



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
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Need more info?
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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?

\$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 (3rd Level)

8:00am-9:00am	Breakfast & View Exhibits – Sunset Island Foyer (3rd Level)
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 (DOE) Isaac Panzarella, U.S. DOE Southeast CHP Technical Assistance Partnership
10:00am – 10:30am	Morning Break & View Exhibits – Sunset Island Foyer (3 rd Level)
10:30am – 11:00am	Selling CHP Options to Commercial and Industrial Facilities Aaron Tasin, 2G
11:00am – 11:30am	Overcoming Market Barriers to CHP 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– Bayview Ballroom (2 nd Level) & View Exhibits – Sunset Island Foyer (3 rd Level)
1:00pm – 1:30PM	Successful Strategies for Deploying Combustion Turbines Dang Le, Solar Turbines
1:30pm – 2:40pm	Best Customer Opportunities for Small Scale Engine-Driven CHP Yoshi Sekihisa, Aisin Tommy Olsen, Lochinvar Gary LaRose, Yanmar Donald Williams, M-Trigen
2:40pm – 3:10pm	How to Overcome Interconnection Challenges Michael Norelli, Northeast Energy Systems - Western Energy Systems
3:10pm – 3:40pm	Afternoon Break & View Exhibits – Sunset Island Foyer (3 rd Level)
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
5:30pm – 6:45pm	Networking Reception

Friday, March 1st | Salons E-F (3rd Level)

7:30am – 8:15am	Breakfast – Sunset Island Foyer (3 rd Level)
8:15am – 8:45am	CHP Policy Update Dale Louda, CHP Association
8:45am – 10:00am	Emerging Technologies New Engine Design: Jim Warren, Enginuity Modified Rankine Steam Cycle: Michael Brookman, Brash Power Fuel Cells – Alberto Ravagni, SOLIDpower Stirling Engine – Hans Leliveld, Microcogen Engine Corporation
10:00am – 10:15am	Break – Sunset Island Foyer (3 rd Level)
10:15am – 10:50am	European CHP Trends Steven Ashurst, Delta Energy & Environment
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