

**Spring Workshop: Highlights and Developments****April 2019**

Representatives (L to R) from Costco, Iron Mountain, McDonald's, Xcel Energy, and American Electric Power discuss the importance of electric companies engaging with customers throughout the development of clean energy offerings to ensure that they are both economic and functional.

**M**ore than 800 attendees, including approximately 150 representatives from national customer organizations, attended EEI's National Key Accounts Workshop in Seattle, WA. EEI's semi-annual Workshop is the premier venue for EEI member companies to build relationships and lay the foundation for mutually beneficial collaborations with large commercial and industrial (C&I) customers. Key takeaways from the event include:

- The Spring Workshop kicked off with a CEO panel featuring Puget Sound Energy's Kimberly Harris, Portland General Electric's Maria Pope, and Rocky Mountain Power's Gary Hoogeveen. The CEOs emphasized the importance of helping large customers achieve their clean energy and sustainability goals, while maintaining the delivery of safe, reliable, and affordable electricity. They also discussed the need for electric companies and customers to collaborate on policies that will support electric company efforts to provide innovative customer solutions quickly. Finally, the panel highlighted the industry's efforts to address cyber and physical security threats.
- During a customer and EEI member executive panel, representatives from American Electric Power, Costco, Iron Mountain, McDonald's, and Xcel Energy pointed out the collaboration between EEI and the Customer Advisory Group for developing sustainability solutions that support customer needs. Panelists discussed the carbon emissions reporting template being prepared by EEI and piloted by EEI members and customers; the importance of data to support customer carbon reduction efforts; and crafting a common vision and language for sustainability efforts.
- Two well-attended sessions showcased customer and EEI member enthusiasm for electric fleets. A panel discussion featuring Daimler Trucks, Puget Sound Energy, San Diego Gas & Electric, and Walmart emphasized the importance of collaboration to ensure economic and infrastructure readiness. Separately, EEI members met with the Daimler representative who recommended that electric companies provide OEMs with a single-point-of-contact to assist with planning and infrastructure coordination for electric fleets.
- Other key messages from the workshop:
  - The importance of thinking outside the box to imagine how electricity will be delivered and used in the future.
  - Customers stressed the importance of electric companies engaging with them throughout the development of clean energy offerings to ensure that they are both economic and functional.



L to R: Kimberly Harris, President and CEO, Puget Sound Energy; Gary Hoogeveen, President and CEO, Rocky Mountain Power; and Maria Pope, President and CEO, Portland General Electric.

## Highlights from the EEI Spring National Key Accounts Workshop



*Puget Sound Energy President and CEO Kimberly Harris delivers the host keynote address during the NKA Workshop's Opening General Session, emphasizing the importance of listening to the needs of the customer and collaborating to deliver innovative customer solutions.*



*Seattle Mariners Ryan van Maarth enthusiastically discusses the key role lighting played transitioning from Safeco Field to T-Mobile Park. Representatives from T-Mobile were in the audience to cheer him on.*



*7-Eleven's Director of Energy Engineering & Store Planning Ann Scott, engages with electric company representative, Alisa Dunlap of Pacific Power, at the NKA Workshop's Meet-n-Greet.*



*Representatives (L to R) from Puget Sound Energy, Walmart, Daimler, and San Diego Gas & Electric discuss infrastructure and energy needs that are critical to effective electric fleet strategies. Making it easy for customers is key to accelerating this opportunity.*



*Puget Sound Energy President and CEO Kimberly Harris held a small luncheon with customer representatives from (alpha order) Amazon, Cinemark, Costco, REI, Staples, Starbucks, T-Mobile, Target, and Walmart.*