



# APGA MARKETING & SALES TRENDS & TRAINING CONFERENCE

April 3-5, 2018 • Sheraton Bay Point Resort • Panama City, FL

## TUESDAY, APRIL 3

- 10:00 a.m. **CONFERENCE REGISTRATION & EXHIBIT SETUP**
- 1:00 p.m. **JOINT SESSION: WELCOME**  
*Greg Henderson, APGA Chair – Southeast Gas, Andalusia, AL*  
*Others TBD*
- 1:10 p.m. **JOINT SESSION: CEO ROUDTABLE**  
*Speakers: Leadership from APGA, AGA, ESC, NVGAmerica, SGA*
- 2:00 p.m. **JOINT SESSION: ROUNDTABLE DISCUSSION ON THE FUTURE OF THE INDUSTRY**  
*Speakers TBD*
- 2:50 p.m. **NETWORKING BREAK WITH EXHIBITORS (GROUPS SPLIT AFTER THE BREAK)**
- 3:10 p.m. **GENERATORS IN ASSISTED LIVING FACILITIES**  
*Speaker: Dale Calhoun, FNGA*
- 4:00 p.m. **TANKLESS WATER HEATERS & NEW TECHNOLOGY**  
*Speaker: Mike Peacock, Rinnai*
- 4:50 p.m. **CLOSING REMARKS, DOOR PRIZES & ADJOURNMENT**
- 5:00 p.m. **NETWORKING RECEPTION WITH EXHIBITORS**

## WEDNESDAY, APRIL 4

- 7:00 a.m. **CONTINENTAL BREAKFAST WITH EXHIBITORS**
- 8:00 a.m. **JOINT SESSION: WELCOME**  
*TBD*
- 8:10 a.m. **JOINT SESSION: PUBLIC PERCEPTION OF NATURAL GAS**  
*Speaker: Tara Greco, Porter Novelli*
- 9:00 a.m. **JOINT SESSION: NATURAL GAS RELIABILITY & DEPENDABILITY**  
*Speaker: Texas Natural Gas Utility*
- 9:50 a.m. **NETWORKING BREAK WITH EXHIBITORS (GROUPS SPLIT AFTER THE BREAK)**
- 10:20 a.m. **PROGRAMS FOR ENERGY EDUCATION IN SCHOOLS**  
*Speaker: Elissa Richards/Gary Swan, National Energy Foundation*
- 11:10 a.m. **COMBINED HEAT & POWER: SUBMITTING CHP APPLICATIONS FOR INCENTIVES**  
*Speaker: Dinesh Patel, National Grid*
- 12:00 p.m. **ADJOURN FOR LUNCH (PROVIDED)**

## WEDNESDAY, APRIL 4 (continued)

- 1:00 p.m.      **NATURAL GAS AIR CONDITIONING & HEAT PUMPS**  
*Speaker: Rhoda Washington, Yanmar*
- 1:50 p.m.      **GHP PROJECT IN CLEARWATER**  
*Speakers: Tom Hill, Yanmar and Brian Langille, Clearwater Gas System*
- 2:40 p.m.      **NETWORKING BREAK WITH EXHIBITORS**
- 3:10 p.m.      **NEW NATURAL GAS TECHNOLOGIES**  
*Speaker: Ryan Kerr, Gas Technology Institute*
- 4:00 p.m.      **SOCIAL MEDIA/MARKETING & VIDEO MARKETING**  
*Speaker: Chris McAdoo, Best Behavior Creative Club*
- 4:50 p.m.      **CLOSING REMARKS, DOOR PRIZES & ADJOURNMENT**
- 5:00 p.m.      **NETWORKING RECEPTION WITH EXHIBITORS**

## THURSDAY, APRIL 5

- 7:00 a.m.      **CONTINENTAL BREAKFAST WITH EXHIBITORS**
- 8:00 a.m.      **WELCOME**  
*TBD*
- 8:10 a.m.      **JOINT SESSION: WOMEN IN ENERGY LEADERSHIP**  
*Speaker: Lila Jaber*
- 9:00 a.m.      **M&S AWARD WINNER: FIRST PLACE**  
*York County Natural Gas Authority, SC*
- 9:30 a.m.      **M&S AWARD WINNER: SECOND PLACE**  
*City of Tallahassee, FL*
- 10:00 a.m.     **BREAK**
- 10:15 a.m.     **ROUNDTABLE DISCUSSION: COMMUNICATING TO CUSTOMERS**  
*Moderator: Vicki O'Neil, City of Tallahassee, FL*
- 11:15 p.m.     **CLOSING REMARKS, DOOR PRIZES & ADJOURNMENT**

*Thank you for joining us!*

Presentations will be available for viewing after the conference at:

[www.apga.org/panamacity](http://www.apga.org/panamacity)