



THOUGHT LEADERS SPEAK OUT:

Key Trends Driving Change in the Electric Power Industry

VOLUME III

BOOK LAUNCH
December 14, 2016



The Edison Foundation

**INSTITUTE for
ELECTRIC INNOVATION**

THOUGHT LEADERS SPEAK OUT:

Key Trends Driving Change in the Electric Power Industry Vol. III

Book Launch

**NEWSEUM
WASHINGTON, DC
WEDNESDAY, DECEMBER 14, 2016**

**2:30 - 4:00 PM
Reception to follow**

Agenda

- 2:30 - 2:45** **Welcome**
Lisa Wood, Vice President, The Edison Foundation and
Executive Director, Institute for Electric Innovation
- 2:45 - 3:00** **Remarks**
Thomas R. Kuhn, President, Edison Electric Institute
- 3:00 - 4:00** **Panel Discussion**
- Moderator** Bob Rowe, President and CEO, NorthWestern Energy and
Co-Chair, IEI Management Committee
- Panelists** Trent Bowers, CCO and EVP, Enbala Power Networks
Ken Munson, Co-Founder and CEO, Sunverge Energy
Doug Benevento, Director, Energy Policy, Xcel Energy
- Audience Q&A**
- 4:00 - 5:00** **Reception**

Download the book at www.edisonfoundation.net

WELCOME



Lisa Wood, Vice President, The Edison Foundation and Executive Director, Institute for Electric Innovation

Lisa Wood is Vice President of The Edison Foundation and Executive Director of the Institute for Electric Innovation (IEI). As Executive Director of IEI she collaborates with a Management Committee of over 20 electric utility CEOs and a select group of technology companies to provide thought leadership on current issues, trends, and innovation in the electric power industry. In 2016, under Ms. Wood's leadership, IEI released Volumes I, II, and III of *Key Trends Driving Change in The Electric Power Industry*. Prior to that, IEI released *Innovations Across the Grid: Partnerships Transforming the Power Sector* Volumes I and II.

Wood is a Nonresident Senior Fellow in the Energy Security and Climate Initiative at The Brookings Institution and an Adjunct Professor at Johns Hopkins University SAIS. She was formerly an Adjunct Professor at Georgetown University's School of Foreign Service. Ms. Wood serves as an Advisor to GE Ventures; on the Board of Directors for Energate, Inc.; and on the Board of Directors for the National Energy Foundation.

Prior to launching IEI, Wood was a Principal with The Brattle Group and Director of Brattle's Washington DC office; a Principal with PHB Hagler Bailly; and a Program Director at RTI International. Wood holds a Ph.D. in Public Policy and Management from the Wharton School of the University of Pennsylvania, an M.A. from the University of Pennsylvania, and a B.A. from Rutgers College.

REMARKS



Thomas R. Kuhn, President, Edison Electric Institute

Tom Kuhn is President of the Edison Electric Institute, the association of investor-owned electric companies whose members generate and distribute approximately three-quarters of the nation's electricity. In addition, EEI has a growing number of international electric companies as Affiliate Members and industry suppliers and related organizations as Associate Members. Mr. Kuhn joined the Institute in 1985 as executive vice president, was named chief operating officer in 1988, and elected president in 1990.

Prior to joining the Institute, Mr. Kuhn was president of the American Nuclear Energy Council, which subsequently merged with the Nuclear Energy Institute. He joined the Council in 1975 as vice president, government affairs, and became president in 1983. From 1972 to 1975, he headed the energy section of the investment banking firm, Alex Brown and Sons. From 1970 to 1972, he was White House Liaison Officer to the Secretary of the Navy.

Mr. Kuhn received a BA in Economics in 1968 from Yale University, served as a Naval Officer following his graduation, and completed a Masters in Business Administration in 1972 from George Washington University. He completed the Stanford University Graduate School of Business Senior Executive Program in 1989.

MODERATOR



Bob Rowe, President and CEO, NorthWestern Energy and Co-Chair, IEI Management Committee

Bob has been President and Chief Executive Officer of NorthWestern Corporation since August 13, 2008. He is Co-Chair of the Institute for Electric Innovation, part of the Edison Electric Institute (EEI); a member of the EEI Board of Directors Executive Committee; a member of the American Gas Association Board of Directors; Western Energy Institute past chair and current executive committee member.

Bob lives in Helena, Montana. He holds a BA from Lewis and Clark College in Portland, Oregon, a JD from the University of Oregon, completed the Kennedy School Senior Executives' Program, and has been active in various professional organizations. He has been active with a variety of university-based organizations, and is currently a senior fellow at the University of Florida Public Utility Research Center.

At NorthWestern Energy, Bob's focus is working with other employees to build a strong company, focused on providing essential infrastructure and service, and that will be a long-term partner to the customers and communities they serve.

PANELISTS



Trent Bowers, CCO and EVP, Enbala Power Networks

Trent Bowers is Enbala's Chief Commercial Officer and Executive Vice President of Sales, responsible for leading the company's sales, marketing and partner relations initiatives globally. With 25 years of experience, Mr. Bowers came to Enbala from Toshiba/Landis+Gyr, where he was Vice President of the Industry Solutions Group. He also led the Global Alliances & Solutions organization for Landis+Gyr for five years.

Mr. Bowers' entire career has been focused on technology, communications and services, with the last 10 years concentrated on delivering integrated software solutions to further advance grid modernization initiatives in the energy and utility industry. His knowledge and experience spans the full utility value chain, from generation to the customer experience including advanced grid analytics, demand response, distributed energy resource (DER) management, and operational data management.

Mr. Bowers has also held positions with IBM, Alcatel-Lucent, and Siemens.



Ken Munson, Co-Founder and CEO, Sunverge Energy

As co-founder, Ken leads company operations, strategic development, corporate financing and M&A activity. Ken’s core focus is building Sunverge into an energy services company on the leading edge of smart grid optimization and virtual power plant services through innovative energy storage solutions comprising best-in-class hardware and software.

Prior to starting Sunverge, Ken held various executive management roles with Inertia Engineering, Kinetec, Inc. and Motion Control Engineering, Inc. He holds a B.A. degree from California State University, Sacramento, and an MBA from Saint Mary’s College of California.



Doug Benevento, Director, Energy Policy, Xcel Energy

Doug is currently the Director of Energy Policy for Xcel Energy. In this position, he is responsible for developing and coordinating policy among Xcel Energy’s four different operating companies and different business units. He is also responsible for managing Xcel Energy’s federal and state political action committees and association membership.

Prior to working at Xcel Energy, he practiced law at Greenberg Traurig and was recognized in Chambers USA in the field of environmental law. He was also appointed Executive Director of the Colorado Department of Public Health and Environment by then Governor Bill Owens. While at the Department, he led the effort to fully fund the Ryan White program and bring the state into compliance with all federal health-based air quality standards. He also served as the Senior Policy Advisor for U.S. Senator Wayne Allard and worked on the House Agriculture Committee and was one of the staff authors of the 1996 Farm Bill. Doug was also elected to the Douglas County Board of Education in November 2009, and from 2012 through 2013 served as its Vice-President. He was reelected in 2013 to a second and final term.

Doug is an attorney and received his B.A. from the University of Colorado, his M.A. from Johns Hopkins University and his J.D. from the University of Denver.

About the Institute for Electric Innovation

The Institute for Electric Innovation focuses on advancing the adoption and application of new technologies that will strengthen and transform the energy grid. IEI's members are the investor-owned electric companies that represent about 70 percent of the U.S. electric power industry. The membership is committed to an affordable, reliable, secure, and clean energy future.

IEI promotes the sharing of information, ideas, and experiences among regulators, policy makers, technology companies, thought leaders, and the electric power industry. IEI also identifies policies that support the business case for the adoption of cost-effective technologies.

IEI is governed by a Management Committee of electric industry Chief Executive Officers. In addition, IEI has a Strategy Committee made up of senior electric industry executives and a select group of technology companies on its Technology Partner Roundtable.

About the Edison Foundation

The Edison Foundation is a 501(c)(3) charitable organization dedicated to bringing the benefits of electricity to families, businesses, and industries worldwide. Furthering Thomas Alva Edison's spirit of invention, the Foundation works to encourage a greater understanding of the production, delivery, and use of electric power to foster economic progress; to ensure a safe and clean environment; and to improve the quality of life for all people. The Edison Foundation provides knowledge, insight, and leadership to achieve its goals through research, conferences, grants, and other outreach activities.



Institute for Electric Innovation

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