Energy Solutions Center
Bringing Gas Solutions to...

Commercial Customers

Industrial Customers

Residential & Multifamily Customers

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The Energy Solutions Center (ESC) is a non-profit technology commercialization and market development organization comprised of energy utilities and equipment manufacturers and vendors. Our mission is to accelerate the deployment of new gas and hybrid solutions that enhance customer productivity, profitability, reliability and comfort.

ESC and its members support equipment manufacturers and vendors of gas-fired and thermally activated equipment with a variety of technical, financial, and marketing assistance. ESC funds and manages technology demonstrations at customer facilities. The ESC creates equipment catalogues, application manuals, case studies, training guides, decision analysis software, and other products designed to overcome the barriers of deploying of new gas and hybrid energy solutions.

The Center’s Technology & Market Assessment Forum is a highly sought-after opportunity for manufacturers and vendors of new gas and hybrid equipment to address the nation’s utilities about their products and to propose innovative marketing partnerships.

ESC publishes magazines for four distinct energy audiences. Gas Technology is read by more than 30,000 industrial energy engineers and plant managers and serves as the primary industrial marketing piece for gas utility account reps. Energy Solutions for Commercial Buildings highlights institutional, governmental, and commercial application of new gas equipment. Combined Heat and Power focuses on successful case studies on the diversity of customers deploying CHP to reduce costs and improve efficiency. Homebuilders, architects and homeowners receive Natural Living magazine which provides new ideas and designs to improve homes and backyards with energy efficient natural gas appliances. Equipment manufacturers can take advantage of these customer publications by supplying case studies or purchasing advertising.

Equipment manufacturers and vendors who want to establish long-term relationships with the nation’s gas utilities can join the Center as an “Affiliate” member which allows any company employee to attend our 3 Technology and Market Assessment Forums and grants access to free display tables in the equipment manufacturer exhibit area. ESC Affiliate members are also called upon to participate in ESC webinars to promote their products to enduse customers.
Our Goals

1. Equip utility marketing and customer support staff with the tools and resources to be more successful in delivering energy efficient gas solutions to customers.

2. Identify and promote new gas solutions that increase competitiveness, productivity, and reliability of our member’s customers.

3. Develop more effective relationships and partnerships between utilities, equipment manufacturers, architects and engineers, & customers.

Where We Are

ESC Member companies serve some 53,500,000 natural gas customers in the U.S. and Canada.
Meet the Team

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Responsibilities</th>
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<tbody>
<tr>
<td>David Weiss</td>
<td>Executive Director</td>
<td>Dave has been the Executive Director of the Energy Solutions Center (ESC) since its founding in 2003. He oversees the administration and management of the Energy Solutions Center, working closely with the Board of Directors and its Executive Committee to ensure that the mission and goals of the Center are successfully executed.</td>
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<tr>
<td>Eric Burgis</td>
<td>Director</td>
<td>Eric serves as the Director of Commercial and Residential Markets. Eric is responsible for the Commercial Buildings and CHP Consortia, the Zero Net Energy and Low Carbon Workgroups, as well as, ESC’s Account Rep Training Program. Eric oversees production of ESC’s Combined Heat &amp; Power and Commercial Buildings magazines.</td>
</tr>
<tr>
<td>Barbara Stinson</td>
<td>Manager</td>
<td>Barb serves as ESC’s Manager of Residential Markets, and is responsible for the Residential, Multifamily, International Builders Show, and the GFEN/National Accounts Consortia. She also oversees production of Natural Living magazine.</td>
</tr>
<tr>
<td>Stephanie Moran</td>
<td>Manager</td>
<td>Stephanie serves as the Manager of Events &amp; Communications and is responsible for the planning and execution of our Technology and Market Assessment Forums. Stephanie is also responsible for the management of ESC’s internal marketing and communications.</td>
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<tr>
<td>Cherif Youssef</td>
<td>Consultant</td>
<td>Cherif Youssef serves as a Consultant to the Energy Solutions Center since retiring from SoCalGas in October 2018. Cherif is responsible for the Industrial and Major Accounts Consortium, and the Natural Gas Vehicles and Agricultural Applications Workgroups. He oversees production of Gas Technology magazine.</td>
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<tr>
<td>Greg Tomsick</td>
<td>Consultant</td>
<td>Greg Tomsick serves as the Relationship Manager for the GFEN/NA Consortium. Greg has been actively engaged with commercial energy supply and energy efficiency programs for over 20 years.</td>
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Corporate Members

Atco Gas
Atmos Energy
Avista
BGE
Black Hills Energy
CenterPoint Energy
Central Hudson Gas and Electric
Chesapeake Utilities
Chester County Natural Gas Authority
Citizens Energy Group
Columbia Gas
Corning Natural Gas
Delmarva Power
DTE Energy
East Tennessee Group
Enbridge Gas Inc.
Énergir (Gaz Metro)
Eversource
Florida City Gas
Florida Municipal Natural Gas Association
Florida Public Utilities Co.
FortisBC
Hawai‘i Gas
Heritage Gas
Liberty Utilities
MDU Resources
Municipal Gas Authority of Georgia
National Fuel Gas Distribution
National Grid
New Jersey Natural Gas
NIPSCO
NW Natural
NYSEG/RGE
ONE Gas
Orange and Rockland Utilities
PECO
PGW
Peoples Natural Gas
Piedmont Natural Gas
Puget Sound Energy
Richmond Gas Works
SCANA
SEMCO Energy Gas Company
SoCalGas
Southeast Gas
South Jersey Gas
Southern Company Gas
Southwest Gas Corporation
Spire
Summit Utilities
TECO Peoples Gas
UGI Utilities
 Vectren
Washington Gas
York County Natural Gas

Affiliate Members

2G Energy
A.O. Smith Corporation
Aisin World Corp of America
Allied Air – Magic Pak
American Gas Association
American Gas Lamp Works
Andculture
Armur Equipment Financial
Bekaert Combustion
Bradford White
BRASH Power
Broad USA
Burnaby Mfg
CEM Engineering
Cambridge Engineering
Canadian Gas Association
Canter Power Systems
Capstone Turbine
Clayton Boilers
Cleaver-Brooks
Co-Energy America
Detsson Industries
EC Power
Energy Solutions
Enginuity Power Systems
Equipment Controls Corp
Gas Technology Institute
Grand HVAC Leasing
HomeServe USA
Insultech (Shannon Enterprises)
Kinsley Energy Systems
M-Trigen, Inc.
Messex
MicroCogen Partners LLC
Miura
Modine Manufacturing
Navien America
Noritz
Northwest Energy Efficiency Alliance
OmegaFlex
OnBoard Dynamics
Penn Power
Pivitol Home Solutions
Relms, Inc.
Renewability
Rheem
Rinnai
Roberts Gordon (Specified Air)
Schwank Ltd.
Siemens Energy
Solar Turbines
Superior Radiant Products Ltd.
Tecogen
Tedom
Ultrafryer
Unison
Viessmann Manufacturing
WS Thermal Processing
Weil McLain
White Whale Solutions
Williams Furnaces
Xebec
Yanmar
Technology & Market Assessment Forums

Technology & Market Assessment Forums (TMAF) are the most highly prized deliverable of the Center, serving as the primary training and education event for gas utility marketing, sales and customer support representatives from throughout North America. Some highlights of the TMAFs include:

- A unique two and a half day event that happens three times per year
- A new location throughout North America for each conference
- Attendance ranges from 250-350 gas marketing and sales professionals at each event
- Professional networking opportunities with colleagues from 60 equipment manufacturers and consultants, and 50 gas utilities
- A robust focus on: new gas solutions, strategic marketing and sales, conservation and efficiency, and rotating specialty tracks
- Sponsorship, speaking, and exhibit opportunities for all affiliate members

“The TMAF alone, with its networking opportunities, is worth way more than the price of our membership.”

-Marc Grandbois, President Schwank

Join Us For Our Upcoming TMAFs!

March 3-5, 2020
Renaissance Phoenix Downtown
100 North 1st Street
Phoenix, AZ 85004

June 9-11, 2020
Hyatt Regency Columbus
350 N High Street
Columbus, OH 43215

October 6-8, 2020
Radisson Blu Minneapolis Downtown
35 South 7th Street
Minneapolis, MN 55402
Building Partnerships

ESC promotes the deployment of energy efficient natural gas solutions by developing innovative partnerships between energy utilities, equipment vendors, consultants and/or manufacturers, and energy customers. ESC’s affiliate members save invaluable time and resources, connecting directly to marketing, sales and business development representatives in the leading utilities around North America. Together, our utility and affiliate members direct and manage mutually beneficial programs and initiatives that focus on improving the competitiveness, productivity, reliability, efficiency, and comfort of residential, commercial, and industrial energy users.

Affiliate Member Benefits

• Members’ registration rate at all three Technology and Market Assessment Forums for your entire staff, where you will interact with the Sales and Marketing Managers of dozens of energy utility companies and public gas systems;
• Multiple sponsorship and advertising opportunities;
• Automatic inclusion in the Equipment Manufacturers Council, which ensures that ESC programs provide maximum benefit to equipment vendors, equipment manufacturers and consultants.
• Eligibility to join and participate in market-focused “consortia” which produce the bulk of the Center’s tools, resources, and products. Each Consortium focuses on a specific market niche;
• Inexpensive ways to help you produce marketing materials;
• Access to the Center’s electronic tools and websites;
• Opportunity to have your successful case study or installation published in Gas Technology, Natural Living, Energy Solutions for Commercial Buildings, or Combined Heat and Power customer magazines;
• Access to the Center’s technical and marketing expertise, resources and electronic tools;
• Opportunities to participate in ESC workshops, seminars, and webinars which help you promote your products directly to end use customers.
Yes! I want to be an ESC Affiliate Member for a rate of $1,750 per year.

☐ I am enclosing a check to activate my membership immediately.

☐ Please invoice me *(membership begins when payment is received).*

☐ I will pay by credit card *(provide information below).*

Name: ________________________________

Company: ________________________________

Address: ________________________________

City, State, Zip: ________________________________

Phone: ________________________________

Email: ________________________________

If paying by credit card, please fill out the information below.

☐ American Express ☐ Master Card ☐ Visa ☐ Discover

Name on Card: ________________________________

Card Number: ________________________________

Security Code: ________________________________  Exp. Date: ________________________________

Billing Address: ________________________________

City, State, Zip: ________________________________