



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

Are you looking to stay ahead in the ever-evolving energy industry? Take advantage of 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.

# "Mitigating Risk in Retail Energy"

EMC21

March 17-18, 2024

Houston, TX





**"I was so impressed with the attendance and quality of speakers/session content. We look forward to growing our partnership with EMC and being a resource for EMC participants on state legislation/regulations and how to advocate for retail energy markets. – Abby Foster, REAL**

**"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**

**"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***

# HOUSTON

***Join us at the Hilton Post Oak in the Galleria!***

[www.energymarketingconferences.com](http://www.energymarketingconferences.com)





# EMC21 Houston, TX March 17-18, 2024

## Our Mission: Driving the Energy Industry Forward

*The Energy Marketing Conference (EMC) stands as the premier gathering for competitive energy executives in North America. Held semi-annually, EMC convenes in Houston during spring and Las Vegas in this fall. With a jam-packed two-day agenda, featuring over 60 thought leaders across a dozen sessions and panels, EMC offers an unparalleled learning experience.*

*EMC brings together hundreds of energy professionals who network during meals, enjoy receptions, and explore our bustling trade show with over 40 exhibitor booths. We aim to provide the best opportunities for learning and networking in the two major energy hubs of the country, all at an affordable price*

*The Theme of EMC21:  
“Mitigating Risk in Retail Energy”*



*Join us at the Hilton Post Oak in the Galleria!*





EMC21 Houston, TX March 17-18, 2024

***Who We Are:***

***Energy Marketing  
Conferences –***

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



## *Meet the EMC Team*



Jack Doueck,  
Founder & Chairman



Christina Corcoran,  
Managing Director



Ashely Murphy  
Director of Business Development



## *Meet the Advisory Board*



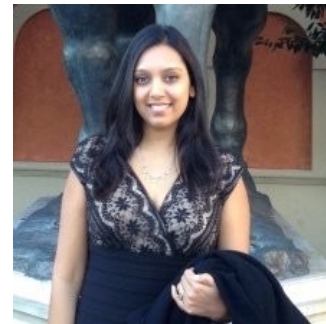
Dominique Bourda



Stephen Fernands



Ananda Goswami



Shaleen Gupta



Sammy Janowitz



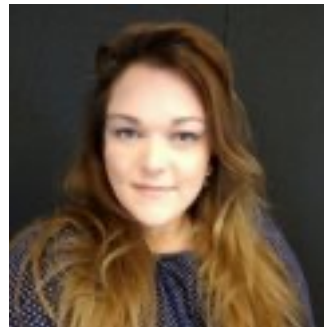
Bill Kinnery



Stephen King



Larry Leikin



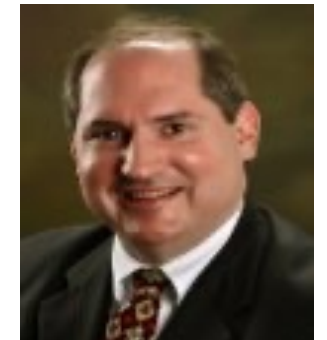
Lindsey Margiotta



Richard Rudy



Alan Schwab



Richard Spilky



*Celebrating*  
— 10 YEARS —  
**ENERGY MARKETING**  
CONFERENCES  
Engage | Educate | Empower  
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## EMC21 By the Numbers

**1** Powerful  
Keynote Speaker  
Fireside Chat

**1** Competitive  
Supplier of the  
Year 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





# EMC21 Houston, TX March 17-18, 2024

## 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.



# EMC21 Houston, TX March 17-18, 2024

## 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 –

Lanyard Sponsor –

Opening Reception Co-Sponsor – Available

5 Panel Sponsors – 2 Available

Closing Reception Co-Sponsor – Available

Pre-Conf Session Sponsors – 8 Available

Afternoon Break Sponsor – Available

Platinum Sponsor – Available

Breakfast Sponsor – Available

Mobile App Sponsor – Available

Conference Book Sponsor –

Leadership & Integrity Award Sponsor



## EMC21 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 **(10 left)**
- Green Carbon Neutral Sponsor
- Conference Trade Bags
- Conference Book Sponsor
- 10 Pre-Conference Breakout Session Sponsors **(8 Available)**
- Networking Lounge Sponsor
- Afternoon Break Sponsor
- Lunch Sponsor



## ALL EMC21 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 -**

- 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**

Corporate logo on all badge lanyards

**Conference Trade Bags -**

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 -**

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

**Conference Book Sponsor -**

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.



# EMC21 Houston, TX March 17-18, 2024

## Panel Sponsorships - \$10,000 – 2 Available

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

## Pre-Conference Breakout Session Sponsor - 8 Available \$6,500

- 30 Minute Sessions are on March 20<sup>th</sup>
- 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 Booths: same benefits as exhibitor, however:**

Exhibitor 10-foot booth - \$6,000

Exhibitor 12-foot booth - \$7,500

Exhibitor 14-foot booth – \$9,000





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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 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

## Water Bottle Sponsor - \$5,000

- Have your logo on water bottles that will be given out to all attendees
- 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

## New to EMC21 !! The Supplier Broker Exchange

**10 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





## Back by popular demand!! EMC FASTBALL PITCHES

### **FASTBALL PITCH OPPORTUNITIES- 10 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



## Some of our Past Prestigious Speakers



**EMC20**  
**Keynote Speaker**  
**Deryl Brown**  
Executive Chariman,  
Atlantic Energy



**David Black**  
CEO, Shell Energy  
Resources



**Deb Merrill**  
President, bp Energy  
Retail Company



**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



## 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

## 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



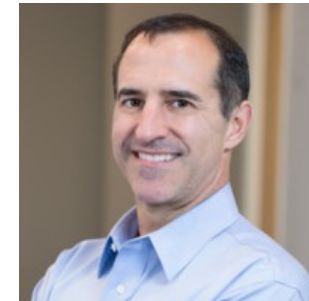
Lisa Perry  
Walmart



Paul Ring  
Energy Choice Matters



Dan Verbanac  
Constellation



Scott White  
IGS Energy



Patrick Woodson  
Green Energy Exchange



## 6 Panels

1. “Risk Mitigation and Energy Trading” – Sponsored by Customized Energy Solutions
2. “How to Score a Touchdown When They Keep Moving the Goal Posts!” – Dealing with regulatory and compliance issues in a volatile world - Sponsored by TBD
3. FASTBALL! – Vote for your favorite of our 10 Fastball Pitchers presenting for exactly four minutes each!
4. “Sustainability Challenges for Large Consumers”– Sponsored by VertexOne
5. “The Energy Transition: Community Solar, EVs, BMS, Carbon Offsets and More!”
6. CEO Round Table: “Mitigating Risk and Growing Top Line in Retail Energy” - Sponsored by Firefly



## “Pre-Conference Breakout Sessions”:

- Session #1 – Sponsored by ESG
- Session #2 – Sponsored by TBD
- Session #3 – Sponsored by CG Infinity
- Session #4 – Sponsored by TBD
- Session #5 – Sponsored by TBD
- Session #6 – Sponsored by TBD
- Session #7 – Sponsored by TBD
- Session #8 – Sponsored by TBD
- Session #9 – Sponsored by TBD
- Session #10– Sponsored by TBD







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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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