



NAEMA 2020 Annual Meeting

October 7, 2020



NAEMA 2020 Annual Meeting

It is the policy and practice of NAEMA and its members at all times to act in accordance with all state and federal antitrust laws and to avoid all conduct that unreasonably restrains competition. This policy requires the avoidance of any conduct that violates, or that might appear to violate, the antitrust laws. Antitrust compliance is a first priority of this Association. NAEMA and its members will not discuss or enter into any agreement between or among competitors regarding prices, items that affect price, availability of service, division of markets, or allocation of customers and will not engage in any other activity that unreasonably restrains competition or otherwise violates the antitrust laws. Nothing in this policy is meant to prevent members from contracting with each other for the provision of energy nor is NAEMA's preparation of optional tariff enhancements inconsistent with this policy.



NAEMA 2020 Annual Meeting

Agenda

- Call to Order
- Significant Activities Since 2019 Annual Meeting & Looking Forward
 - Membership and Financial Condition
 - Conferences and Virtual Events
 - RFP's
 - Sixth Amended and Restated Bylaws
 - Vision & Mission Statements
 - Website, Technology, and Social Media
- Questions from the Membership
- Adjourn



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Membership and Financial Condition

- 147 Active Members
 - 116 Market Members
 - 31 Associated Members
- 19 New Members Since 2019 Annual Meeting
 - 16 New Market Members
 - 3 New Associated Members
- Membership Trends
 - Majority of new Market Members in generation segment
- Focus on Continued Growth
 - End-Use Customers
 - Public Power
 - Natural Gas



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Membership and Financial Condition

- NAEMA is in good financial condition
 - Net positive account balance through the end of 2020 and forecasted net positive account balance for 2021
 - Appropriate reserve fund for contingencies
 - Significant member growth (19 new members since 2019 Annual Meeting)
 - Financial reports available upon member request
- NAEMA is a member-driven, non-profit organization
 - Conferences and other activities operated on a break-even basis
- Annual Dues
 - Annual dues cover ongoing operating costs
 - Annual dues have not increased since 2003 (when NAEMA became an independent, non-profit organization)



NAEMA 2020 Annual Meeting

Conferences

- 2019 Fall Conference – Scottsdale, AZ
 - Hosted by Southern Power
 - Over 230 attendees
- 2020 Spring Conference, Philadelphia, PA
 - Hosted by Customized Energy Solutions
 - Cancelled due to COVID-19
- 2020 Fall Conference, Atlanta, GA
 - Hosted by Maxar
 - Cancelled due to COVID-19
- 2021 Spring Conference – Austin, TX
 - Hosted by Uniper Global Commodities
- 2021 Fall Conference – Philadelphia, PA
 - Hosted by Customized Energy Solutions
- 2022 Spring Conference, Location TBD
 - Host TBD
- 2022 Fall Conference, Atlanta, GA
 - Hosted by Maxar





NAEMA 2020 Annual Meeting

Virtual Presentations - Held

- Energy Market Update; May 27th
 - Peter Rosenthal & Ashwin Ravichandran – Energy Aspects
- Impacts of COVID-19 on Power Demand; Aug 26th
 - Mike Goodman – TESLA, Inc.
- Navigating Everchanging Energy Market; Sep 9th
 - Aiman El-Ramly – ZE PowerGroup, Inc.
- Seasonal Weather Update; Sep 23rd
 - Chris Hyde – Maxar



Virtual Presentations - Upcoming

- ESG Criteria – How Investors Evaluate Companies; Oct 14th
 - Mike Zaccardi – The Energy Authority
- Innovative Flow Battery Technology; October 28th
 - Mark Wanamaker – Lockheed Martin
- Tax Equity: Balance of 2020 and into 2021; Nov 11th
 - Brian Murphy – Ernst & Young
- PJM & CAISO Capacity Market Reforms; Nov 25th
 - Speaker TBD – WoodMac
- The Challenge & Opportunity of Decarbonization; Dec 8th
 - Chris Knittel – MIT; Tara Fowler – Xcel; Nicole Bouchez – NYISO
- Forward-Looking, Problem-Solving Deal Making; Dec 22nd
 - Sturgis Sobin – Citigroup; Travis Wright – QTS Data Centers



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RFP's / RFI's – Distributed and Posted in '20

- WAPA Ellsworth RFP
- WPPI MISO Zone 2 Capacity RFP
- MDU 2020 RFP for Capacity and Energy
- Dairyland Power Cooperative RFP
- Hoosier Energy Rural Electric Cooperative 2020 RFP
- Lincoln Electric – Available 2020 Capacity
- GLU RFP for Long Term Capacity
- Evergy All-Source Generation RFP
- Sheridan System RFP
- WEPCo RFP for Renewable Energy
- UMERCA RFP for Renewable Energy
- Intermountain REA 2020 Long-Term RFP (via ACES)
- Xcel Energy Solar Generation RFP
- Brainerd Utilities RFP (via Public Power Energy Services)
- CWLP (Springfield, IL) RFP (via The Energy Authority)
- GRE 2020 RFP (via ACES)
- NIPSCO RFP
- AEP Energy Partners Seeks Wind & Solar Energy in PJM
- WPPI MISO Zone 1 or Zone 2 Capacity RFP
- Vectren RFP
- Central Electric Power Cooperative RFP (via ACES)
- Brazos 2020 RFI (via ACES)
- Marshall Energy Center North (via Enel X)
- Request for Proposals for MISO Capacity (via CRA)₈



NAEMA 2020 Annual Meeting

Sixth Amended and Restated Bylaws

- NAEMA revised its Bylaws to reflect ongoing changes in the energy market and “housekeeping”
 - The energy market landscape is changing and NAEMA needs to evolve to remain relevant
- Wholesale-like End-Use Customers are now able to join NAEMA as Market Members
 - Reflects significant trend of end-use customers contracting directly for wholesale physical and/or virtual power supply
- Independent Directors can Serve on the NAEMA Board of Directors
 - There can be a maximum of two (2) Independent Directors (no set-aside)
 - Independent Directors must be nominated by a Market Member
 - Independent Directors cannot serve as President or Vice-President



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Revised Vision and Mission Statements

- NAEMA revised the statements to reflect the evolving energy market and NAEMA's current business model, activities, and member expectations
- Revised Vision Statement
 - To be the leader in the North American energy industry for sharing ideas and innovation and the preeminent resource for networking, relationship building and business development opportunities.
- Revised Mission Statement
 - To promote a vibrant energy marketplace for our members by providing contracts and a forum for members to share ideas, build relationships, and promote timely discussion of key trends and issues by industry experts.
 - NAEMA develops and promotes:
 - Industry leading events for networking, relationship building, and business development opportunities.
 - Power, gas, and renewable energy contracts and transaction templates embraced by the industry for efficient transactions & settlements.
 - Training and educational opportunities that enhance the professional competence of our members.
 - Mutual respect among members, regulators, market participants, regional transmission organizations, and independent system operators.



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Website, Technology, and Social Media

- NAEMA rolled-out a refreshed website in early June 2020. Website improvements include:
 - Updated look and feel to reflect current design themes and navigation techniques
 - Mobile device optimization
 - Improved graphic design
 - Improved member self-service for editing of account information
 - Improved web browser searchability
 - Improved internal capabilities
- NAEMA Converted to MailChimp for sending mass emails & managing email distribution lists.
 - MailChimp is one of the leading email management systems and will enable greatly improved graphic capabilities and simplify management of NAEMA's various email distribution lists
- Expanded Social Media Presence
 - LinkedIn
 - Exploring other social media tools



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Board of Directors 2020 – 2021 Term		
<i>Name</i>	<i>Company</i>	<i>Board Position</i>
Jay Alexander	TransAlta Energy Marketing	Vice President (1)
Bret Estep	Tenaska Power Services	Member (2)
Vince Findley	AEP Energy Partners	Member (1)
Kristen Gamache	Enel Trading	Member (1)
Cindy Hammarlund	ALLETE Clean Energy	Member (2)
Joni Hamson	EDF Renewables	Member (1)
Dean Jones	NorthPoint Energy Solutions	Member (2)
Cham Kong	ACES Power Marketing	Secretary (1)
Claudia Morrow	Vistra Energy	Member (2)
Bill Nielsen	Uniper Global Commodities, NA	Member (2)
Jim Richardson	Avant Energy	President (1)
Karyn Scanlon	Manitoba Hydro	Member (2)
	<i>Term:</i>	<i>One Year (1) Two Year (2)</i>



NAEMA 2020 Annual Meeting

- Questions from the Membership
- Save the Date: NAEMA's 2021 Spring Conference
 - April 13-15, 2021
 - Hyatt Regency Lost Pines, Austin, TX
 - Hosted by Uniper Global Commodities
- Adjourn