



***Alabama Summit on Industrial Energy Efficiency***  
***featuring***  
***Governor Robert Bentley***

Tuesday, June 11, 2013

9:30 a.m. – 3:30 p.m.

#ALIndSummit

Alabama State Capitol Auditorium  
Montgomery, Alabama

The Summit is based on the state's work in the National Governors Association Policy Academy on Industrial Energy Efficiency.

# Agenda

**9:30 a.m. Registration**

*Please help yourself to a beverage and pastries.*

**10:00 a.m. Welcome & Opening Remarks Capitol Auditorium**

Jill Boxler, Governor's Office

**10:10 a.m. National Governors Association Policy Academy**

Aliza Wasserman, National Governors Association

**10:25 a.m. Keynote Address: Governor Robert Bentley**

**10:45 a.m. Industrial Experience Pursuing Energy Efficiency & Technical Assistance Opportunities**

This session will present the experiences of industrial companies working on reducing their energy expenses. An array of technical assistance resources available to industries will be featured.

*Moderator:*

Aliza Wasserman, National Governors Association

*Panelists:*

- Dana Stone, Alabama Technology Network
- Greg Montgomery, Abundant Power
- Lloyd Webb, Olin Corporation
- Bob Taylor, Alabama Industrial Assessment Center

**12:00 p.m. Lunch Old Archives Room**

*Keynote Speaker:* Representative Greg Wren

**1:15 p.m. Opportunities for Combined Heat & Power Technologies Capitol Auditorium**

In some industrial facilities, combined heat and power (CHP), also known as co-generation, offers opportunities to reduce energy costs and increase energy reliability during blackouts. Additionally, CHP can help some facilities comply with federal environmental regulations on boilers. This session will present information on the types of facilities that tend to be cost-effective for CHP consideration and what types of resources are available to help industry navigate if CHP is the cost-effective option for them.

*Moderator:* Lance Brown, Partnership for Affordable Clean Energy

*Panelists:*

- Doug Carr, Alabama Department of Environmental Management
- Anne Hampson, ICF International
- Keith McAllister, U.S. Department of Energy Southeast Clean Energy Application Center
- Colonel John S. Hamilton, Redstone Arsenal
- Greg Cox, Redstone Energy Group

**2:15 p.m. Utilities' Services for Industrial Energy Efficiency & CHP**

Gas and electric utilities in Alabama can provide different types of support services for industrial customers interested in industrial energy efficiency. From incentives for purchasing energy efficient appliances to co-ownership of a CHP boiler, this session will explore utility services available around the state.

*Moderator:*

Jimmy McLemore, Capell & Howard/Alabama Industrial Energy Consumers

*Panelists:*

- Daryl Williams, Tennessee Valley Authority
- Howard Smith, Alabama Power
- Mike Swinson, Alagasco
- Jimmy Gray, Central Alabama Electric Cooperative

**3:15 p.m. Closing Remarks**

Jill Boxler, Governor's Office

**3:30 p.m. Tour of the Capitol (optional)**

*If you signed up for the tour of the Capitol, please meet the guide in the lobby outside of the auditorium.*

## **About the NGA Policy Academy on Industrial Energy Efficiency and Combined Heat and Power**

The goal of the Policy Academy is to assist governors in improving the productivity and competitiveness of their states' industrial sector through the increased use of energy efficiency and combined heat and power technologies. By developing policies and programs that support the more efficient use of energy, industry may be able to realize financial savings that could be put toward innovation and job creation.

## State Core Team Members and Advisors

### *Core Team*

- ❖ Anita Archie, Business Council of Alabama
- ❖ Jill Boxler, Governor Robert Bentley's Office
- ❖ Lance Brown, Partnership for Affordable Clean Energy (PACE)
- ❖ Fred Clark, Alabama Municipal Electric Authority
- ❖ George Clark, Manufacture Alabama
- ❖ Gregory Cox, Redstone Energy Group
- ❖ Rosemary Elebash, National Federation of Independent Business (Alabama)
- ❖ Heather Goggin, Alabama Department of Economic and Community Affairs, Energy Division
- ❖ Greg Henderson, Alabama Natural Gas Association/Southeast Alabama Gas District
- ❖ Horace Horn, PowerSouth
- ❖ Jimmy McLemore, Capell & Howard (representing the Alabama Industrial Energy Consumers)
- ❖ Howard Smith, Alabama Power
- ❖ Sean Strickler, Alabama Rural Electric Association
- ❖ Mike Swinson, Alagasco
- ❖ Daryl Williams, Tennessee Valley Authority

### *Advisors*

- ❖ Aliza Wasserman, NGA Center for Best Practices
- ❖ Greg Wren, State Representative (Core Team member/Legislative Liaison)

# Speaker Biographies

## ***Panel 1: Industrial Energy Efficiency***

### **Michael McHugh – Business Development, Abundant Power**

(205) 279-2934 - mmchugh@abundantpower.com

Michael McHugh is responsible for developing new business and driving sales for Abundant Power's EPx program throughout the state of Alabama. He provides experience in various areas obtained through his previous background in construction, real estate, engineering and energy efficiency.

Prior to joining Abundant Power in 2012, Michael worked for Brasfield & Gorrie as an estimator in their preconstruction division. He produced and assisted in the creation of cost estimates and project schedules during the conceptual, schematic, design development and construction document phase of projects throughout the southeast region for their facilities, commercial, infrastructure/power, healthcare and federal divisions. His team also provided full preconstruction services for the FIRST LEED Certified Hotel in Alabama. Previously he worked for alive2green where he was brought on to grow and develop the company's first U.S. office in Birmingham focusing on business development related to their annual green building and sustainability focused conferences and seminars.

A graduate of Louisiana State University, Michael received his Bachelors of Science in Construction Management with a minor in Business Administration and was a member of the Sigma Lambda Chi National Honor Society. He is a LEED Green Associate, current Vice Chairman for the Birmingham Chapter of the U.S. Green Building Council and board member for the Green Resource Center of Alabama. He enjoys college sports, in particular baseball and football, live music, reading, volunteering and skiing both on the water and in the snow.

### **Dana Stone - MEP Program Manager & Alabama E3 Program Manager, Alabama Technology Network (ATN)**

(205) 943-4806 - dstone@atn.org

Dana Stone began working at ATN in 1995. She holds a BA in Social Science and a Master's in Public Administration (MPA) from The University of Alabama. Ms. Stone has managed ATN's expansion into Sustainability services, which began in 2007. Activities include the establishment of the Alabama E3 program, a partnership of 25 organizations focused on supporting manufacturing leadership and growth through sustainability. The Alabama E3 program has leveraged more than \$1.5 million in federal grants since 2009. More than 75 manufacturers have been served by the program and close to \$5 million in energy reduction opportunities have been identified to date.

Ms. Stone has been recognized multiple times for her work. In May 2010, she received an MEP Practitioner of the Year Award for her work including her efforts in spearheading sustainability activities for manufacturers in Alabama. In May 2011, Ms. Stone received an MEP Innovator of the Year Award for her work in the establishment of the Alabama E3 Program.

**Bob Taylor, Ph.D. –Professor of Mechanical Engineering University of Alabama**

(205) 348-4078 - btaylor2@eng.ua.edu

Dr. Bob Taylor is a professor of mechanical engineering at The University of Alabama and associate director of the Alabama Industrial Assessment Center. Before joining the UA faculty in 2004, he served for 25 years at Mississippi State University as an ME professor, associate Dean of Engineering, and interim Dean of Engineering. Dr. Taylor has a BS and PhD from MSU and a Master's degree from Purdue University. He also worked as an engineer for Texaco, Inc., early in his career. He teaches courses in heat transfer, energy systems design, and gas dynamics. His research interests are in the areas of heat transfer and fluid mechanics and engineering experimentation and uncertainty analysis. He is the coauthor of the textbook "Analysis and Design of Energy Systems" and the author and coauthor of approximately 150 journal articles and published technical papers.

**Aliza Wasserman – Senior Policy Analyst, National Governors Association**

(202) 624-5387 - awasserman@nga.org

Aliza Wasserman serves as a Senior Policy Analyst in the Energy Division at the National Governors Association Center for Best Practices. Aliza writes issue briefs, technical assistance memos, and organizes conferences for governors' energy advisors on state policy. Her areas of focus are energy efficiency, shale energy development, renewable energy, and utility regulations. Aliza received her MPA from Princeton University, with a concentration in science, technology, & environmental policy. Previously, she served as program director at Community Alliance with Family Farmers helping to build local food economies. She also worked as a research associate at Business for Social Responsibility, advising multinational companies on their environmental and social practices.

**Lloyd Webb – Director of Energy for the Chlor Alkali Division, Olin Corporation**

(423) 336-4820 - LBWebb@olin.com

Lloyd Webb is the Director of Energy for Olin Corporation's Chlor Alkali Division and works from the Division headquarters in Cleveland, TN. He is responsible for energy procurement and energy management at Olin's Chlor Alkali sites across North America.

Mr. Webb joined Olin in August 2008 after 22 years at Eastman Chemical Company. While at Eastman he worked in Sales, Sales Management, Market Management, Product Management, and Energy Management and was the Asset Manager for Eastman's cogen in Longview, Texas. He holds a degree in Chemical Engineering from the University of Alberta and a MBA from the University of Western Ontario.

Mr. Webb is the Vice Chairman of the Multiple Interveners group in New York, and holds positions on the executive committees of the Tennessee Valley Industrial Committee, the Alabama Industrial Energy Consumers and the Louisiana Energy Users Group. He is a past chairman of ELCON.

## ***Panel 2: Combined Heat and Power Technologies***

### **Lance Brown – Executive Director, Partnership for Affordable Clean Energy (PACE)**

(334) 294-9673 - lance@energyfairness.org

Lance Brown is fighting for national energy policies that are fair and sensible. In 2009, Brown organized more than twenty Southeastern organizations to form a coalition to change the national dialogue about energy policy. Brown now regularly presents to community and civic organizations, appears as a subject matter expert on energy policy with the media, and publishes a regular column in *The National Journal*. Recently, he served on a consumer board for the Tennessee Valley Authority (TVA).

As part of PACE's efforts to educate American consumers and policy makers about current energy issues, Brown served as Executive Producer of a mini-documentary entitled *Unplugged: Reconnecting American Energy Policy with Reality*. [View online at [www.UnpluggedMovie.com](http://www.UnpluggedMovie.com)].

A native of Selma, Alabama, he is a Harry S. Truman Scholar who earned a B.A. from the University of Southern Mississippi and a Master of Public Administration from Auburn University Montgomery

### **Doug Carr – Chief - Energy Branch, Alabama Department of Environmental Management (Air Division)**

(334) 271-7899 - DKC@adem.state.al.us

Doug Carr currently serves as the Chief of the Energy Branch of the Alabama Department of Environmental Management's Air Division. The Energy Branch is responsible for the regulation of various heavy industry sectors for several air programs including Title V Major Source Operating Permits and Air Permits.

Mr. Carr began his career with ADEM in 1993 as a staff engineer in the Air Division. He was promoted to Chief of the Industrial Chemicals Section of the Air Division's Chemical Branch in 2002. He served in this capacity until his transfer to the Energy Branch in 2008, where he served as the Chief of the Industrial Minerals Section until his promotion in 2010. Mr. Carr graduated from University of Alabama at Birmingham with B.S. and M.S. Degrees in Mechanical Engineering and is a registered Professional Engineer in the State of Alabama.

### **Gregory Cox –Vice President of Technology and Governmental Relations, Redstone Energy Group**

(256) 513-9462 - gregory.cox@energygroup.us

Gregory Cox is Vice President of Technology and Governmental Relations for Redstone Energy Group. Mr. Cox is a senior technologist with over 30 years' experience utilizing technology and strategy to solve marketing, communications, and training problems. Mr. Cox spearheads the company's efforts to reduce system and project costs through the evaluation, development, and adoption of new technologies for renewable and distributed energy. Mr. Cox has served as a valued consultant recognized for his reliability, industry credibility, and communication skills. He has a wealth of international experience, having traveled

extensively during his university career and is an exceptional community leader who shares his technical expertise and program development skills with local municipalities, prominent businesses, and technology interest groups.

**Cole Walker – President, Redstone Energy Group**

(256) 883-8496 - cole@energygroup.us

Cole Walker is the Founder and President of Redstone Energy Group (REG). As President, Cole is responsible for the overall management and strategic direction of Redstone Energy Group, and the day to day operations. Prior to starting REG, Cole was an active board member and business development specialist for several companies including COMAR Energy, Rocket City Solar, and Southeastern Renewable Energy Group. He is also a board member of Energy Huntsville. Energy Huntsville is a mayoral task force established to focus on the emerging energy technology industry. The task force is focused on jobs creation and making North Alabama a leading area for innovation and technology applied to solving energy problems. He actively participates in the planning and promotion of the organization. Cole has a degree in Civil Engineering from The University of Alabama.

**Anne Hampson – Project Manager – Energy, Environment & Transportation, ICF International**

(202) 862-2982 - anne.hampson@icfi.com

Anne Hampson is a project manager with ICF International working in the Energy, Environment & Transportation group's Energy Systems practice. She has ten years of experience in market and policy analysis in the areas of power generation and energy efficiency. She focuses primarily on the area of distributed generation, and combined heat and power (CHP). Ms. Hampson leads efforts in the development and management of databases on installed CHP capacity as well as operational reliability of DG equipment. She is a key member of the CHP market assessment team and leads the development of estimates about the technical potential for CHP growth. She has conducted analysis and research on market issues, regulatory policies, economic incentives, reliability issues, emissions issues, and performance characteristics of distributed generation equipment. While employed at Pace Global Energy Services, Ms. Hampson focused on analysis of industrial energy systems while using real time energy monitoring software. She holds a B.S. in Integrated Science and Technology from James Madison University, and an M.B.A. from George Washington University.

**Keith McAllister – Senior Analyst for Boiler MACT Technical Assistance Program, U.S.**

**Department of Energy Southeast Clean Energy Application Center**

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Keith McAllister started his professional career as a construction worker after being bored to tears during his first of many semesters in college. Being a quick learner, it only took him 6 years to figure out that manual labor is really, really hard and it doesn't pay all that well. Mr. McAllister returned to school where he studied to become a Mechanical Engineer. While taking Thermo 2, he discovered that the Rankine cycle of electric power generation (think coal and nuclear plants) was only about 33% efficient. Quite sure that everyone would welcome more efficient processes, he went to work for a major southeast utility in their R&D department. Again, his ability to quickly discern the situation paid off. After 12 short years of banging his head against the wall, he succeeded in determining that electric utilities have very thick walls. Mr.

McAllister then went to work with the North Carolina Solar Center where he labored with other zealots to transform the market place for renewable energy, energy efficiency and distributed generation. A brief 6 years taught him that utilities are not the only institutions with thick walls and gave him quite a headache. Seeking a less rigid environment, he then went to work for the Army at Fort Bragg where he needed to develop energy savings projects that equaled twice his cost to the government. That task took approximately 15 minutes each year allowing him to devote the rest of his time to changing the Department of Defense. He now brings that same optimism and enthusiasm to the DOE's Boiler MACT Technical Assistance Program.

## ***Lunch Keynote***

### **Greg Wren – State Representative – Montgomery and Elmore Counties, Alabama House of Representatives**

(334) 395-0123 - repgrenwren@yahoo.com

Representative Greg Wren is serving his fourth term as a Republican member of the Alabama House of Representatives. Representative Wren serves on numerous state and national committees, and is currently Chairman of the Alabama Joint Legislative Energy Committee.

He holds a B.A. in Public Administration from the University of Alabama and currently owns Wren and Associates with areas of expertise including advocacy efforts in areas such as insurance and financial services, health care, tax and fiscal policy, and military issues. He is also a Chartered Financial Consultant (ChFC) and Chartered Life Underwriter (CLU), and has been a Financial Representative with Northwestern Mutual Financial Network more than 30 years.

From 1977-1981, Representative Wren served as a Legislative Analyst for the Legislative Fiscal Office, Staff Assistant to the United State Senate, and served as Governmental Affairs Director for the Alabama Association of REALTORS.

Representative Wren is a member of the Montgomery YMCA Metro Board of Directors, Auburn Montgomery Advisory Board of Directors, Alabama YMCA Youth Legislature Board of Directors, Family Guidance Center Board of Directors, YMCA Camp Chandler Board of Directors, First Baptist Church Disaster Relief and Resource Center Team, Former Chairman of Deacons and Sunday School teacher for over 25 years, and has been recognized as the Montgomery YMCA Man of the Year.

## ***Panel 3: Utilities' Services***

### **Jimmy Gray, P.E. – Vice President, Engineering and Operations, Central Alabama Electric Cooperative**

(334) 351-2134 - jgray@coop.caec.com

Since 2004, James "Jimmy" Gray, a Licensed Professional Engineer (PE), has served as Vice President of Engineering and Operations at Central Alabama Electric Cooperative, a \$200 million electric distribution utility that serves 100,000 people in a ten-county area. Prior to being named Vice President, Jimmy was

Manager of Engineering at CAEC from 1998-2004. He also worked at Coosa Valley Electric Cooperative for four years as an Electrical Engineer.

Jimmy is a 1993 graduate of Auburn University. As an avid outdoorsman, Jimmy also enjoys participating in sports. He devotes a great deal of time to his son, Cooper, and daughter, Gracie, and hopes to cultivate in them an appreciation of outdoor activities. He and his wife, Christy, and their children reside in Deatsville.

**Jimmy McLemore – Attorney, Capell & Howard / Alabama Industrial Energy Consumers**  
(334) 241-8058 - JHM@chlaw.com

Jimmy McLemore is an attorney in private practice in Montgomery, Alabama. He is a shareholder with Capell & Howard, P.C., and has practiced with the law firm for 30 years. He has a general practice with an emphasis on trial work, particularly among government regulated industries and professions. In the energy field, he represents the Alabama Industrial Energy Consumers (AIEC), a voluntary coalition of industrial customers of Alabama Power Company. He regularly appears before the Public Service Commission on electricity matters.

He is an active member the Alabama Defense Lawyers Association and is a fellow with the Litigation Counsel of America. Among his several leadership roles in the community, he has served on the boards of the Alabama Humanities Foundation, Easter Seals of Alabama, Rotary of Montgomery, Alabama Writers Forum, and the University of Alabama Library Leadership Board. He is a graduate of the business and law schools at the University of Alabama where he also received an Army officer commission – armor – as a distinguished military graduate.

**Howard Smith – Manager of Resource Planning and Load Management, Alabama Power**  
(205) 257-3332 - HSMsmith@southernco.com

Howard Smith is the Manager of Resource Planning and Load Management for Alabama Power. He is responsible for the development of the generation supply-side and demand-response plan to meet the future needs of Alabama Power's customers. This responsibility includes seeking cost effective resources such as: combined heat and power generation, renewable resources (wind, solar, biomass, etc.), traditional generation and customer energy efficiency and demand controlled resources.

Mr. Smith graduated Clemson University in 1977 with a BS degree in Electrical Engineering. While attending Clemson, Mr. Smith worked as a student engineer for Duke Power Company in their Anderson operating district. Upon graduation, Mr. Smith worked as a Quality Assurance/Special Project engineer in distribution. In 1979, Mr. Smith worked in the Duke Power corporate office as a distribution staff engineer responsible for distribution design and equipment standards, outdoor lighting, and special projects.

In July 1981, Mr. Smith went to work for Georgia Power in their Transmission Substation Design department. From 1983 through 1992, he held various jobs within Transmission, Generation and Market Planning. In 1993, Howard became responsible for developing the Integrated Resource Plan (IRP). The IRP must include a twenty year projection of load forecasts and the corresponding Supply-side and Demand-side options to meet the projected forecasts. In addition, he was responsible for the development, filing and approval of Purchase Power Contracts that were the result of competitive bidding of generation needs through a Request-for-Proposals process.

In 2003, Mr. Smith became the Metro Team Manager for Key Accounts in the Sales Organization. His team was the primary point of contact for the major customers in the Metro Atlanta area. In 2005, he became the Manager of Technical Sales and his team was responsible for promoting electric end use processes for non-electrical customer processes. Also, his team was responsible for the evaluation of Customer Cogeneration Opportunities.

**Mike Swinson – Director - Large Commercial/Industrial Business Development, Alagasco**  
(205) 326-8177 - Mike.Swinson@energen.com

Mike Swinson was born and raised in Auburn. He received his Bachelor of Science degree in Mechanical Engineering from Auburn University. Upon graduation, he worked for Eastman Kodak in Kingsport, Tennessee, and began working for Alabama Gas Corporation in Birmingham in 1987. He served in various capacities in Birmingham in Commercial/Industrial Marketing, Corporate Engineering, and Operations. In 1997, he moved to Montgomery as General Operations Manager of Alagasco's Montgomery Division. In 2004, he returned to Birmingham as Alagasco's Director of Operations Services which provides support and oversight to the company's engineering and regulatory compliance activities. In 2009, he became Director of Large Commercial/Industrial Business Development with responsibilities for maintaining relationships with the market segment that uses 70% of the company's sales volumes by "being the best source for helping partners make informed and value-based energy decisions." He defines who he is through his personal vision statement – "be the architect of a legacy community of caring and cooperative people capable of high performance in any business environment."

Mr. Swinson received his Masters of Business Administration from Samford University, is a registered professional engineer in the state of Alabama, and is on Auburn University's Mechanical Engineering Advisory Board. He lives in Vestavia with his wife and two sons. He is involved in Scouting and enjoys backpacking, triathlons, and golf.

**Daryl Williams – Manager, Industrial Energy Solutions & Services, Tennessee Valley Authority (TVA)**  
(615) 232-6156 - ldwilliams@tva.gov

Daryl Williams is currently Manager, Industrial Energy Solutions & Services where he is responsible developing and delivering solutions to TVA's major industrial customers that increase energy efficiency and solve energy related problems which helps them to become more competitive in the marketplace. He previously served as Manager, Clean Energy & Generation Technology in TVA's Technology Innovation Group. He has over 20 years of experience in power generation, environment, renewable energy, international project management, and chemical plant operations.

Mr. Williams has been responsible for developing and implementing a number of clean energy projects at TVA including the Melton Hill Sustainable Recreation Demonstration, Buffalo Mountain Wind Farm, Green Power Switch Solar installations, and biomass cofiring projects. He was Engineer of the Year for TVA's River System Operations & Environment organization and was a delegate to the U.S. - Russia Commission on Russian Defense Conversion. Mr. Williams has a B.S. in Chemical Engineering from the University of Mississippi and is a graduate of Vanderbilt's Leadership & Management for Accelerated Performance program.

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## **In Gratitude**

*The Alabama Core Team extends a special thank you to*

*Liz Cochran, Susan Fleeman, Sharon Green, Kathy Hornsby, and  
Jennifer Young*

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the past nine months.*