The Tennessee Gas Association (TGA) was created in 1962 to promote the value of the natural gas industry in Tennessee. For over fifty years, TGA has been dedicated to improving the quality of life, the environment and economy of Tennesseans through responsible use of natural gas.

**BUSINESS PARTNER** members shall be persons, firms, companies or corporations actively engaged in the manufacture or distribution of appliances, equipment or materials for the gas industry, or persons, firms, companies or corporations that furnish professional services to the gas industry.

Business Partner Membership Dues are $500 annually. Discounts available for first time new members.

**TGA ORGANIZATION**
- Governed by an Executive Committee and Board of Directors
- Nine Working Committees
- Lobbyist
- Executive Director and two part-time employees
- Legal Counsel

Questions?
Please contact:
Jamie Wellman
Director of Members Services
615-872-2411
jwellman@tngas.org

TGA Business Partner Membership is a cost effective way to receive instant opportunities to connect with your statewide customer base. TGA members are encouraged to do business with Business Partners. Any vendor selling to a natural gas system in Tennessee would benefit from TGA membership. In addition to the coveted membership directory, the following advantages appeal to a wide majority of Business Partners:

- Every TGA conference, workshop or event is an excellent opportunity for a Business Partner to get to know customers and potential customers on an informal basis in a cost effective manner. Attending TGA events allows the Business Partner the savings of one trip to see many instead of being on the road every day to see a few.

- Business Partners are invited to feature new equipment or services your company has available in the TGA Newsletter (3 issues per year). Additionally, Business Partners have the opportunity to promote their products and services through advertising packages ranging from as little as $500 to $3,000 per year, providing various levels of exposure for your company. The newsletter is distributed to a mailing list of 400 TGA members.

- Two TGA Board of Director seats are dedicated to Business Partners nominated by the Business Partner Council. Business Partners also have representation on the Distribution & Operations Committee as well as the Safety Summit Task Force to assist in planning the largest exhibit opportunities for TGA Business Partners.

- Your company name, contact information and products and services will be listed in the TGA Membership Directory mailed to 220 Corporate Members, 400 members total.

- Access to the Members Only section of the TGA website and contact information for all TGA members (your potential customers)!

- Annual Scholarship Program for Children of TGA Members
TGA Annual Conferences & Events

Take advantage of these opportunities to sell, promote & network with your Tennessee target market. Your customers will be involved in the following TGA sponsored events. Shouldn’t you be too?

August

Safety Summit
- Exhibit & Sponsorship opportunities available.
- Estimated Attendance: 15+ Vendor Booths, 170 Attendees & growing
- Location: This summit is held at a Tennessee State Park.
This conference runs over three days and features timely, relevant topics built into tracks to give you flexibility to attend one, two, or all sessions depending upon your budget, interest, and available time. The summit is specifically designed for utility safety professionals who just stepped into their role as well as those that have been in the industry for years. The Committee assembles dynamic speakers focused on providing tools that you can take back to your utility and use immediately. Vendors are encouraged to attend and display the latest utility safety related equipment and materials. The Demo Night is a unique way to let your customers actually use the equipment so they have a chance to try it before they buy it. Every third year, PHMSA training is available.

September

Natural Gas Fall Workshop
- Exhibit opportunities available
- Estimated Attendance: 30 Vendor Booths, 280 Attendees
- Location: This conference is held at Leak City in Athens, Alabama
Leak City offers hands on training opportunities. Several sessions held at Leak City will include testing and evaluation which can satisfy operator RE Qualification requirements. This RE Qualification will be recognized by the APGA Security and Integrity Foundation. A major focus of this Fall Workshop will be on Operator Qualification covered tasks. Additionally, many of these sessions will be conducted at the “Leak City” facility where “hands-on” training will be the primary delivery method. This workshop is a collaborative event with neighboring Associations and Regulatory Authorities.
TGA Annual Conferences & Events

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September

Scholarship Golf & Fishing Tournaments
- Sponsorship opportunities available
- Estimated Attendance: 50 - 80 golfers, 30 fishing participants
- Location: This event is held in Tennessee.

The proceeds of this annual tournament benefit the TGA Scholarship Foundation for children of TGA members. This is the perfect opportunity for Business Partners to enjoy a day of golf or fishing and network with customers. Business Partners are encouraged to register teams to participate in this event. Invite member and non-member customers to participate in this event and raise dollars for a worthy cause.

October

Utility Finance & Accounting Conference
- Estimated Attendance: 50 Attendees
- Location: This conference is held in Tennessee.

The TGA Education Steering Committee & FRAZIER & DEETER, LLC (NASBA Sponsor #107064) sponsor this conference with CEU credits available for accounting professionals. All courses are intermediate level. Delivery Method: Group Live. Attendees must have a working knowledge of natural gas utilities. No prior preparation is required.

Fall Management Conference
- Exhibit & Sponsorship opportunities available.
- Estimated Attendance: 12 Vendor Tables, 120 Attendees.
- Location: This conference is held in Tennessee.

The Fall Management Conference is an interactive and informative one-and-a-half day conference. Presidents, Vice Presidents, Mayors, Board Members, Commissioners, Directors, General Managers, Managers, Supervisors, Superintendents, Office Managers, Marketing Representatives and Account Executives would find this conference beneficial. Business Partners are encouraged to attend as table top exhibiting opportunities are available to promote your products and services to this group of utility decision makers.
TGA Annual Conferences & Events

Take advantage of these opportunities to sell, promote & network with your Tennessee target market. Your potential customers will be involved in the following TGA sponsored events. Shouldn’t you be too?

**March**

**Legislative Event**
- Estimated Attendance: 100 TGA Members and 50-80 Tennessee Legislators
- Location: This conference is held at Legislative Plaza in Nashville, Tennessee. Tables are set up by region so TGA members have the opportunity to sit and enjoy a lunch or breakfast with their local legislators while discussing issues of importance to the natural gas industry. The Friend of the Flame Award is presented to legislators in honor of their support of the natural gas industry.

**March/April**

**Distribution & Operations Conference**
- Exhibit & Sponsorship opportunities available. **Must be a TGA member to exhibit.**
- Estimated Attendance: 40-50 Vendor Booths, 300 Attendees.
- Location: This conference is held in Murfreesboro, Tennessee.
TGA members share that the D&O Conference is truly one of the region’s best. The D & O Conference is strategically targeted to operations and field employees, superintendents, Housing Authorities and all other employees seeking to gain industry information. This is an excellent opportunity for Engineers to get required Professional Development Hours. The information provided and educational training derived from this conference is beneficial to all natural gas industry personnel working in the operations side of your natural gas system. New Business Partner Members have the opportunity to make a short presentation of their products and services.

**May**

**Customer Service Workshop**
- Estimated Attendance: 100 Attendees
- Location: One workshop is held in East TN and one workshop is held in West TN
If there were ever an all inclusive event for employees with customer contact and employees responsible for branding and promoting a natural gas system, this new concept is the one. With both general session and strategic breakout sessions, employees will be able to bring their successes to the table and leave with knowledge and successes from their peers. This workshop is for the new employee, the seasoned employee and everyone in sales and service. The one day workshop is conveniently scheduled in two regional locations. One workshop in East TN and one in West TN allows you to choose the location nearest to you, limiting time away from the office and cutting travel costs.

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“The Legislative Event is one of the most important events the Tennessee Gas Association hosts. Getting to know your Legislator is as important as knowing the latest PHMSA Ruling. Laws get generated and changed every year so having a relationship with your Legislator is beneficial to your business or gas system. The facetime at this event is invaluable in furthering your relationship with your legislator.”

“D&O is one of the best shows in which we participate.”

“A worthwhile exhibiting experience. Good traffic with quality people.”

“Quality time spent with customers and potential customers.”

“Great conference! Thoroughly enjoyed speakers and location. Enjoyed team building exercise and interaction with others.”

“Great workshop – enjoyed it very much and carrying back a lot of information that can be used in the workplace and personal life as well.”
TGA Annual Conferences & Events

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June

Annual Meeting

- Sponsorship opportunities available.
- Estimated Attendance: 220-300
- Location: Varies

The TGA Annual Meeting is the premier networking and educational event of the year. This three-day meeting, is an excellent opportunity for members to hear local and national industry speakers discuss relevant topics and current issues pertinent to today’s business climate. TGA and Legislative updates are provided as well as a mandated business session per the TGA Bylaws. Speaker topics are submitted to the Tennessee Comptroller’s Office for approval toward commissioner training. TGA Affiliate Members appreciate the numerous opportunities for networking allowing them ample time to converse with their customers and potential customers. The President’s Dinner, held on the final evening, serves as the transition for the current President to pass the gavel to the 1st Vice President and also to honor the annual TGA Silver Flame recipient. New Officers, Directors and Committee Chairs are announced. The typical attendance ranges between 220-300 and includes every TGA member classification as well as gas system commissioners. The Scholarship Foundation’s main fundraiser is the Silent Auction which is held during the Annual Meeting providing wonderful items and trip packages for the bidders and scholarships for the children of TGA members. The TGA Annual Meeting destination is both in state and out of state at the discretion of the 1st Vice President’s selection for location.

Visit www.tngas.org for specific dates and locations or email jwellman@tngas.org

"The TGA Annual Meeting always affords a learning opportunity as well as time to network with old friends."

"The TGA Annual Meeting provides speakers and topics that have helped us stay ahead of developing industry trends affecting our business and customers. The networking with decision makers of gas systems state-wide is invaluable."
Thank you for your interest in joining TGA. TGA Business Partner Membership Dues are $500 annually. If you are a first time member we are happy to offer you a discount on your first year of membership. Please email Jamie Wellman, Director of Member Services in order to calculate your discount. jwellman@tngas.org

Your listing in the TGA Membership Directory will appear in the same format as the information you provide below.

Company Name

Street Address (required for UPS mailings)    P.O. Box (if applies)

City, State & Zip

Telephone    FAX

Designated Representative (included in base dues)    Title

E-Mail    Web Page

How did you hear about TGA membership?

Associate Members (@ $35 each): If you would like additional individuals from your company to be listed in the Membership Directory, receive TGA mailings and have membership access to the TGA website, please list those individuals here. Use a separate sheet for additional Associates and different addresses and/or phone, FAX numbers.

Name    Title & Email

COMPANY INFORMATION

Year Established: No. of Employees: 

Appliances:  

Equipment:  

Services:  

Person Supplying Information: Phone:

INDICATE METHOD OF PAYMENT AND REMIT TO:

Tennessee Gas Association
83 Century Boulevard
Nashville, TN 37214
Fax: 615-872-2413 Email: jwellman@tngas.org

Amount Remitted: $_________

☐ Check    ☐ Visa    ☐ MasterCard    ☐ Discover    ☐ American Express

Name (as listed on credit card) ____________________________________________ Expiration Date ____________

Credit Card Number _______ (3-digit ID Code on Back of Card): ____________

Signature ____________________________ (3-digit ID Code on Back of Card): __________________

Billing Address of credit card holder (include zip) ____________________________

Email address of card holder (a receipt will be emailed to you) ____________________________