



NORTHERN NEW ENGLAND ENERGY CONFERENCE

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JUNE 23 - JUNE 25

2025

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Northern New England
ENERGY CONFERENCE

IS RETURNING TO
BAR HARBOR, ME
IN 2026

SAVE THE DATE

JUNE 15 - 17, 2026

HARBORSIDE OCEAN RESORT

WELCOME

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Welcome to the 2025 Northern New England Energy Conference!

We are thrilled to kick off the Eighth Annual Northern New England Energy Conference, brought to you by the Maine Energy Marketers Association and the Energy Marketers Association of New Hampshire. It's fantastic to see so many familiar and new faces among the attendees, vendors, presenters, and sponsors who make this event a success year after year.

This conference has become a cornerstone for our industry in Northern New England, fostering collaboration and innovation. Thanks to the positive feedback from past attendees, we're excited to continue providing valuable education and networking opportunities.

To the Mill Falls Resort Collection at the Lake, thank you for hosting us in such a stunning venue. With over 150 attendees and 23 vendors, we are looking forward to a very successful event, thanks to you! We hope to see you at the Ninth Annual Northern New England Energy Conference at Harborside Ocean Resort in Bar Harbor, Maine, from June 15 to 17, 2026. Thank you for being a part of our vibrant community.



Charlie Summers
MEMA President & CEO



Joe Sculley
EMANH Executive Director

SCHEDULE

MONDAY, JUNE 23

TIME	ACTIVITY	LOCATION
2:00 PM - 5:00 PM	Attendee & Vendor Registration	Upper Barn
2:00 PM - 5:00 PM	Vendor Move-In	Chriscraft Room, Carriage House
3:00 PM - 4:00 PM	Board of Directors Meetings	
	Maine	Golden Pond Room
	New Hampshire	Oval Room
4:30 PM - 6:00 PM	Welcome Reception with Vendors	Chriscraft Room, Carriage House
6:00 PM - 7:30 PM	Formal Dinner Buffet and Awards Reception	Winnepesaukee Ballroom
7:30 PM - 10:00 PM	Post Dinner Social with Musical Group: Quiet Riot Act	Waterfront

TUESDAY, JUNE 24

TIME	ACTIVITY	LOCATION
7:30 AM - 9:00 AM	Breakfast Buffet	Chriscraft Room
7:30 AM - 12:00 PM	Registration Open	Upper Barn
7:30 AM - 8:30 AM	Vendor Move-In <i>*Vendors must be moved-in by 8:30</i>	Chriscraft Room, Carriage House
8:00 AM - 11:30 AM	Education	Winnepesaukee Ballroom
8:30 AM - 11:30 AM	Exhibits Open	Chriscraft Room, Carriage House
11:30 AM - 12:00 PM	Mount Washington Cruise Boarding	Town docks off Lakeside Boardwalk
12:00 PM - 2:00 PM	Mount Washington Cruise	
2:00 PM - 4:30 PM	On Your Own! (See our Meredith Guide on our website)	

TUESDAY, JUNE 24 (continued)

TIME	ACTIVITY	LOCATION
4:00 PM - 6:00 PM	Exhibits Open	Chrscraft Room, Carriage House
4:30 PM - 6:00 PM	Vendor Blender Cocktail Reception	Chrscraft Room, Carriage House
	Dinner on your own: Reservations are highly suggested (See our restaurant guide)	
7:30 PM - 10:00 PM	Post Dinner Social	Lakehouse Grille

WEDNESDAY, JUNE 25

TIME	ACTIVITY	LOCATION
7:30 AM - 9:00 AM	Breakfast Buffet	Chrscraft Room



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Apis Point Energy is a proud member of MEMA and a proud sponsor of the Northern New England Energy Conference.

EDUCATION ITINERARY

TUESDAY, JUNE 24

TIME

ACTIVITY

8:00 AM - 8:05 AM

Welcome

Joe Sculley, EMANH; and Charlie Summers, MEMA

8:05 AM - 8:55 AM

Federal Requirements for Safe and Secure Transportation of Heating Fuels

Steve Piwowarski, USDOT Federal Motor Carrier Safety Administration

9:00 AM - 9:50 AM

Transportation Security Screening Modernization Act

Alexandra Rosen, American Trucking Association

9:55 AM - 10:45 AM

Federal Update

Jim Collura, NEFI; Rob Underwood, EMA; Moderatd by Joe Scully, EMANH

10:50 AM - 11:30 AM

Locking in Your Margins and Eliminating Your Risk: A Transformative Approach to Fuel Purchasing

Coleman Shear, Apis Point Energy

How Can Succession Planning Benefit Your Business?



Don't Risk What You Have Worked To Build

You've spent years carefully building your business, but how much time have you spent creating a plan to pass your life's work on to the next generation? Help to make your legacy secure with a sound business succession and estate plan.



Scan to learn more about business succession and estate planning and the options available to help you plan for the future.

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EDUCATION SESSION 1

FEDERAL REQUIREMENTS FOR SAFE AND SECURE TRANSPORTATION OF HEATING FUELS

BY STEVE PIWOWARSKI

Home heating fuel providers and related businesses transport essential products that are used to keep our homes warm during the winter. While these products are essential, they are also hazardous materials. They need to be handled safely and securely at all points during the supply chain, by qualified individuals.

Nobody wants to have an accident that involves these essential hazardous materials, nor do they want an individual with nefarious intentions to compromise the security of our operations.

Federal Motor Carrier Safety Administration (FMCSA) Division Administrator for NH, Steve Piwowarski, will present on federal requirements that are in place to help home heating fuel dealers and related businesses stay safe and secure as these products make their way through the supply chain.

ABOUT THE PRESENTER



STEVE PIWOWARSKI

DIVISION ADMINISTRATOR

**USDOT FEDERAL MOTOR CARRIER
SAFETY ADMINISTRATION**

Steve Piwowarski is currently the Division Administrator for the New Hampshire Division of the USDOT's Federal Motor Carrier Safety Administration, a modal administration within the U.S. Department of Transportation whose mission is to save lives and reduce crashes involving commercial motor vehicles on our nations highways.

In addition to his responsibilities as the DA in NH, he has taught all discipline in his agency to incoming employees at the FMCSA Academy as well as to fellow federal, state and local law enforcement agencies developing and delivering training in all areas of CMV Safety, including Commercial Vehicle Criminal Interdiction since 1992. He is a 1990 graduate of Norwich University, cum laude, and in 2006 he earned his Master of Justice Administration also from Norwich University.

EDUCATION SESSION 2

TRANSPORTATION SECURITY SCREENING MODERNIZATION ACT

BY ALEXANDRA ROSEN

For many years, costly and duplicative background checks have been placed on CDL holders who are required to undergo a Security Threat Assessment (STA) in order to obtain a credential like a hazardous materials endorsement. Instead of being able to quickly obtain these credentials and start driving for your business, drivers were essentially being forced to pass a STA that they had already passed. This was happening because there is more than one endorsement or credential that checked the same things, and in many cases, they had already been checked.

This presentation will go into detail on how this situation was created, and what has been done recently to rectify it.

ABOUT THE PRESENTER



ALEXANDRA ROSEN

VICE PRESIDENT OF LEGISLATIVE AFFAIRS

**AMERICAN TRUCKING
ASSOCIATION**

Alex Rosen is the Vice President of Legislative Affairs for the American Trucking Associations, developing and leading advocacy strategies to influence Congress, specifically the U.S. Senate. She was recently promoted from her role as Director of Legislative Affairs in ATA's Capitol Hill office, where she spent four years advancing legislative priorities, including increasing truck parking capacity, reducing

credentialing challenges, standardizing base access protocols, and protecting the independent contractor business model.

Rosen serves as co-chair of the Advocacy Subcommittee for ATA's Women In Motion council and is the chief architect of the council's legislative and regulatory advocacy. Before joining ATA in 2019, she worked for the Committee on Homeland Security in the U.S. House of Representatives, specializing in transportation and border security. Originally from Los Angeles, Rosen graduated summa cum laude from Bucknell University in Pennsylvania, later earning a Masters Degree in Government from Johns Hopkins University.

EDUCATION SESSION 3

FEDERAL UPDATE: A PANEL DISCUSSION

BY JIM COLLURA & ROB UNDERWOOD

Over the past year, significant legislative and regulatory changes have emerged on Capitol Hill that are shaping the energy industry. This panel will feature two leading industry experts who will break down the key challenges and successes of the past year, while offering insight into what the future may hold for your business. Joe Sculley, Executive Director of EMANH, will moderate the session.

ABOUT THE PRESENTERS



JIM COLLURA

PRESIDENT & CEO

**NATIONAL ENERGY & FUELS
INSTITUTE (NEFI)**

With over two decades of experience in advocacy, government relations, and non-profit management, Collura leads NEFI in promoting the interests of America's heating fuel dealers and home comfort providers. NEFI's focus is advancing U.S. energy security, reliability, and affordability through market innovation, energy efficiency, and adoption of renewable and alternative fuels.

Throughout his career, Collura has championed national energy policies that strengthen American energy independence and economic security while supporting practical, cost-effective solutions for reducing emissions. This vision guided him as he launched NEFI's in-house government relations division in 2005 and continues to drive our organization today.

Career highlights include securing historic commodity trading reforms, developing policies to encourage renewable fuel infrastructure investments, and establishing tax credits for high-efficiency home heating systems. Collura is also a recognized leader in preserving consumer choice in home energy and appliances, ensuring Americans can make decisions that best suit their needs and family budgets.

His expertise spans federal advocacy, policy development, grassroots organizing, and comprehensive association management, including operations, communications,

EDUCATION SESSION 3 (CONT.)

and membership development. In 2021, Collura established a federal PAC dedicated to supporting the goals and interests of our industry's small businesses.

Looking ahead, Collura is committed to advancing policies that promote energy choice, innovation, and diversity while ensuring America's mostly small, family-owned home comfort businesses have a strong voice in Washington. Under his leadership, NEFI continues to expand its reach, grow its membership, and enhance its range of member benefits and services. This includes the development of their educational foundation to support workforce development and technical training for the next generation of home comfort professionals.



ROB UNDERWOOD

PRESIDENT

ENERGY MARKETERS OF AMERICA (EMA)

Rob Underwood is the President of the Energy Marketers of America representing energy marketers on Capitol Hill. He joined EMA in July 2007 as the Director of Government Relations and took over as President in 2015.

He played a key role in reauthorizing the National Oilheat Research Alliance (NORA). NORA was

signed into law in February 2014 and again in 2018 for ten years which resulted in over \$100 million for research and development and education and training to the heating fuels industry. Underwood also led EMA's efforts negotiating with the EPA on a costly underground storage tank proposed rule that resulted in a reduction in compliance costs while achieving equally protective environmental standards. He also steered the organization's name change from the Petroleum Marketers Association of America (PMAA) to the Energy Marketers of America in October 2020.

Underwood serves as the chief spokesperson for EMA. He is frequently quoted in Politico, Washington Post, Reuters, Oil Express and CSP Daily News. Underwood also serves as a liaison to EMA's wholly owned subsidiary, the Petroleum Marketers Oil Company, LLC (PMOCO) known as the Spirit Brand®, and currently chairs the Small Business Legislative Council (SBLC). He oversees and leads contribution decisions for EMA's Small Business Committee – Political Action Committee (PAC).

The most important role as EMA President is serving its 49 state and regional trade associations before Congress and the federal agencies. Underwood is a native of Georgia where he earned a BA degree in Political Science from the University of Georgia. Prior to joining EMA, He worked for U.S. Senator Saxby Chambliss (R-GA).

EDUCATION SESSION 4

LOCKING IN YOUR MARGINS AND ELIMINATING YOUR RISK: A TRANSFORMATIVE APPROACH TO FUEL PURCHASING

BY COLEMAN SHEAR

Running a heating oil or propane business is not for the faint of heart. Many fuel company leaders have lost sleep or hair (or both!) trying to time the markets, secure volume, and protect margins while turning a profit. But it doesn't have to be this way. With a firmer grasp of market dynamics and the right tools, leaders can bring stability to their operations and better serve their customers.

In this session, Coleman Shear of Apis Point Energy will demystify the energy markets to help fuel dealers plan for profitability without the usual headaches. An expert in fuel purchasing and risk mitigation, Coleman will share critical insights, including:

- Understanding basis risk and the outlook on basis
- External factors that are likely to fuel market movement and basis risk positions
- Strategic methods to mitigate risk and, in some cases, eliminate basis risk entirely

The companies that manage risk and position themselves to protect profit will rise above the rest. This can't-miss session will help you get there before the next heating season.

ABOUT THE PRESENTER



COLEMAN SHEAR

CFA & FOUNDER

APIS POINT ENERGY

Coleman Shear began his career as an Analyst at Citi in their Commodities Sales and Trading Group, after which he received his MBA at Columbia Business School.

He was a Vice President at Morgan Stanley in the Project, Commodities, and Infrastructure Finance group, where he specialized in energy and

infrastructure asset level leveraged finance, early-stage equity raises, mezzanine and preferred structures, commodities prepaids, and structured finance transactions.

Prior to founding Apis Point Energy, he was Director of Capital Markets at Synonym, an A16Z backed startup, looking to develop infrastructure for the green materials and chemicals space. He is a graduate of Dartmouth College and a CFA Charterholder.



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Our Providence, RI facility where we are partnered with Waterson Terminal Services is strategically located in ProvPort. At our facility, we have the capability to safely receive and offload Biodiesel, Renewable Diesel, as well as Sustainable Aviation Fuel (SAF). Our facility supports rail to truck transfers, enabling us to efficiently distribute into local markets in and around Rhode Island, as well as load vessels for their fueling needs at the site. We are looking to increase offload capacity to meet customer demand and our expansion will include blending and export capability.

RenStar is also working on developing a site in the State of Massachusetts. This site will initially start with the receipt and distribution of Biodiesel and Renewable diesel via rail. Initially, we will have the capability to offload four railcars per day and will eventually expand capacity and increased volume and add Sustainable Aviation Fuel (SAF).

Contact Us:

Joe Natale: 973-617-6382
Joen@renstarllc.com

Gracie Williams: 713-876-8832
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Visit: HEATshow.com

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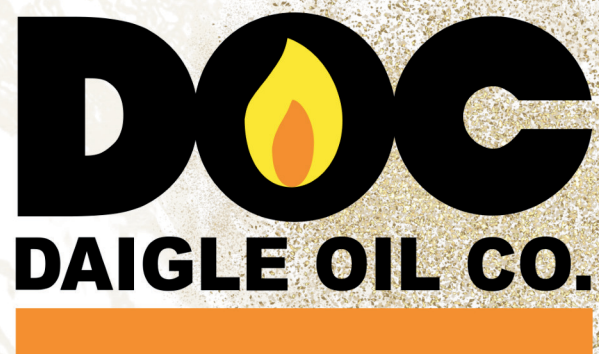
VENDOR OF THE YEAR

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25 YEARS	BUDD'S GULF
25 YEARS	EMERSON SWAN
25 YEARS	HEDGE SOLUTIONS, INC.
25 YEARS	JELLISON HEATING COMPANY
25 YEARS	RICHARDSON'S BOAT YARD
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EXHIBITOR LIST

* Denotes outside vendor

ADD Systems.....5

Advanced Fuel Solutions, Inc.....12

Boston Steel/Tremcar.....11 & *

Civacon.....22

Clark Insurance.....14

Dixon.....13

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Fuel Oil News.....7

Hall-Trask Equipment.....23 & *

Hedge Solutions.....1

Liberty Oil & Propane Equipment.....17

MTEC.....6

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PDI Technologies.....8

Performance Ink.....4

PGANE.....10

R.W. Beckett.....9

Sprague Energy.....19

Tarantin Industries.....15

Tounge Associates.....3

W. B. Hill, Inc.....16

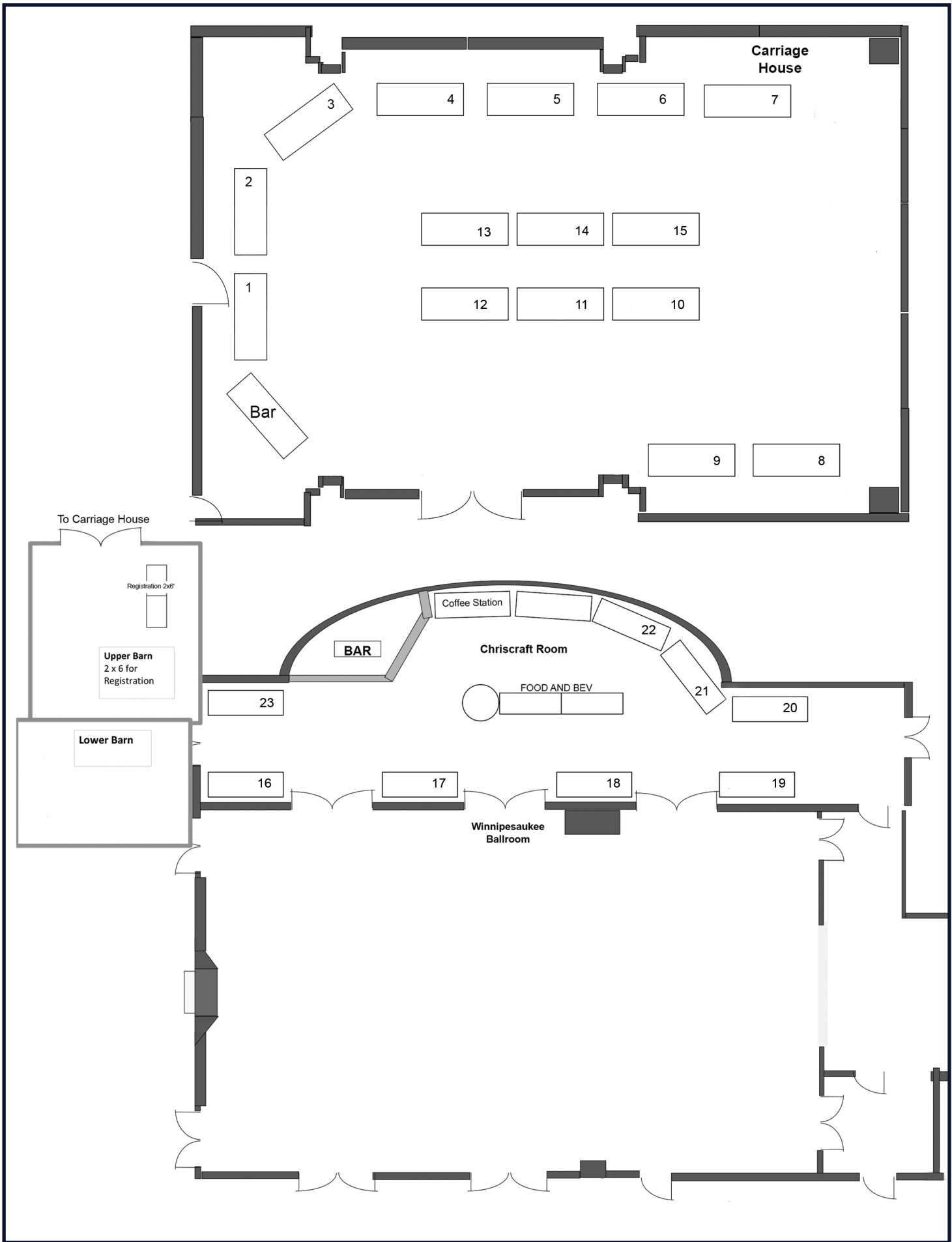
Westmor Industries.....21

Wohler USA.....2

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