Do you want to learn more about:

- The rapidly emerging world of technology and smart devices?
- Connecting diagnostics, physics, and techniques?
- The cost effectiveness issue?
- How ARRA funding impacted the Northwest?

Have you thought about expanding your business opportunities by:

- Leveraging partnerships?
- Developing your sales team’s skill set?
- Fostering strategic relationships?
- Taking advantage of the programs in your state?

If you answered yes, then you need to register for this event! Our programs’ sessions will discuss local program updates and results, as well as successful programs around the region and how to connect with your area realtors. Learn what is impacting the industry in this area and how you can stay ahead of the game.

ACI (Affordable Comfort, Inc.)
ACI hosts the leading educational and networking events in the home performance and weatherization industry in partnership with nationally-renowned experts, offering the most comprehensive and innovative agenda. Learn More.

For more information on conference registration, visit www.affordablecomfort.org/northwest2013 or contact Robyn Hall at 800-344-4866 ext. 206.
## AGENDA  |  Tuesday, February 5

### 7:00 AM – 8:30 AM
**REGISTRATION, BREAKFAST & EXHIBITS**

### 8:30 AM – 10:00 AM
**OPENING PLENARY** — Remarks: Amy Fazio, Chief Executive Officer, ACI; Andy Wappler, Vice President, Corporate Affairs, Puget Sound Energy; Brian Simmons, President, Fluid

**KEYNOTE PRESENTATION** — Kathleen O’Brien, Founder, O’Brien & Company

### 10:00 AM – 10:30 AM
**BREAK**

### TRACK TITLES

<table>
<thead>
<tr>
<th>TECHPRO</th>
<th>D&amp;A</th>
<th>ADTECH</th>
<th>PHYSICS</th>
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<td>Techniques &amp; Process</td>
<td>Diagnosing &amp; Analyzing</td>
<td>Advanced Technologies</td>
<td>The Physics of it All</td>
<td>Get with the Program</td>
<td>Boom Your Business</td>
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### Breakout 1
**Air Sealing & Insulation Priorities**
- Chris Clay

**Energy Savings...Is a Multifamily Thing**
- Jonathan Heller

**Emerging Technologies for an Energy Efficient Future**
- Theresa Gilbride, Dave Kresta, Stephanie Vasquez

**What Really Saves Energy?**
- Michael Blasnik

**Proactive Transactions: A Sales & Service Training for Energy Efficiency Professionals**
- Kevin Farrell

### Noon – 1:30 PM
**BREAK**

### Lunch & Exhibits

### Breakout 2
**Ensuring Success with Dense Pack Insulation in Multifamily Conservation**
- Dan Auer, Ben Burton, John Forde

**How Much Testing Is Too Much?**
- Michael Blasnik, Mike Lubliner, Bruce Manclark

**HVAC Solutions for High Performance, Low-Load Homes**
- Scott Brown, Brian Thornton

**Infrared Is for Everyone**
- Bret Monroe

**Oregon’s Home Performance Programs & Their Contractors: A Story of Collaboration**
- Diane Ferington, Don MacOdrum, Marshall Runkel, Derek Smith

**‘Relationships Matter’ for Home Performance Contractors**
- David Heslam, Chad Ruhoff

### 3:00 PM – 3:30 PM
**BREAK**

### Breakout 3
**Addressing Crawlspaces**
- David Hales, Doug Ness

**Home Performance & Weatherization: Cost Effectiveness Considerations**
- (Dan Wildenhaus), Dan Auer, Charlie Grist, Charlie Rogers, Yves Vetter

**Heat Pump Water Heaters: From the Lab, to the Field, to Your Home!**
- Thomas Anreise, Aaron Winer

**Unlock the True Potential of Smart Meters: Using Load Disaggregation Techniques to Deliver Increased Energy Savings**
- Prateek Chakravarty

**Measuring Results: Energy Program Evaluation Issues & Examples**
- David Baylon, Michael Blasnik

**Financial Partnerships that Increase Revenue & Profits**
- (Jason Lear), Brian Alfano, Tara Anderson, TBD

### 5:00 PM – 7:00 PM
**NETWORKING RECEPTION AT THE TRADE SHOW**

### 7:00 PM – 8:30 PM
**EVENING SESSION – ASHRAE 62.2 for the Northwest & How it Translates for Home Performance with ENERGY STAR & BPI**
- Ely Jacobsohn, US Department of Energy; Larry Zarker, Building Performance Institute, Inc. (BPI)

*Agenda Subject to Change.*
## AGENDA  |  Wednesday, February 6

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tr>
<td>7:00 AM – 8:30 AM</td>
<td><strong>REGISTRATION, BREAKFAST, &amp; EXHIBITS</strong></td>
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<tr>
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<td>Women in Home Performance Breakfast — Join us for a lively discussion</td>
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<td>while you enjoy your continental breakfast and coffee. All are welcome!</td>
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<td>7:00 AM – 8:30 AM</td>
<td><strong>TRACK TITLES</strong></td>
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<td><strong>Techniques &amp; Process (TECHPRO)</strong></td>
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<td>Breakout 4</td>
<td>Journey from Quality Assurance to Quality Control: Design, Implementation, Evaluation</td>
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<td>8:30 AM – 10:00 AM</td>
<td>Jeff Carter, Charlie Rogers, Emily Salzberg, Dan Wildenhaus</td>
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<td><strong>Diagnosing &amp; Analyzing (D&amp;A)</strong></td>
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<td>House Characterization</td>
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<td><strong>Advanced Technologies (ADTECH)</strong></td>
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<td>Ductless Is Not Gutless: Updated Field Results</td>
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<td>Bob Davis</td>
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<td><strong>The Physics of it All (PHYSICS)</strong></td>
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<td></td>
<td>Combustion Safety Diagnostics: Saving Lives or Wasting Time?</td>
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<td>Vi Rapp</td>
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<td><strong>Contractor &amp; Program Support (CONT)</strong></td>
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<td>Supporting Home Performance Contractors Through the Delivery of Energy</td>
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<td>Diane Ferrington, David Heslam, Chad Ruhoff</td>
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<td><strong>Integrated Approaches &amp; Designs (DESIGN)</strong></td>
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<td>Passive House in the Northwest: Principles &amp; Case Studies</td>
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<td>Alex Boetzel, Ted Everhart, David Hales, Luke Howard</td>
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<tr>
<td>10:00 AM – 10:30 AM</td>
<td><strong>BREAK</strong></td>
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<tr>
<td>Noon – 1:30 PM</td>
<td><strong>LUNCH &amp; EXHIBITS</strong></td>
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<td>Breakout 5</td>
<td>Practical Plumbing Layouts</td>
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<td>10:30 AM – Noon</td>
<td>Gary Klein</td>
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<td>Forgotten No More: Thermostats as the New Home Centerpiece</td>
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<td>Ram Narayananmurthy</td>
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<td>Avoiding Worst Practices with HRVs &amp; ERVs</td>
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<td>Bruce Manclark</td>
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<td>Understanding Moisture &amp; Mold inside Housing</td>
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<td>George Tsongas</td>
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<td>Turning Program Successes into Long Term Sustainability: A Review of</td>
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<td>ARRA Funded Community Based Programs</td>
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<td>Emily Salzberg, Jeffrey Catlin, Joshua Curtis, Yvonne Kraus, William</td>
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<td>Ranes, Derek Smith</td>
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<td>The ‘Next Step’: A Holistic Approach to Low-Load Homes</td>
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<td>Thomas Anreise, Dan Wildenhaus</td>
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<td>Breakout 6</td>
<td>ASHRAE 62.2: Simplifying the Math &amp; Learning the Controls</td>
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<td>1:30 PM – 3:00 PM</td>
<td>Bruce Manclark</td>
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<td>All the Reasons Your Duct Test Results Don’t Mean What You Think They</td>
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<td>David Hales</td>
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<td>Lighting the Way: Residential Lighting Solutions</td>
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<td>Kyle Hemmii</td>
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<td>Water vs. Energy</td>
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<td>John Tooley</td>
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<td>Certification Roundtable</td>
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<td>(Don MacDorman), Zach Erdmann, Corey Fitch, Bill Hayden, Dan</td>
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<td>Wildenhaus, Larry Zarker</td>
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<td>Weatherization &amp; the Energy Code in the Northwest: A Changing Landscape</td>
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<td>David Collin, Luke Howard, Gary Nordeen, Emily Salzberg</td>
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( ) Indicates Session Moderator

**Who Should Attend?**

Contractors, builders, remodelers, home energy raters, weatherization crews, utilities staff, program administrators, HVAC specialists, renewable energy professionals, home performance professionals, and anyone interested in the home performance industry.

*Agenda Subject to Change.*
Frequently Asked Questions (FAQs)

■ Will I receive an ACI certificate of attendance for attending this conference?
   You will receive an ACI certificate of attendance if you attend a minimum of five sessions.
   Please ensure that your badge is scanned at each session.

■ How will I receive CEU credits for attending this conference?
   When you register for the conference, you are prompted to indicate what types of CEUs you are interested in receiving, as well as your accrediting body membership numbers. The bar code on your badge contains this information. After the conference, ACI submits your attendance records directly to the accrediting agency.

■ How will I know which CEUs are offered for each session?
   CEUs for each session will be listed on the Day-at-a-Glance, which will be distributed each morning.

■ Can I attend the exhibitor trade show?
   Yes, the trade show is part of the conference. You must have a conference badge to enter the trade show area.

■ Are meals included during the conference?
   Continental breakfast and lunch are included on both days of the conference.

Support the ACI Memorial Scholarship Fund by making a tax-deductible contribution today!

To donate, please contact Janet Lowe at 412-424-0025 or email jlowe@affordablecomfort.org.

Conference Pricing

- Regular registration: $375
- Late registration: $475 (registrations after January 6)
- One-day registration: $300
- Exhibit booth: $1,200

Hotel Information

A discounted group block has been reserved for the ACI Northwest Home Performance Conference at the following hotel:

   Renaissance Seattle
   515 Madison Street
   Seattle, WA 98104

Due to other large events in the area, hotel availability may be limited. Reserve now or call (206) 583-0300 to get the discounted group rate of $189 plus tax and take advantage of the ACI room block before it fills up. Group rates are available until January 14, 2013.

Continuing Education Units

ACI is a continuing education service provider, and many sessions offer credits for advancing attendees’ professional careers through educational opportunities from allied organizations.

Visit the CEU information page of our website for the most up-to-date listing of CEU providers for this event.
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ACI Sponsorship Manager Jim Browne at 412-424-0094 or jbrowne@affordablecomfort.org.

Ready to make your mark on the industry?
Show your support of the home performance industry while networking with event attendees, exhibitors, presenters, and colleagues. Sponsorships are customized to align with your specific goals, ensuring that your needs are met and your marketing message reaches your target audience. To learn more about sponsorship opportunities, please contact ACI Sponsorship Manager Jim Browne at 412-424-0094 or jbrowne@affordablecomfort.org.
Interested in exhibiting at the industry’s most talked about trade show?

There are many valuable benefits to adding this to your business strategy. Here are the top three:

1. **No more cold calls!**
   When you meet people in person, you can better meet their needs. Then the follow-up phone call is easy. It’s personal!

2. **Learn from others!**
   Learn first-hand what is hot in the industry and what is not. Ask your peers about their experiences and opinions.

3. **The magic of networking!**
   Rub elbows with manufacturers, policy makers, utilities, contractors, NGOs, and others from the industry.

**Hurry! Tabletop space is selling fast.**

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**Trade Show Hours***

**Monday, February 4**
1:00 p.m.–5:00 p.m.  Set-up

**Tuesday, February 5**
7:00 a.m.–8:30 a.m.
10:00 a.m.–10:30 a.m.
12:00 Noon–1:30 p.m.
3:00 p.m.–3:30 p.m.
5:00 p.m.–7:00 p.m.  Networking Reception at Trade Show

**Wednesday, February 6**
7:00 a.m.–8:30 a.m.
10:00 a.m.–10:30 a.m.
12:00 Noon–1:30 p.m.
1:30 p.m.  Trade Show breakdown begins

*Subject to change.

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Learn more about exhibiting at the ACI Northwest Home Performance Conference. If you have questions about exhibiting or about the trade show please contact ACI Trade Show Manager Chris Docchio at 412-424-0046 or cdocchio@affordablecomfort.org.