



The Home Performance Coalition (HPC) is excited to join together with local host [South Carolina Building Performance Association](#) (SCBPA) to engage industry leaders along with fellow home performance contracting businesses, weatherization professionals, builders and remodelers, program administrators, and others working in the residential energy efficiency industry for a cutting edge educational experience at the **2017 HPC Southeast Regional Home Performance Conference and Trade Show**, September 28-29, 2017 at the TD Convention Center in Greenville, SC.

Day 1 - September 28, 2017				
8:00 - 9:00am	Registration			
9:00 - 10:00am	General Session: Welcome & Comments by Brian T. Castelli (HPC), Comments from Ryan Miller (SCBPA) and Policy Talks with Joe Cullen (HPC) and Trish Jerman (SCSEO) with Closing Comments by Nate Natale (HPC)			
10:00 -10:30am	Coffee Break & Networking Sponsored by Duke Energy			
	<i>Building Envelope & Diagnostics Track</i>	<i>HVAC & Mechanical Systems Track</i>	<i>Healthy Homes & IAQ Track</i>	<i>Staying Competitive: Business Tool Box Track</i>
10:30am -noon	Air Sealing Details that Work (& Don't) Jeff Tiller	Design, Build, Perform: HVAC Systems for High Performance Homes Rob Howard	IAQ & Diagnostics: Learning about Healthy Homes & Buildings Bill Spohn	Increasing Our Operation Budget or Profit by Raising the Bar John Tooley
Noon - 1:30pm	Lunch			
1:30 - 3:00pm	Crawlspaces: The Good, the Bad & the Ugly John Tooley	Airflow Testing: Tools & Operation Bill Spohn & Joe Medosch	Health & Home Performance: Measures & Initiatives to Improve Occupant Health JR Denson & Kevin Powell	Communicating Home Performance to Homeowners That Think You Are Speaking Greek Peter Troast
3:00 - 3:30pm	Coffee Break & Networking Sponsored by Duke Energy			
3:30 - 5:00pm	How Am I Going to Insulate/ Air Seal That!?: Insulation Techniques & Brainteasers Josh Collins	Diagnosing Combustion Appliance Zone Test Failures Paul Morin	Bugs, Mold & Rot John Tooley	HVAC & HP. Or HP & HVAC. Business Models for Taking Advantage of Whole House Contracting Peter Troast (moderator), Panelists (TBD)
5:00 - 6:30pm	Reception at the Trade Show			
DAY 2: September 29, 2017				
8:00 - 8:30am	Registration			
8:30 - 9:30am	General Session: Welcome & Keynote – Ryan Miller (SCBPA) and Invited Guest			
9:30 - 10:00am	Coffee Break & Networking Sponsored by Piedmont Natural Gas			
	<i>Residential Building Track</i>	<i>Policy & Programs Track</i>	<i>Contractor Roundtable Track</i>	
10:00 - 11:00am	Cost Effective Energy Improvements Starts with Framing Craig Doehner (Norbord)	How Does Your SE State Rank? ACEEE Presents the Newly Released 2017 Energy Efficiency State Scorecard Report Mary Shoemaker (ACEEE)	<i>Home Performance and Weatherization Contractors</i>	
11:00 - 11:15am	Break			
11:15am- 12:15pm	High Performance Design & Installation Best Practices in New Construction Homes Todd Usher (Addison Homes)	Utility Energy Efficiency Program Roundup: Learn About the Programs Available in Your SE State Mike Smith (The Electric Cooperatives of SC)	<i>Home Energy Raters and Builders</i>	
12:15 -1:30pm	Lunch			
1:30 - 2:30pm	Facilitated Discussion on Credentialing, Certification & Licensure Opportunities for our Trades in Southeastern States Curt Hurd (NCBPA)	Workforce Development Roundtable: Engaging Utilities, Government & Contractors to Create & Maintain Industry Job Opportunities in SE States Ryan Miller (NCBPA)	<i>Crawlspace and Insulation Contractors</i>	
2:30 - 3:00pm	Coffee Break & Networking Sponsored by Piedmont Natural Gas			
3:00 - 4:00pm	The Growing Geothermal Market in South Carolina Steve Weitzel (Waterfurnace)	How to "Green" the MLS Directories in Your State to Promote Consumer Education & Increased Value for Contractors and Builders Ryan Miller (NCBPA)	<i>Commercial Contractors</i>	



WELCOME INFORMATION

REGISTER HERE

- Registration Hours: Day 1: 8:00am-6pm & Day 2: 8:00am-3pm
- Conference Kick Off: General Session is Day 1 & begins at 9am
- Meals Provided: Lunch included both conference days
- Visit with the Exhibitors at the Trade Show: Day 1: 9am-6:30pm & Day 2: 9am-1:30pm
- Join us at the HPC Welcome Reception: Day 1: 5:00PM-6:30pm, snacks & a cash bar provided
- Check out the [general schedule here](#)

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ABOUT US



The **Home Performance Coalition (HPC)** is a 501(C)(3) nonprofit organization that works with industry leaders in the home performance and weatherization industries. HPC collaborates with like-minded organizations to ensure all homes are healthy, comfortable, and energy-efficient through projects, policy and education. HPC also organizes regional and annual conferences that bring together industry leaders to exchange ideas, solve problems and build momentum for the rapidly-growing residential energy efficiency industry.



The **South Carolina Building Performance Association (SCBPA)** is a new 501(c)(6) nonprofit trade association being formed to represent the companies and professionals working in South Carolina's home and building performance industry. The association serves as the independent South Carolina chapter of Efficiency First, the national home performance association that serves to advance home performance and energy efficiency through political advocacy, member education and more. SCBPA member companies and their staff receive a free annual membership with Efficiency First.



ATTEND





Sessions: Thursday, September 28, 10:30am-noon

Air Sealing Details that Work (& Don't)

Track: Building Envelope & Diagnostics

Find out the results of a 250-home survey on new construction in North Carolina along with field testing of specific air sealing methods. What's the difference in air leakage between walls with unsealed OSB, unsealed housewrap, and sealed barriers using different sealants? What methods of sealing top plates work (and don't)? What are the comparative energy savings of different methods? How can the different options be integrated successfully into building specifications, plans, and energy codes? What have audience members found to be most (and least) effective?

By attending this session attendees will:

1. Learn what techniques for sealing air barriers and specific leaks are most effective
2. Be able to quantify the energy savings potential from air sealing practices
3. Be better prepared to advocate for optimal air sealing techniques to supervisors, clients, builders, subcontractors, and code-related organizations

Presenter:

Jeff Tiller, Research Professor, Appalachian State University

Design, Build, Perform: HVAC Systems for High Performance Homes

Track: HVAC & Mechanical Systems

Houses are getting tighter and better insulated, which results in lower cooling and heating loads and the need for smaller, more efficient mechanical systems. Traditional HVAC systems are often oversized, which causes "short cycling" resulting in comfort and indoor air quality issues. This session will address the proper way to design and install a "right sized" cooling and heating system for a high performance, low load home.

By attending this session, attendees will:

1. Define and describe what is meant by the terms "high performance home" and "low load home"
2. Explain the process used to determine the proper cooling and heating equipment size
3. Identify residential VRF system components and describe their design flexibility

Presenter:

Rob Howard, Performance Construction Manager, Mitsubishi Electric Cooling & Heating

IAQ & Diagnostics: Learning about Healthy Homes & Buildings

Track: Healthy Homes & IAQ

In this session, we will define indoor air quality (IAQ) and discuss why there is so much interest. Learn what makes up "bad" air quality, how to test for IAQ, and what can you do to fix bad IAQ. We will also elaborate on the health consequences and environmental triggers. Finally we will discuss practical ways to employ tools to measure IAQ parameters.

By attending this session attendees will:

1. Learn the definition of (good and bad) IAQ
2. Hear about environmental triggers and health impact
3. Understand basic parameters and measurements

Presenter:

Bill Spohn, President, TruTech Tools, LTD
Joe Medosch, Owner, Energy & Environmental Consulting LLC

Increasing Our Operation Budget or Profit by Raising the Bar

Track: Staying Competitive: Business Tool Box

Quality experts estimate that 25-40% of operating dollars spent by a typical business is lost. Companies and agencies that are truly focused on quality don't spend more money. Instead they reduce mistakes from becoming defects, cut operating costs and invest in processes that result in:

- Greater profits and operation budgets
- Stronger financial position
- Improved competitive capabilities
- Operational stability
- Greater customer success, loyalty and satisfaction

Simply put: No service-based company has ever made less money by doing things right the first time.

By attending this session, attendees will:

1. Learn about a common language when defining quality work and focusing on process failure more than people
2. Learn how to calculate the cost of poor quality and how to add lost money to the bottom line
3. Understand key steps to create a sustainable process to reduce mistakes, defects and lost resources

Presenter:

John Tooley, Consultant, John Tooley, LLC



Thursday, September 28, 1:30-3:00pm

Crawlspaces: The Good, the Bad & the Ugly

Track: Building Envelope & Diagnostics

Many homes across South Carolina have bugs, mold and rot issues. Many of these problems are in our dark, dungy, wet and musty crawlspaces. This session will expose most problems you will ever experience.

Understanding moisture diagnostics and repair, are skills every Home Performance Company should have. We will look at crawlspaces that are hard to believe, because they are so bad. Then we will look at several real ugly ones. All were fixed. Come hear how! We will discuss how to, “do each right” resulting in:

- Less risk and liability
- Increased profit
- Satisfied and happy customers
- Proud employees

By attending this session, attendees will:

1. Learn how to better diagnosis wet crawlspaces
2. Learn how to select the right repair for each problem
3. Understand the difference in the work effort of each type

Presenter:

John Tooley, Consultant, John Tooley, LLC

Air Flow Testing: Tools & Operation

Track: HVAC & Mechanical Systems

Airflow measurements are among the most daunting tasks in the industry. Come to this session to learn the wide variety of measurement methods and the pluses and minuses of each. We will dig into the science behind good airflow measurement, as well as the importance of considering air density corrections. We'll also cover the ins and outs of picking the correct tool for the measurement task or application. Every major airflow measurement tool and technique will be explored and explained.

By attending this session, attendees will:

1. Understand the basics behind good airflow measurements and what they tell you about system performance
2. Appreciate which methods are better targeted for your applications
3. Better understand the science of airflow measurement to do better work and be more knowledgeable for your employer/client

Presenter:

Bill Spohn, President, TruTech Tools, LTD

Health & Home Performance: Measures & Initiatives to Improve Occupant Health

Track: Healthy Homes & IAQ

Stakeholders are increasingly interested in the environmental and health benefits of residential energy efficiency work. This session will discuss how home performance work can deliver health benefits and will explore opportunities and challenges for programs that provide these co-benefits. Learn about exemplary programs doing so and the results of a recent literature review conducted by the DOE that assesses the co-benefits of energy efficiency and green rehab work. Engage in the ongoing development of a DOE Roadmap for Integrating Health and Home Performance that sets out where to start, how to market to potential new customers and funders, and change how home performance appeals to consumers.

By attending this session, attendees will:

1. Learn the health benefits of EE work based on existing home performance programs and research
2. Find out how what you are already doing can impact health and enhance your value proposition
3. Learn from examples of programs and practices that link delivery of EE and health related home upgrades

Presenters:

JR Denson, Public Health Analyst, ACEEE

Kevin Powell, Redhorse Corporation

Communicating Home Performance to Homeowners That Think You Are Speaking Greek

Track: Staying Competitive: Business Tool Box

Few homeowners are calling your company asking for whole house home performance. In reality, customers are primarily calling for a single measure: a new furnace, more insulation, to get their home healthy for the birth of a child, etc. Successful companies in HP have figured out how to leverage three critical touchpoints in the sales process:

1. When a prospective customer does the online research about your company
2. When they call or contact you; and
3. When you visit their home

Doing each of these right is the difference between a \$2500 attic insulation job and a \$25000 whole house fix.

Presenter:

Peter Troast, Founder & CEO, Energy Circle



Thursday, September 28, 3:30- 5:00 pm

How am I Going to Insulate/ Air Seal That!?: Insulation Techniques & Brainteasers

Track: *Building Envelope & Diagnostics*

As home performance contractors, we've all had that moment where we scratch our heads and perhaps even say aloud, "What is this mess?". In this session, we'll explore challenging and tricky situations that HP contractors encounter during installation. We'll open the floor up to session attendees to brainstorm solutions to "insulation brainteasers." In the second half of the session, we'll discuss new and innovative techniques and products that will help.

By attending this session attendees will:

1. Brainstorm answers to trying install scenarios
2. Openly discuss solutions to tricky installs
3. Learn about new insulation products and technologies

Presenter:

Josh Collins, Sr Building Analyst, Prime Energy Group

Diagnosing Combustion Appliance Zone Test Failures

Track: *HVAC & Mechanical Systems*

You have set up a house for worst case depressurization and started the water heater up and you find combustion spillage. Now what? Is the cause a blocked or deteriorated chimney, undersized venting, too much depressurization caused by fans or the air handler or closing doors? Is it a combination of two or more of these? Should you replace the water heater? Gathering good data is critical. Come learn from an instructor that worked in the Minneapolis Sound Insulation Program, whose protocol became the basis for the BPI Combustion Safety Standard, as he takes you through a step by step process to help diagnose the issues and present many practical solutions.

By attending this session, attendees will:

1. Describe potential causes of combustion spillage
2. Learn information that must be gathered to determine if a venting system meets code
3. List the causes of and identify solutions to CAZ depressurization and explain different methods of documenting depressurization, depending on wind conditions

Presenter:

Paul Morin, Technical Support and Sales, The Energy Conservatory

Bugs, Mold & Rot

Track: *Healthy Homes & IAQ*

The American Academy of Allergy Asthma Immunology reported 1 in 12 people (about **25 million**, or 8% of the U.S. population) had asthma in 2009. More children (57%) than adults (51%) had an attack. That's about 1 in 10 children. Our work can drastically reduce these three asthma triggers: bugs, mold and rot. Our desire must be to deliver a more healthy and durable home, increasing our value and bottom line at the same time. The Southeast demands we have a clear understanding of moisture diagnostics. A poor moisture management strategy in our home improvements can result increased in occurrence of moisture related issues. Don't miss this riveting session and improve your skills resulting in: a more valuable offering; a more positive effect on each home; and greater value and higher profits.

By attending this session, attendees will:

1. Better understand how to diagnose moisture
2. Understand how to remediate the occurrence of bugs, mold and rot
3. Learn how we should present and sell these fixes

Presenter:

John Tooley, Consultant, John Tooley, LLC

HVAC & HP. Or HP & HVAC. Business Models for Taking Advantage of Whole House Contracting

Track: *Staying Competitive: Business Tool Box*

You hear it all the time. From HVAC: 'if only I could find a trustworthy insulation/air sealing sub.' And vice versa from envelope contractors: 'I can't find an HVAC company that understands system sizing after a retrofit.' Yet from a lead generation, job conversion and profitability standpoint, the whole house model is decidedly better. Despite these real challenges, many companies have successfully figured it out, either by internalizing services or partnering. In this contractor panel discussion, we'll hear real world examples of business models that have cracked the code, including the trials and tribulations of making it work.

Presenters:

**Peter Troast (Moderator), Founder & CEO, Energy Circle
Panel (TBD)**

**Friday, September 29, 10:00am-11:00am****Cost Effective Energy Improvements Starts with Framing**

Track: Residential Building

This session addresses a number of simple things that can be done in the framing stage of construction that provide significant energy savings in new homes. We'll focus on cost-effective steps that provide a more energy efficient home for buyers, reduced air leakage, reduced heat gain and reduced build time --all without causing cost headaches for the builder and meeting current building codes/standards. Some topics that will be addressed include: raised heel trusses for better insulation performance; buried attic ducts to meet 2018 IECC; Grade 1 insulation installation; speed up your trades and reduce cycle time; advanced framing to reduce thermal transfer and costs; improved blower door performance by reducing leakage; and radiant barrier roof sheathing to reduce summer heat gain.

Presenter:**Craig Doehner, Field Marketing Manager, Norbord****How Does Your SE State Rank? ACEEE Presents the Newly Released 2017 Energy Efficiency State Scorecard Report**

Track: Policy & Programs

This session will discuss state energy efficiency developments and trends using results from ACEEE's 2017 State Energy Efficiency Scorecard. The presentation will focus on Southeastern state energy efficiency programs and policies and highlight opportunities for expanding these investments.

Presenter:**Mary Shoemaker, State Policy Analyst, ACEEE****Home Performance and Weatherization Contractors***

Track: Contractor Roundtable

Friday, September 29, 11:15am-12:15pm**High Performance Design & Installation Best Practices in New Construction Homes**

Track: Residential Building

Presenter:**Todd Usher, Addison Homes****Utility Energy Efficiency Program Roundup: Learn About the Programs Available in Your SE State**

Track: Policy & Programs

This session will provide a detailed breakdown of utility programs available across the Southeast. Attend to learn about and receive information on these programs, such as the Duke Energy HERO program and SCE&G

South Carolina's rebate program, as well as application information.

Presenter:**Mike Smith, Vice President of Business and Technology Strategy, The Electric Cooperatives of SC****Home Energy Raters and Builders***

Track: Contractor Roundtable

Friday, September 29, 1:30 - 2:30pm**Facilitated Discussion on Credentialing, Certification & Licensure Opportunities for our Trades in Southeastern States**

Track: Residential Building

This session will provide an opportunity for an in-depth discussion on credentialing, certification and licensure in the Southeast, both in terms of the current state of affairs and potential changes and additions in the future.

Presenter:**Curt Hurd, Building Performance Specialist, NCBPA****Workforce Development Roundtable: Engaging Utilities, Government & Contractors to Create & Maintain Industry Job Opportunities in SE States**

Track: Policy & Programs

This session will focus on one of the major issues facing companies in our industry today, workforce development. Ryan Miller will facilitate a discussion on how our industry can work together to overcome this problem in the Southeast.

Presenter:**Ryan Miller, Founder & Executive Director, NCBPA****Crawlspace and Insulation Contractors***

Track: Contractor Roundtable

Friday, September 29, 3:00 - 4:00pm**The Growing Geothermal Market in South Carolina**

Track: Residential Building

In this session, Steve Weitzel will give a detailed description of the current state of the geothermal market both in South Carolina and the Southeast as a region. The session will also include introduction to the current opportunities in the market and why geothermal matters to all home performance professionals.

Presenter:**Steve Weitzel, Waterfurnace**



How to "Green" the MLS Directories in Your State to Promote Consumer Education & Increased Value for Contractors and Builders

Track: Policy & Programs

This session offers an introduction to the game-changing benefits of greening the MLS across the region and potentially across the country. The session will

provide a background on the value this will provide to builders and how they can take advantage of this scheme when it is implemented.

Presenter:

Ryan Miller, Founder & Executive Director, NCBPA

Commercial Contractors*

Track: Contractor Roundtable

* *Contractor Roundtable Track*

The *Contractor Roundtable Track* will address issues critical to contractors' businesses. Attendees will have the opportunity to discuss specific questions and topics with similar companies both locally and from other states in order to flush out what consumer education, workforce development, policy and regulatory, and other market development opportunities need to be addressed the most. The *Roundtable Track* provides contractors a chance to discuss and share in a more relaxed, roundtable format.



Presenter Information

Josh Collins

Sr Building Analyst, Prime Energy Group

Josh Collins is the Senior Building Scientist and HERS rater for Prime Energy Group, a spray foam insulation company in Raleigh, NC. He is a BPI certified Building Analyst and Envelope Professional and a certified HERS rater through RESNET. Prior to joining Prime Energy Group Josh worked in the installation and sales of fiberglass, spray foam, sealed crawl spaces, mold and moisture remediation and rain water harvest systems. His science background comes into play when applying Building Science principles to residential and commercial construction.

JR Denson

Public Health Analyst, ACEEE

Ronald Denson Jr. ("J.R.") conducts analysis and research on the health and environmental benefits of energy efficiency investments in the United States. His work supports policymakers, advocates, and ACEEE programs in their consideration of energy efficiency policies and programs that can be used to address issues of health and equity in communities across the nation. Prior to joining ACEEE in 2017, J.R. worked as a legislative fellow in the U.S. House of Representatives, focusing primarily on health, education, and budgetary issues. Before his stint with Congress, he worked as a public health official for multiple local governmental agencies in the District of Columbia as well as a health educator and trainer to several clinical medical facilities.

Craig Doehner

Field Marketing Manager, Norbord

Craig Doehner has been actively involved in the construction/building industry for over thirty years. He started his career with Weyerhaeuser in various marketing, operational and manufacturing positions. Craig has spent the over ten years with Norbord as Field Marketing Manager for the Mid-Atlantic area. He has worked with several building code committees and has been involved in product failure analysis and reporting. He has offered instruction in Connecticut, Maryland, Massachusetts, North Carolina, Pennsylvania, Rhode Island, South Carolina and Virginia. Craig received his Bachelor's Degree from Towson State University in Baltimore, Maryland and now resides in South Carolina.

Rob Howard

Performance Construction Manager, Mitsubishi Electric Cooling & Heating

Rob Howard is Performance Construction Manager with Mitsubishi Electric Cooling & Heating. He provides training and technical support to builders, remodelers, architects, and engineers on variable refrigerant flow cooling and heating systems for residential applications. Rob has over fifteen years of experience in the performance construction industry. He is the former Director of Construction at Habitat for Humanity of Catawba Valley, where they built ENERGY STAR homes through Advanced Energy's *SystemVision* program. They built the first Net-Zero Energy Home in North Carolina in partnership with Appalachian State University in 2005, as well as the first DOE Zero Energy Ready Home in North Carolina in 2016. Rob became a HERS Rater in 2006 and started *Home Energy Solutions* to provide green building consulting and home performance contracting in Western North Carolina. He is an adjunct faculty member at Appalachian State University.

Curt Hurd

Building Performance Specialist, NCBPA

Curt Hurd is currently a building performance specialist at NCBPA. Curt has worked in the building performance field for 8 years, including 5 years practical experience in the field. His qualifications include: BS Industrial Engineering – NC State University; BPI Analyst; HERS Rater; HERS QAD.

Joe Medosch

Owner, Energy & Environmental Consulting LLC

Joe Medosch is the owner of Energy & Environmental Consulting LLC and executive director of Healthy Home Environment Association. He provides practical universal training and communication skills to professionals. He is a Comfort Consultant Trainer, providing solutions on home performance applications. His certifications include: BPI Proctor - Building Analyst & Envelope Professional, Infiltration & Duct Leakage, IDL - Infiltration & Duct Leakage certification, HHE Healthy Home Evaluator Master Trainer ICC- Commercial & Residential Energy Inspector / Plans Examiner and Residential Building Inspector, Inactive - IAQ Professional, HERS Rater and NABCEP PV Certified.



Ryan Miller

Founder & Executive Director, NCBPA

Ryan Miller is the founder and executive director of the North Carolina Building Performance Association (NCBPA), a 501(c)(6) not-for-profit trade association that he founded in February of 2014 to represent the state's home and building performance industry. As executive director, Ryan's work includes leading the association's development and delivery of programs, services and benefits to members and the greater industry at-large. In 2016 Ryan established the South Carolina Building Performance Association and has also had an important role in establishing BPAs in Georgia and Maryland.

Paul Morin

Technical Support and Sales, The Energy Conservatory

Paul Morin spent years as a carpenter framing new homes before becoming a weatherization auditor in the early 90s. Paul then worked for over 12 years for the Center for Energy and Environment diagnosing building shell, combustion spillage, and moisture problems in single family and multifamily buildings. He has worked for The Energy Conservatory since 2009 providing technical support, has developed dozens of presentations and webinars, and is currently on the board of the Minnesota Building Performance Association.

Kevin Powell

Senior Management Analyst, Redhorse Corporation

Kevin Powell has over 28 years of experience as a building scientist, project manager, energy efficiency consultant and educator with clients ranging from students (undergraduate and graduate), industry and government (local, state, and federal). His experience includes research, instruction, data analysis, technical and project management for projects involving housing durability, moisture control and remediation, building code compliance of building products and systems, quality assurance, residential energy efficiency, green and sustainable building, and development of standards impacting the construction industry. He currently is supporting two DOE projects focused upon whole-house energy improvements and health benefits resulting from energy improvements. In addition to photography and music, Kevin enjoys obtaining and letting expire certifications including HERS and BPI BA.

Mary Shoemaker

State Policy Analyst, ACEEE

Mary Shoemaker works on ACEEE's State Policy team and conducts research on state energy efficiency policies and programs. Mary has co-authored several ACEEE State and City Scorecards and coordinates outreach to state policy makers and advocates. She is a member of the Clean Energy Leadership Institute and holds a Bachelor of Science in Public Policy from Georgia Tech.

Mike Smith

Vice President of Business and Technology Strategy, The Electric Cooperatives of South Carolina

Mike Smith serves as vice president of business and technology strategy for The Electric Cooperatives of South Carolina, the state association of 20 independent, member-owned electric utilities in the state. Mike works with state and national partners to develop understanding of how technology is changing the utility industry. A registered professional engineer in South Carolina, his work includes contributions to the development of the Distributed Energy Resource Program Act (Act 236), adopted by the General Assembly in 2014. He is also the program manager for Help My House, a whole home weatherization program offered through the electric cooperatives. This program was recently granted a \$13 million no interest loan from RUS to weatherize both site built and manufactured homes, repayment which will be made through on bill financing. Prior to the ECSC, Mike worked 11 years at Central Electric Power Cooperative, the generation and transmission cooperative that acts as the power aggregator for South Carolina cooperatives.

Bill Spohn

President, TruTech Tools, LTD

Bill has designed & marketed a wide array of measurement products in the last twenty-five years. Bill was engineering manager at Bacharach, Inc. and HVAC Product Marketing Manager at Testo, Inc. for 10 years each. Since 2009, he is President, CEO and majority owner of TruTech Tools, LTD. He regularly presents technically complex topics to a wide range of audiences on the applications of measurement instrumentation in building science, weatherization, and HVACR. He has worked on BPI, RESNET, GAMA, AHRI, OMA, RSES, NATE, and ACCA Technical Committees.

**Jeff Tiller**

Research Professor, Appalachian State University

Jeff Tiller, PE has spent the past 30 years researching and teaching others about high performance buildings and renewable energy systems. He is a founder of Southface. He wrote guidebooks on passive solar design; planbooks on passive solar homes, site-built solar projects, and home energy retrofits; and builder guides to high efficiency homes. He has presented at national conferences, including the HPC (Affordable Comfort days), EEBA, National Energy Code Conference, and National Weatherization Conference. He has conducted field research involving buildings for many years and has been active in adoption of energy efficient building codes. He served as coordinator of the Building Science program at Appalachian State University (with 300 students) from 1995 to 2008 and department chair from 2008 to 2014.

John Tooley

Consultant, John Tooley, LLC

John is one of the most exciting, humorous, and enlightening presenters in the nation. John started building houses in 1979 and by 1982 had begun to diagnosis and retrofitting homes across the nation. He was inducted into the Building Performance Institute's Hall of Fame for lifetime commitment and dedication to the Home Performance Industry and was the 2013 recipient of the Tony Woods Award for Excellence in Advancing the Home Performance Industry. He has been the principle designer of some of the largest building programs in the nation. John has a refreshing approach to the old adage "do it right the first time." He presents a real life, blue-collar approach to building a more profitable business. John consults, and trains thousands of contractors from every trade each year. His messages are filled with solutions for today's issues, a must hear.

Peter Troast

Founder & CEO, Energy Circle

Peter Troast, the founder and CEO of Energy Circle, works with hundreds of home performance contractors, renewable contractors and HVAC companies across 49 states. He is an expert in marketing home performance and a leader in the use of digital marketing to drive improved lead generation. He speaks frequently at industry conferences and events about marketing for energy efficiency contractors and is an Efficiency First board member. In 2015, Peter received the Building Performance Institute's Tony Woods Award for Excellence in Advancing the Home Performance Industry.