



7:00 am – 2:00 pm

**Registration Desk Open**

*Atlantic A Foyer – Lower Level*

7:30 am

**General Session/Networking Breakfast**

*Pacific Hall A – Lower Level*

*Sponsored by:*



8:30 am

**EEI Welcome and Introductions**

*Steve Kiesner, Director, Customer Markets, Edison Electric Institute*

**Keynote Address**

**Managing Energy and Environmental Data in a Rapidly Changing Market**

*Stu Stiles, President & Chief Executive Officer, Advantage IQ*

**How the Hotel Industry Tackles Its Evolving Environmental and Energy Concerns**

*Panelist Participants:*

*E.J. Hilts, Regional Director, Energy, Marriott International*

*John Lembo, Senior Director, Energy, Starwood Hotels & Resorts*

*Brian Burke, Director of Energy Programs, Hyatt Hotels*

*Dan Gilligan, Vice President, Energy, Accor Lodging*

**Moderator:** *David Porter, Vice President, Sales, Advantage IQ*



## ***Morning Break***

*Sponsored by:*



## **Energy Supply Market Update: A View from Wall Street 2008**

*Chris Edmonds, Managing Principal, Energy Research & Capital Partners*

## **What Customers Need to Know About New Federal Legislation and the Electricity Infrastructure?**

*Roger Kranenburg, Director, Energy Supply Business Development, Alliance of Energy Suppliers*

*12:00 – 2:00 pm*

## **Networking Lunch – Exhibit Hall**

***Pacific Hall B – Lower Level***

Enjoy lunch while you learn about the latest energy-saving technologies, products and services; including load management software and equipment, lighting technologies, billing and payment tools, and much more.

Sponsored by:





2:00 pm – 3:45 pm

## Utility Issue Forum

*Asia 3 - Lobby Level*

### ***What National Accounts Customers Really Want From Utility Incentive Programs?***

In January '08, EEI sat down with select national accounts customers to hear what they have to say about the way utility companies deliver energy efficiency programs. Discover what will motivate multi-site customers to participate in your company's initiatives.

*Abby Arnold, Resolv, Consultant to EEI*

*Andy Perrin, Energy Buyer, TJX Companies*

## Customer Caucus' – Ten Sessions

The following concurrent sessions provide an opportunity for customers to share non-competitive energy-related information and network with peers. NOTE: Unless indicated below, attendance to these customer break-outs is limited to customers only **(NO CUSTOMER AGENTS PLEASE)**.

### **Big Box Retail: *Supply Side Management Issues***

*Oceanic 3 – Lobby Level*

*Leader: Jeff Dummermuth, Director, Energy Management, Big Lots*

*Facilitator: Greg Read, Account Executive, Progress Energy Florida*

### **Big Box Retail: *Demand Side Management Issues***

*Oceanic 1 –Lobby Level*

*Leader: Margaret Manning, AVP, Property & Energy Management, TJX Companies*

*Facilitators: Bob Mayo, Manager, National Accounts, Entergy*

*Janet Booker, Account Manager, Southern Company*



## **Specialty Retail**

### ***Oceanic 7 – Lobby level***

*Leader: Christy Webster, Sr. Energy Coordinator, Limited Brands*  
*Facilitators: Marguerite Towne, National Account Manager, National Grid USA*  
*Ralph Calleja, National Account Manager, Florida Power & Light*

## **Property Management**

### ***Parlor Suite 7110 – 7<sup>th</sup> Floor (West Elevator)***

*Leader: Jeff Bedell, Vice President, Energy Management, Macerich*  
*Facilitators: Rebecca Barracato, National Acct Representative, FirstEnergy*  
*Ann Carey, National Accounts Executive, Avista Utilities*

*2:00 pm – 3:45 pm*

## **Federal Government (open to all)**

### ***Oceanic 6 – lobby level***

*An in-depth discussion on doing business with the federal government using established financing mechanisms.*

*Leaders: David McAndrew, Utility Project Manager, U.S. Dept. of Energy*  
*Ed Anderson, Federal Accounts Manager, Florida Power & Light*

## **Afternoon Break**

**Sponsored by:**





## **Convenience Stores**

### ***Parlor Suite #8110 – 8<sup>th</sup> Floor (West Elevator)***

*Facilitators: Linda Courtemanche-Lowrey, Corp. Account Executive, Pacific Gas and Electric Company*

*Darren Kelsey, National Account Executive, American Electric Power*

*Leader: Kerri Collins, Energy Supervisor, Dollar General*

## **Industrial/ Processing (open to all)**

### ***Oceanic 8 – Lobby level***

*Facilitators: Edwin Peart, Principal Account Manager, DTE Energy*

*Keith Bass, Founder & Director of Sales, Advantage IQ*

*Leader: Robert Fairey, Manager, Energy Procurement, Cox Enterprises*

## **Hotel/Lodging**

### ***Parlor Suite #9110 – 9<sup>th</sup> Floor (West Elevator)***

*Leader: Mike Milburn, Director, Energy Management, LQ Management*

*Facilitators: Kathy Jodoin, Manager, National Accounts, First Energy*

## **Food Service/Restaurants**

### ***Oceanic 2 – Lobby Level***

*Leader: Larry Fichuk, Energy Manager, Papa John's*

*Facilitators: Tracie Bagans, Manager, National Accounts, FPL*

*Scott Wickert, National Accounts Representative, FirstEnergy*



## Grocery

### *Oceanic 4- Lobby Level*

*Leader: Glen Barrett, Senior Manager, Energy Management, Albertsons*

*Facilitators: Richard Belt, Account Manager, National Accounts, Duke Energy*

*Tonia Graham, Sr. Accounts Manager, Peco Energy*

4:00 – 5:30 pm

## Business Card Exchange – Island Theme

### *Pacific Hall A – Lower Level*

Both customers and utilities consistently rank this session as the most valuable part of EEI National Accounts Workshop. The Business Card Exchange provides an excellent opportunity to get business done with energy companies. Representatives from each utility distribution company and EEI members will host a designated table and will be available to all customers that visit.

**Utilities are encouraged to start setting up your assigned tables at 3:15 pm. Utilities are also encouraged to plan for an Island Theme. They should also bring concise printed information on rates, service territories, new construction information, energy efficiency initiatives and details of opportunities available to customers (i.e. incentives, rebates, pilot programs, etc.). Customers who receive the most value out of this session are those who come prepared with specific questions and issues to discuss. *FIRST HOUR IS FOR CUSTOMERS ONLY PLEASE.***

*Sponsored By:*





6:30 pm

## **House of Blues – Downtown Disney Dinner Social Event**

Please join Advantage IQ and EEI for an evening of dining, dancing, and networking at the *Downtown Disney House of Blues*. The House of Blues offers an eclectic blend of southern hospitality, great cuisine and live music guarantees an event to remember! Entertainment for the evening is by "TREMORS" band.

### **Transportation**

- *All Buses depart from the Covered Convention Entrance – Lobby Level*
- *Departures to the House of Blues begin at 6:15 pm*
- *Return buses to the Dolphin Hotel will begin at 9:30 pm.*
- *The last bus will depart the House of Blues at 10:30 pm*



***Hosted by:***