

ETCC QUARTERLY MEETING

The Changing Energy Landscape for Industrial Customers

Wednesday, September 20th | 9:00 AM – 3:30 PM
 Webinar runs from 10:00 AM – 3:30 PM

Managing energy usage is challenging for all customer segments, but perhaps none more so than in the industrial sector. For industrial energy consumers, new technologies and methodologies are emerging as a means of providing a whole-facility savings from utility programs. But successfully deploying the most advanced solutions can be challenging. This day-long meeting will explore many of the challenges and solutions that industrial customers face with an added focus on providing long-term savings and ongoing engagement.

AGENDA

9:00 AM	Breakfast and Networking	
10:00 AM	Introduction, Safety and ETCC Updates	Tarun Kapoor , Expert Product Manager, Emerging Technologies, Pacific Gas & Electric
10:15 AM	Understanding Customer Energy Management Needs <i>While industrial customers agree that managing energy usage is critical, specific approaches vary significantly among customers. This session highlights the differences and similarities between energy management perspectives and deployment practices from the points of view of both industrial energy users and utilities alike.</i>	Moderator: Peter Therkelsen , Research Scientist, LBNL Dan Teeters , Regional Sales Manager, Grundfos Megan Arora , Channel Sales Manager, Digital Lumens Andrew Scheaffer , Senior Engineer, APTIM
11:15 AM	Implementation Opportunities <i>Understanding where the largest potential opportunities reside for technology solutions is crucial to designing effective utility programs for industrial customers. However, it's not just the technology itself that can deliver all the potential, but how the technology is wrapped into a utility program that addresses customer pain points. This session explores particular industrial customer challenges with managing their energy consumption and how a menu of technologies and approaches can potentially help to overcome those challenges.</i>	Moderator: Marek Samotyj , Program Manager, EPRI Christopher Cole , Strategic Account Advisor, SMUD Siva Sethuraman , Director of Utility Engagement, Cascade Energy Aaron Daly , Global Director of Energy Management, Whole Foods Market

12:15 PM **Networking Lunch** (provided)

1:15 PM **Utility Solutions for the Industrial Sector**
To meet the challenges of a rapidly changing energy environment, new program models and approaches are needed to adapt efficiency and demand response savings opportunities to address the needs of a range among large industrial customers. This session addresses how utilities and implementers can work together to bundle technology solutions with flexible programmatic approaches to maximize the savings potential for both utilities and customers.

Moderator: Michael Lozano, Senior Mechanical Engineer, CEC
Jarred Ross, Strategic Energy Management/Energy Advisor Services Programs Manager, Southern California Edison
Ethan Rogers, Industrial Program Manager, ACEEE
Warren Fish, Program Manager, NEEA

2:15 PM **Break**

2:30 PM **ETCC focus for Industrial Customers**
SEM, DR, EE, Storage, Load Shifting. This Alphabet Soup makes us wonder, "What's Next?" In this session, we will explore the new and upcoming technologies and methodologies, and how these can solve industrial companies' energy while saving money. There will also be a focus on the changing regulatory landscape in CA and its impact on utility programs.

Moderator: Mark Martinez, Manager of Emerging Markets and Technology, Southern California Edison
Kay Hardy, CPUC, Industrial/Agricultural Programs and Portfolio Forecasting
Prakash Rao, Principal Scientific Engineering Associate, LBNL
Todd Thompson, CEO, Carnot Compression

3:25 PM **Wrap-Up**

Tarun Kapoor, Expert Product Manager, Emerging Technologies, Pacific Gas & Electric

3:20 PM **Continued Networking**

ABOUT THE ETCC

The ETCC supports the advancement of energy efficiency and demand response initiatives through its leadership, impact and influence in the emerging technology domain. It pursues this objective through strategic stakeholder engagement and effective and efficient coordination among ETCC members.

CONTACT US

We appreciate your feedback. If you have questions, suggestions, partnership ideas or project leads, please contact us at contact@etcc-ca.com



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