

**DRAFT 2/26/18**

## Monday, February 26, 2018

2 : 30 p m - 6 : 45 p m		
2 : 30 p m		Bus Departs Hotel for <b>Electrolux <i>At Home &amp; Work</i> Tour</b> 10200 David Taylor Drive, Charlotte NC 28262
3 : 00 p m - 5 : 00 p m		Get an inside look into Electrolux's North American headquarters in Charlotte, NC. The tour will showcase Electrolux's three main business pillars, Home (kitchen and laundry), Small Appliances (vacuums and home care), and Professional (foodservice and laundry). The tour will also include a stop inside the Professional Test Kitchen where Corporate Executive Chef Corey Siegel will delight you with cooking demos and answer your culinary questions. <a href="https://professional.electroluxusa.com/">https://professional.electroluxusa.com/</a> <a href="https://www.electroluxappliances.com/">https://www.electroluxappliances.com/</a>
5 : 00 p m - 6 : 00 p m		Networking Reception in the Electrolux Showroom
6 : 15 p m		<i>Bus Departs</i>
6 : 45 p m		<i>Bus Arrives at Hotel</i>

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## Tuesday, February 27, 2018

7:30 a m - 6:30 p m		Registration Opens - Uptown Foyer		
		Salon A/B	Salon C	Salon D
8:00 a m - 10:30 a m			ESC Board Meeting	WORKSHOP The Role of Market Research in Utility Marketing and Customer Retention Programs Gary Rehm, Consultant Richard Groom, Sparks Research
10:30 a m - 11:15 a m				
11:15 a m - 12:00 p m		Canadian ZNE Policies Marc Francoeur, Energir Joe Liberty, Union Gas Aqeel Zaidi, Enbridge ZNE Workgroup	Industrial and Major Accounts Consortium*	National Accounts Consortium*
12:00 p m - 1:10 p m		Lunch on Own		
1:20 p m - 1:45 p m		Welcoming Session: Jim Hearing, ESC Board Chair, Spire Energy Welcoming Remarks: Frank Yoho, EVP & President for Natural Gas, Duke Energy Salons A/B/C		
		Salon A	Salon B/C	Salon D
2:00 p m - 2:40 p m		Marketing Success Stories Brendan Nolan Piedmont Natural Gas	Current and Near Term LD and MD Products Barry Carr, Westport Fuel Systems, Inc.	Quick Connections Utility-Equipment Manufacturer Meetings
2:40 p m - 3:20 p m		Balancing Regulated and Nonregulated Service Opportunities Butch Wolfe, PSNC Energy	Advances in Natural Gas Vehicle Technologies Shawn Adelsberger, Agility Fuel Systems	
3:20 p m - 3:35 p m		Break/ Refreshments		
		Salon A	Salon B/C	Salon D
3:35 p m - 4:15 p m	Innovative Resources for your Local Economic Development Partners John Engelmann, KCPL Tammy Whaley, Duke Energy	CNG Mobile Compressor Refueling Solution Rita Hansen, Onboard Dynamics	ESC Orientation for First-Time Utility Attendees	
				ESC Orientation for First-Time Equipment Manufacturer Attendees (start time 4 PM)
4:15 p m - 4:55 p m	Implications of new ICF Study on Electrification Rick Murphy, AGA	Transforming Growth: The Role of Analytics in a Natural Gas Utility Ken Garcia, Amy Garten & David Koscho, Washington Gas	GFEN Consortium	
4:55 p m - 5:30 p m	Residential Kickoff	Commercial/Industrial Kickoff	Equipment Manufacturers Council Meeting Open to All	
5:30 p m - 6:00 p m		Break		
6:00 p m - 7:15 p m		Evening Reception - Piedmont Nat Gas, Host Utility Complimentary drinks and appetizers Q-City Lounge, Embassy Suites Hotel		

\*Denotes open to consortia members only

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## Wednesday, February 28, 2018

7:15am - 4:00 pm	Exhibit Tables Open	Registration & Exhibit Tables - Uptown/Plaza Foyers	
7:15am - 9:00am		Continental Breakfast - Uptown/Plaza Foyers	
		Salon D	Salon C
7:45 am - 8:55 am		Construction Heaters and Infra-red Space Heaters Bob Genisol, Space-Ray Infrared Heaters	Commercial Building Consortium*
8:55 am - 10:00 am		Homebuilder Perspectives on Natural Gas Panel Discussion Mike Conley, Eastwood Homes Gary Embler, Niblock Homes Cisco Garcia, Pulte Homes	Industrial Plant Roundtable Get to know your Customer: How Plant Managers Source Information Bob Vavra, CFE Media
10:00am - 10:50am		Break - View Exhibit Tables - Uptown/Plaza Foyers	
10:50am - 11:30pm		Emerging Tankless Accessory Options Brian Fenske, Navien	Multifamily Consortium*
11:30am - 12:05pm		Natural Gas High Efficiency Commercial Water Heaters Tim Gaughan, Rheem	
12:10 pm - 1:15 pm		Networking Lunch - Partnership Awards Presentation Salon A/B	
1:30 pm - 2:05 pm		Commercial Tankless, On-Demand Water Heaters Kevin Phenev, Intellihot	Properly Reflecting Combustion Efficiency in Industrial Burners Steven Mickey, WS Thermal Processing
2:05 pm - 2:40 pm		Shedding Light: Consumer Usage & Awareness Through Outdoor Illumination Patrick Jardini, American Gas Lamp Works	Boiler Plant Optimization Matthew Melson, C&C Boiler
2:40 pm - 3:15 pm		Residential and Commercial Boiler-Power Generator Dan Nadav, EnviroPower	Industrial Customer Success Stories from Fellow Utility Reps Green Faircloth, Atmos Energy Mike Kasopsky, PSNC Energy
3:15 pm - 3:30 pm		Ice Cream Break/Final look at Exhibits Uptown/Plaza Foyers	
3:30 pm - 4:05 pm	Exhibits Close	Commercial Cooking Equipment Meghan Hurst, Vulcan	Current Economic and Other Drivers for CHP Anne Hampson, ICF, Inc.
4:05 pm - 4:45 pm		Humidity Control for C&I Applications Robert Alexy, Carolina Cooling	CHP Consortium*
5:45 pm - 7:00 pm		Off-Site Evening Reception at Blackfinn Ameripub 210 E Trade St, Charlotte, NC 28202 Complimentary drinks and appetizers	

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## Thursday, March 01, 2018

7 : 3 0 a m - 9 : 1 5 a m		Breakfast - Uptown Foyer	
		Salon D	Salon C
8 : 0 0 a m - 8 : 4 5 a m		Residential/Small Commercial Presentation Reviews Discussion Roundtable (Utilities only)	Industrial/Large Commercial Presentation Reviews Discussion Roundtable (Utilities only)
8 : 5 0 a m - 9 : 5 0 a m		Residential Consortium*	Renewable Workgroup

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