



Celebrating
— 10 YEARS —
ENERGY MARKETING
CONFERENCES

Engage | Educate | Empower
a Sustainable Future

The largest and longest-running Competitive Energy
conference in North America

"Understanding the New Energy Customer of Tomorrow"

*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.*

www.energymarketingconferences.com



EMC20
October 17-18, 2023
New York, NY



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“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



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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"*



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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,
Co-Founder & Chariman



Christina Corcoran,
Managing Director



Ashely Murphy
Director of Business Development



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Meet the Advisory Board



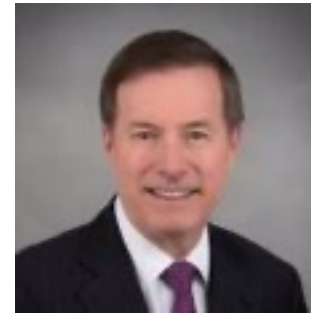
Stephen Fernands



Ananda Goswami



Sammy Janowitz



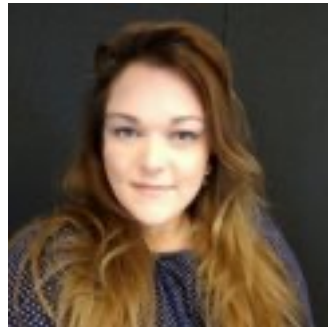
Bill Kinnery



Stephen King



Larry Leikin



Lindsey Margiotta



Richard Rudy



Alan Schwab



Richard Spilky



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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 Should Attend

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

EDUCATION:

- ***Past Prestigious Thought Leaders***
- ***Hottest Industry-Focused Panels***
- ***Fastball Pitch Competition***
- ***Executive workshops***
- ***10 Pre-conference sessions***
- ***Monthly Newsletters of 10,000 energy industry subscribers***
- ***Webinars***





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Some of our Prestigious Speakers



EMC19
Keynote Speaker
David Black
CEO, Shell Energy Resources



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



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



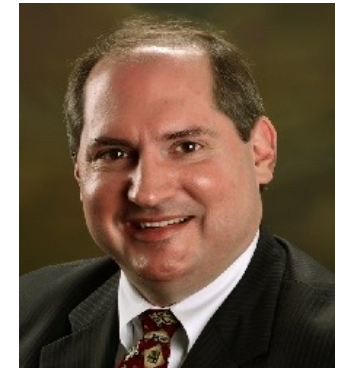
Rich Blaser
Infinite Energy



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



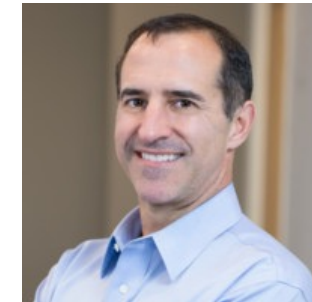
Lisa Perry
Walmart



Paul Ring
Energy Choice Matters



Dan Verbanac
Constellation



Scott White
IGS Energy



Patrick Woodson
Green Energy Exchange



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6 Panels Topics

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: Empowering Small-Midsize Retailers to Compete with Behemoths – Sponsored by VertexOne
5. "The Energy Transition: Community Solar, EVs, BMS, Carbon Offsets, and More!" – Sponsor TBD
6. CEO Round Table: "Understanding the New Energy Customer of Tomorrow." – Sponsor by Capco





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Panel Description

1. "Empowering Diversity in Retail Energy: Fostering Minority and Women-Owned Enterprises"

The panel will shed light on the significant role minorities and women play in the retail energy industry. We will bring together industry leaders, entrepreneurs, policymakers, and advocates to discuss the challenges, opportunities, and strategies for promoting diversity and inclusivity within the retail energy landscape. The panel aims to inspire meaningful conversations, share experiences, and propose actionable strategies to empower diversity and help support minority-owned and women-owned enterprises in the retail energy industry. By fostering diversity and inclusion, the panel envisions a vibrant and equitable competitive energy sector that better reflects our customers and benefits from a wider range of perspectives and innovation.

2. "The Challenges of Sustainability Goals for Large Real Estate Firms and the Country's Largest Energy Customers"

As the world grapples with pressing environmental concerns, the real estate industry and the largest energy customers face unique challenges in aligning their operations with sustainability goals. Through this panel session, attendees will gain valuable insights into large real estate firms' multifaceted challenges and the country's largest energy customers in pursuing sustainability goals. The discussions will enable a better understanding of the complexities involved and inspire innovative approaches to drive transformative change in these industries. The panel will include industry leaders, sustainability experts, and representatives from large real estate firms and energy companies.



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3. “FASTBALL! – Vote for your favorite of our 10 Fastball Pitchers presenting for exactly four minutes each!”

Fastball offers a unique opportunity for vendors to pitch their new products or services to a highly targeted audience of industry experts, decision-makers, and potential customers who may be actively seeking new products and services. With just a 4-minute pitch, they can make a lasting impression and generate valuable leads for their business. Don't miss this fast and fun round.

4. “David and Goliath: How can the Small-Midsize Retailers Compete with the Behemoths?”

Small to midsize energy retailers often feel they cannot compete with the top ten vertically-integrated suppliers. The “Behemoths” own their load generation, have their own wholesale trading desks, and are now capturing huge market share. What is a startup or a privately-owned energy supplier to do to survive? The panel will bring together experts, entrepreneurs, and industry leaders to discuss strategies, opportunities, and innovative approaches enabling small and midsize suppliers to compete effectively against larger incumbents. The panel aims to provide the small guys valuable insights, differentiation strategies, and inspiration! David used the most advanced state-of-the-art technology at the time to defeat Goliath. Smaller retailers can also embrace technology and use their size as an advantage!



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5. "The Energy Transition: Community Solar, EVs, BMS, Carbon Offsets, and More!"

The panel will delve into the various aspects of the ongoing energy transition and explore the diverse technologies and strategies shaping the energy sector's future. This panel will bring together industry experts, policymakers, technology innovators, and environmental advocates to discuss and share insights on community solar, electric vehicles, building management systems, carbon offsets, and other key elements of the energy transition. Energy suppliers who are embracing the energy transition are immensely benefiting as they continue to find ways to differentiate their businesses and become the “go to” companies for customers who need to “greenify” their lives. The discussion is a must-attend for every energy supplier who wants to participate in this sea change and simultaneously increase their bottom lines. The discussions and insights shared will inspire stakeholders to take decisive action towards a cleaner, more customer-focused and more profitable energy future.

6. CEO Roundtable – “Understanding the New Energy Customer of Tomorrow.” The CEO Round

Table: “Understanding the New Energy Customer of Tomorrow” brings together visionary CEOs and industry leaders to discuss the evolving needs, preferences, and expectations of energy customers in the future. This dynamic round table will delve into the changing landscape of the energy industry, emerging trends, and disruptive technologies, shedding light on strategies to meet the demands of the new energy customer. The CEO Round Table aims to provide valuable insights, exchange of ideas, and strategic perspectives on understanding and serving the new energy customer. By exploring emerging trends, disruptive technologies, and customer-centric strategies, the panel envisions an energy industry that is responsive, sustainable, and customer-driven. The discussions will inspire CEOs and industry leaders to develop forward-thinking strategies that meet the evolving needs of energy customers in the future.

EMC Yearly Awards:



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Sponsored By: 

EMC19 Competitive Energy of the Year Award



NETWORKING and BRAND BUILDING

- ***Seven Dedicated Networking Opportunities***
- ***Past attendees ([a who's who in retail energy](#))***
- ***Thousands of past attendees!***
- ***Opportunities to Sponsor, Speak on a Panel, and Exhibit***
- ***Opportunities to write for our monthly industry newsletter, advertise with us, run a co-sponsored webinar, and much more!***



Community Profile

Professionals You will Meet at EMC:

- **Energy Brokers, Wholesale and Retail Energy Suppliers**
- **Renewable Companies (solar, wind, energy efficiency, EV...)**
- **Service Providers (marketing, telecom, technology, financial, consulting, retention, accounting, attorneys, investment banking)**
- **Regulatory agencies, utilities, schools, non-profits**

EMC Conferences Benefits:

- **Two networking receptions with over 400+ attendees**
- **Ten pre-conference sessions**
- **Five Networking focused times that include breakfast, lunch, (2) morning breaks, and (1) afternoon break**
- **Six-panel sessions delivering industry over 50+ thought leaders to educate and engage our audience**
- **10 Fastball pitches, with the winner receiving a prize**
- **One Leadership & Integrity Award**
- **40+ competitive energy-focused vendors exhibiting**
- **50+ competitive energy-focused sponsors supporting the industry**
- **Subscription to monthly industry newsletter**



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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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