



Serving the High Rise Market Workshop

Sponsored by

Codes and Standards Committee
Distribution Operating Section Managing Committee
Residential Marketing Committee

Date and Location

April 17-19, 2007
TECO-People Gas Offices
Hyatt Regency – Downtown
Tampa FL

Facilitators

Gert Rudel, CenterPoint Energy
Co-Chair TBD

Important Note About This Workshop

Please help us make sure the discussions and presentations are on point and relevant to you by submitting questions and topics for discussion on the registration form (attached).

Serving the High Rise Market Workshop

Preliminary Program Outline

Tuesday, April 17, 2007

1:00 to 2:15 pm

Welcome and Introductions - *Workshop Chairmen*

Framing the Discussion – What are Your Challenges?

Overview of TECO Peoples Gas' Approach to Serving the High Rise Market

Mike Romano or Kevin Webber, TECO Peoples Gas

2:15 to 2:30 pm

Board buses for high rise tour in Tampa

3:00 to 4:30 pm

Tour Facility in Tampa

4:30 to 5:00 pm

Return to hotel

6:00 pm to 7:00 pm

Workshop Reception

Wednesday, April 18, 2007

8:15 to 9:00 am

Understanding Code Limitations

Discussion Leader - Wendell Peters, Atlanta Gas Light

Utility

- ✓ CFR 192. Subpart H-Customer Meters, Service Regulators, and Service Lines.
- ✓ Building Code
- ✓ Mechanical Code
- ✓ Gas Code

Customer

- ✓ Building Code
- ✓ Mechanical Code
- ✓ Gas Code

9:00 to 10:30 am

Piping Design and Operational Issues

Discussion Leader - Mike Romano, TECO Peoples Gas

- ✓ Metering (individual or central)
- ✓ Piping
- ✓ Ventilation issues

10:30 to 10:45 am

Break

10:45 am to 12:00 pm

Economics

- ✓ This session will feature brief presentations from 3 different companies featuring their perspective on how they run economic models for project justification
- ✓ Case Studies (both with and without incentives)
- ✓ Defining the value proposition of gas in multi-family properties
- ✓ *Presenters:*
 - *Cliff Garrett, Laclede*
 - *Gert Rudel, CenterPoint*
 - *Randy Cobb, Atlanta Gas Light*

Noon to 1:00 pm

Group lunch provided

1:00 to 2:00 pm

Legal Issues

- ✓ Liability and risk mitigation
- ✓ Rights of access (easement) for installation and maintenance of gas infrastructure/meter reading
- ✓ *Discussion leaders: Center Point Energy*

2:00 to 2:15 pm

Break

2:15 to 3:45 pm

Relationships

- ✓ Partnerships
- ✓ Developers
- ✓ Architects and Engineers
- ✓ *Discussion leaders: Aleida Socarras, TECO Partners*
 - *Anna Hargrave, CenterPoint Energy*
 - Panel discussion with key contacts from these groups
 - *Mitesh Smart, PE; President, Milan Engineering Inc.*
 - *Others to be invited*
 - Case study

3:45 to 4:30 pm

Open Discussion

Thursday, April 19, 2007

8:30 am to 11:00 am

Marketing

- ✓ Overcoming internal resistance in your company
- ✓ Gas appliance opportunities - round table discussion
- ✓ "Luxury on Demand" (www.luxurywithnaturalgas.com) - *Gert Rudel, CenterPoint Energy*
- ✓ Wrap Up and Final Open Discussion and Q&A

Meeting Information

Who Should Attend

Engineering, marketing and others involved in selling to and designing vertical main service in high rise and related facilities.

How to Register

Complete the registration form (attached). Registration fee is \$495 SGA members (\$695 non-members).

Hotel Information

The Hyatt Regency Tampa is located at Two Tampa Center in downtown Tampa.

Transportation from the airport:

- ✓ Blue One Transportation (813-333-3598)
 - Contact them in advance or just walk up when you arrive – baggage area
 - \$11 one way; \$20 round trip
- ✓ Cab service is approximately \$25 one way

Hotel reservations:

- ✓ SGA rate: \$149 single or double
- ✓ Cutoff date: March 26
- ✓ Call: 800-233-1234 or 813-222-4970

Where This Meeting Will Be Held

At TECO People Gas' offices, just two blocks from the host hotel.

Questions?

Pat Turman (pturman@southerngas.org; 972-620-4021)

Course Registration Form

Serving the High Rise Market Workshop

April 17-19, 2007

Tampa, Florida

(Please photocopy this form as necessary)

Name _____ Title _____

(Include nickname for badge)

Company _____

Address _____

City _____ State _____ ZIP _____

Telephone number _____ Fax number _____

E-mail Address _____

Check one: Registration fee: \$495 (\$695 non-SGA members)

RMA

Please invoice

Credit Card

American Express

Master Card

Visa

Card # _____ Exp. _____

Signature: _____

Questions and Topics of Discussion:

1. _____

2. _____

3. _____

Return to:

Debbie Krawzik

Southern Gas Association

3030 LBJ Freeway, Suite 1300 LB-60

Dallas, TX 75234

(972) 620-4021 Fax (972) 620-1613

Cancellation Policy: Refunds must be requested from SGA. For late cancellations, the following charge will be made:

- Canceling up to two weeks before the activity will be refunded in full*
- Canceling within two weeks of the program, 25 percent of fee*
- Canceling within three days, no refund but substitutions may be made*