

March 20-21, 2023
Hilton Post Oak, Houston, TX



www.energymarketingconferences.com

Attend the Largest and Longest Running
Competitive Energy Conference
in North America



EMC brings together 400+ energy companies, utilities, marketers, vendors, and suppliers in the competitive energy industry, packing the agenda with the best learning and networking opportunities.

EMC19
"Surviving and
Thriving During
Turbulent Times"

"EMC is the Gold Standard of our industry. Count me in!"

– David Visneau, Shell Energy Solutions

"EMC has the perfect blend of retail energy professionals..."

– Steven Tyberski, Citibank

"Just wanted to drop a line to say thanks and congrats on yet another hugely successful EMC. I found the event extremely valuable and enjoyed all the sessions." - Vincent Palmeri, COO, Source Power



Join us at the Hilton Post Oak in the Galleria!

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"EMC is the way we get a pulse on the industry trends, tech, reg. environment and lots more"

– Meagan Labossiere, JP Morgan Chase

"I thought EMC18 in NYC was great last week! It was good to see everyone in person again." - Matt White, EVP, IGS

"EMC provides the absolute best opportunity to reach out to industry pros..."

– Dave Swanson, Loyalty Solutions



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EMC19 Houston, March 20 - 21, 2023

We Exist to Help the Competitive Energy Industry Accelerate the Energy Transition into the Future

The Energy Marketing Conference (“EMC”) provides the competitive energy industry with informative and convenient events for learning and networking. EMC brings together hundreds of energy companies, utilities, marketers, suppliers, and vendors of all kinds that service the retail energy industry to network and learn more about the retail energy industry and help shape its future.

EMC is the largest and longest running conference of competitive energy executives in North America and it meets twice a year: Houston in the Spring, and New York City in the Fall. The Monthly EMC Newsletter has an audience of more than 11,000 industry executives.

*The Theme of EMC19:
“Surviving and Thriving During Turbulent Times”*



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EMC19 By the Numbers

1 Powerful
Keynote Speaker

1 Competitive
Energy Supplier of
the Year
Ceremony

1 Networking
Breakfast

1 Networking
Luncheon

2 Evening
Cocktail
Receptions

3 Networking
Breaks and a
VIP Lounge

4 Executive
Workshops

6 Interactive
Panels

8 Pre-
Conference
Sessions

40 Exhibitors

40 Sponsors

50 Engaging
Speakers

400+
Attendees

1 Incredibly Productive and Enjoyable Event!

Who Should Attend

C-Level Executives
and Directors of
Competitive
Energy Companies
& Brokers

Marketing and
Technology Firms

Consulting
Professionals

Financial &
Wholesale
Providers

Not For Profit
Companies

Anyone Looking
to Learn More
About
Accelerating the
Energy Transition



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Some of our Prestigious Speakers



EMC18
Keynote Speaker
Kevin Greiner
President, Gas South



Deb Merrill
President, EDF Retail,
North America



Deryl Brown
EXECUTIVE CHAIRMAN OF BOARD AT ATLANTIC
ENERGY



Paul Keene
CEO AT TOMORROW ENERGY



David Visneau
CHIEF COMMERCIAL OFFICER (CCO) AT SHELL
ENERGY SOLUTIONS



Frank McGovern
PRESIDENT AT CLEARVIEW ELECTRIC INC



Brittany Hirson
CEO AT SOUTH BAY ENERGY



Brandon Schwertner
CEO OF PRIORITY POWER



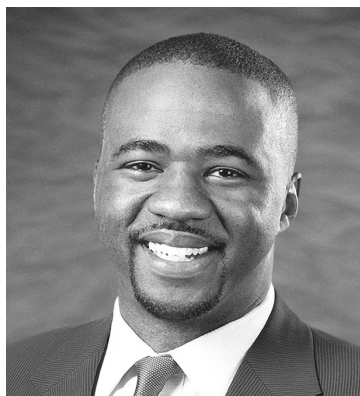
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Our Esteemed Past Keynote Speakers



Sam Henry
GDF Suez



James W. Lewis
Just Energy



David Hernandez
Liberty Power



Trey Griggs
Calpine



Michael Fallquist
Crius Energy



Mike Storch
EnerNOC



Mathias Lelievre
Engie



Jim Steffes
WGL



Rich Blaser
Infinite Energy



John Kiani
Energy Harbor / First Energy



Andy Cormie
Smartest Energy



Richard Spilky
Constellation/RESA



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Some of our Distinguished Past Keynotes and Speakers



Todd Coffin
Source Power



Joel Glassman
Discount Power



Jay Harpole
APG&E



Scott Hart
NRG



Chris Hendrix
Demand Control 2



Elizabeth Killenger
NRG



David Lee
Octopus Energy



Jeff Levine
Great American Gas &
Electric



James McGinniss
David Energy



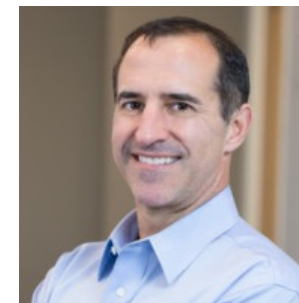
Lisa Perry
Walmart



Paul Ring
Energy Choice Matters



Dan Verbanac
Constellation



Scott White
IGS Energy



Patrick Woodson
Green Energy Exchange



6 Panels Topics

1. "Perspectives on Energy Suppliers by Large Commercial Real Estate Owners"
2. "Renewable Gentailers and the Greenification of Retail Energy"
3. "Two Year Anniversary of a Crisis: What Have We Learned From ERCOT 2021?"
4. "Consolidation in Retail Energy"
5. "Whose Customer Is it?" – The Broker and Supplier Panel
6. CEO Roundtable – "Striving and Thriving During Turbulent Times"





Panel Description

1. “Perspectives on Energy Suppliers by Large Commercial Real Estate Owners”

In this panel, large commercial real estate owners will be discussing their perspectives on energy suppliers, energy brokers, their perceived benefits and critique of procuring energy through retailers. This is an opportunity to understand the mindsets and listen to the opinions of actual end users of the energy we market.

2. “Renewable Gentailers and the Greenification of Retail Energy”

The push to reduce fossil fuel usage and increase renewables to get to net zero creates unique opportunities in the competitive energy market for innovation. This panel will discuss the evolution and revolution of renewable energy generators who are becoming retailers. We will also discuss the transition and ‘greenification’ and what this means for the competitive energy industry.

3. “Two Year Anniversary of a Crisis: What Have We Learned From ERCOT 2021?”

Winter Storm Uri wreaked havoc on Texas communities, claiming hundreds of lives and resulting in widespread and sustained blackouts in freezing temperatures. Suppliers and wholesalers lost hundreds of millions of dollars – with many fine firms forced to close. The retail energy industry will never be same after that disaster as we are all still reeling from its effects on pricing, volatility, PSA’s, the lack of grid reliability, the pressure for credit insurance and many other issues. This session will breakout into groups to review the lessons learned and progress that has been made in the past two years. Have we improved energy resilience and grid modernization? Then the panelist will come back together to discuss what their group decided. A white paper will follow this mini think-tank.

4. "Consolidation in Retail Energy"

Consolidation is the buzzword right now in the competitive energy market. In 2023 the M&A trend is expected to continue. With the current commodity price environment, record margins, and equity values, companies are looking to make deals without taking on too much debt. What can companies do to prepare to be purchased by the "Big Six"? What are the big acquirers looking for in a target? This panel will also explore the consolidation going on for the service providers in retail energy. Many of our own sponsors are products of spinoffs or mergers. Is this movement for more and more 'non-organic growth' healthy or does it threaten the future of energy choice? Will energy providers in the USA look more like the Europe model? This panel will explore these trends and discuss further what is going on in our industry.

5. "The Broker and Supplier Panel"

There is a constant battle on who owns the customer. Is it the broker, the supplier or the utility? Brokers and suppliers rarely see eye to eye on and need to sit down more often to listen to the other perspective. This panel will have both suppliers and brokers do just that. Among other important issues, in this panel we will debate who "owns" the customer relationship and why it should be one or the other.

6. CEO Roundtable – "Striving and Thriving During Turbulent Times"

Six top CEOs of energy retailers will discuss how they are surviving and thriving during turbulent times that includes rising energy costs, an industry that has \$16 billion in unpaid bills and moratoriums being lifted, the energy crisis that is hitting Europe, inflation as well as having to be innovative in the push to get to net zero. What are they doing to stay ahead of it all and how are they succeeding? Where do they see the future going? What should be the focus of all-sized retailers going forward?



“Pre-Conference Breakout Sessions”:

- Session #1 – Sponsored by Optimum
- Session #2 – Sponsored by Vertex One
- Session #3 – Sponsored by ArcTrade
- Session #4 – Sponsored by TBD
- Session #5 – Sponsored by CG Infinity
- Sessions 6 – Sponsored by Smart Measure
- Sessions 6 – Sponsored by Firefly Energy Solutions
- Sessions 6 – Sponsored by AIG





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