



Attendee Guide

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

EMC24

October 27-28, 2025, Washington, DC

“REIMAGINING COMPETITIVE ENERGY”

Empowering Consumers • Driving Innovation • Shaping the Next Generation of Energy Leaders



EMC24 Washington, DC October 27-28, 2025

“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

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

“We are a new technology startup, and so conferences are not always in the budget. EMC provided amazing connections for us, and we added several hundred thousand dollars to our pipeline in just 2 days. The costs of exhibiting were 5% of the pipeline value we generated so the ROI is definitely justifiable.” – Paul Kleen, Pitchit.ai

Washington, DC

Join us at the Gaylord National Harbor!

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

The semi-annual Energy Marketing Conference is the place to be for timely content and excellent networking opportunities. Sometimes I speak on a panel, and sometimes I am in the audience, but I always have a productive and enjoyable experience when attending the EMC.” – Chris Hendrix, Demand Control 2



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Our Mission: Driving the Energy Industry Forward While Building a Community

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 Washington, DC this fall. With a jam-packed two-day agenda, featuring over 70 thought leaders across a dozen sessions and panels, EMC offers an unparalleled learning experience.

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

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Who We Are:

***Energy Marketing
Conferences –***

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



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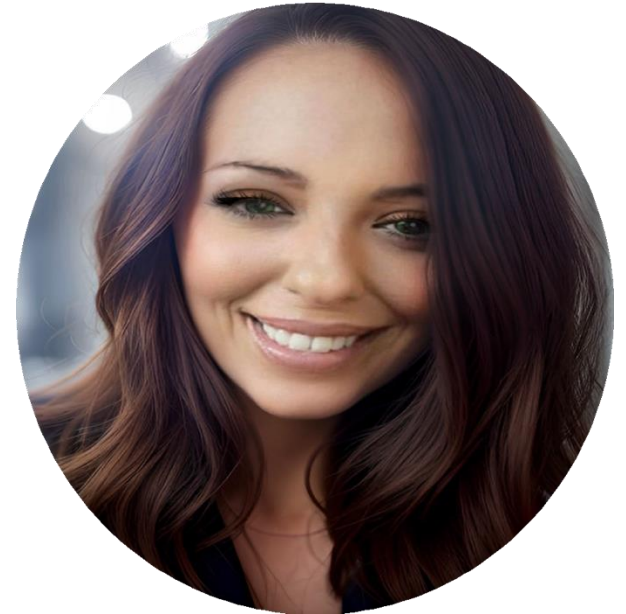
Meet the EMC Team



Jack Doueck,
Founder & Chairman



Christina Corcoran,
Managing Director



Tammy Murphy
Director of Business Development

Meet the Advisory Board



Dominique
Bourda



Jonathan
Clites



Misti
Day



Stephen
Fernands



Ananda
Goswami



Shaleen
Gupta



Stephen
King



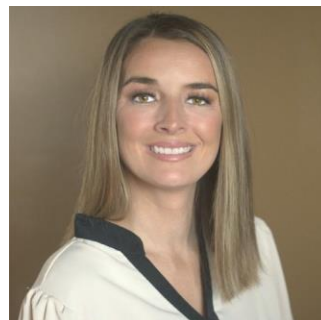
Bill
Kinneary



Larry
Leikin



Lindsey
Margiotta



Ashely
Murphy



Richard
Spilky



Cari
Templin



Craig
Tropea

EMC24 By the Numbers

1- Leadership
& Integrity
Award

2 -Powerful
Keynote
Speakers

2 - Networking
Breakfast

2 - Networking
Luncheon

2 - Evening
Cocktail
Receptions

4 - Networking
Breaks and a
VIP Lounge

5 - Interactive
Panels

5 - Fastball
Pitches

12 - Expert
Forum Sessions

35 - Exhibitors

50 - Sponsors

70+ - 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

EDUCATION:

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



Some of our Distinguished Past Keynotes and Speakers



EMC23 Keynote Speaker
Andrew Singer
SVP, Constellation



EMC23 Day 1
Keynote Speaker
Lindsey Margiotta
COO, CleanSky Energy

Some of our Distinguished Past Keynotes and Speakers



EMC22 Keynote Speaker
Brandon Schwertner
CEO, Priority Power



Michael Lee
CEO, Octopus
Energy



David Black
CEO, Shell Energy
Resources



Paul Keene
CEO, Tomorrow Energy



David Visneau
Chief Commercial Officer,
Shell Energy Solutions



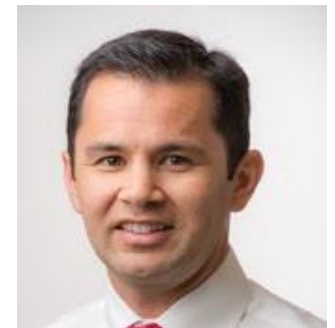
Deryl Brown
Executive Chairman,
Atlantic Energy



Frank McGovern
President, Clearview
Energy



Deb Merrill
President, bp Energy
Retail Company



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



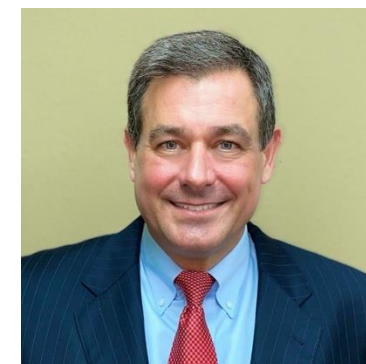
Rich Blaser
Infinite Energy



John Kiani
Energy Harbor / First Energy



Andy Cornie
Smartest Energy



Rob Cantrell
Atlantic Energy

Some of our Distinguished Past Keynotes and Speakers



Todd Coffin
Source Power



Joel Glassman
Discount Power



Jay Harpole
APG&E



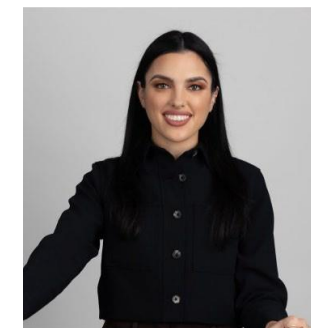
Scott Hart
NRG



Chris Hendrix
Demand Control 2



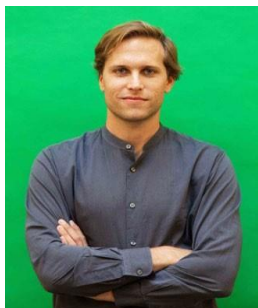
Elizabeth Killenger
NRG



Brittany Hirson
Southbay Energy



Jeff Levine
Great American Gas &
Electric



James McGinniss
David Energy



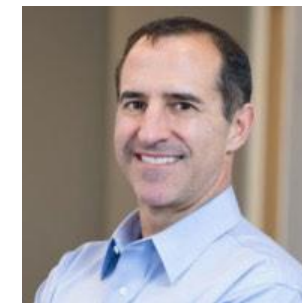
Lisa Perry
Walmart



Richard Spilky
Constellation/RESA



Dan Verbanac
Constellation



Scott White
IGS Energy



Patrick Woodson
Green Energy Exchange

General Session Panels:

1. “Opportunities for Retail Suppliers with CCA’s and Municipal Aggregation”
2. “The Geopolitical Impact on the Energy Transition and Retail Energy”
3. “Driving Innovation in Retail Energy”
4. “Fueling the Future: Why Gen Z & Millennials Should Care About Competitive Energy—and Lead It”
5. The CEO Round Table: “Reimagining Competitive Energy”





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PANEL DESCRIPTIONS: PANEL ONE

“Opportunities for Retail Suppliers with CCA’s and Municipal Aggregation”

As Community Choice Aggregation (CCA) and municipal aggregation programs continue to expand across the U.S., they are transforming the retail energy landscape by shifting purchasing power to local governments and community coalitions. These programs open compelling opportunities for retail energy suppliers to forge strategic partnerships that prioritize community goals such as clean energy adoption, competitive pricing, and customer empowerment.

This panel brings together policy experts, retail executives, and local government advisors to explore the evolving regulatory environment, emerging market structures, and successful supplier-CCA collaborations. Attendees will gain insight into the tactical and strategic considerations that enable suppliers to align with aggregation goals while maintaining profitability and scalability.



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PANEL TWO

“The Geopolitical Impact on the Energy Transition and Retail Energy”

As the global energy landscape continues to evolve, the influence of geopolitics, executive orders from the current administration that prioritizes economic nationalism, and climate divergence is increasingly reshaping the trajectory of retail energy. From disrupted supply chains caused by international conflict to shifting alliances, higher tariffs and trade dynamics, today's retail energy market must operate within a high-stakes geopolitical arena.

This critical panel explores how the Trump Administration's energy policies and executive actions—including withdrawal from the Paris Agreement, promotion of domestic fossil fuel production, and rollback of several climate-related regulations—are recalibrating the United States' position in global energy markets. With a focus on “energy dominance,” the administration's stance has direct implications for retail energy supply strategies, regulatory uncertainty, and global decarbonization efforts.

With the reorientation of U.S. energy priorities, this panel offers essential insights into how retail energy players can navigate domestic deregulation, global policy divergence, and supply chain fragility while remaining agile and resilient in a time of transition.



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PANEL THREE

“Driving Innovation in Retail Energy”

In an industry where disruption is no longer a threat but a requirement, innovation is the engine driving the future of competitive retail energy. From digital transformation to customer-centric design, retail energy providers are now leveraging breakthrough technologies to redefine how energy is generated, marketed, sold, delivered, and experienced.

This high-impact panel brings together tech innovators, utility disruptors, and retail market leaders to showcase how advancements in AI, blockchain, IoT, and data science are not only optimizing operational efficiency but also enhancing customer satisfaction, loyalty, and trust.

Attendees will gain a clear vision of what innovation looks like beyond the buzzwords, and what it takes to execute transformative strategies that drive value for both the customer and the company. Whether you're scaling a startup, modernizing a legacy utility, or investing in next-gen platforms, this session delivers a blueprint for retail energy reinvention.



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PANEL FOUR

"Fueling the Future: Why Gen Z & Millennials Should Care About Competitive Energy—and Lead It"

As the energy industry undergoes a historic transformation, one truth is clear: the future belongs to Gen Z and Millennials. This dynamic panel at EMC24 invites next-generation thinkers, creators, and changemakers to share why competitive energy matters to them—and why it should matter to their peers.

Through a candid and forward-looking conversation, panelists will explore how the energy sector connects with the values of younger generations, including climate action, equity, innovation, and choice. We'll examine how the industry can empower and engage rising leaders by fostering opportunities in entrepreneurship, tech, policy, and purpose-driven work.

Key Questions We'll Explore:

- ◆ What does competitive energy mean to the next generation?
- ◆ How can the industry evolve to reflect their values and expectations?
- ◆ What tools, platforms, and narratives will spark engagement and leadership?
- ◆ How can companies attract and retain Gen Z/Millennial talent and consumers?

Whether you're a seasoned energy leader or a next-gen professional, this session is a call to collaborate, reimagine, and build an industry where the next generation doesn't just care—they lead.

Let's fuel the future—together.



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PANEL FIVE

“CEO Round Table – Reimagining Competitive Energy”

At a time when the competitive energy landscape is being redefined by shifting consumer expectations, technology acceleration, and regulatory flux, the need for bold, visionary leadership has never been greater. In this flagship session, CEOs and C-suite executives from across the retail energy industry will convene for a powerful and unfiltered dialogue on the future of energy competition.

This round table is more than a thought exchange—it’s a strategic forecast of where the industry is headed and how its most influential leaders are reimagining market models, customer relationships, and innovation pipelines.

With a focus on authentic and interactive conversation, this session will challenge assumptions, highlight hard-earned lessons, and inspire the next wave of leadership in competitive energy.

“Expert Forum Sessions”

- Session #1 – Sponsored by VertexOne
- Session # 2 – Available
- Session #3 – Available
- Session #4 – Available
- Session #5 – Sponsored by Storyline Partners
- Session #6 – Sponsored by SentiLink
- Session #7 – Sponsored by Blackhawk Network
- Session #8 – Available
- Session #9 – Available
- Session #10– Available
- Session #11 – Available
- Session #12 - Available



EMC Yearly Awards:



NETWORKING and BRAND BUILDING:

Professionals You will Meet at EMC:

- ***Energy Brokers, Wholesale and Retail Energy Suppliers***
- ***Renewable Energy Companies***
- ***Service Providers***
- ***Regulatory agencies, utilities, schools, non-profits***
- ***The largest consumers of energy in the USA***





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

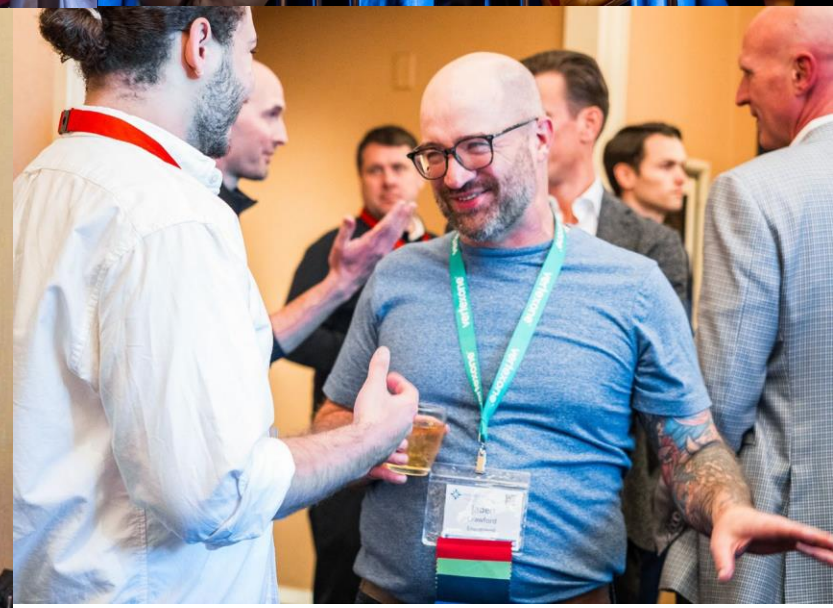


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“ What our Attendees are Saying

"[#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

“I enjoyed my experience at EMC23. It was great catching up after being out of the industry for a few years. I have attended numerous Energy Marketing Conferences, and I highly recommend attending EMC to every professional in the competitive energy.” - Don Winters, Innowatts

“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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