



For immediate release

Skipping Stone and Experient to Conduct Latin American and Caribbean (LAC) Reverse Trade Mission (RTM) on Energy Efficiency and Power Generation for Water and Wastewater Utilities

ATLANTA & WASHINGTON, March 8, 2016 - Skipping Stone, in conjunction with their strategic partner, Experient, a Maritz Travel Company, announced today the award of a contract through the U.S. Trade and Development Agency (USTDA) to conduct a one week reverse trade mission (RTM) on energy efficiency and power generation for the water and wastewater (W&WW) sectors for several Caribbean and Latin American countries.

It is anticipated the delegation will consist of approximately 15 representatives, including executives from water, waste water, power utility sectors and regulatory authorities from Belize, Costa Rica, Dominica, Dominican Republic, El Salvador, Grenada, Guyana, Jamaica, Panama, St. Lucia, St. Vincent and the Grenadines and Suriname, as well as representation from the local U.S. Department of Commerce at the U.S. Embassies.

Water and wastewater treatment plants are among the leading utility-level consumers of electricity in these two sub-regions. In some emerging economies, electricity costs can represent up to 40 percent of a water or wastewater utility's total operating costs, which then either has to be absorbed by the government or passed along to consumers. Such costs can significantly affect the financial condition of water and wastewater utilities, whereas important cost savings are possible for utilities seeking to reduce electricity consumption through the adoption of new energy efficiency measures and technologies.

The RTM will focus on energy efficiency process improvement measures and technologies for the countries' water and wastewater sector, as well as distributed energy resource technologies to be employed by the sector.

"The Caribbean and Central and South American counties have some of the highest cost power in the Western Hemisphere," says Jay Catasein, Principal Consultant with Skipping Stone. "In addition, these countries' distribution systems have historically had some significant reliability issues. US W&WW process improvement technologies and distributed energy resources (DER) are a great fit for their needs."

The RTM is slated to be conducted for one week this summer in Washington, DC, Columbus, Ohio and Atlanta, Georgia.

Chip Smith, Experient Vice President, Government Markets, says, "USTDA has really stepped up its game in focusing on high impact energy and sustainability projects in the developing world. We are pleased to partner with them to maximize the opportunity for US technology and service suppliers to meet these growing needs."

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About Skipping Stone

Skipping Stone is an energy markets consulting firm that helps clients navigate market changes, capitalize on opportunities and manage business risks. Our services include market assessment, strategy development, strategy implementation, managed business services and talent management. Market sector focus areas are natural gas and power markets, renewable energy, demand response, energy technology and energy management. Skipping Stone's model of deploying only energy industry veterans has delivered measurable bottom-line results for over 260 clients globally. Headquartered in Boston, the firm has offices in Atlanta, Houston, Los Angeles, Tokyo and London. For more information, visit www.SkippingStone.com

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About Experient

Experient, a Maritz Travel Company, leads the Meetings & Events Industry as one of the best-known and most respected brands in the world. This reputation is earned with each meeting, convention, tradeshow, conference, sporting event and exhibition produced for clients. Professionals are dedicated to Perfecting the Event Experience® through experience design, attendance building, risk management and security, revenue generation and cost savings, and event intelligence. Across the globe, association, tradeshow, sports and government clients turn to Experient for the best in unified registration and housing, event planning and management, site sourcing and contract negotiation, mobile event platform, lead retrieval, data management and marketing. Experient creatively engineers and fully integrates the total event experience—one that is distinct, memorable and remarkable—while driving data analytics and bottom line results. Visit www.experient-inc.com for more information.

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