

Energy Solutions Center

Bringing Gas Solutions to...



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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.

ESC and its members support equipment 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 creates 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

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

Where We Are

ESC Member companies serve some 53,000,000 natural gas customers in the U.S. and Canada.



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 Industrial Markets. Eric is responsible for the Carbon Reduction Strategies, Commercial Buildings, CHP, GHP and Industrial & Major Accounts consortia as well as, ESC's Account Rep Training Program. Eric oversees production of ESC's Gas technology magazine.

Barbara Stinson Manager

Barb serves as ESC's Manager of Residential of Commercial Markets, and is responsible for the Residential, Multifamily, International Builders Show, and the Blue Flame Alliance Consortia. She also oversees production of Natural Living magazine.

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.

Corporate Members

Apex Utilities
ATCO Gas
Atmos Energy
Avista Utilities
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
Dominion Energy
DTE Energy
Eastward Energy
Enbridge Gas Distribution
Énergir
Florida City Gas
Florida Municipal Natural Gas Association
FortisBC
Greenville Utilities
Hope Utilities
Intermountain Natural Gas
Liberty Utilities
Montana-Dakota Utilities
Municipal Gas Authority of Georgia
National Fuel Gas Distribution
New Jersey Natural Gas
NIPSCO
NW Natural
ONE Gas
Peoples Natural Gas
Philadelphia Gas Works
Piedmont Natural Gas (Duke Energy)
Puget Sound Energy
SaskEnergy
SEMCO Energy
Spire
SoCalGas
South Jersey Gas
Southeast Gas
Southern Company Gas
Southwest Gas
Summit Utilities
TECO Peoples Gas System
UGI Utilities
Unitil
Vermont Gas Service (VGS)
Washington Gas
York County Natural Gas Authority

Affiliate Members

2G Energy
3Degrees Inc.
AIG
American Gas Association
AO Smith/State Industries
Apogee
Array Industries, Inc.
Axiom Energy Group
Bekaert Combustion
Blue Gas Marine
Blue Mountain Energy
Bradford White
Broad USA
Cambridge Air Solutions
Canter Power Systems
Capstone Green Energy
CarbonQuest
Clayton Boilers
ClearSign Technologies
Cooll
Dettson Industries
Dexen
Enginuity Power Systems
Enviro Power
Equipment Controls Corp
Frontier Energy
Gas Technology Institute
HomeServe USA
Homy Building Solutions Inc.
Market Vue Partners
MCR Performance
Modern Hydrogen
Modine Manufacturing Co.
Natural Gas Technology Centre (NGTC)
Natural Resource Canada
Navien America
Noritz
Northeast Energy - Western Energy Systems
Northwest Energy Efficiency Alliance
OmegaFlex
PERC
PSNergy
Relms, Inc.
Rheem
Rinnai
Robur Corporation
Romet
Schwank USA, Inc.
Shannon Global Energy Solutions
Solar Turbines
Stone Mountain Technologies, Inc.
Superior Radiant Products Ltd.
Tedom
ThermoLift Inc.
WATT Fuel Cells
White Whale Solutions
Williams Furnaces
W.W. Williams
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 2 times per year in-person and once virtually 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!



March 18-20, 2025
Orlando, FL



September 9-11, 2025
Las Vegas, NV

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.

 **ESC 2025 Membership Application**

Yes! I want to be an ESC Affiliate Member for a rate of \$2,500 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:

Security Code:

Exp. Date:

Billing Address:

City, State, Zip:
