

PMEA Annual Conference 2021 AMP and APPA Update

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AMP President/CEO
& APPA Board Immediate Past-Chair



About American Municipal Power, Inc. (AMP)

1971-2021: Celebrating 50 years of serving Members

- Non-profit wholesale power supplier and services provider for public power systems located in 9 states - DE, IN, KY, MD, MI, OH, PA, VA and WV
 - 29 Pennsylvania Members
 - AMP Members serve approximately 650,000 meters
- Key strengths
 - Member owned and governed
 - AMP Board of Trustees made up of 21 member officials
 - Ephrata represents the PA Service Group Seat on the AMP Board
 - Not for profit
 - Engaged Board and Participant Committees
 - Strong financial ratings
 - Diverse energy portfolio
 - Industry partnerships (APPA, TEA, LPPC, SEPA, NHA, HCI)
 - Regulatory and legislative presence
 - Breadth of staff expertise

AMP Mission, Vision and Values

Mission

To serve Members through public power joint action, innovative solutions, robust advocacy and cost-effective management of power supply and energy services.

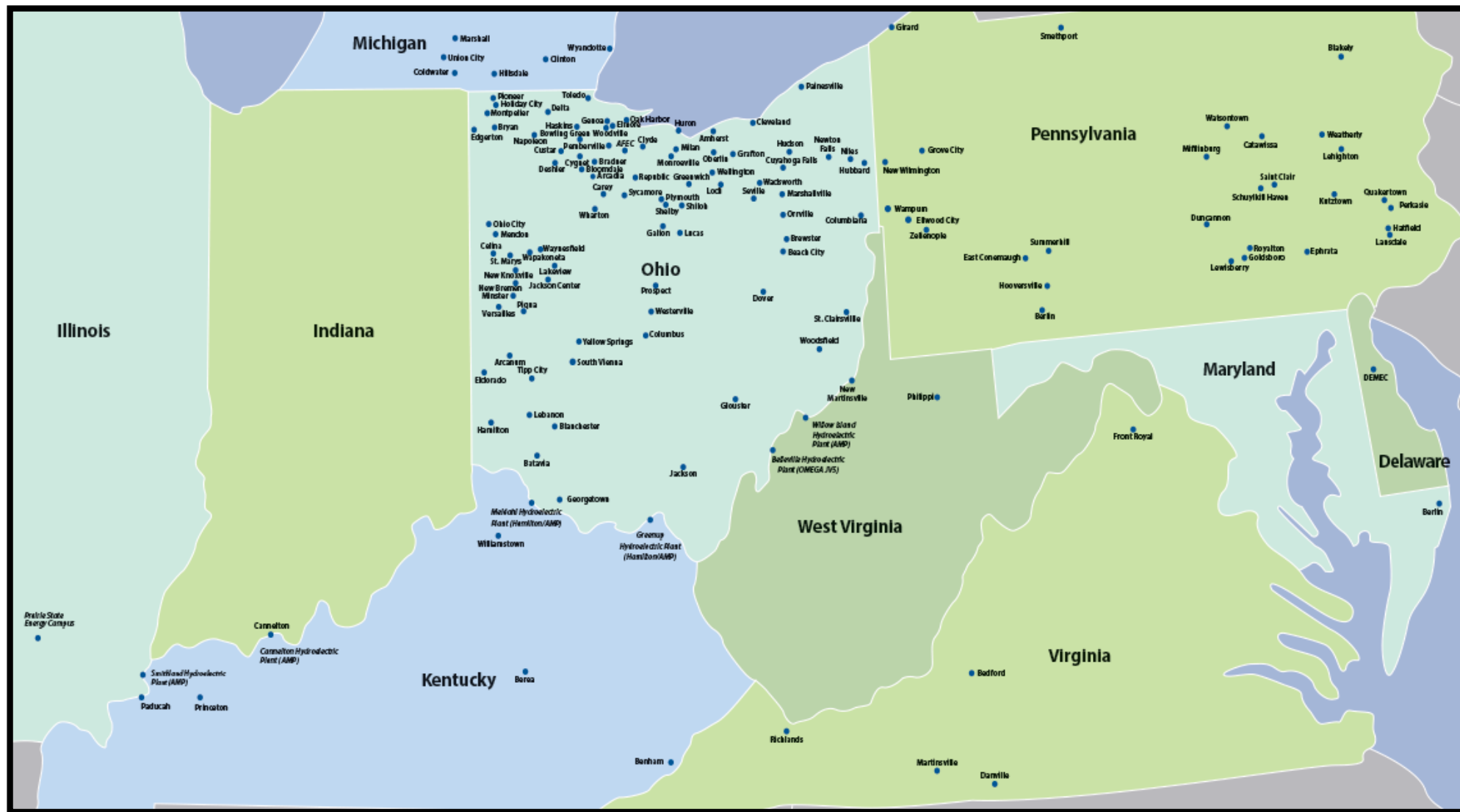
Vision

To be public power's trusted leader in providing Members and their customers the highest-quality, forward-looking services and solutions.

Values

- **Integrity** - Be honest, fair, reliable, trustworthy and ethical.
- **Member Focus** - Provide dedicated and professional support to all members in the AMP footprint.
- **Partnership** - Collaborate to achieve common goals.
- **Employee Engagement** - Commit to a diverse, inclusive, safe and supportive work environment.
- **Stewardship** - Manage resources wisely and sustainably while striving for operational, financial and administrative excellence.
- **Innovation** - Energize and inspire new and creative approaches that increase value to Members and Employees.
- **Accountability** - Be responsive and communicate transparently and effectively.

AMP Members

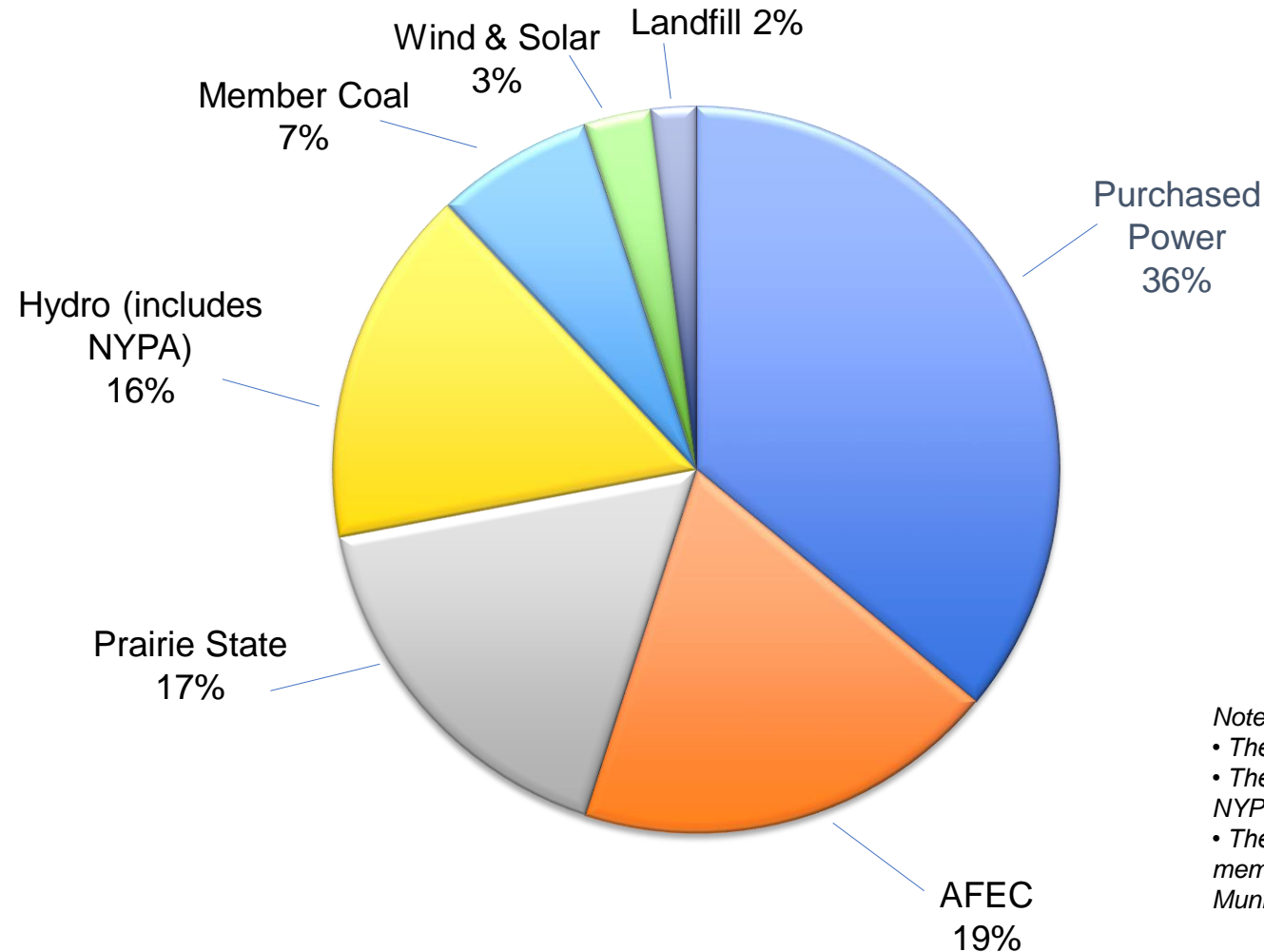


AMP and PMEA

Partners in Public Power

- **AMP Board of Trustees**
 - Pennsylvania holds seat on AMP Board (currently held by Ephrata)
- **Strategic assistance**
 - Past legislative battles (Rep. Bernstein legislation)
 - Assistance during organization and bylaws restructuring
 - Representation at PJM and FERC
 - AMP intervenes in regulatory proceedings with FERC and other state and federal agencies (joined a complaint against PPL at FERC arguing that PPL's 11.68% return on equity was unjust and unreasonable; settlement resulted in savings for boroughs in the PPL zone)
- **Financial assistance**
 - Direct contribution to PMEA
 - Securing lobbyist (J.M. Uliana & Associates)

2020 AMP Member Resource Mix (15,932,430 MWh)



Notes:

- The Wind & Solar percentage includes member-owned solar.
- The Hydro percentage includes member-owned hydro and NYPA.
- The Member Coal figure includes the participation of AMP members Paducah and Princeton in PSEC through the Kentucky Municipal Power Association.

AMP Power Supply and Generation

- **Power supply planning**
 - AMP assists member electric systems in assessing and filling their power supply needs
- **Peak shaving/demand response**
 - AMP manages a demand response and peak shaving program on behalf of its members
- **Energy Control Center**
 - Operates 365 days a year, 24-hours a day
 - Minimizes costs for participating communities through economic dispatch of a blend of long- and short-term power sources and peak-shaving
- **AMP PA Members participate in the following projects:**
 - AFEC
 - Blue Creek Wind
 - Landfill Gas
 - Solar Phase II
 - Behind the Meter - RICE Peaking

AMP Member Programs and Services

- Coverage of membership dues for American Public Power Association and APPA-affiliated programs (DEED, eReliability Tracker and Safety Tracker), as well as the Smart Electric Power Alliance
- Quarterly safety training
- Mutual aid program administration
 - Two sectors serve PA members - Gold Sector (Bill Lyren, Jr/Wadsworth) and the Purple/ Brown Sector (Jim Haeseler/Schuykill Haven)
- Select sponsorship for APPA Lineworker Rodeo
- Economic development support
- Focus Forward Advisory Council educational webinars and Member case studies related to grid evolution and innovation (including tools related to rate-setting, interconnection policies and EV integration)
- Sustainability reporting assistance

AMP Member Programs and Services

- Legal and regulatory assistance
- On-behalf-of financing
- Resource repository on Member extranet
- Annual awards program
- Public relations assistance and social media toolkits
- High school student scholarships program
- Grant program identification and high-level application assistance
- General APPA RP3 program application assistance
- General environmental assistance
- General engineering and technical assistance

AMP Member Subscription Programs

- Technical/engineering services, including project coordination and infrared testing
- Environmental permitting and compliance services
- NERC assistance
- Lineworker and regional, quarterly and virtual technical training
 - AMP PA Members regularly attend trainings at AMP's Columbus training facility and yard
 - Recently provided regional underground training in Kutztown and Lansdale
 - Previously provided regional safety meetings in Grove City
- AMP Lineworker Rodeo
- AMP Annual Conference and AMP Technical Services Conference
- Detailed grant application assistance

AMP Member Subscription Programs

- **EcoSmart Choice green pricing program**
- **Efficiency Smart**
- **Key accounts**
- **OSHA compliance training**
- **Additional safety training**
- **AMI program**
- **Cybersecurity assessments**
- **Detailed RP3 application assistance**

AMP Transmission (AMPT)

- Created to own, operate and maintain transmission facilities for the benefit of its Member(s)
- Nonprofit, Ohio LLC (currently AMP is the only Member)
- Drivers:
 - AMP strategic initiative to mitigate transmission costs
 - Address members' NERC bulk electric system obligations
 - Address members' systems needs

Looking Forward

- AMP Board of Trustees recently wrapped up work on our strategic planning process for 2021-2024
 - More details will be provided at the AMP Annual Conference scheduled for September 21-22
- AMP Annual Conference features a virtual option with some great presentations (including a panel with PJM CEO Manu Asthana and FERC Commissioner Allison Clements)
- Working with PMEA to provide options for potential training partnerships
- Closing out our year celebrating AMP's 50th anniversary
- All of the feedback gained during my calls with Members over the past year greatly appreciated - please don't hesitate to reach out

AMERICAN
PUBLIC
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ASSOCIATION

Powering Strong Communities

About the American Public Power Association

- APPA is the national voice for not-for-profit, community-owned utilities that power 2,000 towns and cities nationwide
- Advocates for public power systems in Washington and provides a range of programs and services
- 1,437 utility members and 220 corporate members
- Diverse membership:
 - Very large members, like LADWP (1.4 million customers)
 - Very small members, like Orlando, OK (93 customers)
 - Over 50% of members serve less than 5,000 meters
- APPA has 65 full-time staff, including lobbyists, engineers, statisticians, lawyers and other subject matter experts

APPA's Strategic Priorities

Advocating for Public Power

- Promote policies before Congress and federal agencies that benefit public power utilities and engage with members (including state and regional associations), national-level organizations, and other stakeholders to advance our policy positions.
- Educate policymakers and other stakeholders on how federal policies impact our ability to provide affordable, reliable and environmentally responsible electric service.
- Increase awareness of the advantages and opportunities of the public power business model at the national, state and local levels via all channels (traditional media, social media, policy makers and other partners).

APPA's Strategic Priorities

Moving Public Power Forward

- Help members address the technological and regulatory changes that are reshaping utilities' relationships with their customers by encouraging sharing of ideas and practices across our community, developing products and services, and providing educational opportunities.
- Improve public power utility operations and services by supporting and demonstrating members' innovative activities, conducting R&D through DEED, federal government relationships and partnership opportunities.
- Assist members in meeting workforce challenges through educational programs, developing resources, and serving as a platform to exchange ideas and best practices.

APPA's Strategic Priorities

Strengthening Grid Security

- Continue to improve public power's cyber and physical preparedness posture and culture through education, products and services.
- Facilitate members' response to, and recovery from, events that could impact grid security and facilitate communications for situational awareness and mutual aid, including engaging with senior federal leadership.

Promoting Association Excellence

- Work to increase member engagement, enhance internal efficiencies and leverage data to make informed decisions as we deliver value to members.
- Grow non-utility dues revenue streams and strategic partnerships to deliver cost-effective services to members.

APPA Utility Operations Resources

- Mutual aid - national coordination and response
- APPA Safety Manual
- Recognition for your utility:
 - Reliable Public Power Provider (RP3) Program
 - *AMP provides assistance to its members in assembling RP3 applications*
 - Smart Energy Provider Program (SEP)
 - *AMP provides assistance to its members in assembling SEP applications*
 - Safety award program
- Industry benchmarking:
 - eReliability Tracker
 - *AMP provides this service to its members to aid in the collection of outage statistics*
 - eSafety Tracker
- R&D funding, technical assistance, and scholarship support via DEED, cooperative agreements
- Survey and reports

APPA News & Information Resources

- Listservs
- PublicPower.org website
- Public Power Current e-newsletter
- Public Power Magazine
- Public Power Now podcast
- APPA Mobile App (including events)
- Social media content

APPA Academy

Public power's resource for professional education and development

- 6 major national conferences
- High-level summits and education institutes
- Certificate programs
 - Energy Efficiency Management, Customer Services Management, Key Accounts, Public Power Manager
- On-site, on-demand and virtual training
- Webinars



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