



From our ongoing
Energy Innovation and Carbon Competitiveness Workshop Series

ENERGY COMPETITIVENESS: Best Corporate Practices Through the Rising Role of Renewables, Microgrids, Storage, and Strategic Planning

November 1-2, 2017

Location: Ingersoll Rand Headquarters
Building B – Great Divide, 800-A Beaty Street, Davidson NC

Sponsoring Corporate Members



Hotel Accommodations: Homewood Suites by Hilton – Davidson

125 Harbour Place Drive, Davidson, NC

1-800-CALL-HOME or (704) 987-1818

Reference AHC Group or use the Group Code AHC to receive the discounted rate.

Wednesday, November 1 10:30am – 4:45pm
Building B – Great Divide, 800-A Beaty Street, Davidson NC

10:30 – 11:00

Welcome from Scott Tew, Executive Director
Center for Energy Efficiency & Sustainability at Ingersoll Rand
Introduction of Participants

11:00 – 11:45

Edwin Makkinga, Enbridge

Renewable Energy Infrastructure: Investment Climate Comparisons Between North America and Europe –the Enbridge Experience

11:45-12:45

Mark Correll, Deputy Assistant Secretary of the US Air Force for Environment, Safety & Infrastructure, co-presenting with John Mogge, CH2M

Strategic Planning: Energy surety and energy security through building renewables.

12:45 -1:45 Lunch, Building B Great Divide

1:45 – 2:30

Scott Graybeal, SVP, Flex Energy Solutions, and Bruce Klafter, Flex
Innovations in Alternative Energy at Scale

2:30 – 4:00

Panel Discussion on Mainstreaming Energy Competiveness

Skiles Boyd, DTE Energy

Tim Lindsey, Highlander Innovation

Kevin Butt, Toyota

Kristina Friedman, Calvert Research and Management

4:00 – 4:45

Monica Ferrer, Senior Manager, Energy & Utilities, Walgreens
Walgreen's Energy Management Systems: The existing array, innovation, locations and the next steps

6:15 – 9:00

Dinner: Langtree Plantation, Boulder Room, 554 Langtree Road, Mooresville, NC

Speaker: Marty Spitzer, World Wildlife Fund

Bringing the Voice of Renewables to the Marketplace

Thursday, November 2 8:00am – 4:00pm
Building B – Great Divide, 800-A Beaty Street, Davidson NC

8:00: Continental Breakfast - Building B Great Divide

8:45 – 9:30

Stephen Abbott, Rocky Mountain Institute Business Renewable Center

Meeting sustainability requirements through renewable energy: Corporate case studies

9:30 – 10:30

Tim Juliani, Edison Energy

Renewable Energy as a Sustainable Solution:

The Rising Role of Analytics and Energy Options

Panel Discussion on Integrating Plans for Alternate Energy Across Time

Rob Threlkeld, General Motors

Tim Juliani, Edison Energy

Panelist TBD

10:30-10:45: Break

10:45 – 11:30

Michael Grichnik, Emerging Technology Manager, Caterpillar

Microgrids, Energy Storage and other Energy Innovations:

Delivering options in energy competitiveness

11:30 – 12:15

David Deshotels, Executive Vice President, CSSI

Efficiency First: How Energy Economics Favors LED Retrofits

12:15 – 1:15

Lunch - Building B Great Divide

1:15 – 2:15

Julie Pierce, Minnesota Power

Minnesota Power's Energy Transformation

2:15 – 4:00

Panel Discussion on a Review of Achievements and Next Steps

Mark Correll, Deputy Assistant Secretary of the US Air Force

Sandy Nessing, American Electric Power

Ray Evans, First Energy

Kevin Walgreen, Walgreens

Renewable Energy Infrastructure: Investment Climate Comparisons Between North America and Europe –the Enbridge Experience

Edwin Makkinga

Introduced by: Matt Handford, Ernst & Young



Edwin Makkinga

Manager, Carbon & Energy Efficiency



Edwin is the Manager of Carbon and Energy Efficiency for Enbridge Inc., one of North America's largest energy companies. In this role, he leads the company's climate policy initiatives, responding to an increasingly carbon constrained environment. One of his tasks to date has been the development of greenhouse gas reduction goals across Enbridge's business units. Enbridge's key successes thus far include identifying key performance indicators and building the company's carbon and energy footprint across its hydrocarbon transportation, natural gas processing, transmission and distribution and renewable energy business.

Before joining Enbridge Inc., he worked for Enbridge Gas Distribution and Aqua Terre Solutions which enabled him to gain a strong background in environmental management with a focus in air emissions, contaminated soil and groundwater remediation and environmental assessment and screenings.

He has a B.Sc. from Redeemer College and a Certificate of Environmental Management from the University of Toronto.

Strategic Planning: Energy surety and energy security through building renewables

Mark Correll

Introduced by: Sandy Nessing, American Electric Power



Mark Correll
Deputy Assistant Secretary



Mark A. Correll, a member of the Senior Executive Service, is the Deputy Assistant Secretary of the Air Force for Environment, Safety and Infrastructure, Headquarters U.S. Air Force, Washington, D.C. He provides executive leadership on all matters pertaining to formulation, review and execution of plans, policies, programs, and budgets for Air Force built and natural infrastructure, environmental, safety and occupational health programs. These include facility management, military construction, family housing, as well as acquisition, operation, maintenance, repair and disposal of real property, environmental compliance and restoration, ground safety, and workplace health.

Mr. Correll was commissioned in the Air Force in 1981 as a graduate of the U.S. Air Force Academy, earning a degree in civil engineering. He commanded two civil engineer squadrons, a mission support group, and an air base wing. He retired in 2010 in the rank of colonel. Prior to his current assignment, Mr. Correll served as the Air Force Deputy Civil Engineer. In that position he provided leadership, direction and technical knowledge to organize, train, and equip a 60,000-person engineering force as well as development, construction, operation, maintenance, emergency response, readiness, housing, and environmental quality of Air Force bases worldwide. He was appointed to the Senior Executive Service in 2010. Mr. Correll is registered as a licensed professional engineer in the state of Texas.

Strategic Planning: Energy surety and energy security through building renewables

John Mogge

Introduced by: Sandy Nessing, American Electric Power



John Mogge

Global Environmental Market Director



Dr. John Mogge is Global Environmental Market Director for CH2M's Environment and Nuclear Business Group. His focus is to lead an integrated growth plan for federal, commercial, and nuclear markets through enhanced client service and market-leading technical solutions.

In his time with CH2M, Dr. Mogge has served as interim Business Group President and led numerous major initiatives, including the successful transformation of the firm's southeast Transportation Business Group into a significantly larger and more profitable business. During his 7 years in that group, he led the growth of a 60-person, \$6 million design team into a sustainable 300-person, \$60 million consulting and design operation. With a particular passion for sustainability and program management, he developed the London 2012 Olympic and Paralympics Games Sustainability Program Plan, and the MASDAR City Sustainable Transportation Technical Integration Program Plan.

Before joining CH2M in 2001, Dr. Mogge served in the United States Air Force in active duty as a colonel and as the Air Force Reserve Command Civil Engineer. In that capacity, he was responsible for infrastructure development, operations, and facility programs at 13 bases and military readiness of 39 reserve civil engineer squadrons. His broad program management experience includes over \$25 billion of capital construction programs, comprehensive environmental programs, capital maintenance programs, and infrastructure operations.

Dr. Mogge is member of the American Institute of Architects and the National Registry of Environmental Professionals. He is a fellow of the American Society of Military Engineers, past-president of the 30,000-member society, and a member of their Board of Directors.

Innovations in Alternative Energy at Scale

Scott Graybeal

Introduced by: John Mogge, CH2M



Scott Graybeal
Senior Vice President
Flex Energy Solutions



Scott Graybeal is Senior Vice President for Flex Energy Solutions at Flex (NASDAQ: FLEX). Flex is the Sketch-to-Scale™ solutions provider that designs and builds intelligent products for a connected world. With approximately 200,000 professionals across 30 countries, Flex provides innovative design, engineering, manufacturing, real-time supply chain insight and logistics services to companies of all sizes in various industries and end-markets.

In his current role, Mr. Graybeal is responsible for Flex Energy Solutions, a global business segment that supports the needs of the solar, electric vehicle infrastructure, energy storage, advanced metering infrastructure, and grid edge markets. The business segment includes its Flex Living residential and small commercial energy business, the NEXTracker business unit that addresses the needs of utility and distribution solar customers, and the company's energy Sketch-to-Scale™ business.

Prior to joining Flex, Mr. Graybeal held various leadership positions at Intevac, Oerlikon Solar, Veeco Instruments and Applied Materials. Mr. Graybeal served as a submarine officer in the United States Navy before his civilian career.

Mr. Graybeal holds a Bachelor of Science degree in Chemistry from the University of California, San Diego, and a Master of Business Administration degree from Thunderbird School of Global Management.

Innovations in Alternative Energy at Scale

Bruce Klafter

Introduced by: John Mogge, CH2M



Bruce Klafter
Vice-President,
Corporate Social &
Environmental
Responsibility



Bruce Klafter is a respected leader in environmental, health and safety (EH&S) and sustainability circles. In 2013 he joined Flextronics, a socially-responsible, global leader in design, manufacturing, distribution and aftermarket services, to provide strategic direction to the Company's social and environmental

responsibility initiatives. His role includes regular consultation with senior management on sustainability and EH&S matters, including participation in the Compliance Council and facilitation of the Corporate Sustainability Leadership Committee (CLSC). Flextronics was a founding member of the Electronics Industry Citizen Coalition (EICC) and Bruce currently serves as an EICC Board member and as Vice-Chair for the organization.

Previously, Bruce leveraged his unusual blend of business, environmental and legal expertise to help integrate sustainability strategy into Applied Materials' worldwide operations. Among other efforts, Bruce created a safety culture initiative that helped reduce injury rates continuously over a seven-year timeframe. He developed Applied's high-level sustainability policy and guiding principles, published the company's first non-financial external reports, initiated an award-winning product energy efficiency strategy and led the formation of a social and environmental supply chain program. A highly effective communicator and team leader, Bruce served as the principal spokesperson for Applied's sustainability programs and played a key role in numerous industry and professional development efforts.

Prior to joining Applied Materials, Bruce had a distinguished legal career in public and private practice, specializing in environmental and natural resources law. Bruce began his legal career as a California Deputy Attorney General, representing various state agencies, including the Water Resources Control Board, the Air Resources Board, Parks and Recreation, Fish and Wildlife and others. Bruce also practiced law for a number of years with Orrick, Herrington & Sutcliffe, a top 100 U.S. law firm. Among his specialties, Bruce was a recognized expert in transactional due diligence.

Bruce has been active with numerous organizations in leadership roles, e.g. Sustainable Silicon Valley (Advisor); Silicon Valley Leadership Group (Executive Advisor); Acterra (Board Member); Association of Climate Change Officers (Advisor); State Bar Environmental Law Section (former Chair and Advisor); Presidio Graduate School (Expert in Residence).

Walgreen's Energy Management Systems: The existing array, innovation, locations and the next steps

Monica Ferrer

Introduced by: TBD



Monica Ferrer

Senior Manager Energy & Utilities



Walgreens Boots Alliance

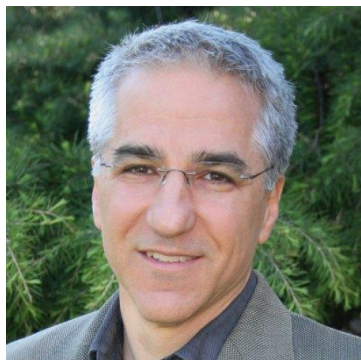
Monica supports Walgreen Co. strategies through the proactive management of energy and waste for the retail portfolio. In her role, Monica develops and implements value creation and continuous improvement strategies to reduce energy consumption and cost at over 8,200 retail locations in the US and Puerto Rico. Her responsibilities span from management of HVAC/R, EMS, alternative energy, energy procurement and waste/recycling programs to championing best practices for energy efficiency in both corporate and retail environments.

Prior to joining Walgreens, Monica worked at the Gas Technology Institute (GTI) where she managed R&D projects to develop and implement innovative solutions to mitigate risks and improve operations for natural gas utilities across North America. She has a BS in Environmental Science from Loyola University Chicago and a MS in Environmental Management & Sustainability and MBA from Illinois Institute of Technology.

Bringing the Voice of Renewables to the Marketplace

Marty Spitzer

Introduced by: TBD



Marty Spitzer

Senior Director, Climate and
Renewables Energy



Since joining WWF in 2011, Marty Spitzer has led efforts to accelerate business adoption of renewable energy and energy efficiency. He has championed WWF's work to develop the Corporate Renewable Energy Buyers' Principles and "The 3% Solution" Initiative, which showcases the profits available to companies that set strong climate and energy goals.

He brings to his work 25 years of innovation and experience working collaboratively with business, non-profit organizations and governments to drive sustainable business solutions to environmental and climate challenges. He has extensive legislative and executive branch experience, including stints in Congress, at the White House as the Executive Director of the President's Council on Sustainable Development and at the EPA in a variety of senior policy roles.

Spitzer has a J.D. from the University of Buffalo Law School and a Ph.D. in Policy Management from the University of Buffalo School of Management. He has served on the Board of the ACS's Green Chemistry Institute and in leadership roles in American Bar Association Committees.

Meeting sustainability requirements through Renewable energy: Corporate case studies

Stephen Abbott

Introduced by: Marty Spitzer, World Wildlife Fund



Stephen Abbott
Manager



Stephen Abbott is a Manager within Rocky Mountain Institute's Business Renewables Center (BRC), where he oversees the BRC's online products and services. The BRC is a member-based platform of over 200 organizations that streamlines and accelerates corporate renewable energy procurement. Stephen has an MBA from the Tuck School of Business at Dartmouth and a BA in Economics and Computer Science from Williams College.

The Business Renewables Center (BRC) streamlines and accelerates the corporate procurement of utility-scale wind and solar energy. Today, the [BRC's corporate members](#) have a collective annual revenue of \$1.2 trillion and consume 60 terawatt-hours of electricity per year—equivalent to roughly 5.5 million American homes. These members include leading technology companies from Amazon, Cisco, Facebook and IBM to manufacturers and retailers like Best Buy, Mars, Wal-Mart, and GM.

The BRC is an arm of the [Rocky Mountain Institute](#) (RMI), an independent, non-partisan nonprofit that drives clean energy.

Strategic Planning: Renewable Energy as a Sustainable Solution: The Rising Role of Analytics and Energy Options

Tim Juliani

Introduced by: TBD



Tim Juliani

Director of Corporate Engagement



Timothy Juliani is Director of Corporate Engagement & Sustainability at Edison Energy (formerly Altenex). Tim engages with clients on their sustainability strategies and how renewable energy can help them to achieve ambitious targets, improve reputation and manage risk. He also works closely with Edison Energy's non-profit partners, including CDP, WRI, The Climate Group, The Sustainability Consortium, and others in the NGO community, such as WWF and C2ES.

Prior to Altenex, Tim directed the multi-sectoral Business Environmental Leadership Council (BELC) at C2ES (Center for Climate & Energy Solutions--founded in 1998 as the Pew Center on Global Climate Change). With 30+ Fortune 500 companies and combined revenue of \$2.3 trillion and 3.5 million employees, the BELC is the largest U.S.-based group of companies devoted solely to climate-related policy and solutions.

At C2ES/Pew Center, Tim co-developed the annual EPA Climate Leadership Awards and conference, which over 6 years has grown to one of the leading climate conferences in the US. He represented C2ES at eight UNFCCC Conferences of the Parties from Copenhagen to Marrakech, and has spoken on corporate sustainability and climate change related issues across North America, Europe, Africa and Australia. He has also worked at the USEPA, where he launched the GreenChill voluntary corporate partnership program to reduce high global warming potential gases.

Microgrids, Energy Storage and other Energy Innovations: Delivering options in energy competitiveness

Michael Grichnik

Introduced by: Kevin Butt, Toyota



Michael Grichnik
Emerging Technologies Program
Leader Sustainability & Energy



Mike is the Emerging Technologies Program Leader for Energy & Sustainability at Caterpillar. As such, he is responsible for monitoring these technology spaces and for ensuring that the corporate technology strategy is in sync with ongoing developments which will affect product and market opportunities.

In his twenty year career at Caterpillar, Mike has worked in several areas, ranging from machine system design and development to engineering management for energy storage and autonomy components. As engineering manager, he engaged a supply base spanning four continents. Immediately preceding his current role, he was engineering manager for the Advanced Power Sources & Systems team, where Caterpillar's microgrid product was incubated.

Mike received his B.S. in Mechanical Engineering from Valparaiso University and his M.S. in Mechanical Engineering from the University of Illinois-Urbana Champaign. He is a member of the Society of Automotive Engineers and has served as a session organizer for the Sustainable Development Program Committee at multiple SAE World Congress events.

Efficiency First: How Energy Economics Favors

LED Retrofits

David Deshotels

Introduced by: Johnny Key, Freeport McMoRan



David Deshotels
Executive Vice President



David Deshotels is Executive Vice President for Cost Segregation Services, Inc. (CSSI). He is a cost segregation specialist and has traveled the country speaking at both local and statewide CPA society events. He assists tax professionals with a process for understanding the opportunities and pitfalls of the Tangible Property Regulations (AKA repair regulations). As an expert on the tangible property regulations, David supplies a process for CPAs to first educate themselves on the regulations, as well as an interactive guide to learn and understand them.

In his past experiences, David was in front of and behind the cameras as a Public Affairs Specialist for the Corps of Engineers in New Orleans, La. after Hurricane Katrina. David worked with the national and international media and helped tell the story of the effects of the storm and the Corp's process to rebuild the city's hurricane protection system.

David's unique ability to take the complex and tell a meaningful story was evident in the broadcast and documentaries in which he participated. Those same talents serve him well in explaining to tax professionals the process of understanding and applying the Tangible Property Regulations.

Minnesota Power's Energy Transformation

Julie Pierce

Introduced by: TBD



Julie Pierce

Vice President Strategy and Planning



Confirmed Participants and Key Sponsors



Mark Correll, Deputy Assistant Secretary of the United States Air Force for Environment, Energy and Infrastructure



Sandy Nesson, Managing Director Corporate Sustainability



Kristina Friedman, Vice President, ESG Senior Research Analyst



Michael Grichnik, Emerging Technologies Program Leader Sustainability & Energy



Jon Mitchell, Director of Environment and Sustainability (tentative)



John Mogge, Global Environmental Market Director
Tim Byers, Senior Vice President Executive Manager of Defense Strategy and Business Development



David Deshotels, Executive Vice President



Skiles Boyd, VP Environmental Management & Resources



Tim Juliani, Director of Corporate Engagement



Edwin Makkinga, Manager, Carbon & Energy Efficiency



Matt Handford, Senior Manager Climate Change & Sustainability Services



Ray Evans, VP Environmental



Scott Graybeal, Senior Vice President Flex Energy Solutions
Bruce Klafter, Vice President Corporate, Social and Environmental Responsibility



David Harvey, Director EHS



Scott Tew, Executive Director Center for Energy Efficiency & Sustainability
Jason Bingham, Vice President Trane North America (tentative)
Owen Smith, Director Utility & Grid Solutions at Trane (tentative)



Kevin Butt, Regional Environmental Director



Matt Patsky, CEO



Kevin Walgreen, Senior Vice President
Lauren Stone, Senior Manager Corporate Social Responsibility
Monica Ferrer, Senior Manager Energy & Utilities



Ron Threlkeld, Global Manager, Renewable Energy



Julie Pierce, Vice President Strategy & Planning



Stephen Abbott, Manager Rocky Mountain Institute Business Renewable Center



Tim Lindsey, President



Johnny Key, Manager Energy Services



Gabe Wing, Director of Safety & Sustainability



Mike Aire, Corporate Director Energy & Environment
Frank Roberto, Manager, Technology and Innovation



Lou Tosi, Partner
Cheri Budzynski, Partner (tentative)



Mark Edwards, VP Community and Government Relations



Brian Werner, Associate Director, Corporate Business



Marty Spitzer, Senior Director, Climate and Renewable Energy

Our Recent History in the Context of This New Opportunity

Since 2014, we have entered an age of large scale public debates on the best ways to address competition and competitive advantages in an age of carbon and capital constraints.

To date, we have organized nine workshops in this area, each consisting of six to nine key speakers. Under the name Carbon & Innovation, we reshaped and widened the membership under an expanded domain. We now meet as The Energy Innovation and Carbon Competitiveness Working Group. Our discussions are confidential and facilitated under Chatham House Rules.

With the generous support of key Sponsors like CH2M, DTE, Cenovus, Suncor Energy, Ingersoll Rand, Flex, First Energy, Greenbrier and others, we have grown this working group. It has matured, and is stable in value and reach. Our working group is dedicated to answering a set of solutions.

Our shared ambitions are:

- Useful Focused Facilitated Dialogue among Leaders
- Discernment of Best Options that are Doable/Reliable
- Frontier Thinking—Illuminating Innovation
- Early Formation of B to B Innovation Paths Between Members
- Arranging One on One Dual Company On-Site meetings along the purpose of this workshop
- Fostering the Prospect of Unique Alliances
- Helping Rehearse the Solutions Internally and Before Senior Leadership
- Benchmarking the Best Programs Moving Forward into the Public.
- Expanding the Ongoing Membership

If you have questions on content or suggestions on speakers to invite please contact Ken Strassner, Ken@ahcgroup.com and Bruce Piasecki, Bruce@ahcgroup.com.

Workshop Facilitators:

Bruce Piasecki, President and Founder, AHC Group

Ken Strassner, Senior Associate and Workshop Chair, AHC Group

These events are free to workshop sponsors, speakers, and panelists, and \$2,695 for invited new companies.