

Full Schedule of Events

MONDAY, MAY 13

All day: Arrivals

9:00am - 5:30pm: Registration Renaissance Vinoy Grand Ballroom Foyer

1:00pm: Golf and Spa Activities Renaissance Vinoy Golf Club and Spa

6:30pm: Welcome Reception and Dinner Renaissance Vinoy Esplanade

TUESDAY, MAY 14

7:30am: Breakfast Renaissance Vinoy Mezzanine and Terrace

7:30am - 5:00pm: Registration Renaissance Vinoy Grand Ballroom Foyer

GENERAL SESSIONS Renaissance Vinoy Grand Ballroom

8:30am: Opening Remarks

- **Brent Dreher**, Senior Vice President of Utilities, Comverge

8:45am: Welcome from Host Utility

- **Bruce Narzissenfeld**, Vice President of Marketing, Customer Service, Business Development, and Fuels Operations, Tampa Electric Company

9:15am: Comverge Corporate Update

- **R. Blake Young**, President and Chief Executive Officer, Comverge

9:45am: Refreshment Break

10:00am: Duke Energy's Vision for Home Energy Management

- **Denis Garman**, Energy Management & Information Category Leader, Duke Energy

10:30am: Keynote Address

- **Nora Mead Brownell**, Founding Partner, ESPY Energy Solutions; former member, Pennsylvania Public Utility Commission; former President, National Association of Regulatory Utility Commissioners; and former Commissioner, Federal Energy Regulatory Commission

11:15am: An Insider's Look at the Comverge Solution Roadmap

- **Mike Ratliff**, Senior Vice President of Engineering and Chief Technology Officer, Comverge



TUESDAY, MAY 14
(continued)

12:00pm: Lunch

Renaissance Vinoy Mezzanine and Terrace

BREAKOUTS

1:15pm: **The Value of an Integrated Demand Response Program** **Plaza AB**

Demand response programs can be implemented in a variety of ways, including through the use of multiple vendors or by consolidating the program operations under one vendor. In this session, utilities highlight how a more integrated approach to demand response programs can lead to superior results.

- **Robert Duval**, Director of Program Administration, Comverge
- **Craig Snedeker**, Executive Director and General Manager, Northeast, Comverge
- **Walt Brown**, Program Manager, Duke Energy Progress
- **Jay Demarest**, Customer Relations and Programs Director, Pepco Holdings, Inc.

1:15pm: **Adding C&I Resources to a Demand Response Program** **Plaza CD**

Across the industry, Comverge commercial and industrial customers have leveraged demand response for cost savings. For utilities, integrating C&I into a demand response program can be a strategic avenue for accumulating greater load more quickly.

- **Kyle Wiggins**, Vice President of C&I Markets, Comverge
- **Ross Malme**, Partner, Skipping Stone
- **Steve Gore**, Senior Software Solutions Engineer, Comverge

2:30pm: **How to Implement a Successful Dynamic Pricing Program** **Plaza AB**

Dynamic pricing contributes to the reduction of peak demand and the closer alignment of the price of electricity with the cost of generation. During this session, utilities that have implemented successful and innovative dynamic pricing programs share how they have used technology to drive bottom-line results and improve the customer experience.

- **Tom Barbour**, Senior Manager of Technical Delivery, Comverge
- **David Eggart**, Energy Select Program Manager, Gulf Power
- **Drema Hughes**, Energy Planner Program Manager, Tampa Electric Company
- **Gene Post**, General Manager, Wadsworth Electric and Communications, City of Wadsworth, Ohio

2:30pm: **Best Practices in Participant Recruitment into Energy Management Programs** **Plaza CD**

Catalyzing customers to opt in to demand response programs can be a daunting endeavor, but Pepco Holdings, Inc., working with Comverge, navigated this challenge with ease while implementing one of the largest load control programs in the country. During this session, the utility unveils the set of best practices that contributed to its participant recruitment success.

- **Pravin Bhagat**, Vice President of Marketing, Comverge
- **Inia Burginger**, Manager of Demand-Side Management, Pepco Holdings, Inc.

3:30pm: Refreshment Break



TUESDAY, MAY 14
(continued)



3:45pm: Outsourcing Demand Response Programs for Maximum Results **Plaza AB**

Adding new resources to gather the comprehensive set of solutions required to implement load control programs can significantly increase risk and capital investment for utilities. To overcome these challenges, some utilities have outsourced their entire demand response program to Comverge. In this session, panelists discuss the Virtual Peaking Capacity (VPC) model and explain the advantages of taking a pay-for-performance approach.

- **John Rossi**, Senior Vice President of Corporate Strategy, Comverge
- **Forrest Lupo**, Program Manager, Comverge
- **Carlos Lucero**, Senior Program Manager of Commercial Energy Efficiency & Demand Response, PNM

3:45pm: Demand-Side Management Programs in Municipal and Cooperative Utilities **Plaza CD**

Demand-side management programs offer a strong solution for utilities of any size. Leading municipal and cooperative utilities offer their success stories in delivering demand response programs, with a particular focus on how these initiatives increased customer satisfaction in the communities they serve.

- **Brent Dreher**, Senior Vice President of Utilities, Comverge
- **Keith Schiltz**, Telecommunications Manager, Northern Iowa Power Cooperative
- **Greg Flege**, Supervisor of Load Management, Dairyland Power Cooperative
- **Gene Post**, General Manager, Wadsworth Electric and Communications, City of Wadsworth, Ohio
- **Thomas Riggs**, SCADA Manager, Sulphur Springs Valley Electric Cooperative
- **Heather Manypenny**, Power Resources Executive, New Hampshire Electric Cooperative

6:00pm: Dinner on Yacht **Renaissance Vinoy Marina**

WEDNESDAY, MAY 15

7:30am: Breakfast **Renaissance Vinoy Grand Ballroom Foyer**

7:30am - 10:00am: Registration **Renaissance Vinoy Grand Ballroom Foyer**

GENERAL SESSIONS **Renaissance Vinoy Grand Ballroom**

8:30am: Comverge Customer-Focused Programs

- **Greg Allarding**, Senior Vice President of Operations, Comverge

9:00am: The Role of Demand-Side Management in the Emerging Smart Grid

As the smart grid continues to advance, the utility-customer relationship is growing increasingly interactive. Demand-side management is an integral element of this evolution. During this session, leading industry consultants and thought leaders outline their vision for the role that demand response and other demand management technologies will play in the grid of the future.

- **Robert Warden**, Vice President of Partners and Alliances, Comverge
- **Luis Pizano**, Principal Consultant, Black & Veatch
- **Curt Puckett**, Senior Vice President, Sustainable Use Consulting, DNV KEMA Energy & Sustainability
- **Erik Gilbert**, Director, Navigant
- **Bill Hosken**, National Market Development Manager, A.O. Smith
- **Sebastien Schikora**, Director of Grid Applications, Echelon Corporation

WEDNESDAY, MAY 15
(continued)

10:00am: Refreshment Break

BREAKOUTS

10:15am: Demand Response in an Open Market Environment Plaza AB

Deregulated electricity markets create a unique set of challenges to implementing demand response programs. In this session, utilities and grid operators that serve open markets share how they have adapted demand response programs to their operating environments, achieving the same strong results.

- **Ed Reyes**, Director of Southwest Utility Markets, Comverge
- **Tracy Alexander**, Senior Manager of Product Management, TXU Energy
- **Paul Wattles**, Senior Analyst of Market Design and Development, ERCOT

10:15am: Best Practices in Customer Engagement Plaza CD

The smart grid, increasing environmental concerns, rising energy costs, and more competitive markets have fundamentally changed the mandates for utility consumer engagement. Industry experts and Comverge thought leaders discuss the evolution from ratepayer to customer, explaining what is changing and exploring the different approaches available to build and bolster newly-forming relationships.

- **Jason Cigarran**, Vice President, Corporate Marketing and Communications, Comverge
- **Steve Gore**, Senior Software Solutions Engineer, Comverge
- **James Nice**, Co-Founder, Energy Avenue

11:15am: The Advantages of Migrating from Legacy to Modern Systems Plaza AB

As the industry begins to move toward more advanced communication systems and modern energy management devices, many utilities are seeking workflow, management, and technology enhancements and best practices. Utilities on the journey to two-way communications discuss their findings thus far.

- **Howard Ng**, Vice President of Technical Sales Support, Comverge
- **Amanda Eades**, Representative of Electric Demand-Side Management and Demand Response, Vectren Corporation
- **Heidi Konynenbelt**, Manager of Metering and Construction Services, Otter Tail Power Company
- **Tom Artau**, Manager of Demand Response, Duke Energy Florida

11:15am: M&V: Confirming Program Return on Investment Plaza CD

From verifying signals to profiling loads in real time, Comverge's IntelliMEASURE service helps customers achieve the full potential of their load reduction programs. In this session, panelists discuss the spectrum of analytical tools available to analyze programs, and how these tools can drive transparency and enhance program returns.

- **Wendell Miyaji**, Vice President of Energy Sciences, Comverge
- **Curt Puckett**, Senior Vice President, Sustainable Use Consulting, DNV KEMA Energy & Sustainability

12:15pm: Closing Lunch and Contest Award Ceremony Fred's Steakhouse

