

How Green Mandates Can Lead To Profits Classroom Workshop

March 2, 2010
8:30 a.m. – 4:30 p.m.
AGC Education Center
686 Mariposa Street
Denver, CO 80204
\$295 per person

COURSE DESCRIPTION

This workshop is designed to accomplish four specific learning objectives. 1. Gain an understanding of the regulatory and legislative mandates that are being implemented and their impacts. 2. Learn important techniques to educate the consumer base while adjusting price points when using renewable energy sources. 3. Learn the importance and techniques in reducing costs in operations, maintenance, construction and contractor pre-qualification. There will be a focus on LEAN techniques and methods to adjust contract pricing based on actual contractor pre-qualification. 4. Discuss how to use current and future technologies to generate limited revenue or off set emission requirements.

COURSE OUTLINE

Morning Session

- Current Regulatory Impacts
- Future Regulatory Impacts

Mid Morning Session

- Revenue Drivers
- Cost Drivers
 - Fuel Stock
 - Maintenance
 - Operations
 - Construction
 - Transmission

Questions?

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For more information visit
www.energyvoiceinstitute.com

Late Morning Session (Profit Pocket 1)

- Consumer Interface
- Green Pricing Structures
- Voice of the Customer

After Lunch (Profit Pocket 2)

- Cost Reduction/Efficiency Maximization
 - Contractor Pre-Qualification
 - LEAN Maintenance
 - LEAN Construction

Mid Afternoon Session (Profit Pocket 3)

- Renewable Technology
- Partnerships
- R&D
- Profitable By-Products

WORKSHOP HIGHLIGHTS

- ✚ You will take away functional actions that can assist utility companies to take advantage of the green movement to generate additional profits.
- ✚ You will take away a better understanding of how to educate and communicate with the customer about green issues.

WHO SHOULD ATTEND

All energy industry personnel involved in the challenges of meeting renewable regulatory requirements while at the same time maintaining and improving profitability:

- Capital Project Managers
- Financial Personnel
- Planners
- Designers
- Facility Managers
- Engineers
- Operation Professionals
- Installation Managers
- Manufacturers/Suppliers
- Legal Council
- Those who need to reduce expenses
- Those who need to increase revenues
- Those who need to find ways to mitigate barriers

INSTRUCTORS

Andy Lutz

President, Center T Advisory Services

Lutz has spent 10 years in the public sector after serving in the United States Marine Corps for 6 years focusing on public private partnerships and legislative implementation. For over three years he has been assisting companies in penetrating and operating in the "Green/Sustainable" energy and construction markets. He has an MBA from the University of Denver and specializes in strategy, business evaluation and business process re-engineering. He has developed and delivered trainings for over 15 years on Green as a Market Differentiator, Human Resources Best Practices, Competing on Analytics, Strategy, Business Development and Risk Mitigation. He is also a LEED AP.

Don Clark,

Vice-President, Center T Advisory Services

Clark has over 20 years experience in many industries, including small business, manufacturing and service industries where he helps companies take complex and inefficient processes and simplifies them. He has transformed business processes for many companies resulting in significant value through reduced costs, improved quality, and higher process capabilities. He is a graduate of the University of Denver and is a LEAN Six Sigma Black Belt specializing in strategic and tactical planning, business process transformation, change leadership and high performance teams. Additionally, he spent over 19 years as an environmental manager specializing in air quality and regulatory compliance for a fortune 500 company.

REGISTRATION FORM

How Green Mandates Can Lead To Profits

Date:

March 2, 2010

Time:

8:30 a.m. – 4:30 p.m.

Location:

AGC Education Center
686 Mariposa Street
Denver, CO 80204

Price: \$295.00

Name: _____
Title: _____
Company: _____
Address: _____
Address: _____
City: _____
State: _____
Zip: _____
Phone: _____
Email: _____

Registration Includes:

Presentation, Presentation Slides, All Handouts, Question & Answer Session, Continental Breakfast, Lunch and Break Refreshments.

Payment information:

Complete this form and return with your check (**credit cards not accepted**) to: Energy Voice Institute, P.O. Box 3318, Parker, CO, 80134. You will receive a confirmation by email.

Cancellation policy:

Full refunds will be made for cancellations received on or before Tuesday, February 23, 2010, 5:00 pm. One half the fees will be refunded from February 24 to February 1, 5:00 pm. After that, no-shows will be charged the full fee. To cancel or designate another person to attend in your place, contact EVI by email or phone at ed@energyvoiceinstitute.com or 303-506-4782. If circumstances beyond the control of EVI arise, EVI reserves the right to cancel the course, with full refunds provided.