

***Provide value to Your Customers  
And Expand Your Business ...  
By Partnering with Energy Service Companies***

**For utilities –**

*A new service for your customers*

**For engineers –**

*A new way to expand your business*

**Date:** Friday, March 1, 2002

**Location:** Beaver Run Resort, Breckenridge, Colorado

**Time:** 8:30 am – 4 pm

**Who Should Attend:** Engineers, utilities and ESCOs are invited to attend this one-day seminar to learn how performance contracting can enhance your business.

**Cost:** \$85

***Schedule***

**8:30-9 am Registration**

**9 am-noon General Session with speakers**

- *Myths, Barriers and Opportunities in Energy Performance Contracting*  
Presented by Shirley Hanson, Chairman and CEO Hanson Associates
- *How Utilities Can Work with ESCOs – An Idaho Partnership*  
Peter Richardson representing the Idaho Energy Authority (IDEA) and Bret Hunter of CMS Viron, the partnering ESCO.
- *How Engineering Firms Can Expand their Business Working with ESCOs: A Case Study.* Presented by two Engineering Firms and Partnering ESCOs.
- *Performance Contracting Support from the State of Colorado*  
Presented by Linda Smith, Colorado Governor's Office of Energy Management & Conservation

**Noon-1 pm Lunch (provided)**

**1 pm-3 pm Breakout sessions**

- *Performance Contracting in New Construction & Major Renovation*  
Presented by John DeVore, Gunnison County and JackTate, Long Energy Solutions.
- *Innovative Utility Strategies – A Utility Vision of Product-Based Services*  
Presented by Paul Bony, Delta Montrose Electric Association
- *How engineers, ESCOs & utilities can work together through performance contracting.* Presented by an ESCO

**3 pm- 4 pm Cocktail and Hors d'oeuvres Reception**

***Sponsored by:*** Energy Services Coalition of Colorado

***Co-Sponsored by:*** Western Area Power Administration; Colorado Governor's Office of Energy Management & Conservation

***Concurrent Vendor Showcase***

Contact Jennifer Hurst, 970-468-0863 or [hurst@oneimage.com](mailto:hurst@oneimage.com) to register.