









# JUNE WEBATHON AGENDA

## Day 1: Tuesday, June 9, 2020

11:00 AM EDT	 <b><i>Shedding Light: The History, Functionality, and Applications of Gas Lighting</i></b> <b>Patrick Jardini, American Gas Lamp Works</b> <p>This presentation will address the history, functionality and current uses of gas lighting, as well as installation methods and personnel requirements. The goal is to provide working knowledge and resources for when a project arises that would benefit from the historic and romantic nature of gas lights.</p>
11:30 AM EDT	 <b><i>Electrification Through Virtual Power Grids</i></b> <b>Jai Zachary, ElectroMotion Energy</b> <p>Learn how to leverage and participate in the electrification market using Synergistic Energy Heat Pump (SEHP) technology which virtualizes electrical generation and distribution using the natural gas distribution network at a 3-to-1 energy and cost advantage.</p>
12:00 PM EDT	 <b><i>Use of Hydrogen in Engines for CHP</i></b> <b>Aaron Tasin, 2G Energy</b> <p>New engine technologies for generating heat and electricity from hydrogen are accelerating the adoption of hydrogen-fueled CHP, and 2G is leading the way with the world's first 100% hydrogen fueled reciprocating engine CHP system. With 2G Energy's hydrogen-ready solutions, you can install natural gas today and convert to the future.</p>
12:30 PM EDT	 <b><i>Microturbines Applications Utilizing Direct Exhaust Heat</i></b> <b>Jim Crouse &amp; Jeff Beiter, Capstone Turbine</b> <p>Capstone Turbine and E-Finity Distributed Generation will present microturbine applications utilizing direct exhaust heat and present case studies of this application.</p>
1:00 PM EDT	 <b><i>Gas Conversion Uncovered</i></b> <b>Jerry Graham, Eversource &amp; Kim Johnson, Apogee Interactive</b> <p>Attendees will learn how the gas business unit of one utility created a microsite to bring gas conversion to the forefront of their main website and in turn, drove more customers to investigate their gas conversion.</p>
1:30 PM EDT	 <b><i>COVID-19 Impacts to the Natural Gas Market</i></b> <b>Richard Meyer, American Gas Association</b> <p>This presentation will explore the impacts of the COVID-19 pandemic on the US and global natural gas markets.</p>
2:00 PM EDT	 <b><i>Rinnai's New Hydronic Air Handler</i></b> <b>Tim Greer &amp; Kevin Morgan, Rinnai</b> <p>Rinnai's Solution to electric and conventional furnace replacements. This system utilizes one gas line and one exhaust to provide both whole home heating and domestic hot water.</p>
2:30 PM EDT	 <b><i>Where Are MY Opportunities for Growth: Using GIS + Marketing Analytics to Build a Roadmap to Success</i></b> <b>David Waldron, White Whale Solutions</b> <p>Leveraging data analytics, along with state-of-the-art GIS tools, White Whale Solutions has built a two-step process that will identify your best opportunities by defining "target clusters". Our unique algorithm reviews every available prospect (residential and/or commercial) within any defined geography and calculates a custom ranking based on the client defined parameters. The result is a ranking of geographic opportunities for future growth prospects.</p>

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## Day 2: Wednesday, June 10, 2020

11:00 AM EDT	 <b><i>What's New &amp; Best Practices for Gas Fired Absorption Cooling-Heating</i></b> <b>Bin Li, BROAD USA</b> <p>This presentation introduces the 'new normal' of gas driven absorption cooling and heating technologies and products. Highlights of its implementation, operation and benefits in diversified markets will be presented.</p>
11:30 AM EDT	 <b><i>Tecofrost Gas Engine Refrigeration Systems</i></b> <b>Stephen Lafaille, Tecogen</b> <p>Tecogen's Tecofrost™ product is a natural gas engine driven industrial screw compressor package geared towards industrial refrigeration markets such as food &amp; beverage processing, cold storage, and ice production. Often an untapped market for natural gas, with electric motor driven compressors being the status-quo, Tecofrost can offer customers a natural gas option to provide energy diversity, operating cost savings, and increased resiliency. The presentation will cover product details, ideal applications, and economics.</p>
12:00 PM EDT	 <b><i>Unlock Hidden Value by Solving Various Gas Supply Challenges Using LNG</i></b> <b>Craig Moore, Kinetrex Energy</b> <p>Learn how LNG is the safe, reliable and simple energy source to help meet many of your customer's needs.</p>
12:30 PM EDT	 <b><i>An Economic Solution for RNG Production from Smaller Farms</i></b> <b>Rex Parappilly, Xebec</b> <p>In general, RNG projects have struggled to achieve economic hurdles at lower biogas flow rates and this has hindered widespread RNG development at smaller farms. Xebec has now introduced a reliable solution for farmers who want to produce RNG without breaking the bank.</p>
1:00 PM EDT	 <b><i>Custom Housing Programs: Working with Utilities Partner Programs and HVAC Contractors</i></b> <b>Leo Probo, Grand HVAC Leasing</b> <p>This presentation will explore how to successfully partner with HVAC contractors.</p>
1:30 PM EDT	 <b><i>Enhancing Customer Engagement Through Value-Added Programs and Services</i></b> <b>Andrew DeCastro, HomeServe USA &amp; Cathy Fey, Black Hills Energy</b> <p>Multi-channel customer engagement is becoming increasingly important in our service-driven economy, and more and more utilities are finding that value-added programs and services help build deeper customer relationships. Black Hills Energy offers residential customers several programs and services beyond the core commodity, including a suite of repair plans from HomeServe for lines and systems in the home, to protect customers from unexpected repair expenses and ensure peak efficiency and safety. Learn more about best practices for increasing customer engagement and satisfaction through complementary program and service offerings.</p>
2:00 PM EDT	 <b><i>Optimizing Energy Savings in Commercial &amp; Industrial Buildings with IR Heating and Air Curtains</i></b> <b>Pamela Davis, Schwank</b> <p>In this webinar we will discuss industry leading Infrared Heating and Air Curtain technologies and how it can save business owners significant energy costs, and simultaneously improve comfort levels for customers and employees.</p>
2:30 PM EDT	 <b><i>Saving Energy for Future Generations by Using SRP High Efficiency Infrared Heaters</i></b> <b>Timothy Seel, Superior Radiant</b> <p>This presentation will be a review of AHRI 1330 Standard &amp; Methodology and will review the utilization of the standard to differentiate high efficiency infrared heaters in order to save energy.</p>

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## Day 3: Thursday, June 11, 2020

11:00 AM EDT	 <b>ASHRAE Response for Building Operations Amid the COVID-19 Pandemic: A Work in Progress</b> <b>Ted Williams, American Gas Association</b> <p>In response to the COVID-19 pandemic, the American Society of Heating, Refrigerating, and Air-Conditioning Engineers (ASHRAE) formed an Epidemic Task Force (ETF) to develop guidance for operation of the range of building types to help reduce exposure to the virus for building occupants. The presentation summarizes the development of standards requirements, debates and outstanding technical issues presented by potentially overreaching guidance and requirements.</p>
11:30 AM EDT	 <b>The Effect of COVID-19 on the Commercial Foodservice</b> <b>Frank Johnson, Gas Technology Institute</b> <p>This webinar will review the current issues in commercial foodservice and the effect COVID-19 is having on the present and the future of foodservice.</p>
12:00 PM EDT	 <b>Shifting the Gas Piping Paradigm</b> <b>Bob Torbin, OmegaFlex</b> <p>The piping system downstream of the gas meter has more to do with load growth than the distribution system in the street. Newer piping technologies, alternative system designs, higher operating pressure and marketing to both new and existing customers promises to grow the gas load, stabilize the market, and address consumer demand.</p>
12:30 PM EDT	 <b>Drain Water Heat Recovery: Applications and Case Studies</b> <b>Rod Buchalter, RenewAbility</b> <p>A brief review of drain water heat recovery (DWHR) with installation approaches will be presented. Residential, commercial and industrial case studies will be reviewed to cover the best applications of this energy efficient measure.</p>
1:00 PM EDT	 <b>Getting and Keeping Your Culture Unstuck During Covid-19</b> <b>Marc Braun, Cambridge Air Solutions</b> <p>Like many of you, Cambridge Air Solutions (formerly Cambridge Engineering) is working hard to keep our employees safe and our client needs fulfilled through the COVID 19 Challenge. We believe our Lean efforts to get every employee engaged every single day in continuous improvement is one of our greatest strengths and we'd still love to share in the journey with you. Please join our President, Marc Braun, as he shares some of the Growing Pains of COVID 19 and how getting Stuck and admitting it is worthy of celebration.</p>
1:30 PM EDT	 <b>Business Growth and Development</b> <b>Hugh Donnell, Cummins</b> <p>This presentation will discuss why you should move goods with Cummins clean natural gas engines, utilizing CNG, LNG, and RNG.</p>
2:00 PM EDT	 <b>Defining the Customer Experience: How Customer-Focused Initiatives are Transforming Operations</b> <b>Erin Deller, Assemble (AndCulture's Sister Company)</b> <p>As leaders of change, organizational strategy development should center around two guiding principles: 1) How can we create a supportive and productive work environment for our team, and 2) how can we exceed customer expectations?</p>
2:30 PM EDT	 <b>Counting in Quads: Building Codes and Appliance Standards Programs Deliver Huge Gas Savings</b> <b>George Chapman, Energy Solutions</b> <p>Energy codes and appliance standards represent significant cost-effective savings opportunities at both the state and national level and have the potential to significantly reduce energy use and CO2 emissions. This discussion will cover the ways that utility codes and standards programs deliver significant energy saving opportunities at the state and national level, and the scope of gas savings opportunities available for programs interesting in exploring these approaches.</p>
3:00 PM EDT	 <b>Natural Gas Energy Efficiency Programs Overview</b> <b>Sapna Gheewala, American Gas Association</b> <p>Learn about natural gas utility energy efficiency program expenditures, goals, and initiatives supported by AGA's annual survey of natural gas ratepayer-funded energy efficiency programs.</p>