

CO-LOCATED

CONFERENCE & EXHIBITION

**DUG**  
EAST

MARCELLUS-UTICA

**MIDSTREAM**  
CONFERENCE & EXHIBITION

# 2020 EXHIBITOR PROSPECTUS AND 2019 SHOW REPORT

June 16-18, 2020

David L. Lawrence Convention Center | Pittsburgh, PA

[DUGEast.com](http://DUGEast.com)

# DUG East and Marcellus-Utica MIDSTREAM Conference & Exhibition 2020

## MASTERING MARGINS, TAPPING RESOURCES, OVERCOMING CHALLENGES IN APPALACHIA

Hart Energy announces the merging of two Appalachian Basin events, the **DUG East Conference & Exhibition** and the **Marcellus-Utica MIDSTREAM Conference & Exhibition**. Under one roof for the first time in June 2020, the interconnected events address two sections of the same big picture, offering a full-spectrum update for upstream and midstream players looking to stay competitive

According to IHS Markit, Appalachia natural gas production will account for 45% of national supply by 2040, up from 31% this year. Analysts estimate production of other profitable NGLs like ethane, propane and butane will double over the same period. The region “will play a key role in satisfying America’s increasing reliance on natural gas, as well as keeping energy costs moderate. Favorable production economics place the Marcellus and Utica shale plays amongst the most cost competitive in the nation.”

Exhibit where Appalachia’s top producers discuss options

**DUG East and Marcellus-Utica MIDSTREAM** remain focused on timely and important issues affecting unconventional resource development. The agenda is produced with input from industry professionals who understand the issues best. **DUG East and Marcellus-Utica MIDSTREAM** deliver a highly effective mix of data, insight and forecasts about financing, exploration, drilling, production, and delivery, presented by esteemed industry leaders in a respectful, engaging environment.

For its 140+ exhibitors, the events attract over 1,600 quality attendees each year. To ensure sponsors and exhibitors a qualified audience, Hart Energy reaches out to oil and gas and midstream operators with incentives to send their most influential managers to the conference. Exhibitors will be networking with influencers who make technology decisions.

### 2019 COMBINED STATISTICS

1,936  
ATTENDEES

43  
SPEAKERS

77  
SPONSORS

148  
EXHIBITORS

# SHOW REPORT

## DUG East and Marcellus-Utica MIDSTREAM 2019 Conference Highlights

**1,936**  
ATTENDEES



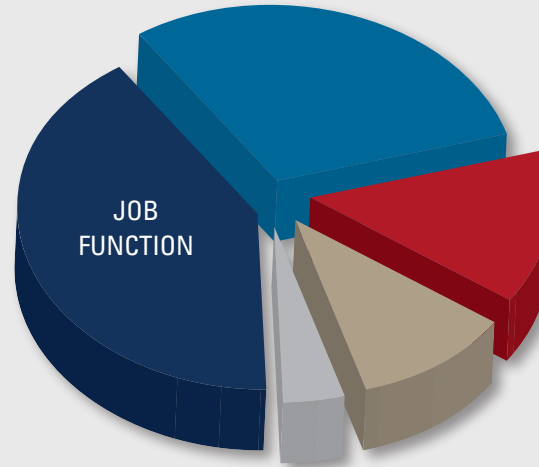
**43**  
PRESENTERS



**77**  
SPONSORING  
COMPANIES



**148**  
EXHIBITORS

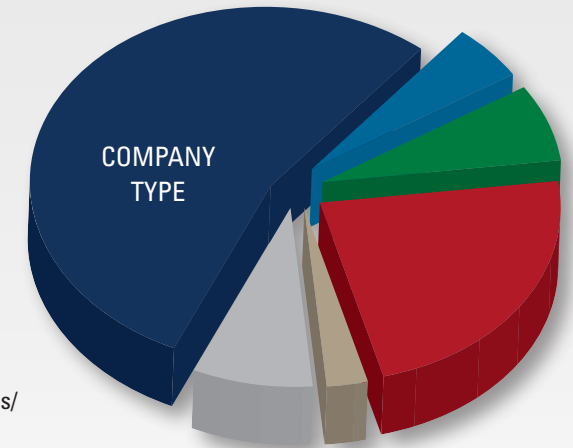


Attendees by Job Function

- 41% Business Development Management /Sales
- 30% Executive/General/Exploration Management
- 14% Engineering - Management/Technical/R&D
- 11% Administrative/Finance/Legal/Consulting/Other
- 4% Geology & Geophysics/Field Professionals/Purchasing

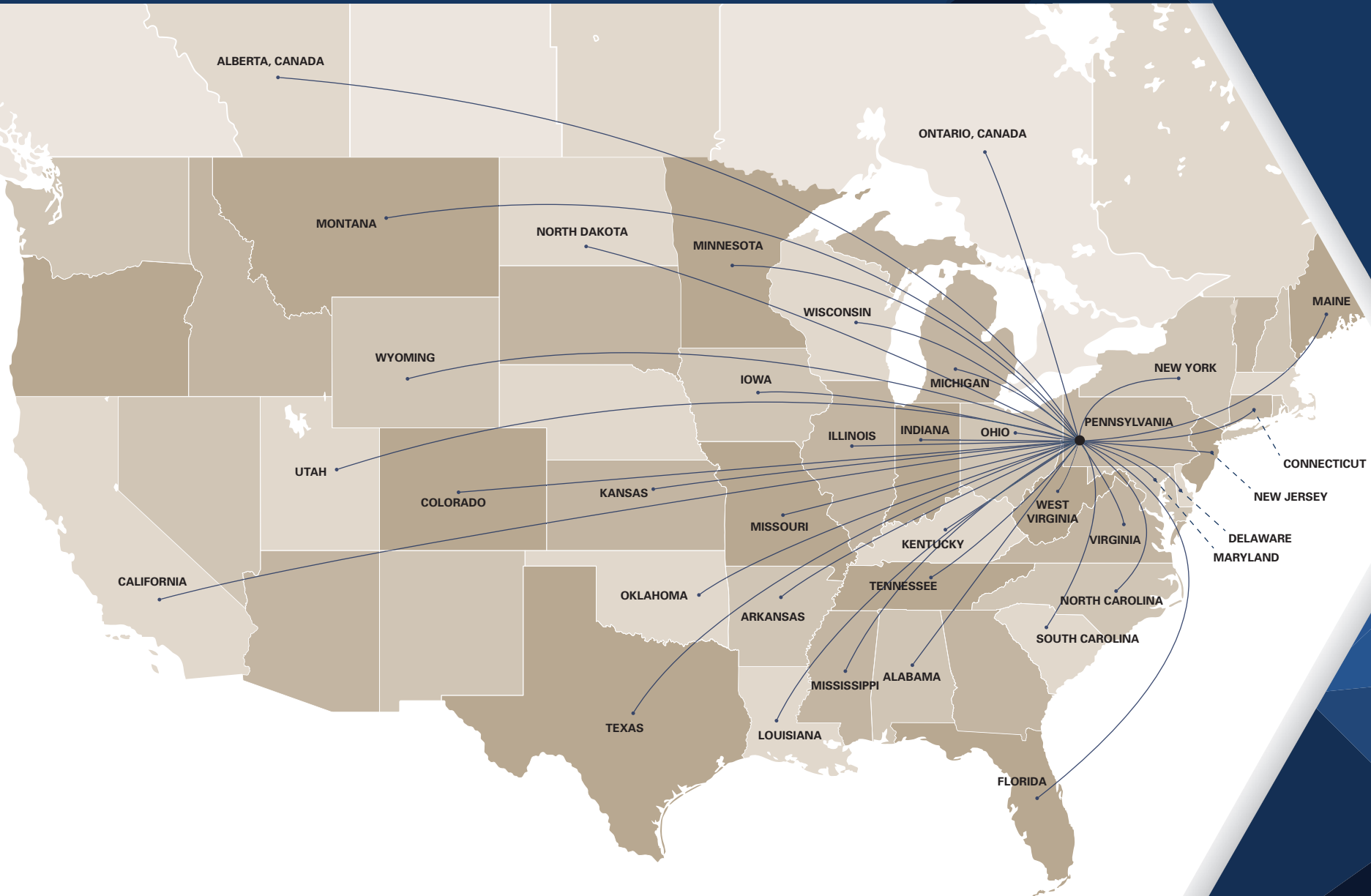
Attendees by Company Type

- 54% Service/Supply Company
- 22% E&P Company - Public/Private/Independent Oil & Gas Producer/Operators/National/State
- 8% Midstream Engineering/Pipeline/Transportation/Transmission
- 7% Consulting/Educational Institute/Government/R&D/IT Services/Other
- 5% Banking/Finance/Private Equity/Consulting/IT Services/Software/Land Services/Legal Regulatory/Other
- 3% Engineering/Drilling Contractor/Integrated Service Provider/Manufacturer



# SHOW REPORT

## 2019 Attendees from Around the Nation



# SHOW REPORT

## DUG East 2019 Conference Highlights

### Key Players Eye Increased Production In Utica

- The Utica Shale play has been undervalued and underappreciated given its large size and diversity of hydrocarbons, according to an executive for Encino Energy LLC.
- “The Utica will really surprise people going forward,” Ray Walker, COO of Encino Energy, told more than 600 attendees at the DUG East conference on June 19.
- Encino’s 900,000-acre Utica Shale leasehold has over 900 wells in Ohio. The company continues to expand its footprint in the gas-rich play, which has “favorable economics and infrastructure,” according to Walker. Last year, Encino bought Chesapeake Energy Corp.’s holdings in the Ohio portion of the Utica Shale play for \$2 billion. Chesapeake was one of the first companies to move into the Utica Shale, locking up enough leases to become the shale play’s biggest producer.
- Walker said that 70% of Encino’s Utica production is sold on the Gulf Coast, 20% at the Dawn, Ontario, hub and 10% in Appalachia.
- Referring to Marcellus and Utica as one of the biggest gas resources in the planet, Walker said consolidation will eventually happen.
- “We at Encino view ourselves as consolidator, not consolidatee,” Walker said. Encino Energy is backed by the Canada Pension Plan Investment Board.
- Reflecting on some key lessons learned as a shale player, Walker said, “It’s about having a consolidated position—you have to be way up on the technology curve, be a low-cost producer, have low cost evacuation routes. . . Everything from idea generation to burner tip has to be managed.”
- There is a strong need to optimize operations using data generated from artificial intelligence, machine learning and predictive analysis, he added.
- “If you’re not doing that, you’re not going to survive the new industry we’re in,” Walker said.

### 2019 DUG EAST STATISTICS

**1,591**  
ATTENDEES

**23**  
SPEAKERS

**76**  
SPONSORS

**124**  
EXHIBITORS

# SHOW REPORT

## Marcellus-Utica MIDSTREAM 2019 Conference Highlights

### Midstream Executive Sees ‘Light At End Of Tunnel’

- Natural gas prices are down, demand is weak and renewable energy sources are deepening their penetration in residential and commercial markets, but Ryan Savage, vice president at The Williams Cos. Inc., said natural gas supply must rise to meet demand in the next decade.
- Admittedly, “that is difficult to talk about right now,” Savage said Dec. 4.
- However, projected demand from U.S. natural gas commitments to Mexico and LNG exports worldwide will match North American residential and consumer natural gas use by 2025, he said. Exports will eventually have to rise to more than 25 billion cubic feet per day (Bcf/d) from roughly 10 Bcf/d in 2019.
- “If you’ve got demand growth like that, then we’ve got to increase supply,” he said.
- With more than 20 years in the industry, Savage said he’s seen the ups and downs of prices before, in part because of the exuberance of producers. But the longstanding industry paradox is that the “cure” for low commodity prices—oil or gas—is low prices themselves.

#### 2019 MARCELLUS-UTICA MIDSTREAM STATISTICS

**484**  
ATTENDEES

**23**  
SPEAKERS

**28**  
SPONSORS

**43**  
EXHIBITORS

# DUG East and Marcellus-Utica MIDSTREAM 2020

## WHO ATTENDS

The **DUG East and Marcellus-Utica MIDSTREAM** conferences help industry leaders stay current on emerging trends and markets. Attendees at these conferences come from:

- E&P Companies
- Pipeline Operators
- Financial Firms (i.e. Investors, Bankers, Analysts, etc.)
- Industry Consulting Firms
- Law Firms
- Service & Supply Companies
- Government Agencies
- Other Professional Services Firms

Some of the producers that attend **DUG East and Marcellus-Utica MIDSTREAM**:

Alta Resources LLC	Chief Oil & Gas LLC	Greylock Energy	Mobil Industrial Lubricants	Seneca Resources Company, LLC
American Petroleum Partners	CL&F Resources LP	Gulfport Energy Corporation	Montage Resources	Shell Oil Company
American Refining Group	CNX Resources Corporation	Heritage Royalty	Northeast Natural Energy, LLC	Snyder Brothers, Inc.
Antero Resources	CP Resources, LLC	HHEX - Huntley & Huntley Energy Exploration	Olympus Energy	Southwestern Energy Company
Apex Energy, LLC	Diversified Gas & Oil Corporation	Hilcorp Energy Company	Pardee Resources Company	Stabilis Energy
Arsenal Resources	Eagle Resources Corporation	Huntley & Huntley Energy Exploration	Patriot Exploration Corp	Tellurian Production Company
Artex Energy Group LLC	EdgeMarc Energy LLC	Infinity Natural Resources	Pedernales Petroleum	Texas Keystone Inc
Ascent Resources	Encino Energy LLC	Innova Exploration, Inc.	PennEnergy Resources, LLC	Travis Peak Resources
Autumn Ridge Energy	EnerVest Operating	Jesmar Energy, Inc.	Petrolympic	Tug Hill Operating
Beech Resources LLC	EQT Production Company	Laurel Mountain Energy, LLC	Pin Oak Energy Partners LLC	Vista Resources, Inc.
BKV Operating	Equinor	LPR Energy	Range Resources	XPR Resources LLC
Bluerock Minerals, LLC	EXCO Resources	Marathon Petroleum Company	Repsol Oil & Gas USA, LLC	XTO Energy
Bounty Minerals	Five Star Resources	Mitsubishi Corporation	Reserve Energy Exploration Company	Yokogawa Corporation of America
Cabot Oil & Gas	Frontier Natural Resources	Mitsui E&P USA LLC	Rockdale Marcellus LLC	
Chesapeake Energy	Gateway Royalty LLC		S.T.L. Resources LLC	
Chevron	Geopetro LLC			

*Contact your sales representative for a full list of past attending companies*

Hart Energy has already started its 2020 marketing for **DUG EAST and Marcellus-Utica MIDSTREAM**. This includes:

### Engagement via print and digital communications

– Directly connecting with past speakers and DUG Conferences attendees to promote new topics

**Advertising** – Programs are running in our leading publications, **E&P magazine** and **Oil and Gas Investor**, and **Midstream Business** to entice attendees

**Public Relations** – Releases on upcoming speakers and presentation topics

**Website** – Search engine optimization and marketing with prominent sites using Google AdWords

**E-newsletters and posts** – through our industry newsletters – **Morning Rush**, **Daily Wrap-Up**, **Breaking News**, **A&D Alert**, **Energy Pulse**, **Tech**, **Direct**, **A&D Watch**, **E&P Buzz**, **Midstream Monitor**, **Shale Weekly** and **Weekend Replay**

**Social Media** – Featuring our upcoming speakers and agenda through Twitter, LinkedIn and Facebook

*Whether your marketing team is promoting new technology or current products and services, we want to assist you—and audience wants to hear about it!*

# DUG *East* and Marcellus-Utica MIDSTREAM 2020

## BENEFITS OF EXHIBITING

### BECOME AN EXHIBITOR AND SPONSOR

Appalachia's decision makers are preparing for the long term. Ensure your company factors into their plans!

Natural gas wells' productivity in the Marcellus and Utica/Point Pleasant is steadily increasing thanks to ongoing improvements in horizontal drilling and hydraulic fracturing. Since January 2012, the Marcellus and Utica/Point Pleasant region has accounted for 91% of the increase in natural gas production from low permeability formations.

Midstream operators are working to build much-needed takeaway capacity. Producers are searching for solutions that help them operate more efficiently.

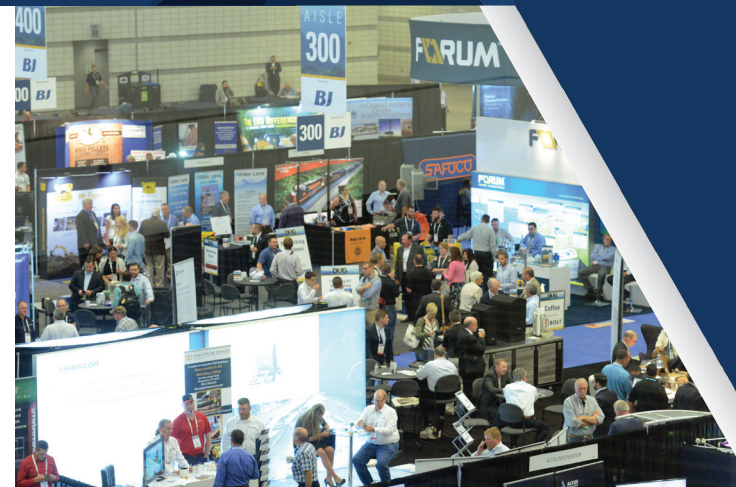
More than ever, they want to hear about your products, services and technologies. Don't miss this once-a-year chance to connect with them.

### Plays Covered:

- Marcellus
- Utica
- Emerging Appalachian Plays

### Cost to Exhibit - \$4,000 and includes:

- 10 ft. x 10 ft. exhibit space (100 sq. ft. minimum)
- Listed on the DUG East and Marcellus-Utica MIDSTREAM online exhibitor floor plan with a link to your website
- Complimentary Exhibit Hall Only registrations for two (2) employees per 100 sq. ft. of exhibit space
- Option to upgrade Exhibit Hall Only to full-conference passes at a discounted rate
- Discount on additional booth staff passes
- Ability to invite qualified clients and prospects to the exhibition hall at no charge through the Operator Pass Program
- Access to all networking breaks and receptions
- Option to add the following complimentary items per 100 sq. ft. of exhibit space:
  - One (1) 6 ft. draped table
  - Two (2) chairs
  - One (1) wastebasket
  - Pipe and drape with a company ID sign
  - Option to purchase additional full-conference passes at a 30% discount



For more information  
about exhibiting at **DUG *East***  
and **Marcellus-Utica**  
**MIDSTREAM** contact:

(A-L)

**MARK IMMEKUS**

P: 713.260.6492 F: 713.840.8585

mimmekus@hartenergy.com

(M-Z)

**SARA LOWERY NG**

P: 713.260.4668 F: 713.840.8585

sara@hartenergy.com



# DUG *East* and Marcellus-Utica MIDSTREAM 2020 SPONSORSHIP OPPORTUNITIES

## WHY SPONSOR?

**DUG *East* and Marcellus-Utica MIDSTREAM** sponsorships give companies high-level exposure to key decision makers. Sponsors have the opportunity to increase brand awareness, obtain valuable leads and connect with thousands of potential clients - all in one venue!

## Typical sponsorships include:

- Premier Level Sponsor
- Platinum, Gold, Silver and Bronze Sponsors
- Opening Reception Sponsor
- Speaker Dinner Sponsor
- Late Night Networking Mixer Sponsor
- Networking Breakfast Sponsor
- Morning Refreshment Sponsor
- Networking BBQ Luncheon Sponsor
- Afternoon Energy Break Sponsor
- Ice Breaker Sponsor
- Registration Sponsor
- Lanyard Sponsor
- Floor Plan Sponsor
- Exhibit Hall Sponsor
- Follow Me to Registration Sponsor
- Welcome Banner Sponsor
- Host Hotel Key Card Sponsor
- Conference Session Sponsor
- Shoe Shine Station Sponsor
- Speaker Gift Sponsor
- Exhibit Hall Water Bottle Sponsor
- Food & Beverage Lounge Sponsor
- Presentation Room Water Bottle Sponsor
- Conference Bag Sponsor
- Seat Caps Sponsor
- Event Koozie Sponsor
- Pen Sponsor
- Pocket Guide Sponsor
- Coffee Sponsor
- Premier Bingo Sponsor
- Bingo Square Sponsor
- Charging Station Kiosk Sponsor
- Operator Program Sponsor
- Pocket Guide Full Page Ad
- Attendee Postcard (Direct Mail Piece)
- Conference Bag Insert
- Premier Event APP Sponsor
- Post-Conference Presentation Email Sponsor
- Social Media Sponsor
- Headshot Photo Booth Sponsor
- Custom Exhibitor Video

**Contact a sales representative today to learn more about our sponsorship packages.**



## Sponsorship benefits include:

- Unique access to a select group of industry executives
  - New sales leads and opportunities to solidify customer relationships
  - Increased brand awareness
  - Ability to showcase new products/services to a targeted audience
  - Multiple reference listings for your company (including an online profile)
    - On the conference website
    - In the conference Pocket Guide
    - On the conference mobile app
    - Premium Booth Location

# DUG East and Marcellus-Utica MIDSTREAM 2019 THANKS TO OUR MEDAL SPONSORS

## PREMIER



## PLATINUM



## GOLD



## SILVER



## BRONZE



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CONFERENCE & EXHIBITION

**DUG**  
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**(A-L)**

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