EEI National Key Account Workshop

Supply Track 1: What does the future of generation look like?

Christine Nevin, Moderator
Presenters

• **Felix Aguayo**
  **DIRECTOR, DISTRIBUTED RESOURCES, EDF RENEWABLES**

Felix Aguayo is Director in the Distributed Resources division at EDF Renewables – a global leader in renewable energy and storage with 6 GW of wind and solar in North America and 824MWh of storage worldwide.

Prior to his current position, Felix was Director of Strategic Partnerships at SunEdison, and at SolarCity, Director of Off-site Solar Solutions. At SunPower, he developed over 40 MWs of distributed generation projects.

Prior to his solar career, Mr. Aguayo was an energy consultant specializing in the Northeast deregulated energy markets, an investment banker at UBS, and an electrical engineer for the Consolidated Edison Company of New York.

• **Mike Perna**
  **Vice President, Marketing and Business Development, Con Edison Clean Energy Businesses**

Michael Perna is responsible for managing the growth strategy and business expansion initiatives for the Con Edison Clean Energy Businesses, including product development and tactical planning in support of the Energy Services and Renewables businesses. In addition, he leads the marketing and communications functions including brand management, advertising, lead generation and media relations for the company.

Prior to joining ConEdison Solutions, Mr. Perna was a principal at Energized Strategies II, LLC, a management consulting firm providing market strategy, product/service launch, and project management consulting for clients. Earlier in his career, Mr. Perna spent nearly 15 years at Public Service Enterprise Group (PSEG), a Fortune 250 energy company. There he held positions of increasing responsibility in a variety of functional areas including sales, marketing, and customer operations.
Market and Regulatory Updates
California

• California Community Choice Aggregation ("CCA")
  – Rapid adoption prompted regulatory debate over cost concerns
  – “Departing Load” charges (fees paid to the local utility by customers moving to CCA’s) are being debated in the CPUC
  – Could slow CCA progress
Nevada

• Nevada Retail Choice Initiative
  – 2016, statewide vote for Retail Choice
  – State officials at work on implementation details
  – Second statewide vote in 2018 will amend state constitution to establish open, competitive retail market by July 1, 2023
New York

• New York Retail Market Proceeding
  – PSC proceeding over guaranteed savings or mandatory renewable power in ESCO energy mix for residential and small business customers
  – Larger possible impact = regulatory jurisdiction over ESCO energy offerings to all customers
  – Implications for ESCO offerings like energy efficiency programs, energy storage, rooftop solar, etc.