

# **Energy Solutions Center**

Bringing Gas Solutions to...







#### WWW.ENERGYSOLUTIONSCENTER.ORG

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# **Energy Solutions Center**



The Energy Solutions Center (ESC) is a non-profit technology commercialization and market development organization comprised of energy utilities and equipment manufacturers and vendors. Our mission is to accelerate the deployment of new gas and hybrid solutions that enhance customer productivity, profitability, reliability and comfort.

and its members support equipment ESC manufacturers and vendors of gas-fired and thermally activated equipment with a variety of technical, financial, and marketing assistance. **ESC** funds and manages technology demonstrations at customer facilities. The ESC equipment catalogues, application manuals, case studies, training guides, decision analysis software, and other products designed to overcome the barriers of deploying of new gas and hybrid energy solutions.

The Center's Technology & Market Assessment Forum is a highly sought-after opportunity for manufacturers and vendors of new gas and hybrid equipment to address the nation's utilities about their products and to propose innovative marketing partnerships.

ESC publishes magazines for four distinct energy audiences. Gas Technology is read by

more than 30,000 industrial energy engineers and plant managers and serves as the primary industrial marketing piece for gas utility account reps. Energy Solutions for Commercial Buildings highlights institutional, governmental, and commercial application of new gas equipment. Combined Heat and Power focuses on successful case studies on the diversity of customers deploying CHP to reduce costs and improve efficiency. Homebuilders, architects and homeowners receive Natural Living magazine which provides new ideas and designs to improve homes and backyards with energy efficient natural gas appliances. Equipment manufacturers can take advantage of these customer publications by supplying case studies or purchasing advertising.

Equipment manufacturers and vendors who want to establish long-term relationships with the nation's gas utilities can join the Center as an "Affiliate" member which allows any company employee to attend our 3 Technology and Market Assessment Forums and grants access to free display tables in the equipment manufacturer exhibit area. ESC Affiliate members are also called upon to participate in ESC webinars to promote their products to enduse customers.

### **Our Goals**

- Equip utility marketing and customer support staff with the tools and resources to be more successful in delivering energy efficient gas solutions to customers
- Identify and promote new gas solutions that increase competitiveness, productivity, and reliability of our members's customers
- Develop more effective relationships and partnerships between utilities, equipment manufactureres, architects and engineers, & customers



### Meet the Team



#### Sonia Vahedian Executive Director

Sonia took over as the Executive Director of the Energy Solutions Center (ESC) in 2023. She oversees the administration and management of the Energy Solutions Center, working closely with the Board of Directors and its Executive Committee to ensure that the mission and goals of the Center are successfully executed.

#### Eric Burgis Director

Eric serves as the Director of Commercial and Residential Markets. Eric is responsible for the Commercial Buildings and CHP Consortia, the Zero Net Energy and Low Carbon Workgroups, as well as, ESC's Account Rep Training Program. Eric oversees production of ESC's Combined Heat & Power and Commercial Buildings magazines.

# **Greg Tomsick Consultant**

Greg Tomsick serves as the Relationship Manager for the GFEN/NA Consortium. Greg has been actively engaged with commercial energy supply and energy efficiency programs for over 20 years.

#### Barbara Stinson Manager

Barb servs as ESC's Manager of Residential Markets, and is responsible for the Residential, Multifamily, International Builders Show, and the GFEN/National Accounts Consortia. She also oversees production of Natural Living magazine.

#### Briana Jeter Manager

Briana serves as the Manager of Events & Communications and is responsible for the planning and execution of our Technology and Market Assessment Forums. Briana is also responsible for the management of ESC's internal marketing and communications.

### **Corporate Members**

**Apex Utilities** ATCO Gas Atmos Energy Avista Utilities Baltimore Gas and Electric Black Hills Energy Cascade Natural Gas CenterPoint Energy Central Hudson Gas & Electric Chesapeake Utilities Citizens Energy Group Columbia Gas of KY, MD, OH, PA, VA Corning Natural Gas Corporation Delmarva Power **Dominion Energy** DTE Energy Eastward Energy Enbridge Gas Distribution Énergir **Eversource Energy** Florida City Gas Florida Municipal Natural Gas Association Florida Public Utilities Company FortisBC **Greenville Utilities** Hawai'i Gas Hearthstone Utilities Intermountain Natural Gas Liberty Utilities Montana-Dakota Utilities Municipal Gas Authority of Georgia National Fuel Gas Distribution National Grid New Jersey Natural Gas NIPSCO NW Natural **NYSEG ONE Gas PECO Energy** Peoples Natural Gas Philadelphia Gas Works Piedmont Natural Gas (Duke Energy) **Puget Sound Energy** SaskEnergy **SEMCO Energy** SoCalGas South Jersey Gas Southeast Gas Southern Company Gas Southwest Gas Summit Utilities **TECO Peoples Gas System UGĪ** Utilities Vermont Gas Service (VGS) Washington Gas Xcel Energy York County Natural Gas Authority

### **Affiliate Members**

2G Energy 3Degrees Inc. AIG Aisin World Corp of America American Gas Association American Gas Lamp Works AO Smith/State Industries Array Industries, Inc. **Axiom Energy Group Bekaert Combustion** Blue Mountain Energy **Bradford White** Broad USA Cambridge Air Solutions Canter Power Systems Capstone Green Energy Clayton Boilers ClearSign Technologies Dalkia Aegis **Dettson Industries** e2 Companies **Energy Solutions Enginuity Power Systems** Enviro Power **Equipment Controls Corp Evolve Technologies** Gas Technology Institute HomeServe USA Homy Building Solutions Inc. Market Vue Partners Modern Electron Modine Manufacturing Co. Natural Gas Technology Centre (NGTC) Natural Resource Canada Navien America New Jersey Resources Home Services Northwest Energy Efficiency Alliance OmegaFlex Penn Power / Northeast Energy Systems / Western **Energy Systems** Relms, Inc. Rheem Rinnai Robur Corporation Schwank USA, Inc. Shannon Global Energy Solutions Solar Turbines Stone Mountain Technologies, Inc. Superior Radiant Products Ltd. Tecogen Tedom ThermoLift Inc.

White Whale Solutions

Williams Furnaces

**WS Thermal Processing** 

Yanmar

## **Technology & Market Assessment Forums**







The TMAF alone, with its networking opportunities, is worth way more than the price of our membership.

- Marc Grandbois Schwank

Technology & Market Assessment Forums (TMAF) are the most highly prized deliverable of the Center, serving as the primary training and education event for gas utility marketing, sales and customer support representatives from throughout North America. Some highlights of the TMAFs include:

- A unique two and a half day event that happens three times per year
- A new location throughout North America for each conference
- Attendance ranges from 250-350 gas marketing and sales professionals at each event
- Professional networking opportunities with colleagues from 60 equipment manufacturers and consultants, and 50 gas utilities
- A robust focus on: new gas solutions, strategic marketing and sales, conservation and efficiency, and rotating specialty tracks
- Sponsorship, speaking, and exhibit opportunities for all affiliate members

# Join Us For Our Upcoming TMAFs!



April 9-11, 2024 Pittsburgh, PA



September 17-19, 2024 Calgary, Alberta, Canada

## **Building Partnerships**



ESC promotes the deployment of energy efficient natural gas solutions by developing innovative partnerships between energy utilities, equipment vendors, consultants and/or manufacturers, and energy customers. ESC's affiliate members save invaluable time and resources, connecting directly to marketing, sales and business development representatives in the leading utilities around North America.

Together, our utility and affiliate members direct and manage mutually beneficial programs and initiatives that focus on improving the competitiveness, productivity, reliability, efficiency, and comfort of residential, commercial, and industrial energy users.

### **Affiliate Member Benefits**

- Members' registration rate at all three Technology and Market Assessment Forums for your entire staff, where you will interact with the Sales and Marketing Managers of dozens of energy utility companies and public gas systems;
- Multiple sponsorship and advertising opportunities;
- Automatic inclusion in the Equipment Manufacturers Council, which ensures that ESC programs provide maximum benefit to equipment vendors, equipment manufacturers and consultants.
- Eligibility to join and participate in market-focused "consortia" which produce the bulk of the Center's tools, resources, and products. Each Consortium focuses on a specific market niche;
- Inexpensive ways to help you produce marketing materials;
- Access to the Center's electronic tools and websites;
- Opportunity to have your successful case study or installation published in Gas Technology, Natural Living, Energy Solutions for Commercial Buildings, or Combined Heat and Power customer magazines;
- Access to the Center's technical and marketing expertise, resources and electronic tools;
- Opportunities to participate in ESC workshops, seminars, and webinars which help you promote your products directly to end use customers.



Yes! I want to be an ESC Affiliate Member for a rate of \$1,750 per year.
I am enclosing a check to activate my membership immediately.
Please invoice me (membership begins when payment is received).
I will pay by credit card (provide information below).
Name:
Company:
Address:
City, State, Zip:
Phone:
Email:
If paying by credit card, please fill out the information below.
American Express Master Card Visa Discover
Name on Card:
Card Number:
SecurityCode: Exp. Date:
Billing Address:
City, State, Zip: