

2023 Southern New England Energy Conference

SEPTEMBER 28-29, 2023

Newport Marriott, Newport, Rhode Island



**REMINDER:
HOTEL RESERVATION
DEADLINE SEP. 6**



Schedule At A Glance

Thursday, September 28, 2023

Please visit the conference website for session details and presenter bios - www.sneec.weebly.com

9:00 AM - 10:00 AM Attendee Breakfast with Exhibitors

10:00 AM to 11:00 AM	Risky Business – Focus on Driving. How Risky Behavior by Drivers Cost You Money - Patrick Donohue, Federated Ins.	Build a Better Relationship with Your Banker - Marty Kirshner, Gray, Gray & Gray; Dan Quesnel, Liberty Bank	NORA Education- Moving to a Low Carbon Industry - Bob O'Brien, NORA
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11:30 AM to 12:30 PM	GENERAL SESSION What We See That You May Not - Angus Energy, Cetane Associates; Gray, Gray & Gray, and Warm Thoughts Communications		
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12:30 PM - 2:00 PM Awards Luncheon & CEMA Annual Meeting KEYNOTE: Stephen Comstock, API

2:15 PM to 3:15 PM	WTF?...What's the Future (for Energy Futures)? - Elaine Levin, Powerhouse	R.W. Beckett's Revolutionary B100 Burner – Jeff Rozga, Beckett	NORA - High blends Infrastructure workshops and the CSR Bootcamps - Mike Devine, NORA
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3:30 PM to 4:30 PM	Diversifying Services Beyond the Traditional – Bob Williamson, Cetane Associates	The Employer-Employee Relationship: Thinking Outside the Box to Save Money - Mike Stanley, Marsh McLennan	NORA Technology Update – Tom Butcher, NORA
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5:00 PM - 6:00 PM Open Bar Reception

Evening: Dinner on own

Friday, September 29, 2023

10:00 AM to 11:00 AM	What Happens in Massachusetts Won't Stay in Massachusetts – The Clean Heat Standard - Michael Ferrante, MEMA; Joe Uglietto, Diversified Energy Specialists, Steve Dodge, Clean Fuels Alliance; Charlie Uglietto, Cubby Oil	The Secrets to Reducing Payment Processing Fees - Jon Gilbert, Qualpay	Making Dollars and Sense of the Inflation Reduction Act – Jim Collura, NEFI and David Heiser, PriMedia
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11:15 AM to 12:15 PM	Succeeding among the Turbulence: Increasing Sales and Retaining Customers in an Unstable Market - Rich Carrione, Warm Thoughts Communications	So You Want to Get Into Propane? Here's How - Leslie Anderson, PGANE; Jerry Schimmel, P3	An Inside Look at Performance and Benefits of Low Carbon Liquid Fuels - Leo Verruso, Advanced Fuel Solutions
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12:30 PM - 1:30 PM Luncheon; Washington Update - Energy Marketers of America

1:30 PM Close

CONFERENCE THEME / KEYNOTE

Celebrating Advisors, Consultants, & Vendors to our Industry!

Advisors, consultants and vendors to our industry are integral to the success of your business. Whether they are equipment salespersons, your wholesale suppliers, or banking, insurance, credit card processing, hedging, marketing or software consultants, each in their own way support you. They are subject matter experts with unique skills and information for your benefit. They're not just selling you something. Their reputation depends on delivering "the goods" that you want and need.

Associations such as those co-sponsoring this event provide you with regulatory support, and NORA leads the way in technical and technology support, education and training.

The experts are presenting the education at our conference. They're here to talk with you at their exhibit spaces, or during social networking times that we make available. This year's event celebrates and welcomes all those who support our industry!

Thursday Luncheon Keynote State of the Industry

Stephen Comstock, Vice President and Senior Counselor for Policy, Economics and Regulatory Affairs at the American Petroleum Institute, will give an overview of the state of the American economy and of the petroleum industry at our luncheon on Thursday, Sep. 28. This will be a "big picture" look at the industry, from the top leadership at API which represents refiners in our industry. He will also discuss specific topics of interest to us, including the state of diesel markets.



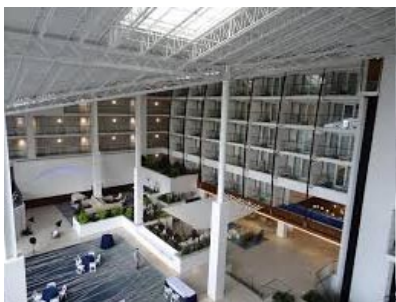
Comstock has over 30 years in the industry and has been with API for over 18 years in a number of roles. Prior to API, Comstock was a tax attorney with ExxonMobil in their Tax Department and provided planning advice for various projects in their Upstream, Downstream and Chemical operations. He has also been an adjunct professor at Georgetown Law School and was formerly chair of the Energy and Environmental Taxes Committee of the American Bar Association's Tax Section. He received a BA from the University of Texas and a JD from George Washington University. Founded in 1919, API has 600 members representing the oil and gas industry in America. He is a featured energy speaker at both national and international conferences.

Also new for 2023: NORA Education Track. See page 2 for topics. And NORA will hold its Board Meeting in Thursday from 11:00 am - 12:30 pm. For more conference details, please visit wee.sneec.weebly.com.

Hotel Information

Hotel Overview

We return again to the Newport Marriott. On the waterfront, the Newport Marriott offers resort-style comfort in the historic downtown district. Find your respite in nautical hotel accommodations, appointed with luxurious amenities and spa-like bathrooms with walk-in waterfall showers. Treat your palate to delectable American cuisine, draft beers, fine wines and specialty cocktails at our stylish restaurants and bars, which feature stunning views of the shimmering waterfront. After a full day of business or exploration, pamper yourself with massage, beauty and therapeutic wellness treatments at this full-service hotel spa. With a fitness center, friendly guest service and beautiful harbor views, this waterfront hotel is a haven of luxury and relaxation amid the best of Newport, RI.



25 America's Cup Ave., Newport, RI 02840
(401) 849-1000

Conference Rate:

Conference Hotel Block has Expired

See www.sneec.weebly.com/hotel for other hotel options.

Dozens within a couple miles of the Marriott, many in \$200/night range

Registration

1 Contact Information

Company: _____

Contact: _____

Address: _____

Tel: _____ Fax _____

Email _____

To make it as convenient as possible, we offer a much simplified registration process. You can register for the **full conference**, both days, Sep 28-29 for \$299 per person. This is a discounted rate and is the "best buy" for attending the conference.

Or you can **register just for the day**. Using this option, you can register for each day individually: Thu. Sep. 28 (D1 for \$249) or Fri. Sep. 29 (D2 for \$199).

2 Registration Options

F1: Full Conference \$299
2 breakfasts, 2 lunches, 2 days of education, reception [best buy]

D1: Day Conference, June 20, Day 1 only \$249
1 breakfast, 1 lunch, first day of education, reception

D2: Day Conference, June 21, Day 2 only \$199
1 breakfast, 1 lunch, second day of education



3 Sign-up Attendees

For each attendee, please indicate their registration option using the codes from Step 2 above.

Attendee Name	Registration Option	Amount
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
Online Registration Alternative		Total \$ _____

Online Registration Alternative
 Please visit www.sneec.weebly.com



SNEEC logos courtesy of Consumer Focus

4 Payment

Please send in this form with payment to:

Connecticut Energy Marketers Association
 10 Alcap Ridge, Cromwell, CT 06416

Tel: (866) 521-4272 toll-free
 Fax: (860) 632-1122
 Email: books@ctema.com for payment

Credit card information

___ Visa ___ Mastercard ___ Amex 3-Digit Sec. Code _____

Card # _____ Exp _____

Name on card _____

Signature _____

Zip for card _____ (must match cardholder zipcode)

Questions? Please contact:
 David Chu, Email: chu@ctema.com; Tel. (860) 615-41298