

Thought Leaders Speak Out 2024

ENGAGING CUSTOMERS WITH TECHNOLOGY

Agenda and Speaker Bios

**A Fireside Chat with Baltimore Gas and Electric,
WeaveGrid, and Darcy Partners**

**Driving Customer Experience and Grid Value through EV
Managed Charging Programs**

July 11, 2024 12:00 – 1:00 pm ET

Agenda

Opening Remarks	Adam Cooper, Executive Director, IEI
Moderator	David Hutchens, President and CEO, Fortis Inc.
Discussants	Apoorv Bhargava, CEO and Cofounder, WeaveGrid Phil Kantor, President, Darcy Partners Jonathan Mele, Director, Power & Utilities Research, Darcy Partners Alexander Núñez, SVP, Governmental, Regulatory, and External Affairs, BGE

This dialogue is a by-invitation event for electric company executives with customer responsibilities and features a conversation with BGE, WeaveGrid and Darcy Partners followed by discussion with all participants. The goals of these dialogues are to share approaches, lessons learned, results, and the key roles that technology and data analytics play in customer engagement.

The July 11 discussion will focus on how BGE is leveraging data thru its work with WeaveGrid to:

- Incorporate new tools to address the distribution challenges associated with new EV growth.
- The evolution from vehicle charging Time-of-Use rate to an active managed charging program with a distribution focus to enable greater load balancing.
- Leverage telematics-based customer insights to enhance customer experience and grid benefits.
- Drive customer participation in EV managed charging programs through simple and streamlined enrollment and onboarding process.



Speakers



Adam Cooper

Executive Director, Institute for Electric Innovation

Adam Cooper is Executive Director of the Institute for Electric Innovation (IEI). In this capacity he collaborates with a Management Committee of more than 25 electric company CEOs and a select group of technology companies to provide thought leadership on current issues, trends, and innovation in the electric power sector. He establishes and oversees IEI's key initiatives, its annual research agenda, and day-to-day activities. Prior to joining IEI, Adam worked at the Center for Automotive Research, the White House Office of Management and Budget, and Regional Economic Models, Inc. Adam received a Master's in Public Policy from the University of Michigan and a B.A. in Economics and History from Brandeis University.



Dave Hutchens

President & CEO, Fortis, Inc. and Co-Chair, Institute for Electric Innovation

Dave Hutchens' career in the energy sector spans more than 25 years, having held a variety of positions at the Corporation's electric and gas utilities in Arizona as well as with Fortis. Dave was most recently Chief Operating Officer of Fortis as well as Chief Executive Officer of UNS Energy Corporation in Arizona. Prior to that, he was Executive Vice President of Western Utility Operations of Fortis while also maintaining his responsibilities as President and CEO of UNS Energy Corporation. Dave holds a Bachelor of Aerospace Engineering and a Master of Business Administration from the University of Arizona and is a former nuclear submarine officer in the U.S. Navy. He serves on the Boards of ITC Holdings and FortisBC, both Fortis utilities.



Apoorv Bhargava

CEO and Cofounder, WeaveGrid

Apoorv Bhargava is the CEO and Co-founder of WeaveGrid, a venture-backed software company that drives rapid decarbonization at the intersection of energy and transportation. WeaveGrid partners with utilities, automakers, and charging infrastructure providers to make charging reliable, easily accessible, and affordable for EV drivers everywhere. Since founding WeaveGrid 6 years ago, Apoorv has led the company to nearly 90 employees and over 15 utility customers across the United States. Apoorv has spent over 12 years furthering innovation in the climate and energy sectors and has extensive experience piloting and deploying utility programs worldwide. At Opower (now part of Oracle), a leading demand-side management utility software company, he worked on product expansion, new markets, and regulatory affairs. At NRG Energy, he helped develop its behind-the-meter energy storage strategy and product. Apoorv also has experience in management consulting at BCG and in venture capital. He holds an MBA and an MS in Energy & Resources from Stanford University, a BS in Chemical Engineering, and a BA in Energy Economics from Rice University.



Jonathan Mele

Director, Power & Utilities Research, Darcy Partners

Jon Mele is the director of power sector research at Darcy Partners. Prior to Darcy, Jon worked for Ernst & Young, where he focused on corporate and technology strategy development for power sector clients. Before joining EY, Jon was a power systems engineer and held roles in field engineering, control room operations, and electric system planning. Jon graduated from the University of Delaware with a B.S. in Electrical Engineering and earned his MBA at Georgetown University.



Alexander Núñez

SVP, Governmental, Regulatory, and External Affairs, BGE

Alexander G. Núñez is senior vice president of governmental, regulatory, and external affairs for BGE. Núñez oversees the company's strategic direction and initiatives, regulatory work, state, local, and municipal government engagement, energy acquisition, marketing and communications, economic development, strategic customer-facing programs, and efforts to drive a meaningful, positive impact in its communities. Núñez served previously in the following executive roles at BGE: senior vice president of strategy and regulatory affairs, senior vice president of regulatory and external affairs, and vice president of governmental and external affairs. In his earlier roles at the company, he served as director of state affairs and as senior public affairs representative and Annapolis counsel. Before joining the company in 2001, he worked for the Maryland General Assembly for several years, where he served as Committee Counsel to the Senate Finance Committee of Maryland. Núñez contributes actively to several community and business organizations. He serves as vice president of the Walters Art Museum Board of Trustees and as chair of its Engagement Committee. He is vice chair of the Board of Trustees for the Chesapeake Bay Trust and serves as the chair of its Programs and Partnerships Committee. He serves on the Board of Directors of the Maryland Tech Council. He is chair of the Corporate Advisory Board for the Baltimore chapter of the Association of Latino Professionals for America. Núñez currently serves as an appointee on the Governor's Commission on Hispanic Affairs and previously served on the Governor's Workforce Development Board. Núñez is a graduate of The LEADERship Class of 2018. He is also a graduate of the Leadership Maryland Class of 2005 and served on its Board of Directors for several years. Núñez represented the company in the Maryland Chamber of Commerce, including on its Legislative Committee, Environment Committee, and Civil Liability Committee. He was a founding member of the Greater Baltimore Committee's Energy and Natural Resources Committee and is past president of the Legislative Committee of the MD-DC Utilities Association. Núñez received a Bachelor of Arts degree with honors from the University of Notre Dame and a Juris Doctorate with honors from Valparaiso University School of Law. He is admitted to practice law in the state and federal courts of Maryland and in the US Supreme Court.



Phil Kantor

President, Darcy Partners

Phil Kantor is the President of Darcy Partners. Darcy works with ~100 large energy operating companies to identify, vet, and deploy new technologies and to collaborate with industry peers on vital engineering and innovation challenges. Prior to Darcy, Phil worked for Bain & Company with a mix of energy, technology, and financial services companies on their corporate strategy, organizational design, and operational efficiency challenges. Before joining Bain, Phil served five years in the U.S. Marine Corps as an intelligence analyst, including deployments to Afghanistan and the Philippines. Phil graduated from Pomona College with a B.A. in Mathematical Economics and earned his MBA at Harvard Business School.