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2023 Southern New England Energy Conference Program Book

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Welcome to the 2023 Southern New England Energy Conference!

Much has changed since our last conference in June 2022. The federal government has moved aggressively to promote economy-wide electrification with large tax credits and rebates for heat pumps through its "Inflation Reduction Act" [see our session on Friday at 10 AM], while at the same time trying to stamp out our heating equipment through regulation, for example via Energy Star.

States in our region aren't far behind the feds, and in some cases are even more aggressive, through the passage of "Clean Heat Standards" in Vermont and Massachusetts. See our update on this at the session on Friday at 10 AM "What Happens in Massachusetts Won't Stay in Massachusetts."

Our best defense is biofuels and technology. See the three NORA sessions on Thursday, the Beckett session on Thursday, 2:15 PM, and the Advanced Fuel Solutions session on Friday at 11:15 AM. In fact since natural gas has no practical renewable option, we can even go on the offensive and take back lost natural gas accounts as our "carbon intensity" falls with the adoption of biodiesel, while theirs stays unchanged.

This year we recognize the consultants and advisors to our industry, who are our invaluable partners that give us critical information to stay in business and keep our customers warm. You'll see this on display at our education sessions, at exhibitor booths, and during informal networking time with sponsors. We're all in the same boat together and we need everyone working together to stay afloat.



On behalf of the EMARI Board of Directors and the Energy Marketers Association of Rhode Island we welcome you again to beautiful Newport, our historic City by the Sea!

"We have a common goal - advancing the oil industry to better serve our communities. We strive to meet and exceed the needs of our customers offering innovative technology and services. The Energy Marketers Association of Rhode Island is pleased to have the Southern New England Energy Conference here once again for this premier event offering impactful and insightful educational sessions.

"We welcome our friends from the Connecticut Energy Marketers Association, the Massachusetts Energy Marketers Association, and the New York State Energy Coalition. And special thanks to our corporate sponsors and tabletop exhibitors for their contributions, and to our guest speakers for making this annual event relevant and fresh for our members. Enjoy your stay and take time to explore beautiful Newport!"



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Welcomes continued



The Board of Directors of the Massachusetts Energy Marketers Association welcomes you to the 2023 Southern New England Energy Conference. We are most pleased to return to Newport, RI, and partner with our friends and state association colleagues from CT, RI, and NY. We are at a crucial time in our industry when all of us need to come together and use all our skills and financial resources to preserve our industry and our customer base from the onslaught of electrification. Let this conference be the launch pad for renewed efforts to advance renewable liquid fuels – the key to our success."

MEMA Board Meeting: Thursday, 9:00 am - 10:00 am, Salon II
Breakout Session "What Happens in Massachusetts Won't Stay in Massachusetts" Friday 10:00 am - 11:00 am



On behalf of the Board of Directors of the New York State Energy Coalition (NYSEC) I want to welcome all attendees to this year's Southern New England Energy Conference. Our industry is facing many serious challenges to its very existence. In other critical periods we have been able to overcome these challenges through collaboration and cooperation. It is only through coming together that we will weather this storm and it is up to all of us, as association executives and as leaders to ensure that we communicate this to all stakeholders. We'd like to thank our New York sponsors in particular, Webster Bank and Approved Oil!



After a bit of a hiatus we were pleased to return to Newport last year, and renew our commitment to this conference going forward with our friends and colleagues from Massachusetts, Rhode Island, and New York.

This conference represents the best that our industry has to offer, and symbolizes the promise of a better future when we harness the cumulative wisdom and experience of our colleagues. Electrification and unprecedented price volatility challenge us, but our ingenuity and tenacity will guide us to a bigger and brighter future. The SNEEC is an opportunity to become more knowledgeable and skilled as navigating our way to success with our industry partners.

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Sep. 22-24, 2024
Sep. 14-16, 2025

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Program Schedule

Thursday Morning, Sep. 28, 2023

9:00 AM to 10:00 AM

MEMA Board Meeting, Salon II

9:00 AM to 10:00 AM

Breakfast Sponsor: HOP Energy

Continental Breakfast: Exhibitor Hallway

10:00 AM to 11:00 AM

Room: Weatherly	Room: Freedom	Room: Columbia
NORA Education - Moving to a Low-Carbon Industry <i>Bob O'Brien, NORA</i>	Building a Better Relationship with your Banker <i>Marty Kirshner, Gray, Gray & Gray; Fred Lord, Cetane; Dan Quesnel, Liberty Bank</i>	Risky Business - Focus on Driving <i>Patrick Donohue, Federated Insurance</i>

11:30 AM to 12:30 PM

GENERAL SESSION: Salon III/IV What We See That You May Not

Mark Bloom, Angus Energy; Steve Abbate, Bob Williamson, Cetane Associates; Marty Kirshner, Gray, Gray & Gray; Rich Carrione, Warm Thoughts Communications

12:30 PM to 2:00 PM

Luncheon with Keynote: Salon III/IV



**Keynote:
Stephen
Comstock**



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Industry Update

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OTHER

NORA Board Meeting

11:00 - 12:30 Salon II

CEMA Annual Meeting & Awards during Luncheon

1:00 - 1:30 Salon III/IV

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Program Schedule

Thursday Afternoon, Sep. 28, 2023

2:15 PM - 3:15 PM

Room: Weatherly	Room: Freedom	Room: Columbia
R.W. Beckett's Revolutionary B100 Burner <i>Jeff Rozga, R.W. Beckett</i>	WTF? What's the Future (for Energy Futures)? <i>Elaine Levin, Powerhouse</i>	NORA - High Blends Infrastructure Workshops & CSR Bootcamps <i>Michael Devine, NORA</i>

3:30 PM - 4:30 PM

Room: Weatherly	Room: Freedom	Room: Columbia
Diversifying Beyond the Traditional <i>Bob Williamson, Cetane Associates</i>	NORA Technology Update <i>Dr. Tom Butcher, NORA</i>	The Employer-Employee Relationship: Thinking Outside the Box <i>Mike Stanley, Lisa Buffington, Marsh McLennan</i>

5:00 PM - 6:00 PM

Open Bar Reception: Atrium

Reception Sponsors



Evening: Dinner on own
For restaurant options, see
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Schedule Concludes on Page 11



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Program Schedule

Friday Morning, Sep. 29, 2023

9:00 AM to 10:00 AM

Breakfast Sponsor: [Destwin](#)

Continental Breakfast: Exhibitor Hallway

10:00 AM to 11:00 AM

Room: Weatherly	Room: Freedom	Room: Columbia
What Happens in MA Won't Stay in MA: The Clean Heat Standard <i>Michael Ferrante, MEMA; Steve Dodge, Clean Fuels Alliance; Joe Uglietto, Diversified Energy Specialists; Brian Davidson, Distilled Communications</i>	Making Dollars and Sense of the Inflation Reduction Act <i>Jim Collura, NEFI; David Heiser, PriMedia</i>	The Secrets of Reducing Payment Processing Fees <i>Jon Gilbert, QualPay</i>

11:15 AM - 12:15 PM

Room: Weatherly	Room: Freedom	Room: Columbia
Succeeding Among the Turbulence: Increasing Sales & Retaining Customers in an Unstable Market <i>Rich Carrione, Warm Thoughts Communications</i>	So You Want to Get into Propane? Here's How <i>Leslie Anderson, PGANE; Jerry Schimmel, P3; Chris Kowalski, FW Webb</i>	An Inside Look at Performance & Benefits of Low Carbon Liquid Fuels <i>Leo Verruso, Advanced Fuel Solutions</i>

12:30 PM to 1:30 PM

Luncheon with Keynotes & Raffle: Salon III/IV

Jim Collura, NEFI
Washington Update



Mark Searles, WJAR
Winter Weather Update



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Room and Exhibitor Layout



- | | |
|-------------------------------------|-------------------------------------|
| 1. Consumer Focus | 18. Northland Energy Trading |
| 2. Advanced Fuel Solutions | 19. R.W. Beckett |
| 3. National Energy Improvement Fund | 20. Automated Wireless Environments |
| 4. Otdodata | 21. Marsh McLennan |
| 5. Global Companies LLC | 22. Fuel Oil News |
| 6. Carlin/Hydrolevel | 23. NEFI |
| 7. PriMedia | 24. American Energy Coalition |
| 8. Liberty Bank | 25. Energy Kinetics |
| 9. Cargas | 26. P.C. Planning & Benefits |
| 10. Angus Energy | |
| 11. Federated Insurance | |
| 12. Destwin Energy Systems | |
| 13. Tiger Payment Solutions | |
| 14. Hall-Trask Equipment | |
| 15. Fuel Management Services | |
| 16. W.B. Hill | |
| 17. Powderhorn Agency | |

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Antitrust Guidelines

During the course of this conference, all attendees shall adhere to antitrust statutes

General Operating Procedures/Meeting Guidelines

The guidelines that follow are designed to assist you in avoiding even the appearance of questionable activity. These guidelines will be followed throughout the conference and will lead to compliance with the antitrust laws.

- Do not enter into any agreements with competitors regarding or affecting prices.
- Do not discuss your company's current prices with competitors.
- Do not agree with competitors on pricing or profit levels.
- Do not agree with competitors to give or deny cash discounts or promotional allowances.
- Do not agree with competitors to give or deny credit to a specific customer, or to establish uniform credit terms.
- Do not agree with competitors to deal or not to deal with any customer or agree on the prices to be charged to a specific customer.
- Do not discuss allocation of markets or territories.
- Do not enter into agreements with competitors concerning price quotations or bids.
- Do not discuss with competitors boycotting certain suppliers or others.

Conclusion

This statement is not a complete summary of all applicable laws; rather it is intended to highlight the basic principles of federal antitrust laws. Any questions concerning these guidelines and procedures or any other antitrust related concerns should be addressed to legal counsel or association staff.

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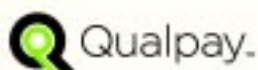


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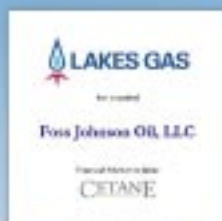
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And be sure to catch my session
"WTF? What's the Future (for Energy Futures)?"
Thursday, Sep. 28, 2:15 pm - 3:15 pm, Freedom Room



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See page 13 for a diagram of the exhibitor layout