

# Fall 2019 Forum & Awards Luncheon



## WELCOME, UPDATES, AND INTRODUCTIONS

10:00 am, Main Room

VAEEC Executive Director Chelsea Harnish will update members on the organization's progress, unveil our new, three year strategic plan, and introduce the Keynote Speaker.

## KEYNOTE SPEAKER: PATRICK BEAN OF TESLA

10:20 am, Main Room

Our keynote, Patrick Bean, is the Global Charging Policy Lead at Tesla. During the keynote address, Patrick will highlight Tesla's vision for strategic electrification and the role energy efficiency can play to help make that vision a reality.



*Patrick Bean is a Global Charging Policy Lead at Tesla. Patrick manages Tesla's charging infrastructure policy, rate design, energy procurement and electric utility engagement efforts, and serves as an expert witness in electric vehicle and rate design regulatory proceedings. Prior to Tesla, he was Deputy Director of Policy & Electricity Markets at SolarCity and led a "Utilities of the Future" research program at a Saudi Arabia-based think tank, KAPSARC. Patrick began his career as a strategic generation planner at Southern Company where he conducted economic analysis of which power plants to build, retire, retrofit with environmental controls, and fuel switch. He has a bachelor's degree in environmental science and policy from Marist College, and a masters in energy and environmental resources from Duke University.*

## ENERGY EFFICIENCY AND EMERGING TECHNOLOGIES

10:45 - 11:50 am, Rosenbaum Room

*Sponsored by the Center for Innovative Technology*

New technologies are emerging every day, changing the way we live, the way we work, the way we drive, and the way we use energy. Attendees will learn about up-and-coming innovations from Lumin, Micronic Technologies, and Pearl Home Certification, and keep an eye towards what's next in energy efficiency advancements.

### Speaker Profiles:



**Cynthia Adams** is CEO and Co-Founder of Pearl Certification, a vertical SaaS firm that provides investment grade data on a home's performance features to increase its value in the real estate transaction. With a presence currently in twenty-two states, Pearl will be the national standard for high-performing homes and their data. Pearl's customers include builders, contractors, real estate agents, and homeowners. Cynthia is also the co-founder of the Virginia Energy Efficiency Council and a fifteen-year veteran in energy efficiency and green construction. She has been certified as a USGBC LEED Accredited Professional and NAR Green Designee.



**Alexander Bazhinov** is the Chief Executive Officer and Founder of Lumin, a cleantech firm aimed at reducing energy waste and allowing both real-time monitoring and direct, circuit-level control over energy use. Alex is an inventor and entrepreneur and had the idea for Lumin while tending to his first start up, DreamPower, which he founded while still earning his graduate degree at UVA's Darden School of Business. Alex hails from Moscow, Russia, where he held senior finance positions in global firms—spending six years at Norilsk Nickel, the world's largest nickel and palladium

producer, and as CFO at the global manufacturing conglomerate, Sandvik. Alex's passion for a business challenge is aligned with his concern for the planet, having witnessed first-hand the negative impact of fossil fuel production around the world. When not chasing patents, Alex is busy at home with three young children and looks forward to his next sailing trip with his wife and first mates in training.



**Karen Sorber** is CEO of Micronic Technologies, a certified woman-owned small business, with a proven state-of-the-art sustainable industrial wastewater concentration technology satisfying industry's need for Zero Liquid Discharge. Third party testing has validated removal of total dissolved solids, total suspended solids, bacteria, metals, e. coli, pharmaceuticals, and nanowaste. It removes most contaminants by >99% for compliance; reduces wastewater volume by >95% for reuse; and concentrates waste to <5% for resource recovery; and is projected to cost 70% less than competitive technologies. Karen will speak to the water-energy nexus in regards to the savings generated by their technology. She holds a master's degree in Contracting and Acquisition Management from Florida Tech and has held executive level private sector and federal government positions.

---

## UTILITY ENERGY EFFICIENCY PROGRAM UPDATES

10:45 - 11:15 am, Quigg Room

Sponsored by Columbia Gas

In this snap session, attendees will hear short overviews from representatives from Appalachian Power Company and Dominion Energy on their current and proposed energy efficiency programs. Learn how you or your business can take advantage of these programs.

### SPEAKER PROFILES:



**Michael Hubbard** is Manager, Energy Conservation for Dominion Virginia / North Carolina Power. His responsibilities include implementation of new Demand Side Management programs, including vendor retention and oversight, as well as overseeing the development of new programs. He also manages the Company's low income weatherization efforts for vulnerable customers, partnering with the state weatherization providers in both Virginia and North Carolina to make improvements in both single and multifamily housing. Mr. Hubbard joined Dominion in 1996 and has served in a number of regulatory and customer service-related leadership roles. He has presented testimony before the Virginia State Corporation Commission and North Carolina Utilities Commission. He is a certified Six Sigma Green Belt. Michael Hubbard has a B.S. in History from Hampden-Sydney College and a M.S.L.S from the University of Kentucky, College of Communications.



**Don Nichols** is the Manager of Energy Efficiency and Alternative Energy for Appalachian Power Company (APCo). Don's career with APCo and American Electric Power spans 34 years, 14 of which have been directly related to energy efficiency and demand response programs. He is responsible for overseeing the company's EE/DR programs in both Virginia and West Virginia. Don holds a Bachelor of Science Degree in Electrical Engineering and an MBA.

---

## CHP'S H.A.M (HEAT, AIR, MOISTURE) HOUSE DEMO

11:20 - 11:50 am, Quigg Room

The H.A.M. house demonstrates how Heat, Air and Moisture move through a building. The understanding of these interactions is crucial in the design, building and retrofitting of houses for higher efficiency and health and safety. Andrew Woodruff will be demonstrating these concepts, how they affect our living environment and potential solutions to issues involving moisture, comfort and health.

## Speaker Profile:



**Andrew Woodruff** is a trainer and project manager for CHP Energy Solutions. He has a broad range of professional experience that includes architectural design and construction, affordable housing program administration, and energy modeling. Andrew earned a degree in Architectural Technology and Design, with a minor in Community and Regional Planning from Appalachian State University. He is certified as a BPI HEP Quality Control Inspector, BPI HEP Energy Auditor, BPI Building Analyst, BPI Building Envelope Professional, BPI Heating Professional, BPI AC and Heat Pump Professional, BPI Residential Building Envelope-Whole House Air Leakage Control Installer, HERS Rater, EPA 608 Type II, NAHB Green Verifier 2008, and Green Building Standard Verifier 2012.

## LUNCH AND VIRGINIA ENERGY EFFICIENCY LEADERSHIP AWARDS CEREMONY

11:55 am, Main Room

Eat, drink, and network with your peers while recognizing the innovative programs and projects shaping the energy efficiency industry across the Commonwealth.

## PREPARING PEOPLE FOR PROGRESS IN THE ENERGY EFFICIENCY WORKFORCE

1:25 - 2:30 pm, Rosenbaum Room

*Sponsored by VEIC*

Trades and training have been a hot topic across the clean energy industries, as potential growth is often stymied by the lack of available workers. In this panel, experts from the Governor's Office, Community Housing Partners, and DC Sustainable Energy Utility will discuss existing opportunities to foster the necessary skills in our communities, and how these programs can drive further changes.

## Speaker Profiles:

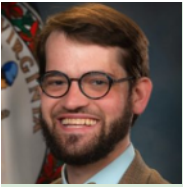


**Shawn Fenstermacher** is the General Manager for VEIC's Mid-Atlantic Region. Shawn brings more than 15 years of sales leadership, quality management, and operations management experience to his role at VEIC overseeing operations and business development for the Mid-Atlantic Region, including the DC Sustainable Energy Utility (DCSEU) contract. He is also responsible for maintaining and expanding VEIC's position and impact as part of the evolving energy landscape in the region. Previously, he worked in strategic management roles for Honeywell and Siemens, driving productivity and sales growth. In addition to his 6 years of service in the US Navy, Shawn holds a Bachelor of Science degree in Business Management from the University of Phoenix, and is a certified Six Sigma Black Belt and Project Management Professional.



**Phil Hull** is the Training Center Director at Community Housing Partners IREC Accredited Training Center in Christiansburg, VA. Phil joined CHP Energy Solutions in 2010. He has a master's degree in building science from Appalachian State University, and a bachelor's degree in industrial technology management from Berea College. Before coming to CHP he co-managed the Piedmont Natural Gas utility weatherization infrastructure program in North Carolina. He has performed audits on both residential and light commercial buildings. As a trainer Phil has been instructing and proctoring students since 2008 and has presented at national conferences like ACI – now BPA and EnergyOutwest.





**Felix Schapiro** is a Workforce Policy Analyst in the office of Virginia's Chief Workforce Development Advisor. Prior to his appointment by Governor Northam, Felix served in the McAuliffe administration helping both the Secretary of Natural Resources and the Secretary of Education communicate their message to the public. A native of Richmond, Felix studied Government and Philosophy at the College of William and Mary before joining state government.

## CHP'S H.A.M (HEAT, AIR, MOISTURE) HOUSE DEMO

1:25 - 1:55 pm, Quigg Room

Andrew Woodruff will offer a second demonstration on how heat, air, and moisture move through a house and how they affect our living environment.

## 2020 LEGISLATIVE FORECAST - WHAT'S NEXT?

2:00 - 2:30 pm, Quigg Room

*Sponsored by ODEC*

During this snap session, attendees will hear perspectives from two seasoned lobbyists on what the results of the most recent election mean for the upcoming 2020 General Assembly session and the probability for advancing legislation to help our industry grow.

### Speaker Profiles:



**Carmen Bingham** is the Affordable Clean Energy Project Coordinator at Virginia Poverty Law Center. Before joining VPLC, Carmen spent 16 years working for members of the Virginia legislature with the last five of those years as the Chief of Staff for the House Minority Leader, Delegate David Toscano. Throughout her tenure, she coordinated with various state agencies on constituent issues and policy development, working with mid-level to top executives to achieve the ultimate goal of making government policies work for the people it serves.



**Andrew Vehorn** is Vice President of Government Affairs for the Virginia, Maryland, and Delaware Association of Electric Cooperatives. In this role, he is responsible for coordinating public policy initiatives and public affairs activities at the state and federal level for electric cooperatives in Virginia, Maryland, and Delaware. Prior to joining the co-ops, Andrew spent 10 years at the Richmond-based public affairs firm of Capital Results, specializing in lobbying, issue advocacy and coalition development. A native Virginian, Andrew resides in the West End of Henrico County with his wife, Cristen, and two daughters.

## EXPLORING ENERGY EFFICIENCY'S ROLE IN RESILIENCY EFFORTS

2:55 - 3:55, Main Room

Resiliency is a cornerstone of Governor Northam's priorities. On our final panel of the day, attendees will hear from experts on how energy efficiency can play a role in shaping resiliency efforts throughout the Commonwealth. Learn about the nation's first multifamily housing resilience tool currently being piloted in DC, and examples of the types of resiliency projects that can now be financed through Commercial Property Assessed Clean Energy programs as a result of legislation that was passed earlier this year.

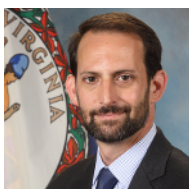
## Speaker Profiles:



**Abby Johnson** is Executive Director of Virginia PACE Authority, a new non-profit C-PACE program administrator and President of Abacus Property Solutions, a real estate advisory firm specializing in financing and development of energy efficiency and renewable energy projects. Abby has developed legal, program and financing programs in Virginia, Florida, Texas, Pennsylvania, and Illinois and works with building owners to incorporate PACE into their capital stack. In Virginia, she was instrumental in amending the 2015 PACE legislation and in 2019, in expanding PACE to including resiliency and stormwater. Abby helped secure the DOE grant that is now the MAPA initiative, and co-wrote the MAPA Virginia guidelines. She has deep roots in Virginia, demonstrated in her service as a Board member of DHCD and as a Commissioner of VHDA. Abby has a Bachelor of Architectural History from UVa and a Masters in Business from Bocconi University in Milan, Italy.



**Shelby O'Neill** serves as Program Officer for the national Green Initiative of Enterprise Community Partners, a national nonprofit that makes well-designed homes affordable and strengthens communities. Shelby manages the Green Communities certification program, a national green building standard developed for affordable housing to further healthy, sustainable housing in the industry. Shelby's work with Enterprise's Resilience and Disaster Recovery program, the organization's national effort to develop climate-resilient communities and help prepare vulnerable communities for extreme weather events, focuses on the development of the multi-family resilience assessment tool and other nation-wide disaster mitigation and re-building priorities. Before joining Enterprise in 2016, Shelby worked in sustainable commercial architecture and residential design in Washington, D.C. . She holds a Bachelor of Science in Sociology and Political Science from James Madison University, and a Master of Architecture from The Catholic University School of Architecture and Planning.



**Joshua Saks** is the Deputy Secretary of Natural Resources for the Commonwealth of Virginia. In this role, Joshua works on natural catastrophe planning and resilience, land conservation, historic preservation, wildlife and outdoor recreation. Prior to his appointment, Joshua spent eight years as the Legislative Director for the National Wildlife Federation, where he worked on an array of issues including climate and clean air policy, agriculture policy, flood and hurricane preparedness and toxic chemical reform. Prior to working at National Wildlife Federation, Joshua worked as the Federal Affairs office the Chesapeake Bay Foundation. Joshua has degrees from Ithaca College and St. John's College.

## CLOSING REMARKS

3:55 - 4:00 pm, Main Room

VAEEC Executive Director Chelsea Harnish will wrap up the forum and provide details about the VAEEC's upcoming 2019 and 2020 events.

## A Special Thank You to Our Top Event Sponsors!

