



## Join ESC for a Workshop: Winning Strategies to Increase Customer Use of CHP

**The Miami Marriott at Biscayne Bay  
February 28th - March 1st, 2019  
Hosted by the Energy Solutions Center**

### **About the Workshop:**

The Winning Strategies to Increase Customer Use of CHP Workshop will offer attendees specific strategies to deploy more CHP systems. Those markets that currently offer the best prospects for CHP use will be highlighted. Installation experience, operation and performance characteristics, costs, and new product development will also be addressed. The Workshop is hosted by the Energy Solutions Center and will be held in conjunction with ESC's Technology and Market Assessment Forum. All attendees will receive 12 Professional Development Hours (PDHs).

### **About the Energy Solutions Center:**

The Energy Solutions Center, Inc. (ESC) is a non-profit organization of energy utilities and equipment manufacturers that promotes energy efficient natural gas solutions and systems for use by residential, commercial, and industrial energy users. The Center creates educational and marketing materials, case studies, training manuals, decision analysis software, and other tools and resources designed to enhance the success of those utility customer service professionals responsible for enhancing customer productivity, efficiency, reliability and comfort.

The Miami Marriott at  
Biscayne Bay  
1633 N Bayshore Drive  
Miami, FL 33132

For info on Sponsorships  
Contact: Eric Burgis  
E: [eburgis@escenter.org](mailto:eburgis@escenter.org)

Need more info?  
Contact: Stephanie Moran  
E: [smoran@escenter.org](mailto:smoran@escenter.org)

[energysolutionscenter.org](http://energysolutionscenter.org)  
[understandingchp.com](http://understandingchp.com)

### **Who Should Attend?**

- Utility Commercial & Key Account Reps
- Business Development Managers
- Utility Technology R&D Professionals
- Gas Equipment Manufacturers

### **What's the Cost?**

\$150 for ESC Members

\$350 for Non-Members

\$250 for Display Table  
*(in addition to registration)*

**Register HERE Today!**

**Winning Strategies to Increase Customer Use of CHP**  
**Miami Marriott Biscayne Bay | Salons E-F | February 28th -March 1st**

**Thursday, February 28th | Salons E-F (3<sup>rd</sup> Level)**

8:00am - 9:00am	Breakfast & View Exhibits – Sunset Island Foyer (3 <sup>rd</sup> Level)
9:00am – 9:30am	<b>Benefits of CHP and Best Locations</b> Eric Burgis, Energy Solutions Center
9:30am – 10:00am	<b>U.S. DOE Technical Assistance Partnership CHP Programs</b> Patricia Garland, United States Department of Energy (DOE) Isaac Panzarella, U.S. DOE Southeast CHP Technical Assistance Partnership
10:00am – 10:30am	Morning Break & View Exhibits – Sunset Island Foyer (3 <sup>rd</sup> Level)
10:30am – 11:00am	<b>Selling CHP Options to Commercial and Industrial Facilities</b> Jessie Howell, 2G
11:00am – 11:30am	<b>Overcoming Market Barriers to CHP</b> Matt Lensink, CEM Engineering
11:30am – 12:00pm	<b>The Importance of Local Service Presence in any CHP Market</b> Benjamin Locke, Tecogen
12:00pm – 1:00pm	Lunch– Bayview Ballroom (2 <sup>nd</sup> Level) & View Exhibits – Sunset Island Foyer (3 <sup>rd</sup> Level)
1:00pm – 1:30PM	<b>Successful Strategies for Deploying Combustion Turbines</b> Dang Le, Solar Turbines
1:30pm – 2:40pm	<b>Best Customer Opportunities for Small Scale Engine-Driven CHP</b> Yoshi Sekihisa, Aisin Tommy Olsen, Lochinvar Michael Alfano, Yanmar Kevin Robert, M-Trigen
2:40pm – 3:10pm	<b>How to Overcome Interconnection Challenges &amp; CHP Demand Creation</b> Michael Norelli, Northeast Energy Systems - Western Energy Systems
3:10pm – 3:40pm	Afternoon Break & View Exhibits – Sunset Island Foyer (3 <sup>rd</sup> Level)
3:40pm – 4:20pm	<b>Most Promising Business Sectors for Micro Turbines</b> Jeff Beiter, E-Finity Distributed Generation, LLC Willy Ahout, Micro Turbine Technology (MTT)
4:20pm – 4:50pm	<b>Using the Waste Heat from CHP to Increase Efficiency and Productivity</b> Kevin Fu, Broad USA
5:30pm – 6:45pm	Networking Reception – Bayfront Terrace South

**Friday, March 1<sup>st</sup> | Salons E-F (3<sup>rd</sup> Level)**

7:30am – 8:15am	Breakfast – Sunset Island Foyer (3 <sup>rd</sup> Level)
8:15am – 9:00am	<b>Small Scale CHP Success Stories</b> Chris Cavanagh, National Grid & Tim Kingston, GTI
9:00am – 10:10am	<b>Emerging Technologies</b> New Engine Design: Jim Warren, Enginuity Modified Rankine Steam Cycle: Michael Brookman, Brash Power Fuel Cells: Dan Connors, Aris Energy Solutions Stirling Engine – Hans Leliveld, Microcogen Engine Corporation
10:10am – 10:25am	Break – Sunset Island Foyer (3 <sup>rd</sup> Level)
10:25am – 11:00am	<b>European CHP Trends</b> Steven Ashurst, Delta Energy & Environment
11:00am – 11:30am	<b>Reliability &amp; Resiliency</b> Patricia Rowley, Gas Technology Institute
11:30am – 12:00pm	<b>CHP Policy Update</b> Dale Louda, CHP Association