



Celebrating
— 10 YEARS —
ENERGY MARKETING
CONFERENCES

Engage | Educate | Empower
a Sustainable Future

Sponsor and Exhibit at the largest and longest-running Competitive Energy conference in North America

"Understanding the New Energy Customer of Tomorrow"

Looking to stay ahead in the ever-evolving energy industry? Don't miss out on the Energy Marketing Conference of the Year!

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.



EMC20
October 17-18, 2023
New York, NY



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EMC20 New York October 17-18, 2023

“EMC19 was a fantastic conference – our team loved the energy levels during the panels, which were both practical and interactive. We look forward to seeing everyone again in NYC for EMC20” (on October 18th 2023).
– Rob Potosky, Esquire, AEG

“EMC19 was awesome! Congrats on a job well done by the EMC team! We are looking forward to the next Energy Marketing Conference!”
– Tiffany Dugar Hatchett
Executive Director, JP Morgan Chase

“Thank you for everything. That was a fantastic event, and you and your team crushed it.” – Brad Luna, Managing Director, Spinakr Solutions



Join us at the Marriott Marquis in Time Square!

www.energymarketingconferences.com

“Thanks for putting on another great EMC!” - Paul Keene, CEO, of Tomorrow Energy

“Thanks again for everything, and congrats on running another successful EMC event in Houston.” – JP Campione, Head of Marketing, Rhythm Energy

“EMC is the Gold Standard of our industry. Count me in!”
– David Visneau, Shell Energy Solutions

"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, CEO SustainEnergy, LLC



EMC20 New York October 17-18, 2023

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

The Energy Marketing Conference is North America's largest and longest-running energy conference, trade show, and gathering of competitive energy executives. Every Spring, EMC takes place in Houston, and every Fall, EMC takes place in New York City. The two-day packed agenda features over 50 thought leaders who speak on over a dozen sessions and panels, creating an incredible learning opportunity. Hundreds of energy industry professionals at every energy conference network at meals have drinks at one of the two receptions and share stories at our trade show and exhibitor hall (which is packed with more than 40 exhibitor booths).

Simply put, EMC provides the best learning and Networking opportunities in the two biggest energy cities in the country, always at an affordable price.

*The Theme of EMC20:
"Understanding the New Energy Customer"*



Join us at the Marriott Marquis in Time Square!



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Who We Are:

***Energy Marketing
Conferences –***

***The absolute
largest competitive
energy event in
North America***





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Meet the EMC Team



Jack Doueck,
Founder & Chairman



Christina Corcoran,
Managing Director



Ashely Murphy
Director of Business Development



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Meet the Advisory Board



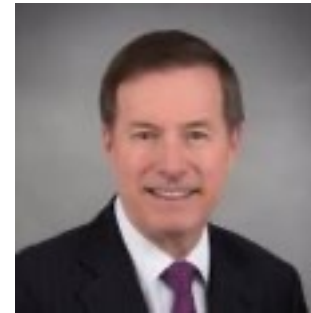
Stephen Fernands



Ananda Goswami



Sammy Janowitz



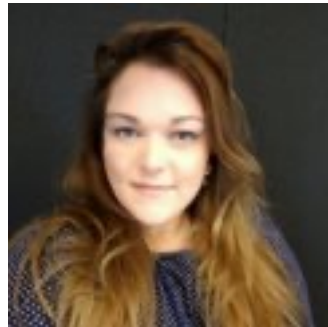
Bill Kinnery



Stephen King



Larry Leikin



Lindsey Margiotta



Richard Rudy



Alan Schwab



Richard Spilky



EMC20 By the Numbers

1 Powerful
Keynote Speaker
Fireside Chat

1 Leadership &
Integrity Award
Ceremony

1 Networking
Breakfast

1 Networking
Luncheon

2 Evening
Cocktail
Receptions

3 Networking
Breaks and a VIP
Lounge

6 Interactive
Panels

10 Pre-
Conference
Sessions

10 Fastball
Pitches

40 Exhibitors

50 Sponsors

50+ Engaging
Speakers

100s of
Energy Suppliers

400+
Attendees

1 Incredibly Productive and Enjoyable Event!



Who Attends

Executives and
Directors of
Competitive
Energy Companies
& Brokers

Marketing and
Technology Firms

Consulting and
Customer
Retention
Professionals

Financial &
Wholesale
Providers

Renewable
Energy and
Energy Efficiency
Companies

Anyone Looking
to Learn More
About
Accelerating the
Energy Transition



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Why Sponsor?

There are several reasons why a company might choose to sponsor an EMC conference:

Brand visibility: Sponsoring an EMC conference can increase brand visibility and help establish a company as a thought leader in the competitive energy space. By sponsoring an EMC conference, a company can prominently display its name and logo on conference materials, such as banners, brochures, and websites.

Networking opportunities: EMC conferences provide an excellent opportunity to network with other industry professionals and potential customers. Sponsoring an EMC conference can give a company access to exclusive networking events and opportunities to meet with potential customers and partners.

Lead generation: By sponsoring an EMC conference, a company can generate leads by collecting contact information from attendees interested in learning more about the company's products and services.

Education: EMC conferences offer a chance to learn about the latest trends and developments in the competitive energy market. By sponsoring an EMC conference, a company can gain valuable insights into the industry and use that knowledge to improve its own offerings.

Overall, sponsoring an EMC conference can be a valuable investment for a company looking to increase its visibility, network with other industry professionals, generate leads, and stay up-to-date on the latest trends in the market.



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Why Sponsor?

Being an EMC Conference Sponsor puts your marketing dollars to work from when you become one, throughout the EMC Conference, and after. Beyond the visibility and prestige of being a sponsor and exhibitor, you'll meet senior-level decision-makers and management-level professionals evaluating solutions or identifying consultant expertise.

All Sponsors receive:

- Pre-Conference recognition with your company logo featured on the Conference website.
- Exposure to advanced and post-conference promotional marketing to competitive energy professionals throughout the U.S. and Canada
- Special recognition of your company during the General Session throughout the day
- On-site signage to spotlight your sponsorship.
- Full-page ad in the EMC Conference Book
- Sponsor acknowledged in EMC Mobile App
- Acknowledgment by Conference Chairman in opening remarks

Attendees depend on EMC for:

- Networking with their peers
- Evaluating high-quality technology choices and consulting resources.
- Listening to the perspectives of other competitive energy professionals who have been there, done that.



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Showcase Your Products With Maximum Exposure

“Understanding the New Energy Customer”



Top Tier Sponsorships

Trade bag Sponsor – **(SOLD)**

Lanyard Sponsor – **(SOLD)**

Opening Reception Co-Sponsor – Available

6 Panel Sponsors – 2 Available

Closing Reception Co-Sponsor – Available

Pre-Conf Session Sponsors – 3 Available

Afternoon Break Sponsor – Available

Platinum Sponsor – Available

Breakfast Sponsor – Available

Mobile App Sponsor – Available

Conference Book Sponsor – **(SOLD)**

Leadership & Integrity Award Sponsor **(SOLD)**



EMC19 Available Sponsorships

- EMC Opening Night Networking Reception Co-Sponsor
- Platinum Sponsor
- Mobile App Sponsor
- Gold Sponsor
- Silver Sponsor
- 6 Panel Sponsors **(2 Available)**
- 10 Fastball Pitch Opportunities **(3 left)**
- Green Carbon Neutral Sponsor
- Conference Trade Bags **(SOLD)**
- Conference Book Sponsor **(SOLD)**
- 10 Pre-Conference Breakout Session Sponsors **(3 Available)**
- Networking Lounge Sponsor
- Afternoon Break Sponsor
- Lunch Sponsor

ALL EMC20 SPONSORS WILL RECEIVE THE FOLLOWING BENEFITS:

- 2 complimentary registrations for the conference (\$1,600 value)
- Prominent banners with the company logo displayed during Conference
- Full-page ad in Conference book
- Sponsor acknowledged in EMC Mobile App
- Slide of sponsor's logo displayed during the event on a large video screen in General Session throughout the day
- Acknowledgments in conference emails, updates and press releases
- Acknowledgment by Conference Chairman in opening remarks
- Access to detailed attendee list – 7 days in advance of the Conference and one day after.
- Permanent acknowledgment on EMC Website
- Opportunity for sponsor to add your marketing materials to the Conference trade bags
- Attendee name tags will have "SPONSOR" banner
- Early Bird discounts available until June 30, 2023





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Opening Networking Reception Co-Sponsor - \$10,000 -
Prominent company signage at the Reception

Platinum Sponsor - \$20,000

- 2 additional complimentary registrations for the conference
- Prominent signage at the conference
- Permanent acknowledgment as a Platinum Sponsor on the EMC website
- Full Page with Logo in the front of the Conference Book
- Top of Page acknowledgments in conference email updates and press releases
- Free 8-foot Exhibitor Booth in the EMC Exhibitor Hall
- Guaranteed speaking position on a panel of your choice

Mobile App Sponsor - \$15,000

Corporate branding is displayed continually.
And prominently on the Mobile App

EMC Leadership & Integrity Award Sponsor - (SOLD)

- Present the award to the winner after the luncheon and take pictures for the website.
- Participate in our national press releases announcing the nominees as well as the winner of the award (and you as the sponsor)
- Great social media plugs and advertising.

Lanyard Sponsor (SOLD)

Corporate logo on all badge lanyards

Conference Trade Bags - (SOLD)

Sponsor's logo printed on hundreds of conference bags given to every attendee.

VIP Networking Lounge Sponsor - \$10,000

Company signage in Networking Lounge

Breakfast Sponsor - \$15,000

Prominent company signage in Exhibitor Hall by the F&B



Luncheon Sponsor - \$20,000

Prominent company signage in Exhibitor Hall by the F&B

Closing Reception Co-Sponsor - \$10,000

Prominent company signage at the Reception

CEO Round Table Sponsor - (SOLD)

Prominent company signage at CEO Round Table, Speaker or Moderator of the most well-attended panel at the event.

Conference Book Sponsor - (SOLD)

Sponsor logo on the front cover of the (400) Conference Books distributed to every attendee of the event.

Music Sponsor - \$7,500

Sponsor the music for the conference that goes on the entire day of the event.



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Panel Sponsorships - \$10,000 – 2 Available

- Speaking position on the panel
- Prominent signage at the conference

Pre-Conference Breakout Session Sponsor - 3 Available \$6,500

- 30 Minute Sessions are on March 20th
- Scheduled before the Opening Night Reception
- Speaker/Moderator/Facilitator
- Choose your own topic
- Additional networking and learning opportunities
- Heavily marketed to all attendees with special email blasts and paid social media advertising featuring your topic, speaker, and company.
- Free of charge to all participants

Gold Sponsor - \$8,000

Prominent signage at the conference

Afternoon Break Sponsor - \$12,000

Prominent company signage in Exhibitor Hall by the F&B

Silver Sponsor - \$6,000

Prominent company signage at the conference



Keynote Sponsor – \$10,000

- Introduction of the Keynote speaker with a fireside chat interview with the prominent Competitive Energy Company CEO during the Keynote Session

Green Carbon Neutral Sponsor - \$5,000

- Become the official green sponsor of EMC as we offset our carbon footprint for the conference.
- Prominent signage at the conference
- Full-page ad in the conference book, logo on the website, and mobile app
- Acknowledgment in national press release

Exhibitor - \$4,500

8-foot booth for demos and semi-private meetings that includes a 6-foot table, two chairs, WiFi, Electricity and many of the benefits of sponsors including two free tickets (\$1600 value) as well as “EXHIBITOR” banner on name tags of attendees

Premium Double Booth - \$9,000

16-foot booth for demos and semi-private meetings that include (2) 6-foot tables, four chairs, WiFi, Electricity, and many of the benefits of sponsors, including two free tickets (\$1600 value) as well as “EXHIBITOR” banner on name tags of attendees



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Wi-Fi Sponsorships - \$7,500

- Be the official internet provider for the day
- WIFI login customized by you
- Prominent company signage

Keynote Sponsor – \$10,000

- Introduction of the Keynote speaker with a fireside chat and interview with the prominent Competitive Energy Company CEO during the Keynote Session

Charging Station Sponsor – \$12,000

- Official Branded Charging Station
- Drive traffic to your booth and provide a valuable service by providing a station to recharge phone batteries.
- Prominent signage at the conference

Water Station Sponsor –\$7,500

- Official Branded Water Station
- Prominent signage at the conference and at the water station

Morning Break Sponsor - \$7,500

- Prominent company signage in Exhibitor Hall by the F&B



AR Photo Booth Experience - \$10,000

- Photo Booth with Augmented Reality / Social Video and print photos
- Prominent signage at the conference

Social Media Wall Sponsor - \$12,000

- Interactive walls integrating social media with a digital display
- Prominent signage at the conference

Espresso Bar Sponsor - \$7,500

- Host an espresso bar at your booth
- Give out branded mugs or swag (additional cost)
- Prominent signage at the conference

Digital Brochure Sponsor - \$5,000

- Sponsor logo to be featured on the digital conference books that will be hosted on the Energy Marketing Conference website

Cling Sponsor - \$5,000

- Prominent company logo on the main area of the conference

Large Cling Sponsor - \$10,000

- Prominent company logo on the main entrance of the conference



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New to EMC20 !! The Supplier Broker Exchange

8 Left – Only \$5,000

- Exclusive presence at the conference with a high-top table– LIMITED TO 10 SUPPLIERS
- Supplier's logo featured on their table
- Up to 4 attendee registrations (a \$3,200 value)
- 25% off any additional tickets for colleagues
- Prominent signage at the event
- Acknowledgments in conference emails, updates, social media, and press releases
- Supplier logo displayed on the EMC Website
- Invitation to be a speaker on a panel (if available)
- “Sponsor” banner on each attendee name badge
- Sponsor acknowledged in EMC Mobile App
- Ability to write one article for the EMC monthly newsletter





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Back by popular demand!! EMC FASTBALL PITCHES

FASTBALL PITCH OPPORTUNITIES- 3 Left – Only \$1,500

- 10 companies will present their new services in four-minute pitches
- The audience will vote on the best Fastball Pitch
- The winner will be presented with an Award and interviewed for a future EMC marketing video





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Some of our Past Prestigious Speakers



EMC19
Keynote Speaker
David Black
CEO, Shell Energy Resources



Deb Merrill
President, bp Energy
Retail Company



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



Sayun Sukduang
CEO ENGIE



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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



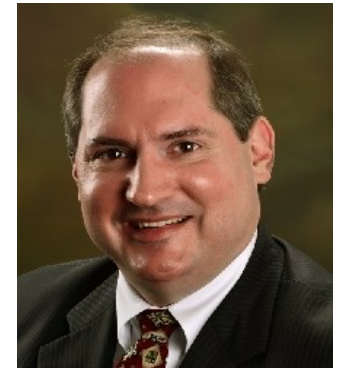
Rich Blaser
Infinite Energy



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



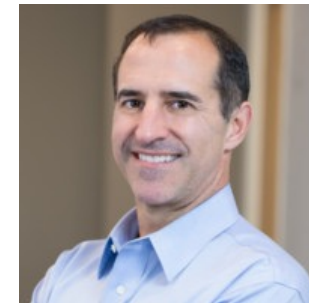
Lisa Perry
Walmart



Paul Ring
Energy Choice Matters



Dan Verbanac
Constellation



Scott White
IGS Energy



Patrick Woodson
Green Energy Exchange



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6 Panels

1. "Empowering Diversity in Retail Energy: Fostering Minority and Women-Owned Enterprises" – Sponsored by Customized Energy Solutions
2. "The Challenges of Sustainability Goals for Large Real Estate Firms and the Country's Largest Energy Customers" Sponsored by TBD
3. FASTBALL! – Vote for your favorite of our 10 Fastball Pitchers presenting for exactly four minutes each!
4. David and Goliath: How can the Small-Midsize Retailers Compete with the Behemoths? – Sponsored by VertexOne
5. "The Energy Transition: Community Solar, EVs, BMS, Carbon Offsets, and More!"
6. CEO Round Table: "Understanding the New Energy Customer of Tomorrow." – Sponsored by Capco





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Networking





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Networking





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“ What our Attendees are Saying ”

"#EMC has been the cornerstone of our Sales and Marketing efforts enabling us to reach a highly targeted gathering of influential Retail Energy Professionals (#REP). Definitely a "Go To" event for us! – Dan Sullivan, CEO, eIQ Digital

“Very nice conference today. You got great attendance and a really good variety of panelists. Many thanks...”
- Heather Farber, NRG Residential Solutions

"Thank you for everything. That was a fantastic event, and you and your team crushed it!" -
Brad Luna, COO, Spinakr Solutions

“We had an awesome experience at #EMC in Houston!”
– John Negus, Sr. Consultant, DNV

"What a great conference! As a startup exec in the clean energy space, it was a perfect opportunity to hear from and network with everyone we'd want to partner with. Thanks for making it happen! Looking forward to the next one." – Scott Rosenberg, Co-Founder, 257

"I was so thrilled to be back at EMC in Houston to support our partners and our energy clients. The event always brings great people together, but the pre-conference panels really energized everyone and the conference sessions packed the house. Hands down one of the best events of the year." - Mark Wilkinson, SVP Products and Utility Solutions, ibex Digital



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For More Information Contact:

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Christina@EnergyMarketingConferences.com.

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Amurphy@energymarketingconferences.com



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