



Natural Gas, Naturally Better

Tennessee Gas Association

# Business Partner Membership

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.

## 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

Thank you for your interest in joining The Tennessee Gas Association!

TGA has over 90 corporate members comprised of municipal gas systems, utility districts, gas authorities, public housing authorities, and private gas companies.

Business partners, pipelines, and marketer members include over 95 individual companies that serve the corporate membership. These member companies range from manufacturers and distributors of equipment or materials to professional service providers.

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 (4 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



*"Safety is something that should never be taken for granted. This conference was very well planned and the speakers were excellent!"*

*"The roundtable sessions are extremely interesting and informative. It is very helpful to be able to talk with members of other utilities to see how they are doing things and share ideas."*

*"Instructor was very knowledgeable with practical experiences and helped prepare me to do my job better."*

*"Great instructors, made it easy to understand for those of us that are new to the gas industry."*

*"One of the best classes I have ever taken, presented in a manner to encourage hands on participation, revealed more about myself and how I react to situations."*

*"As an affiliate member, the Scholarship Golf Tournament provides our organization a link to engage in a fun and relaxed environment and enjoy a little friendly competition. We are especially honored to support a tremendous cause. We look forward annually to the comradery and the opportunity to share our brand with members and friends."*

# 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: 20+ Vendor Booths, 160 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.

### 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.



*"Great conference, variety of topics spread throughout the two days. The knowledge gained will be valuable during audit time."*

*"Quality speakers and topics."*

*"Great conference. Love the networking opportunities."*

*Audience participation and peer to peer discussion at my table was truly beneficial."*

*"I can apply a large amount of the information presented to my day to day operations."*

*"The Legislative Luncheon 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."*

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## 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.

## October

### 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.

## February

### Legislative Luncheon

- Estimated Attendance: 100 TGA Members and 50-80 Tennessee Legislators
- Location: This conference is held at the Hermitage Hotel in Nashville, Tennessee.

Tables are set up by region so TGA members have the opportunity to sit and enjoy lunch 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.

Visit [www.tngas.org](http://www.tngas.org) for specific dates and locations or email [jwellman@tngas.org](mailto:jwellman@tngas.org)



*"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."*

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*"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."*

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## 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 Care & Marketing Summit

- Exhibit opportunities available.
- Estimated Attendance: 60 Attendees
- Location: This Summit is held in Tennessee.

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 Summit is for the new employee, the seasoned employee and everyone in sales and service. The summit is scheduled for two half days, limiting time away from the office and cutting travel costs.

Visit [www.tngas.org](http://www.tngas.org) for specific dates and locations or email [jwellman@tngas.org](mailto:jwellman@tngas.org)



*"TGA's NGV programs are essential for keeping all members and potential customers informed and excited about all of the various equipment, legal, and financial information in a fast-changing CNG market."*

*"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."*

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## Spring / Summer

### Natural Gas Vehicle Awareness

- Location, Dates & Attendance Varies from year to year.
- Sponsorship opportunities may be available.

TGA has been an industry leader in promoting natural gas vehicles to legislators, Association members, the southern region and the public. TGA has a dedicated NGV Committee who has developed NGV expos at Legislative Plaza and at the Titans Stadium working to engage legislators and TGA members with current information about refueling stations and natural gas vehicles. TGA conducted a state-wide rally with five media stops at TGA member systems with refueling stations. That idea took off and most recently, TGA has been one of the many sponsors of the American Public Gas Association's NGV national rally. With natural gas vehicles caravanning across America, media stops were scheduled along the way to encourage educational opportunities with the public. The future is bright for this market and TGA remains alert to any new legislation and technology aligned with clean and domestic natural gas for vehicles.

## 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 1<sup>st</sup> 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 1<sup>st</sup> Vice President's selection for location.





TENNESSEE GAS ASSOCIATION
2017-2018 BUSINESS PARTNER MEMBERSHIP
July 1, 2017 — June 30, 2018

Thank you for your interest in joining TGA. Please complete the application and submit with payment of \$500.00 Base Dues (includes 1 Designated Representative) + \$35.00 each Associate member from your company. If you are a first time member of TGA we are happy to offer you a 50% discount on your first year of membership. First time new members pay \$250 for the first fiscal year of membership. If you have questions regarding this application please call (615) 872-2411. (Please type or print clearly) 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

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

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)

Credit Card Number Expiration Date

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

Billing Address of credit card holder (include zip)

If using a credit card for payment, please include ID Code (\*\*4-digit on front of card if using American Express)

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