



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

Registration Launching in
Mid-October!

Need more info?

Contact: Stephanie Moran
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energysolutionscenter.org
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?

\$250 for ESC Members

\$395 for Non-Members

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

Winning Strategies to Increase Customer Use of CHP

February 28, 2019 – March 1, 2019

Draft Agenda

Thursday, February 28th

9:00am – 9:30am	Benefits of CHP and Best Locations Eric Burgis, Energy Solutions Center
9:30am – 10:00am	U.S. DOE Technical Assistance Partnership CHP Programs Tarla Toomer, United States Department of Energy (Invited)
10:00am – 10:30am	Morning Break & Exhibits
10:30am – 11:00am	Selling CHP Options to Commercial and Industrial Facilities Aaron Tasin, 2G
11:00am – 11:30am	<i>Overcoming Market Barriers to CHP</i> Martin Lensink, CEM Engineering
11:30am – 12:00pm	The Importance of Local Service Presence in any CHP Market Benjamin Locke, Tecogen
12:00pm – 1:00pm	Lunch
1:00pm – 1:40PM	Successful Strategies for Deploying Combustion Turbines Siemens (Invited) Dang Le, Solar Turbines
1:40pm – 2:40pm	Best Customer Opportunities for Small Scale Engine-Driven CHP Yoshi Sekihisa, Aisin Tommy Olson, Lochinvar Donald Williams, M-Trigen Gary LaRose, Yanmar
2:40pm – 3:10pm	How to Overcome Interconnection Challenges Al Clark, Northeast Energy Systems - Western Energy Systems
3:10pm – 3:40pm	Afternoon Break & Exhibits
3:40pm – 4:20pm	Most Promising Business Sectors for Micro Turbines Jeff Beiter, E-Finity Distributed Generation, LLC Willy Ahout, Micro Turbine Technology (MTT)
4:20pm – 4:50pm	Using the Waste Heat from CHP to Increase Efficiency and Productivity Bin Li, Broad USA
5:00pm – 7:00pm	Networking Reception TBD
Friday, March 1st	
7:30am – 8:15am	Breakfast
8:15am – 8:45am	CHP Policy Update Dale Louda, CHP Association
8:45am – 10:00am	Emerging Technologies Fuel Cell (Watt Fuel Cells and Solid Power, Invited) Thermal Acoustic (Nirvana, Invited) New Engine Design: Jim Warren, Enginuity Stirling Engine (Sun Power, Invited) Modified Rankine Steam Cycle: Michael Brookman, Brash Power
10:00am – 10:15am	Break
10:15am – 10:50am	European mCHP Trends Steven Ashurst, Delta Energy & Environment (Invited)
10:50am – 11:20am	Small Scale CHP Success Stories Chris Cavanagh, National Grid
11:20am – 12:00pm	Reliability & Resiliency Tim Kingston & Patricia Rowley, Gas Technology Institute