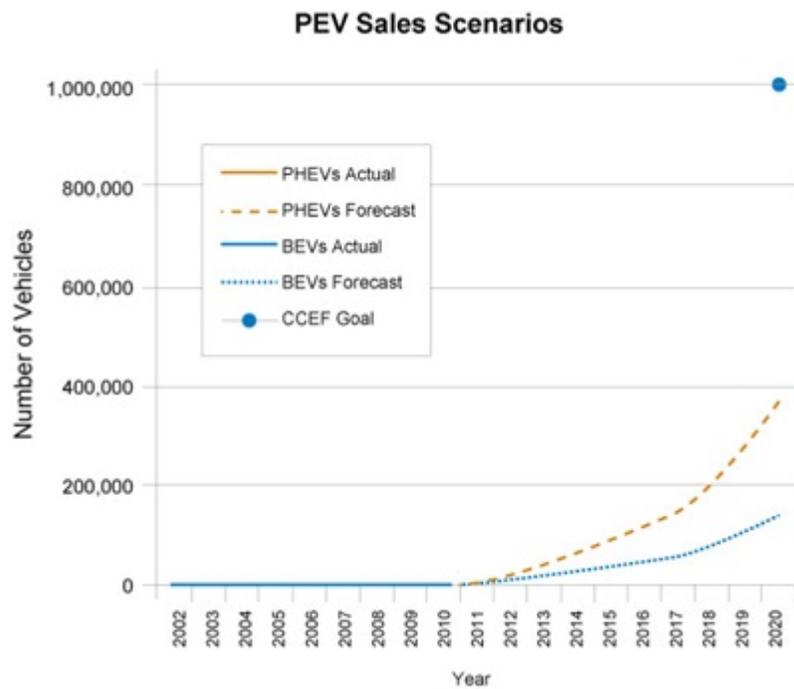
See a difference? This year's crop features truly creative and targeted messages for consumers to participate in utility programs. We can't wait to see next year's batch!

2. Utilities still have a lot to figure out about solar

Rooftop solar panels are nothing new, but utilities' role in getting them there and paying customers for the energy they generate is still far from certain. Cross subsidies (customers without solar effectively subsidizing customers with panels) and demand erosion continue to be an issue for utilities. This will be an area of intense debate over the next few years.

3. Large-scale deployment of electric vehicles is projected, particularly in California. Will it happen?

While electric vehicles remain at less than 1 percent penetration in California, 35 percent of customers who do purchase an EV have solar panels on their roof. That's a staggering statistic, particularly with the explosion of solar installations in Southern California. EVs are expected to follow suit (see the projections below from E Source). But if and when are



4. Energy efficiency continues to be the least-cost resource in the long run for customers

Research and case studies are clear on the prudence of spending ratepayer dollars on energy efficiency. But how regulatory mechanisms can align ratepayers and shareholders, while creating viable utility business models, is still contentious. Many states now allow utilities to earn profit on energy efficiency. Given its proven value to customers, regulators should continue to level the playing field for energy efficiency relative to other resources with decoupling and shareholder incentives.

5. If you feed them, they will come

Anyone who's ever been a graduate student can relate to this one. The conference was filled with innovative technologies such as rapid audit software and customer-tracking iPad applications. These show great promise in energy efficiency program delivery, but good implementation of energy efficiency programs isn't rocket science. Time and again, utilities with successful programs humanize the process. Programs we liked paid great attention to detail. Simple things like serving dinner and providing child care at weatherization events were crucial for high participation rates.

For more on energy efficiency programs, see Rocky Mountain Institute's article: [Turbocharging Efficiency](#).

Brendan O'Donnell is an analyst with the [Rocky Mountain Institute](#). This article is reprinted from his blog in [rmi.org](#)

ENERGY STAR Rising

The following article was compiled from information provided by the U.S. Environmental Protection Agency's ENERGY STAR® program.

In 1992 the U.S. Environmental Protection Agency (EPA) introduced ENERGY STAR as a labeling program designed to identify and promote energy-efficient products. Now celebrating a milestone 20th year, ENERGY STAR has expanded beyond a labeling program to become a broader resource for homes and businesses to acquire energy efficiency products and practices.

Today ENERGY STAR is a joint program of the U.S. Environmental Protection Agency and the U.S. Department of Energy. Its labels now cover over 60 product categories, including new homes, and commercial and industrial buildings. Additionally, ENERGY STAR delivers helpful information and tools to assist organizations and consumers to reduce their energy use.

In 2011, ENERGY STAR continued to make notable progress in its mission to reduce energy use. Below are some highlights of developments in the past year in the program.

ENERGY STAR FOR PRODUCTS

ENERGY STAR Product Specifications. EPA updated performance requirements for set-top boxes, televisions, ventilation fans, ceiling fans, furnaces, dehumidifiers, residential dishwashers and commercial fryers. In addition, new technology-neutral performance requirements were introduced for light fixtures.

Third Party Certification for ENERGY STAR Qualified Products. By year's end, over 15,000 products had been certified and an additional 10,000 had been registered for verification testing purposes. Verification testing also ramped up dramatically for appliances, heating and cooling products, and lighting. As a result of this testing, 53 models were disqualified.

“Change the World, Start with ENERGY STAR” Campaign. In its fourth year, the campaign has nearly three million people taking the ENERGY STAR Pledge to choose ENERGY STAR qualified products when making a purchase. New in 2011 was “ENERGY STARs Across America,” featuring more than 70 partners and 800 events nationwide aimed at helping Americans save energy. Events ranged from in-store CFL giveaways to energy-saving flash mobs at metropolitan malls.

ENERGY STAR FOR HOMES

Transition to New Requirements for ENERGY STAR Qualified Homes. More than 126,000 new homes earned the ENERGY STAR label in 2011, bringing the total number of qualified homes to over 1.3 million. EPA began phasing in new, more rigorous requirements for ENERGY STAR qualified homes in 2011. Once fully implemented in 2012, homes built to the new requirements will be at least 15 percent more efficient than those built to the 2009 International Energy Conservation Code (IECC), along with additional features to deliver a total improvement of up to 30 percent compared to typical new homes.

ENERGY STAR for New Multifamily High-Rise Buildings. New multifamily high-rise buildings became eligible to earn the ENERGY STAR label for the first time in 2011. To qualify, new or substantially rehabilitated multifamily high-rise buildings must meet energy-efficiency guidelines set by EPA and be designed to be at least 15 percent more efficient than buildings that meet the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) energy use standard.

Home Performance with ENERGY STAR. Throughout 2011, EPA worked to expand the whole-house retrofit program, Home Performance with ENERGY STAR (HPwES). To date, more than 150,000 homes have been improved through HPwES.

Energy-Efficiency Guidance and Tools for Homeowners. In 2011, 1.3 million Americans visited the ENERGY STAR website to find trusted information and use EPA’s online tools, such as the Home Energy Yardstick and Home Energy Advisor, to assess their home’s energy use and get recommendations to help reduce utility bills and improve comfort.

Affordable Housing. EPA continued promoting greater energy efficiency in low-income households in 2011. More than 5,600 ENERGY STAR qualified homes were built using funding from the U.S. Department of Housing and Urban Development’s (HUD) HOME program and more than 200 Habitat for Humanity affiliates nationwide built over 1,700 ENERGY

STAR qualified homes for low-income families.

ENERGY STAR FOR BUSINESS

Top Performing Facilities Earn ENERGY STAR Certification. In another record-setting year, more than 7,500 buildings and plants were certified as ENERGY STAR. ENERGY STAR certified buildings use 35 percent less energy and emit 35 percent less greenhouse gas emissions than average buildings.

Organizations Achieve Significant Portfolio-Wide Savings. Most leading companies and school districts who used the ENERGY STAR Leader designation achieved savings of 20 percent. The keys to success included executive commitment within the organization, hiring energy managers, involvement of staff, tenants, students and teachers, and investment in new technologies.

Individual Buildings Compete and Post Large Energy Reductions. In its second year, the ENERGY STAR National Building Competition: Battle of the Buildings featured teams from 245 buildings across the country in a head-to-head battle to save the most energy. By employing teamwork, educational campaigns for occupants, operational changes and equipment replacement, the building teams saved more than 240 million kBtus of energy and \$5.2 million on annual utility bills.

Benchmarking Buildings Becomes a Standard Business Practice. Following a remarkable growth pattern, EPA estimates that the energy use of 28 billion square feet or 40 percent of the US commercial building floor space is being tracked and benchmarked through EPA's ENERGY STAR Portfolio Manager.

Industry Rises to New Levels of Efficiency. After nearly a decade of work with the cement sector, EPA re-benchmarked the energy performance of U.S. cement plants, revealing dramatic improvements in energy efficiency across the industry. In 2011, EPA also expanded ENERGY STAR tools to new industry sectors, including concrete manufacturing, dairy processing and a new focus with the printing industry.

For more information, visit www.energystar.gov.

AESP News



HOT! HOT! Summer Conference Seeks Abstracts

AESP's first summer conference titled "Exploring the Next Generation of EE programs – a North American perspective" is taking place July 30-31, 2012 in

Toronto, Ontario, Canada. This one-and-a-half day conference will focus on the next generation in energy efficiency programs, practices and technology. AESP is presently seeking original material to be presented as panel discussions, case studies, lessons learned and/or best practices in this topic. For more details on how to submit your abstract for consideration, [click here](#). The deadline is March 23.

Welcome New AESP Board of Directors 2012

In a special meeting prior to the conference last month, a new AESP Board was elected for the 2012 term. They are:

Randy Altergott, Tucson Electric Power Company
Bob Collins, Ontario Power Authority
Matt Daunis, Black Hills Energy
Tom DuBos, EnergySavvy
John Hargrove (CHAIR), NV Energy
Katherine Johnson, Johnson Consulting Group
Ruth Kiselewich, Baltimore Gas & Electric Co.
LeAndra MacDonald, Pacific Gas & Electric
Lani MacRae, U.S. Dept. of Energy (DOE)
Judy Mathewson, We Energies
Mike Mernick, ICF International
Mike Messenger, Itron, Inc.
Tracy Narel, ENERGY STAR®, U.S. EPA
Vicki Nichols, Georgia Power Company
Laura Orfanedes, The Cadmus Group
Sam Sirkin, JACO Environmental, Inc.
Elizabeth Titus, NEEP
Sara Van de Grift, Opinion Dynamics Corporation
Michael Volker, Midwest Energy, Inc.
Carol White, National Grid
Greg Wikler, EnerNOC, Inc.
Kendall Youngblood, PECO

Want Some Advice?

In a new e-book titled “Take It From Me,” Megan Atkinson interviews six respected energy industry professionals for their career advice, including AESP’s own President and CEO, Meg Matt. Whether you are a new or experienced energy professional, you can pick up some valuable career wisdom here. Read the advice Meg has to share from her many years working in energy. The e-book is free and available on Megan’s blog: www.energycareerist.com/take-it-from-me

Who Comes Back from a Conference with a Kitchen?!

Lillie Mozaffari of Matrix Energy Services, that’s who. At the recent AESP National Conference, the AESP Foundation (the philanthropic arm of AESP) launched its first fundraiser by giving attendees the opportunity to contribute to the foundation by purchasing tickets to win a suite of GE appliances! Congratulations to Lillie who was the winner of the kitchen suite. We want to thank ARCA for generously donating this prize, and to all of you who purchased tickets.

You too can donate to the AESP Foundation and help to encourage students to seek an education in energy efficiency. Go to aespfoundation.org and click on the DONATE button.

CHAPTER EVENTS

March 6 - Rocky Mountain: [switch~](#)

March 7 - Midwest Chapter: [Midwest Chapter Meeting](#)

March 21 - Northwest Chapter: [March Happy Hour](#)

April 25 - Southeast Chapter: [Targeting Small Business for Energy Efficiency](#)

[Return to Headlines](#)

WELCOME & THANK YOU to our New and Renewing Members!

New Individual Members

Alan Robinson, GreenBiz

Andy Bayowski, kW Engineering

Ann Tracy, EnerNOC

Brendan O'Donnell, Rocky Mountain Institute

Carlos Infante, New York Power Authority

Carmen Henrikson, TRC

Catherine Sullivan, ZBB Energy Corp
Chad Schaefer, High West Energy
Chris Fitzsimmons, Fitzsimmons Energy Services
Christin Sun, ICF International
Claudia Haack, WECC
Corinne da Silva, LEVEL-Studios
Dan Mooy, Nexant
David Bruder, QuEST
David Little, Little & Associates
David Wechsler, EnergyHub
Edward Leverett, Conservation Services Group
Gary Swanson, Energy Management Solutions
Jason Warner, ICF International
Jay Bhakta, Ecova
Jen Clymer, ICF International
Jennifer Rafferty, ICF International
Jenny Yaillen, Evergreen Economics
Jim Menton, Efficiency 2.0
Joe Ellis, Spyrel
John Avina, Abraxas Energy Consulting
John Pitts, Brickworks Communications
Judith Stasack, Honeywell
Karin Lang, TRC
Konnie Rask, High West Energy
Kris Bonner, ICF International
Kris Bowring, Best Buy
Mabell Paine, ICF International
Mark Waring, Panasonic
Martin Milani, Nexant
Melissa Crownover, ICF International
Michael Gordon, AEP-OK
Michael Hansen, Indigo Energy
Michael Mastriano, Alliance Energy Solutions
Michael Richardson, Honeywell
Michelle Prater, Best Buy
Parminder Sandhu, Willis Energy Services
Patrick Casey, Sonepar Canada
Patty Cook, ICF International
Paul Whitelaw, Wildan
Philip Quebe, The Cadmus Group
Rachel Christenson, EEFG
Richard Schmitt, Rltec
Robert Smith, TRC

Ryan Evans, Rexel
Sharon Boeldt, HY Connect
Sue Laudenberg, Duke Energy
Ted Light, Energy Trust of Oregon

New Group Members

Best Buy
HY Connect

Renewing Group Members

AEP-OK
Applied Energy Group
Cree
EnerNOC
EPA
Energy Curtailment Specialists
Energy Trust of Oregon
PECI
TecMarket Works
Threshold Door to Door
TRC Solutions
WECC

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