

June 14, 2012 – Draft Agenda

Thursday, October 25, 2012		
8:00 am – 9:00 am	Residential Consortium*	Renewable Energy Workgroup
	Strategic Marketing Track	ESC Board of Directors Meeting
9:00 am – 9:30 am	TBD	
9:30 am – 10:10 am	TBD	
10:10 am – 10:50 am	<i>Selling Conservation in a Low Priced Gas Market</i> Cascade Natural Gas	
10:50 am – 11:05 am	<i>Break</i>	
10:25 am – 11:05 am	<i>Making the Best Out of Social Media -</i> Washington Gas	
11:05 am – 11:45 am	<i>Utility Insurance and Appliance Programs</i>	
11:45 am - 12:30 pm	LUNCH ON OWN	
12.45 pm – 1:20 pm	Welcoming Session and Keynote Address	
	Strategic Marketing Track	Consortia Meetings
1:30 pm – 2:10 pm	<i>Successful Marketing Strategies</i> Washington Gas	Oil Conversion Consortium*
2:10 pm – 2:50 pm	<i>Social Media and Marketing Innovations</i>	Propane Conversion Workgroup
2:50 pm – 3:30 pm	LEEDS Designation and Performance Renaissance Hotel	GFEN Consortium*
3:30 pm - 3:45 pm	Break	
3:45 pm – 4:25 pm	<i>Natural Gas versus Electric Dryers</i>	Industrial Consortia*
4:25 pm – 5:05 pm	Emerging Utility Business Model Workgroup Speaker - TBD	
5:05 pm – 5:45 pm	ESC Orientation for First Time Utility Attendees	
6:15 pm	Off-site reception	

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Friday, June 26, 2012		
7:15 am	Registration Exhibits – Continental Breakfast	
7:45 am - 8:45 am	Commercial Buildings Consortium*	National Accounts Consortium*
	Residential Track	Industrial Track
8:50 am – 9:30 am	<i>Gas Lighting Advances</i> Copper Sculptures	<i>Heat Recovery Options for Customers</i> Combustion and Energy
9:30 am – 10:10 am	<i>Tankless Water Heater Innovations</i> Rheem	<i>Energy Trends in the Paper Industry</i>
10:10 am - 10:30 am	Break	
10:35 am - 11:15 am	TBD	<i>Forklift Conversions</i>
11:15 am - 11:55 pm	TBD	<i>Financing CHP</i>
12:00 pm - 1:15 pm	Networking Roundtable Lunch & Partnership Awards Presentation	
	Multifamily Track	Gas Solutions Track
1:30 pm – 2:10 pm	<i>Multi-Family Insight - Why Electric Appliances are Being Installed</i> Earth Craft House Virginia	<i>Bi-Fuel Conversions</i> TPS Houston/Hythane
2:10 pm – 2:40 pm	<i>Smart Gas Meters</i> Sensus Metering	<i>Perspectives on Gas Solutions</i> Federal Agency
2:40 pm - 3:10 pm	<i>Multi-family success with Tankless Combi Systems</i> Citizens Gas	<i>Unitary Gas Engine Driven Heat Pumps</i> Panasonic
3:10 pm – 3:30 pm	Break	
3:35 pm - 4:10 pm	<i>Sub Metering Challenges & Solutions</i> Relms	<i>Custom -Built Absorption Heat Pumps</i> Energy Concepts
4:10 pm – 4:50 pm	Local Multi Family Developer	<i>Commercial Cooking Equipment</i> Lang - Middleby
4:50 pm – 5:30 pm	<i>Managing Efficient Commercial & Multi-family Boilers & Pumps</i> TealSystem	Equipment Manufacturers Council Meeting
6:15 pm – 7:15 pm	Reception – Sponsored by Washington Gas	

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Saturday, June 27, 2012		
7:45 am – 8:15 am	<i>Reaching Industrial Customers – Roundtable Discussion on Marketing Approaches and Equipment Strategies</i> <i>Utilities Only</i>	<i>Reaching Residential & Commercial Customers – Roundtable Discussion on Marketing Approaches and Equipment Strategies</i> <i>Utilities Only</i>
8:15 am – 9:30 am	DG Consortium	TBD
9:30 am – 10:00 am	Residential & Commercial EE	TBD
10:00 am – 10:30 am	TBD	TBD

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