

SNEEC SOUTHERN NEW ENGLAND ENERGY CONFERENCE



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2022 Southern New England Energy Conference

Program Book

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Welcome to the 2022 Southern New England Energy Conference!



"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 and thank Governor Dan McKee for being our keynote speaker. Special thanks to the Connecticut Energy Marketers Association for bringing us together with our friends from the Massachusetts Energy Marketers Association ,New York State Energy Coalition, Empire State Energy Association 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!"

Kenneth Bousquet, President, Bousquet Oil and Propane
President, Energy Marketers Association of Rhode Island



"The Board of Directors of the Massachusetts Energy Marketers Association welcomes you to the 2022 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."

Art Chaves, Coan Heating & Cooling, Natick, MA
Chairman, Board of Directors, Massachusetts Energy Marketers Association

continued on page 5



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Welcomes continued



"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. After four years of being away I am happy to participate in this event. 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."

Bruce Furhman, Swezey Fuel
President, NYSEC

Rocco J. Lacertosa
Chief Executive Officer, NYSEC



"On behalf of the Board of Directors of the Empire State Energy Association we welcome you to this year's Southern New England Energy Conference in beautiful Newport, RI. We are happy to partner with our friends and colleagues from CEMA, EMARI, MEMA and NYSEC as we look to advance and preserve our industry in a time of great uncertainty. We all face battles with the "electrify everything" movement and together we can craft a pathway to a brighter future for our industry through the use of renewable liquid fuels. Thank you to our sponsors, exhibitors, and guest speakers for their contributions. We hope everyone enjoys the event."

Joe Alonzo, Wever Petroleum
Chair of the ESEA Board of Directors

Kris DeLair
Executive Director, ESEA



"After a bit of a hiatus we are pleased to welcome you as we return to Newport 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."

Kate Childs, Tuxis Ohr's
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Program Schedule

Monday Morning, June 20, 2022

9:00 AM to 10:00 AM

Breakfast Sponsor: [Marsh & McLennan Agency](#)

Continental Breakfast: Exhibitor Hallway

10:00 AM to 11:00 AM

Room: Weatherly	Room: Freedom	Room: Columbia
Fighting the Great Resignation <i>Marty Kirshner, Gray, Gray & Gray</i>	Understanding Consumer Attitudes About Energy and Electrification <i>Rich Carrione, Warm Thoughts</i>	Renewable Propane <i>Stephen Whaley, PERC</i>

11:15 AM to 12:15 PM

GENERAL SESSION: Salon III/IV
BioHeat®: from Mandates to Market Dominance
– Paul Nazzaro, Clean Fuels Alliance



12:30 PM to 2:00 PM

Luncheon with Keynote: Salon III/IV



Keynote:
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Dan McKee

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Program Schedule

Monday Afternoon, June 20, 2022

2:15 PM - 3:15 PM

Room: Weatherly	Room: Freedom	Room: Columbia
It's All About You! Your Data, Your Capacity, Your Efficiency <i>Phil Baratz, Angus Energy</i>	Biofuel Incentives, Electrification to Emissions Standards <i>Joe Uglietto, Diversified Energy Specialists, Michael Ferrante, MEMA</i>	Marketing Electrification Concerns to Customers <i>John Bruno, PriMedia; Tom Tubman, American Energy Coalition</i>

3:30 PM - 4:30 PM

Room: Weatherly	Room: Freedom	Room: Columbia
Biodiesel Hedging <i>Al Levine, Powerhouse Structured Products</i>	Biofuel Incentives, Electrification to Emissions Standards CONTINUED to 3:45 p.m. <i>Joe Uglietto, Michael Ferrante</i>	Uniting the Bioheat® Fuel Industry in the Eyes of the Consumer <i>Jen LeClerc, Gerry Brien, Consumer Focus</i>
	3:50 PM to 4:30 PM Are You Being Held Hostage? The Heating Fuel Dealers Data Portability Initiative <i>Larry Richmond</i>	

5:00 PM - 6:00 PM

Open Bar Reception: Atrium

Evening: Dinner on own

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Program Schedule

Tuesday Morning, June 20, 2022

9:00 AM to 10:00 AM

Breakfast Sponsor: [Richmond Financial Services](#)

Continental Breakfast: Exhibitor Hallway

8:00 AM - 9:45 AM CEMA Board Meeting: Columbia

10:00 AM to 11:00 AM

Room: Weatherly	Room: Freedom	Room: Columbia
<p>Biofuel Compatibility with Heating Equipment <i>Robert O'Brien, NORA; Dr. Thomas Butcher, NORA</i></p>	<p>Advanced Techniques for Communicating with Customers and Managing Your Online Reputation <i>Gary Corbett, Warm Thoughts</i></p>	<p>Cyber Security <i>Steve Searl, Federated Insurance</i></p>

11:15 AM - 12:15 PM

Room: Weatherly	Room: Freedom	Room: Columbia
<p>How to Handle and Store Biofuels <i>Robert O'Brien, NORA; Leo Verruso, Advanced Fuel Solutions</i></p>	<p>Navigating Health Insurance – What's the Best Fit for You? <i>Chris DeLorey, Liam Maker, Marsh McLennan Agency</i></p>	<p>Can't Hire? Now What? <i>Rick Munson, Paramount Business Development</i></p>
<p style="text-align: center;">Room: Salon III/IV</p> <p>Surviving and Thriving Despite Volatile Energy Prices <i>Elaine Levin, Powerhouse</i></p>		

12:30 PM to 1:30 PM

Luncheon with Keynotes: Salon III/IV

Mike Devine, NORA



Sean Cota, NEFI



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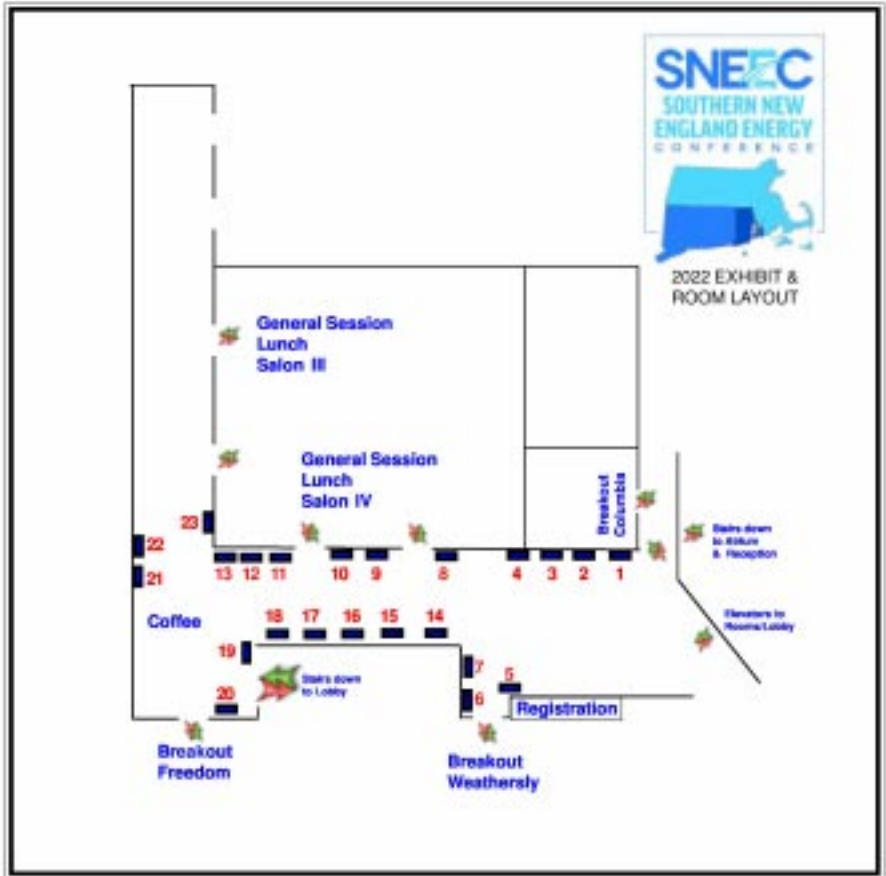


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