



**THE AHC GROUP PRESENTS:
THE 18TH ANNUAL
“ACHIEVING RESULTS”
WORKSHOP SERIES**

“LEADERS LIKE TO LEARN FROM LEADERS”

AGENDA

**JANUARY 23-25, 2008
POINTE DESERT HILTON
SQUAW PEAK RESORT
PHOENIX, AZ**

**FACILITATED BY BRUCE PIASECKI
PRESIDENT AND FOUNDER OF THE AHC GROUP
PLEASE VISIT www.ahcgroup.com FOR MORE INFORMATION**



JANUARY 23RD

5:30-8:00 PM

**WELCOMING RECEPTION
SAGUARO/CHOLLA ROOM**

Join us for cocktails, hors d'oeuvres, and casual conversation to kick off the start of our workshops.

Spouses and family are welcome to join.

DINNER

Explore the options within the hotel or the surrounding area. See list of options in "Attractions" section of welcoming binder.

JANUARY 24TH

7:00-8:00 AM

**CONTINENTAL BREAKFAST
APACHE BALLROOM**

Start the day with coffee, tea, juice, fruit, yogurt and a variety of baked goods.



8:00 AM – 12:00 PM

**WORKSHOP 1: DELIVERING ON THE
BOTTOM LINE
APACHE BALLROOM**

Six years ago, during the peak of the Enron and WorldCom crisis, Steve Percy, former CEO of BP America, initiated our large corporate benchmarking workshop on Corporate Governance and Innovation. As of June 2007, this workshop has been renamed **“Delivering on the Bottom Line.”** The goal is to add key messages and lessons regarding profit and loss to the themes of Site Remediation, Risk Reduction, Emerging Issues and Shareholder Value.

WORKSHOP CHAIR



**STEVE WOLFF
EVERGREEN ENERGY**

In 2007, Steve Wolff, a long-time affiliate member with Dayton Power & Light (DP&L), became Chair of this ongoing workshop, which blends the needs of top operating people with the themes of our workshops.

Steve Wolff joins us during these sessions after recently accepting his new post at Evergreen Energy, where he currently serves as EVP of Engineering. Prior to that, as President of Power Production at DP&L in Dayton, Ohio, Mr. Wolff provided leadership for over 4400 MW of electricity generation and all corporate information technology, purchasing and environmental compliance areas. He led over 550 employees and had full P&L responsibility for an annual gross margin in excess of \$700M.



In this position he achieved the top four power generation years in company history and a ranking among the top energy companies in generation efficiency and productivity. One reason for his success was his effort to transition DP&L power production from a regulated mindset utility to a deregulated competitive entity. Among his key bankable innovations at DP&L, he introduced management tools and benchmarking initiatives that enabled increased monitoring and management of crucial performance metrics on a real-time basis.

Mr. Wolff is a veteran of the U.S. Navy and holds the following degrees: MS Environmental Management and Policy from Rensselaer Polytechnic Institute, MSE Engineering Management from The Catholic University of America, MA National Security and Strategic Studies from the Naval War College, and a BSME Mechanical Engineering from the US Naval Academy at Annapolis.

Steve has agreed to chair this “**Delivering on the Bottom Line**” workshop through its next four sessions, including our upcoming sessions in Saratoga Springs on June 19 and 20. If you would like to recommend a key leader who could contribute a presentation like those seen today by Siemens, LP, Suncor Energy and the Department of Defense, please share that knowledge and contact information with Bruce Piasecki (Bruce@ahcgroup.com) and Debra Hancher (Debra@ahcgroup.com). Thank you for helping to grow this ongoing workshop.



RICK WALKER

Rick Walker, Senior National Manager of Environmental Solutions at Siemens, presents on the issue: **“Addressing Climate Change Through Greening Existing Buildings.”**

Introduction by Patrick McCarthy, Director of Energy & Environmental Services Practice for Corporate Affiliate Lockheed Martin

Rick Walker explores the internal reasons why climate change has a rapidly escalating impact on existing and new buildings—as he describes Siemens’ energy efficiency delivery process. As a senior manager for this multinational corporation, with annual revenue at \$100 billion, Walker can explore the global trends available and cover the entire spectrum of the firm’s sustainability initiatives. Citing recent private surveys and public polls, he will discuss his firm’s conclusions on what makes for successful implementation in the ever changing expectation of “green.” Perhaps the most valuable surprise in his presentation is his advice on how best to start the process of going green as you go global.

BIO: With over 20 years of experience, Rick Walker has expertise in all aspects of traditional performance contracting and non-guaranteed energy services. Rick has been involved in the national design and implementation of HVAC and related energy management programs, along with financial services, remote services offerings and environmental projects. His past work encompasses specific experience in cogeneration projects, energy information, performance contracting, and service contracting for new construction. His current responsibilities at Siemens Building Technologies include the design, development and implementation of the green building, sustainability and environmental solutions and services. Rick has spoken widely on energy and its related topics. He has been a consultant to the Department of Energy, the State of Michigan, Illinois Department of Natural Resources, and NYSERDA on various energy programs. He is a current member of the US Green Building Council’s LEED for Existing Buildings Core Committee. He is also a past Board Member of the National Association of Energy Service Companies (NAESCO). Rick holds a Master's degree in Business Administration from the University of Wisconsin at Whitewater, and a Bachelor of Science degree from the University of Wisconsin, Milwaukee.



GORDON LAMBERT

Gordon Lambert, Vice President of Sustainable Development at Suncor Energy, will discuss **“Growing A Sustainable Energy Company: The Suncor Case Study.”**

Introduction by Helen Howes, Vice President of EH&S at Exelon, who will join Gordon on our Climate Change panel on Friday, January 25.

Suncor’s core business is oil sands development. Growth in wind power development, biofuels, cogeneration and new technology investments complement this center. Earning societal consent to operate and grow the business is foundational to Suncor pursuit of sustainability and this will be explored in some detail. This includes a significant emphasis on stakeholder engagement in all aspects of the business. A broad range of tools is used to support this, including comprehensive stakeholder surveys, which inform the company about its progress, strategies and actions.

BIO: Gordon Lambert is Vice President of Sustainable Development for Suncor Energy. Gord directs Suncor’s environment, health and safety policies and works with senior management and external stakeholders to align and improve the company’s long-term financial, social and environmental performance. Prior to assuming this role in July 1997, Gord spent two years as Director, Sustainable Development for TransAlta Corporation and 15 years with a major Canadian integrated oil and gas company. He is involved with the World Business Council for Sustainable Development in support of its work on climate change and sustainable development within. He is currently on the Boards of the Suncor Energy Foundation, Learning for a Sustainable Future (LSF), and NatureServe, which supports conservation efforts of governments and non-governmental organizations internationally. He is a Canadian representative on the Joint Public Advisory Committee to the US, Canadian and Mexican Environment Ministers under NAFTA (the Commission for Environmental Cooperation). Gord is a current member and past director/treasurer of the Alberta Society of Professional Biologists. He graduated in 1980 from the University of Guelph with an Honors Bachelor of Sciences degree majoring in Biological Science with a minor in economics.



UNITED STATES DEPARTMENT OF DEFENSE



ALEX BEEHLER

Alex Beehler, Acting Deputy Under Secretary of Defense for ES&H, presents on **“Increasing Crossroads of Energy and Environment within DoD to Enhance Energy Security and Mission Readiness.”**

Introduction by Dwight Bedsole, Director of Corporate Remediation for Corporate Affiliate DuPont and Site Remediation Workshop Chair for the last six years.

The Department of Defense (DoD) strives to be a leader in Environmental Stewardship while supporting the mission of the Department. DoD accomplishes this by integrating Environment, Safety, and Occupational Health (ESOH) aspects throughout its functional mission areas including research and development, systems acquisition, operations, maintenance and disposal. Mr. Alex Beehler will describe the Department's overarching strategy to integrate Environment and Energy initiatives into DoD's operations in order to support long-term national security interests.

BIO: Alex A. Beehler's career commenced as Acting Deputy Under Secretary of Defense for Installations & Environment on December 15, 2007. Since January 5, 2004, Mr. Beehler has served as Assistant Deputy Under Secretary of Defense (ESOH). Mr. Beehler serves as the principal assistant and advisor to the Deputy Under Secretary for all ESOH policies and programs in DoD. These programs include cleanup at active and closing bases, compliance with environmental laws, conservation of natural and cultural resources, pollution prevention, environmental technology, fire protection, safety and explosive safety, and pest management and disease control for Defense activities worldwide. He also advises Mr. Grone on international military agreements and programs pertaining to environmental security. Mr. Beehler's priorities include the implementation of DoD's environmental readiness initiative in response to challenges of encroachment, the Defense Environmental Restoration Program, unexploded ordnance management, explosive safety, and pollution prevention. Mr. Beehler comes to the department from Koch Industries where he served as Director of Environmental and Regulatory Affairs and concurrently served at the Charles G. Koch Foundation as Vice President for Environmental Projects. Mr. Beehler maintains a strong background in



federal environmental policy having served in the Department of Justice as a senior trial attorney for environmental enforcement and at the Environmental Protection Agency as a special assistant for legal and enforcement counsel. Mr. Beehler is a member of the District of Columbia, State of Maryland and Commonwealth of Virginia Bar Associations. He received a bachelor's degree from Princeton (1975) in public and international affairs and a law degree from University of Virginia (1978).



RUSTY CARROLL

Rusty Carroll, Business Marketing Manager and Chairman of Green Growth Council at LP, will present on **“LP TechShield: A Story of Green Growth and Corporate Strategy.”**

Introduction by Rick Ramirez, VP of Sustainability and Environmental Affairs for Shaw Industries, Inc.

In this classic case study of corporate strategy based on product differentiation, Rusty Carroll, the chairman of LP’s Green Growth Council and leader in their orientated strand board (OSB) core business, examines three related developments. First, he describes the larger forces that reshaped LP in the last ten years. Next, he explains how radiant barriers and TechShield received significant acceptance and growth even during the precipitous fall of housing starts. Carroll then pauses to examine the challenges of gaining broader acceptance, due to no standardized national green building and the need for builders and consumers to be more efficiently educated on the business and social value of energy efficient building products. He ends his talk with an appeal for strategic alliances with



utility providers and other product manufacturers that drive progress in this time of climate change and escalating electricity prices.

BIO: Rusty Carroll began his career with Louisiana-Pacific in 1993 upon graduation from Sam Houston State University. Mr. Carroll's primary responsibility at LP is to lead the business marketing efforts of the Oriented Strand Board (OSB) business, LP's largest business. Recently, he successfully led the development and implementation of the business strategy for LP TechShield Radiant Barrier which has experienced significant growth in the last two years, and he also serves as the Chairman of LP's Green Growth Council. Prior to his current position, Mr. Carroll was the OSB Sales Manager for LP Canada in Montreal, Quebec, and was the Assistant OSB Sales Manager for LP's Southern region located in Conroe, TX. Mr. Carroll has a Bachelor of Business Administration degree from Sam Houston State University. Mr. Carroll is married to Mrs. Deedra Carroll; they live in Nashville, TN, and have two young sons, Cameron and Carson.

12:00-1:00 PM

**LUNCH
YUCCA/PALO VERDE**

1:00-5:00 PM

**WORKSHOP 2: MONEY MATTERS &
SHAREHOLDER VALUE
APACHE BALLROOM**



Seven years ago Hewson Baltzell, the President of Innovest, began our 100 company benchmarking series on Shareholder Value. Our central mission is to examine instances of corporate leadership and stock valuation methods that explore **how improvements in energy, environmental and product performance relate to the stock value or shareholder price of a firm**. Two years ago, when DNV joined as an AHC affiliate, we expanded our exploration of Money Matters to include the lasting question: How does a firm's financial risks and stock valuation relate to its path of growth?

This year we are adding AHC's newest member Debra Hancher, formerly of J.P. Morgan, as a Co-Chair to broaden our financial expertise in this workshop.

Write Bruce Piasecki, bruce@ahcgroup.com, if you know other leaders you want to hear from in this space.

WORKSHOP CHAIRS



RUSSELL THORNTON, MANAGING DIRECTOR, CLIMATE CHANGE AND CSR SERVICES, DNV, AND DEBRA HANCHER, BUSINESS MANAGER & VICE PRESIDENT, AHC GROUP

RUSSELL THORNTON'S BIO: Mr. Thornton is currently Managing Director, DNV Climate Change and CSR Services North America (CCSNA). He is responsible for spearheading DNV's technical tools and validation and verification services targeted to help businesses and organizations manage and adapt to climate change and implement corporate social and sustainability programs or technologies. Mr. Thornton is a DNV director, DNV Principal Risk Management Consultant, Lead GHG Verifier, Lead ISO 14001 assessor, and Licensed Safety Auditor. Mr. Thornton's main interests and experience are in environmental risk management, loss control, regulatory compliance, social marketing, and LCA management systems development which enhance business value and improve quality of life. Mr. Thornton is a frequent lecturer and has authored numerous publications including: The Environment, E-Commerce, and Sustainability, How Software Improvements Can Prevent Pollution, and Why all the Interest in GHG Trading Schemes. He is a co-author of Practical Loss Control Leadership (U.S.A.), 1996



(revised edition.) Det Norske Veritas was established in 1864 and is an autonomous, independent foundation. Its main goal is to help safeguard life, property, and the environment. DNV headquarters is in Hovik, Norway with offices located throughout the USA, Canada and worldwide. DNV is the leading worldwide supplier of third-party validation, certification, verification, and climate change risk management services. Please go to www.dnv.com to learn more.

DEBRA HANCHER'S BIO: As Business Manager, Debra is responsible for working with all current and potential Corporate Affiliates. She leads with the Senior Associates and works with the entire organization to execute successful workshops — from speaker selection to affiliate involvement. Debra joins the firm after a 17-year career in Investment Banking at JPMorgan in New York City. During her career, Debra worked as part of a team to achieve several successful billion-dollar transactions. Her role as Vice President is to assume leadership in achieving AHC Group's strategic goals in increasing the range and diversity of its corporate affiliates' membership. The broad experience she brings to this new role includes management, building client relationships, recruiting, and product development. Debra has an MBA in Finance from New York University and a BA in Economics from Wells College.



DAVE STANGIS

Dave Stangis, Director of Corporate Responsibility for Intel, presents on “**The Intel Story: Building a Professional Corporate Responsibility Management System to Derive Bottom Line Value.**”

Introduction by Chris Conley, VP of EH&S at GenCorp

Today, CSR or Sustainability Management needs to be integrated into the business process to drive real value. During this session, Dave will touch on:

- The Intel Story and business drivers



- 'Going Pro' in Sustainability—Locally and Globally
- Working through and with the entire supply chain to generate results
- How to stay in front of emerging issues and addressing the challenges of globalizing with 90,000 employees
- Utilizing stakeholder relationships and investor research to drive continuous improvement
- Remaining challenges and trends

BIO: Dave Stangis is Intel Corporation's Director of Corporate Responsibility. He works across Intel business units (EHS, Legal, Government Affairs, Human Resources, etc.) to coordinate strategy in line with external Social Responsibility/Sustainability drivers and Intel business processes. He manages Intel's relationship with the social investment universe, coordinates public affairs and external engagement in the area of Corporate Responsibility. Mr. Stangis manages production of Intel's Corporate Responsibility Report and monitors and responds to emerging issues that may affect the company's reputation. He is a member of Intel's Ethics and Compliance Oversight Committee and facilitates the Company's Corporate Responsibility Management Review Committee and the company's Executive CSR Council. Mr. Stangis has been with Intel for more than 10 years and has held a range of EHS and policy positions prior to Intel. He also served as Intel's EHS External Affairs Manager and produced Intel's Environmental, Health and Safety Performance Report. Mr. Stangis earned his MBA from the University of Michigan and a Master of Science (MS) in Occupational and Environmental Health from Wayne State University in Detroit.

citi smith barney



BRUCE KAHN

Bruce Kahn, Second Vice President of Wealth Management at CitiSmithBarney, presents on **“Environmental Leadership and Wealth Creation: Opportunities, Risks, and Investments.”**



Introduction by Kathy Bailey, Principal, Bailey Law Group, PC

Sustainable development, as articulated by the Brundtland report in 1987, is development that meets the needs of the present without compromising the ability of future generations to meet their own needs. No more is this true than the responsible creation and management of wealth. Sustainable Wealth Management therefore requires not only a broad platform of research, products and investment solutions, but also a service model that offers the opportunities to prosper from the growing “green” trends and manages the risks of a turbulent globalizing economy. Financial institutions that embrace sustainability as a business strategy, not only of their own footprint, but that of their clients, will emerge as global sustainability leaders.

BIO: Bruce M. Kahn, Ph.D. is an Investment Management Consultant with an expertise in Socially Responsible Investing. He currently advises clients ranging from non-profit organizations to individual investors in Socially Responsible Investing. Dr. Kahn also advises senior Citigroup executives and analysts on Socially Responsible Investing strategies. Prior to joining Smith Barney, Dr. Kahn served as an investment analyst with IC Value, Inc., an independent Socially Responsible Investing research firm. He has also advised Fortune 500 companies in five major industries on strategies to improve their financial and environmental performance and reporting. Dr. Kahn holds a doctorate in Environmental Science from the University of Wisconsin, Madison. He received both a J. William Fulbright Fellowship for political ecology of the Bedouin in the Middle East and a National Science Foundation Fellowship in ecological economics. Dr. Kahn served as a US Peace Corps Volunteer and Provincial Representative for four years in the Republic of Cameroon, West Africa. **His services include the integration of environmental, social and governance analysis into financial valuation, asset allocation, fiduciary responsibility and shareholder advocacy.** He also counsels on Investment Policy Statement development, Investment Manager Selection, Portfolio Screening, Fiduciary Responsibility, and Shareholder Activism. Bruce is an invited speaker on the evolution of SRI to business schools (Columbia University, University of Vermont, University of Wisconsin-Madison, NYU), non-profit organizations (USGBC, WRI, ESA, Net Impact, New York Academy of Science, Business for Social Responsibility), and government agencies (EFAB/EPA, NOAA, USDA/FS). He also offers expertise in investing in new markets such as Environmentally Responsible Investing, Best-in Class ES&G Investing, Clean Tech, Renewable and Alternative Energy, Climate Change Risk, Carbon Markets and Green Buildings and Real Estate.



JIM HAGAN

Jim Hagan, Vice President of Corporate EH&S at GlaxoSmithKline, presents on **“Sustainable Manufacturing: The GlaxoSmithKline Strategy.”**

Introduction by Walter Galacki, Director of Environment for ISPCorp

Dr. James Hagan examines how GlaxoSmithKline, as a 43 billion dollar firm with over 100,000 people in 117 countries, covers in its new commitments roughly 80 percent of the world's population through its prescription medicines, vaccines, and consumer healthcare products. His talk explains why GSK has a worldwide strategy for sustainable manufacturing of its pharmaceuticals, affecting such priority diseases as HIV/AIDS, tuberculosis and malaria. All elements of the strategy are openly discussed—from enhancing the efficiency of moving synthetic chemistry into biological approaches to the start up of new materials and packaging, to improving access of affordability across the globe. By starting in R & D, this talk closes on how GSK has embedded EHS milestone goals into its own product development cycles through such tools as a solvent selection guide and green chemistry guides. Jim also will show how they measure environmental performance relative to sales, energy, water, and emerging challenges such as climate change and GSK investor ratings

BIO: James Hagan is Vice President, Corporate Environment, Health and Safety (EH&S) at GlaxoSmithKline. Previously, he held the position of Vice President and Director, Corporate Environment and Safety in SmithKline Beecham from April 1994 until the completion of the merger with Glaxo Wellcome in 2000. Dr. Hagan's responsibilities cover the full range of EH&S programmes worldwide including the setting of the direction for the company and the provision of EH&S scientific and engineering support. Dr. Hagan joined SmithKline Beckman in 1983 as Manager of Corporate Environmental Services and held a series of EH&S management positions until 1994 when he was named SmithKline Beecham's Vice President/Director of Corporate Environment and Safety. Prior to joining SmithKline Beecham, he worked for the U.S. Environmental Protection Agency in the Wastewater, Hazardous Waste and Superfund programs as well as two years as the Deputy Administrator of the Water and



Sewage Management Administration for the District of Columbia. Prior to his government service, he worked in the chemical industry in environmental research, development, design and construction. Dr. Hagan holds a Ph.D. in Environmental Engineering from Drexel University and two Masters of Science qualifications in Environmental Health Engineering and Management Sciences. His BS degree is in Chemical Engineering from Bucknell University. He is a Registered Professional Engineer, a Diplomat of Environmental Engineering and a Certified Quality Manager. He is active in EH&S issues in pharmaceutical trade associations and is a member of EH&S professional organisations.



MARK SERWINOWSKI

Mark Serwinowski, President of **metavû**, presents on the topic **“World Inc. in Motion: Executing Corporate Strategy to Achieve Sustainable Business Returns”**

Introduction by Lily Gedney, Literary Secretary & Group Liaison for the AHC Group

Sustainability Strategy Development is both complex and “always in motion.” It often combines global and greening trends, as it is difficult to visualize its value to the firm’s bottom line. In this presentation based on **metavû**’s years of practice, the Founder and President will discuss Sustainability Strategy Development at two leading companies. Mark will run the cases as “discussion points” for all in the room, building from his earlier work in our June 2007 workshops.



BIO: Mark A. Serwinowski is Founder and President of **metavû**, a business consultancy helping companies execute environmental strategy to build sustainable shareholder returns. **metavû** helps companies develop and deploy the organizational capabilities required to manage environmental risk and corporate social responsibility (CSR) throughout the business value chain. Typical engagements include initiatives to integrate EHS functions into core business execution; business programs designed to discharge Remediation / Legacy Liability at lower lifecycle cost and Sustainability projects to balance economic, environmental and social performance. Mr. Serwinowski has practiced in the environmental business for seventeen years. He has held management and equity positions at leading service providers in the remedial construction, engineering and scientific consulting, and management consulting industries. He has successfully developed and launched two consulting practices in business advisory for environmental management and risk. In addition, he holds an advisory board position in a Brownfields real estate redevelopment firm. Mark has successfully collaborated with companies in the automotive, chemical, paper, energy, oil and gas, mining, and utility sectors to help them realize the economic benefits of managing environmental issues from a business perspective. In addition, he provides subject-matter and domain expertise to help environmental consultants, law firms, real estate and insurance firms deliver successful projects to their clients. His work involves projects that drive environmental strategy into core business philosophy, including policy, strategy, economics modeling and metrics development; process optimization, management systems and governance model development including architecture and strategy mapping information systems / business analytics dashboards; to management of change implementation, cultural skills development and leadership coaching. He personally facilitates industry workshops on environmental performance leadership, including a recent event on key performance indicators / metrics, and a summit on remediation excellence. He has been published on various topics related to business and environmental performance in the risk management, oil and gas and utility sectors.

5:30-7:30 PM

**RECEPTION
YUCCA/PALO VERDE**



JANUARY 25TH

7:00-8:00 AM

CONTINENTAL BREAKFAST

APACHE BALLROOM

Start the day with coffee, tea, juice, fruit, yogurt and a variety of baked goods.

8:00 AM – 12:00 PM

WORKSHOP 3: EMERGING ISSUES &

STAKEHOLDER TRENDS

APACHE BALLROOM

Over the last ten workshop sessions, Dennis Minano has been our Emerging Issues Workshop Chair. Through Minano's leadership we have heard from over fifty leading companies on topics ranging from New Source Review to why Starbucks cares about Climate Change.

This former officer at GM in charge of Energy and Environment remains an AHC Group Senior Associate, but cannot attend this session due to an engagement at GM. Mark Coleman and Denny Minano are known to many of you as assisting us in our last five years of private benchmarking workshops sponsored by GM and Arcadis. For these January sessions, Mark Coleman will be chairing in Denny Minano's place.



WORKSHOP CHAIR



MARK COLEMAN

Senior Associate Mark Coleman currently serves in a senior research capacity for the AHC Group, Inc. In addition, Mark is a Senior Program Manager at the Center for Integrated Manufacturing Studies (CIMS) at Rochester Institute of Technology (RIT). At CIMS, Mark is managing a portfolio of projects focused on sustainable product design and life-cycle analysis.

Prior to working at RIT, Mark worked as a Project Manager with the New York State Energy Research and Development Authority (NYSERDA), a public benefits corporation funded at \$150 million annually. At NYSERDA, Mark worked within the Energy Analysis Group participating on a cross-disciplinary team that oversaw the evaluation of NYSERDA's public benefits funded programs, and provided objective information, data, and analysis to support program design, development, and administration, as well as strategic organizational and program planning. While at NYSERDA, Mark also contributed to the 2002 New York State Energy Plan, 3-year strategic planning, and the development of a market research and intelligence capability.

Mark has been associated with the AHC Group for more than six years, in which time he has conducted market-and-competitive research, corporate research profiling, and aided in the dissemination of objective data, information, and analysis. In addition, **Mark has helped facilitate growth in AHC Group's executive leadership and benchmarking workshops such as the well-known Arcadis GM set of workshops** along with other private multi-company AHC Group facilitated gatherings.

Mark holds a M.S. in Environmental Management and Policy from Rensselaer Polytechnic Institute and a B.A. in Geography and Environmental Studies from Binghamton University. Mark resides in Fairport, NY, with his wife Aileen.



WENDY PULLING

Wendy Pulling, Director of Environmental Policy for Pacific Gas & Electric (PG&E), presents on the topic of **“PG&E’s Corporate Strategies to Address Climate Change: ClimateSmart and the Logic of Partnerships.”**

Introduction by Joseph Gantos, VP EHS & Q Systems Management for Batelle

Wendy Pulling, from our newest Corporate Affiliate PG&E, has brought together a series of internal and public presentations for a detailed account of how PG&E must do work in a warming world. Trained as an attorney who also worked in Manhattan for the Natural Resources Defense Council (NRDC), Pulling brings a special light to the tasks before this significant California utility. The audience can expect insight into why partnerships are critical, how energy inputs are cleaner and necessary, and where the firm will go next.

BIO: Wendy Pulling is the Director of Environmental Policy at Pacific Gas and Electric Company in San Francisco. Ms. Pulling leads a diverse and talented team working to support the company’s environmental leadership through programs in Climate Protection, Habitat and Species Protection, Environmental Justice, ClimateSmart, and the Richard A. Clarke Environmental Leadership Award (PG&E’s annual award to recognize and encourage environmental leadership in its employees). Prior to joining PG&E, Ms. Pulling worked as an Assistant Regional Counsel for the U.S. Environmental Protection Agency and as a staff attorney at the NRDC. Ms. Pulling is currently on the Board of Audubon California and the National Advisory Board of the Union of Concerned Scientists. Ms. Pulling is also on the Advisory Board of Sustainable Conservation and the Tuolumne River Trust. Ms. Pulling has a degree in history from Princeton University and a law degree from Stanford.



JEFF MENDELSON

Jeff Mendelsohn, Founder and President of New Leaf Paper, presents on “**Leading National Corporation Success Stories with Green Paper Purchasing: Results that Deliver to the Triple Bottom Line.**”

Introduction by Ira Feldman, President & Senior Counsel of Greentrack Strategies

We have all heard about post-consumer recycled fiber, chlorine-free bleaching, and sustainable forestry. How have some companies integrated higher environmental standards into their purchasing policies? How does this success contribute to their social, environmental, and economic goals?

BIO: Jeff Mendelsohn is the Founder and President of New Leaf Paper, a company with the mission of driving a fundamental shift toward sustainability in the paper industry. Paper manufacturing is one of the most polluting and resource-intensive industries in the world. Jeff envisions a complete redesign of the paper industry to incorporate the principles of sustainability, and is a frequent public speaker on this topic. He leads New Leaf Paper’s product innovation, creating a wide selection of market leading environmental papers that fit this vision. Since it was founded in 1998, New Leaf Paper has seen real change in the marketplace through its efforts, and inspired some of the largest paper companies in the world to pay attention to environmental concerns. Jeff’s interest in socially responsible business transcends the goals of New Leaf Paper, and he actively works to support the growth of the socially responsible business community. Jeff studied international relations at Cornell University, focusing on international capital flows and the accumulation of enormous debt in developing countries. He was fascinated by the power of business, in some ways more powerful than governments, in shaping people’s lives and the environment. Jeff resolved to start a business that combined good values and successful business, to lead by example from within the business world. Paper was an obvious choice because of its enormous environmental



impact. Jeff grew up in San Diego, surfing, hiking, and enjoying the outdoors all his life. See www.newleafpaper.com for more information.

10:00 AM – 12:00 PM

CLIMATE CHANGE PANEL

Responding to the requests of our members, this year we are featuring a distinguished panel to present views on the emerging and topical issue of Climate Change. Mel Jones, CEO of Sterling Planet, will moderate this panel, with contributions from Steve Myers of Rutherford. The first half of the panel will include a brief introductory comment by each panelist. These market leaders will introduce themselves and their firm's current initiatives on Climate Change. The second portion of the panel discussion will be in the format of Q&A with Mel Jones and Mark Coleman acting as the moderators.



**GORDON LAMBERT, VP OF
SUSTAINABLE DEVELOPMENT
AT SUNCOR ENERGY**



**HELEN HOWES, VP OF
EH&S**



SKILES BOYD, VP OF ENVIRONMENTAL MANAGEMENT AND RESOURCES



MEL JONES, CEO



GARY GUZY, CLIMATE EXPERT



ROBERT JOHNSON, CEO AND FOUNDER

12:15-1:15 PM

**LUNCH
YUCCA/PALO VERDE**



1:30-4:00 PM

**WORKSHOP 4: SITE REMEDIATION &
MANAGEMENT RISK REDUCTION
APACHE BALLROOM**

For the last six years, Dwight Bedsole, Director of Corporate Remediation for DuPont, has chaired this ongoing AHC Group workshop on site remediation programs, policies and new risk management tools. This has become a widely respected workshop transacted with insight and confidentiality. It has transformed over the years and now focuses on a broader topic range to also include financial assurance, operational risk and retired assets. Our leaders have strengthened their skills in managing environmental liabilities through learning from other leaders representing a wide range of companies including Ashland, Celanese, Dow, BP, FMC, ELPASO, Conoco/Philips, Honeywell, Whirlpool, North East utilities, Chemtura, Canadian National, Shell , Chevron, Lockheed Martin, Northrop Grumman, and Lyondell.

We pair this workshop on the same day with Emerging Issues because the extent to which we manage emerging issues (such as natural resource damages, contaminated sediments, brownfield development, to name a few) directly affects the creation or reduction of additional liabilities for our companies.

WORKSHOP CHAIR & PRESENTER



SHERYL TELFORD



This year Sheryl Telford, Business Team Manager for DuPont's Corporate Remediation Group, fills in as Chair for Dwight. She will present during this workshop on **DuPont's Delaware River Study**.

Introduction by Robert Forbes, Director of Remediation for FMC Corporation

DuPont recently completed a comprehensive study of the Delaware River Estuary—a complex ecosystem that is subject to chemical, physical and biological stressors of some scale and visibility. A holistic watershed approach is needed to ensure meaningful restoration projects and actions in such a complex area, and may prove the key action toward solving this environmental challenge. Sheryl will outline the approach suggested by DuPont, its participants, and remaining questions in an interactive session. Since 2002, a number of our major Corporate Affiliates have asked us for more coverage on emerging issues in estuaries and riverbeds. Here we have a key example from leaders in Site Remediation.

BIO: Sheryl Telford is Business Team Manager for DuPont's Corporate Remediation Group. During her seven years with DuPont, Sheryl has managed the company's environmental cleanup responsibilities in various regions around the globe. Prior to joining DuPont, Sheryl was an Environmental Policy Manager at PSEG in Newark working on issues related to land use, waste and site remediation programs for the company's combined electric and gas businesses. She also worked in the Office of the Assistant Commissioner of Site Remediation in the New Jersey Department of Environmental Protection where she worked on program and policy initiatives for the Site Remediation and Waste Management programs. Sheryl is currently chair of the NJ Site Remediation Industry Network and property owner chair of the NJ Chapter of the National Brownfields Association. Previously, Sheryl was a member of USEPA's Children's Health FACA, Co-Chair of NJDEP's Comparative Risk Project, and a member of NJDEP's Environmental Justice Advisory Committee. Sheryl has presented at numerous state and national forums on matters related to site remediation and brownfields. Sheryl has a Bachelors degree in Chemistry and Physics from Wheaton College, Norton, MA.



EarthTech
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DALE SANDS & SUSAN SHULTZ

Dale Sands, Senior VP and Global Director of the Environmental Services Business, and Susan Shultz, Senior Vice President, both of Earth Tech, present on “**Leading EH&S Changes to Make a Business Difference.**”

Introduction by Todd Hagemyer, Associate at Geosyntec Consultants, Inc.

Innovative initiatives are being launched by many industrial clients to deliver EHS services that meet compliance objectives as well as achieve cost effectiveness. As companies must deliver EHS performance with fewer staff resources, the management of change is becoming increasingly critical, where processes, tools, internal staff and external resources are brought into balance. This presentation will provide case studies on specific programs Earth Tech has delivered for companies in different areas of EHS including legacy/reserve management, operational EHS, compliance assurance programs, water/wastewater optimization, and merger & acquisition activities aimed at rapid integration.

Dale Sands’ Bio: Mr. Sands has over 30 years of experience in developing and implementing high-performance environmental management programs for industrial and governmental organizations. At Earth Tech, Mr. Sands is Senior Vice President and Global Director of the Environmental Services Business line with responsibilities that include the development of high performance Industrial Client Partnership Programs. Located in Chicago, Mr. Sands has developed global EHS programs for numerous industrial companies across several industrial sectors, has published and/or presented over 30 technical papers on energy/environmental issues and has lived/worked internationally. Mr. Sands holds a B.S. in Chemistry, a M.S. in Environmental Sciences, and a M.B.A.



Susan Shultz's Bio: Ms. Susan Shultz, P.E., has over 30 years of experience in the development and implementation of strategic partnerships with, and business solutions for, key clients. She has developed programs to enhance each clients' businesses that include EHS management systems and approaches, shareholder valuation and recognition programs, sustainability programs, and business improvement programs such as portfolio management, training, Six Sigma and other improvement approaches. Ms. Shultz is a Senior Vice President and leads Earth Tech's Key Industrial Client Program. She and her team are focused on delivering consistent, high-quality service to major multinational clients globally, by understanding each client's business strategy and comprehensive service needs, and then by deploying Earth Tech's resources and intellectual capital to meet these client needs. Ms. Shultz holds a B.A in Geology and an M.S.C.E in Civil Engineering (Environmental and Water Resources Engineering.)



FIL FINA

Fil Fina, Co-founder and VP Engineering for Aztech Technologies, discusses **“How Best to Link Small Innovators with Larger Players in Risk Work.”**

Introduction by Konstantinos Mitropoulos, CEO & Founder of Enolia Energy, S.A., Greece

Fil Fina will discuss how larger companies and clients can benefit from working with smaller firms. He will discuss cost saving measures for semi-permanent remediation systems. Fina will conclude with a discussion of Aztech's own design and construction of their energy-efficient building.



BIO: As Vice President of Aztech Technologies, Inc., Mr. Fina has successfully designed in excess of one hundred remediation systems using all the accepted technologies. He also directs a research and development program that has invented and/or refined several products and technologies involved in the measurement and treatment of environmentally-impacted materials. Mr. Fina specialized in tribology and researched the mechanical properties of synthetic lubricants in his graduate collegiate years. After completing his graduate studies, Mr. Fina was employed as an engineer for a petrochemical pump and seal company and a consulting engineering firm. Upon returning to his hometown of Saratoga Springs, NY, he managed a regional office of a medical waste transportation company for two years. Mr. Fina subsequently obtained an engineering position with a petroleum product distributor/retailer. His responsibilities included management of all engineering and environmental affairs. Other skills related to engineering and contracting include pump and tank installations and removal, aboveground petroleum and chemical bulk facility design, SPCC plans, SPDES permitting, process exhaust and ventilation permitting, DOT and spill response training, retail facility construction and bulk storage facility construction. Remediation system design and construction expertise include technologies such as soil vapor extraction, groundwater pump and treatment, free product removal, high vacuum extraction, total fluids extraction and oxygenation of groundwater. Mr. Fina has also formulated synthetic lubricants for bicycles for his brother's former company, Pedro's USA. Mr. Fina holds a Masters of Science degree in Mechanical Engineering from Rensselaer Polytechnic Institute and a Bachelors of Science degree in Mechanical Engineering from Clarkson College. He is also a registered Professional Engineer in New York State. In his spare time, Mr. Fina is a commercial pilot and operates a seaplane flight school during the summer months. He also enjoys skiing with his daughters and training his Chesapeake Bay Retrievers.

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GROUP LIAISON**

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TO THE FOUNDER**

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Contact Lily at lily@ahcgroup.com or 518.583.9615 to obtain electronic copies of these presentations and for all *World Inc.* related inquiries.

**AGENDA DESIGNED BY LILY GEDNEY
LITERARY SECRETARY & GROUP LIAISON**

To arrange a post-workshop meeting with Bruce Piasecki, please e-mail Gale Degener at gale@ahcgroup.com.



**GALE DEGENER
EXECUTIVE ASSISTANT TO THE FOUNDER**