

23rd ANNUAL

Energy Issues Summit

& PRE-CONFERENCE TRAINING EVENTS

August 6-9, 2018 St. Cloud, MN



NAVIGATING DISRUPTION



MONDAY, AUGUST 6 PRE-CONFERENCE OPTIONS

- **NEW DIRECTOR ORIENTATION**

Day 1 (of 2): ½ day 1pm-4pm, Congress/Senate Room

TUESDAY, AUGUST 7 PRE-CONFERENCE OPTIONS

- **NEW DIRECTOR ORIENTATION**

Day 2 (of 2): 8am-3pm, Congress/Senate Room

- **BOARD CHAIR ROUND TABLE**

9am-3:30pm, State Room

- **BLC 963.1: STRATEGIC TECHNOLOGIES AND THEIR IMPACT ON THE COOPERATIVE**

8:30am-3:30pm, University A

- **COOPERATIVE NETWORK ELECTRIC SECTOR MEETING**

3:30pm-5:30pm, Ballroom

- **POLITICAL FUNDRAISER FOR THE HONORABLE SENATOR TINA SMITH**

5:30pm-7pm, Ballroom

*Note that ACRE is among those financially supporting this event. Anyone is welcome to attend. Additional donations are welcome, but not expected.

Pre-Conferences held at
BEST WESTERN PLUS
Kelly Inn

WEDNESDAY AND THURSDAY, AUGUST 8-9:

2018 ENERGY ISSUES SUMMIT

Day 1: Wednesday, August 8 9am-4:30pm

Reception 5pm-6:30pm

Day 2: Thursday, August 9 8am-11:15am

Energy Issues Summit
held at River's Edge
Convention Center

2018 ENERGY ISSUES SUMMIT
NAVIGATING DISRUPTION
ST. CLOUD RIVER'S EDGE CONVENTION CENTER

WEDNESDAY, AUGUST 8

- 8:30** EIS Registration & Continental Breakfast, River's Edge Convention Center
- 9:00** Welcome - Alison Deelstra, Director of Education & Communication, MREA
- 9:10** **BALANCING CHANGE, RISK AND HEALTHY GOVERNANCE**
Kevin Sump, Creative Management Solutions and NRECA Trainer/Consultant
- 10:15** Break
- 10:35** **EIS SHORT: GET TO KNOW MN CO-OP CEOS*** (pass the mic)
We have had multiple requests from member directors to help them identify and build relationships with the CEOs and GMs, so we will pass the microphone to the various CEOs in attendance, so they can have a few minutes to introduce themselves.
- 10:45** **NEW APPROACHES TO BROADBAND: A PANEL DISCUSSION**
This panel will focus on expanding a community's bandwidth through innovative approaches and partnerships. Panelists will give insight into strategies where a portion of a co-ops' own operational costs can go toward investment into broadband.
Moderator: Brent Christensen, President & CEO, Minnesota Telecom Alliance (MTA)
 - Brian Zelenak, CEO Mille Lacs Energy Co-op
 - Brian Krambeer, CEO MiEnergy Co-op
 - Randy Klindt, General Manager, OzarksGO
- 11:25** **EIS SHORT: WHAT IS ENERGY PRODUCTIVITY?*** Ken Smith, Evergreen Energy
- 11:45** Lunch
- 1:00** **A STRONG FOUNDATION - AN EXCELLENT FUTURE IN A CHANGING POWER WORLD**
Roy Palk, Esq., President, New Horizons Consulting
- 1:30** **EIS SHORT: GET TO KNOW MN CO-OP CEOS***
- 1:45** **PROJECT TUNDRA AND BITCOIN**
Mac McLennan, CEO, Minnkota Power
- 2:30** Break
- 2:45** **EIS SHORT: GET TO KNOW MN CO-OP CEOS***
- 3:00** **SERVICE TERRITORY ANNEXATION: PAST, PRESENT & FUTURE**
Attorneys Hap LeVander and Sara Gullickson McGrane
Hap and Sara will give a big picture view of service territory annexations, including background on the landmark cases that we follow today. We will also hear about current happenings and what they see going forward.
- 4:00** **WHAT WE LEARNED GOING CROSS COUNTRY IN AN EV**
Amanda Groethe and Whitney Ditlevson, Stearns Electric Association
- 4:30** Adjourn
- 5-6:30** Reception - BEST WESTERN PLUS Kelly Inn Grand Ballroom
Please join us for refreshments, snacks and fellowship with neighboring cooperative directors.

*EIS Short - The "EIS Short Talks" featured throughout this year's Energy Issues Summit are a fast-paced 15-20 minute TED-talk style session, starring co-op leaders or energy industry experts sharing what they believe you need to know when it comes to some essential topics, updates on new ideas or current trends in energy or within the co-op family.

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THURSDAY, AUGUST 9

7:00 Breakfast Buffet in BEST WESTERN PLUS Kelly Inn
Grand Ballroom

GENERAL SESSION - RIVER'S EDGE CONVENTION CENTER

- 8:00 RTOS AND G&TS - OH THE FUN WE'RE HAVING!**
Gordon Pietsch, Director of Transmission Planning & Operations, Great River Energy
- 8:45 ENERGY POLICY OUTLOOK**
Kurt Daudt, Minnesota Speaker of the House
- 9:20** Break
- 9:40 EIS SHORT: GET TO KNOW MN CO-OP CEOS***
- 9:50 THE EVOLUTION OF ELECTRIFICATION: CIP TO CEEP**
Jared Echternach, CEO, Beltrami Electric Co-op and Mark Kotschevar,
General Manager, Rochester Public Utilities
- 10:30 KEYNOTE: INNOVATION AND STRATEGY CHANGE**
Eric Maddox, Speaker, Negotiator, Consultant, Author
The Army interrogator who through hundreds of interrogations, not only developed his own technique to gain cooperation from prisoners, but also unveiled an insurgency network linked directly to Saddam Hussein. His story draws parallels to the way industry intelligence is gathered, new strategy is needed and the necessity to innovate and adapt.
- 11:15** Closing Remarks, Evaluations and Adjournment

THANK YOU TO OUR EVENT SPONSORS



SPEAKER BIOS

Brent J. Christensen is the President/CEO of the Minnesota Telecom Alliance. He is responsible for administration and operation of a state trade association that represents 44 independent telecommunications companies, over 40 affiliate telecommunications companies, and over 180 associate members. Christensen advocates on behalf of MTA members at the state and federal levels. He has testified before numerous state legislative committees, before Congress and the Minnesota Public Utilities Commission. Prior to this position, Christensen served six years on the MTA Board of Directors, including two years on the Executive Committee. He also served as Chair of the Legislative committee and as a member of several other MTA policy committees. Prior to his position with the MTA Christensen was the VP/General Manager of Christensen Communications Company, a family owned ILEC located in Madelia, MN.



Kurt Daudt, Speaker of the House, was first elected in 2010, he represents District 31A north of the Twin Cities metro area including parts of Isanti, Anoka, and Sherburne Counties, and includes the cities of Zimmerman, St. Francis, and Bethel. He was elected by his caucus members to become Speaker of the Minnesota House in November 2014. Daudt is the youngest Minnesota Speaker since the 1930s. Prior to being elected in 2010, Daudt spent six years on the Isanti County Board of Commissioners and is a founding member of Project 24, a non-profit organization that builds orphanages in Kenya. Kurt lives in Crown, MN on a farm once owned by his grandparents.



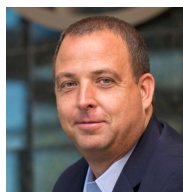
Whitney Ditlevson is a Communications and Marketing Specialist at Stearns Electric Association. She leads Stearns Electric's internal safety communications and Operation Round Up Program. She holds a bachelor's degree in Mass Communication with an emphasis in Public Relations and a minor in Communication Studies from St. Cloud State University. The highlight of her time at Stearns Electric, so far, was the opportunity to show off her communication and marketing skills as part of the two-person Road Trip; Recharged electric vehicle research project team. Previous to her position at Stearns Electric, Whitney spent six years working as the communications and workforce development specialist at the St. Cloud Area Chamber of Commerce.



Jared Echternach is the CEO of Beltrami Electric Cooperative in Bemidji, Minnesota. He has worked for electric cooperatives in Northern Minnesota for the past 18 years, including Beltrami Electric, Itasca-Mantrap and North Itasca Electric. Jared holds a bachelor's degree in English from Miami University in Oxford, Ohio, and an MBA from the University of Phoenix. Jared and his wife Penny reside south of Bemidji with their seven-year-old daughter, Cali.



Randy Klindt is General Manager of OzarksGo, LLC, a subsidiary of Ozarks Electric Cooperative in Fayetteville Arkansas. Ozarks is in the process of building a 6 phase 7,000 mile fiber to the home network passing 76,000 meters in Northwest Arkansas and Northeast Oklahoma. The Ozarks FTTH network is modeled after the Missouri-based Co-Mo Electric model where he was General Manager of Co-Mo Connect be-



SPEAKER BIOS

fore moving to Ozarks in early 2016. Co-Mo's project was the first electric cooperative FTTH network making service available to every member of the cooperative without government grants or subsidies. Randy is also a partner at Conexon. Conexon assists electric cooperatives evaluate and deploy fiber to the home networks to the members and communities. Conexon has worked with over 75 electric cooperatives across the country.

Amanda Groethe is the Director of Communications and Marketing at Stearns Electric Association where she leads the Cooperative's communication strategies, publications, community and member engagement activities. She excels in designing creative visuals and marketing campaigns, transforming complex information into a medium member-owners can easily understand, and creating content adaptable for the ever expanding digital world. Amanda holds a bachelor's degree in Communication as well as Business Management and Marketing from the College of St. Benedict and St. John's University. She earned her Certified Cooperative Communicator (CCC) designation in 2017. She serves on both the REMA Member Services Planning Board and as the advertising chair for the MN Touchstone Energy Group.



Mark Kotschevar is a 37-year employee of Rochester Public Utilities and currently serves as the General Manager. In addition to his present position, he has also served as Director of Core Services, Manager of Maintenance and Construction, Senior Electrical Engineer, Project Electrical Engineer and Electrical Engineer. These positions have given him broad experiences in electric generation, transmission, distribution, water supply and its distribution, system operations and engineering. He holds a Bachelor of Science in Electrical and Electronics Engineering from North Dakota State University and a Master's Degree in Business Administration from Winona State University. He is a registered Professional Engineer and a licensed "Class A" Master Electrician in the State of Minnesota.



Brian Krambeer has worked in the rural electric program for the past 30 years. He is the President/CEO of MiEnergy Cooperative, which is the result of a 2017 member-approved merger between Tri-County Electric Cooperative in southeastern Minnesota and Hawkeye REC in northeastern Iowa. In 2010, he was elected as a regional director for the Federated Rural Electric Insurance Exchange, and in 2015 was elected chairman. Brian serves as board chair for Southern Minnesota Energy Cooperative, the 12 electric cooperatives that successfully purchased the Minnesota service territory and 43,000 customers from investor-owned utility, Alliant Energy. In 2013, Brian embraced what some considered a disruption to the industry by leading Tri-County and Hawkeye REC to be among the first cooperatives to provide community solar. Shortly after, his leadership helped form an LLC, Minnesota Three, that supplies its G&T with solar power from a 517-kW array. Recently, Brian has led MiEnergy's broadband initiative by partnering with two local telephone cooperatives to create an LLC company, MiBroadband, which will provide fixed wireless opportunities to rural and underserved areas.

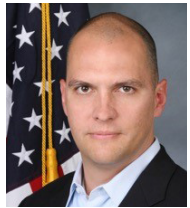


SPEAKER BIOS

Hap LeVander (retired) focused his practice on public utilities, employment, cooperative and corporate law. He represented many electric cooperative utility clients on regulatory and corporate matters and has given numerous presentations at legal seminars and meetings on Minnesota utility law. In addition, Mr. LeVander represented companies on employment discrimination claims before the courts and administrative agencies. Hap LeVander has also been a speaker at the National Rural Electric Cooperative Association's Legal Seminars. Hap's topics include Utility Easements and Governance of Subsidiaries. He was named Minnesota Super Lawyer in Law & Politics and Twin Cities Business in 2006. Hap served on the Board of Advisors of the Electric Cooperative Bar Association from 2000-2012 and as Vice President from 2009-2012. He received the NRECA Regional Award for Outstanding Service in 2006.



Eric Maddox was a rookie interrogator in 2003 when he was assigned to a Delta Force team in Tikrit, Iraq. Over a period of five months, Staff Sergeant Maddox would conduct over 300 interrogations and collect the intelligence which directly led to the capture of Saddam Hussein. For that, he was awarded the National Intelligence Medal of Achievement, the Defense Intelligence Agency (DIA) Director's Award, the Legion of Merit, and the Bronze Star. In 2004, Eric left the enlisted ranks of the military and was hired as the first ever civilian interrogator for the Defense Intelligence Agency. During his 15 years as an interrogator for the U.S. Army and D.I.A., he deployed eight times, to include multiple deployments to Iraq and Afghanistan and has conducted over 2700 interrogations of prisoners from 25 different countries. He now lives in his hometown outside of Tulsa, Oklahoma and is a speaker, private negotiator and interview expert. For more info, visit ericmaddox.com.



Sarah Gullickson McGrane is an experienced litigator who has handled hundreds of matters in both the federal and state courts of many states, including Minnesota and North Dakota. Sara focuses her practice on employment law and is certified as a specialist in Labor & Employment Law by the Minnesota State Bar Association. Sara has extensive experience handling complex litigation in both the employment and commercial arena and significant experience in all aspects of employment litigation, including cases involving breach of contract, discrimination, defamation, harassment, non-competes, and wage and hour. She has handled approximately 20 appeals to state and federal appellate courts. She is currently president of Felhaber Larson law firm. Prior to joining the firm, she served as an Assistant Attorney General for the State of North Dakota.



Robert (Mac) McLennan, President/CEO Minnkota Power Cooperative, Inc., joined Minnkota Power Cooperative in January 2011. McLennan was previously employed by Tri-State Generation & Transmission Association based in Westminster, CO, as senior vice president of external affairs and member relations. In that position he focused on member relations, corporate planning, environmental compliance and development of business strategies. He also worked for the National Rural Electric Cooperative Association (NRECA) as director of environmental affairs and was an assistant to the chief of staff for Senator Byron Dorgan. He is a graduate of Jamestown College in Jamestown, ND.



SPEAKER BIOS

Roy M. Palk is a 45-year veteran of the energy industry. His career includes work in generation, transmission, distribution, fuels, customer services, energy efficiency, renewable energy and demand reduction. He was president and CEO of East Kentucky Power Cooperative (EKPC) from 1994-2007. Prior to that, he served as the director of internal operations for the NRECA and, subsequently, became its assistant general manager in 1991. Palk, an attorney, also served as NRECA's corporate counsel. Mr. Palk is now the president and CEO of New Horizons Consulting, with offices in Bradenton, Florida and Lexington, Kentucky. He represents and advises various energy and energy-related clients on matters regarding new and expanded business development, energy production technologies, project development, strategic planning, corporate governance and policy matters, staff development, fuel issues, environmental issues, legislative and public policy topics and capital sources.



Gordon Pietsch - With more than 30 years of working in various capacities in electric transmission, Gordon has experienced the evolution of the industry and brings with him a comprehensive understanding of the difference industry oversight can make. As director of transmission planning & operations at Great River Energy, he is currently responsible for the oversight of regional and load-serving transmission planning efforts, operations of Great River Energy's transmission system and transmission asset management. Gordon also coordinates company-wide compliance activities and has been a member of the Midwest Reliability Organization (MRO) board of directors since the MRO was formed. Prior to joining Great River Energy in late 2001, Gordon was the director of technical services for MAP-PCOR, the service organization of the Mid-Continent Area Power Pool (MAPP). He spent 19 years with MAPPCOR and MAPP working on many of the organization's procedures for safeguarding the region's electric grid.



Ken Smith, PE, MBA has been the president and CEO of District Energy St. Paul and its affiliate Ever-Green Energy since 2010. A recognized leader in community and campus energy systems, Ken is actively engaged in industry, policy, and academic forums addressing our energy future. He is a frequent speaker nationally and internationally, and is regularly requested to brief local, state, and federal planners, policy makers and regulators. For the past 7 years, Smith has participated in an energy policy exchange between Germany and the State of Minnesota. Prior to joining District Energy St. Paul and Ever-Green Energy in 2006, Smith worked globally in the engineering and construction industry for over 20 years.



Kevin Sump's career in the rural electric cooperative program spanned 44 years, 33 of those years as a General Manager and CEO. From 1989 until his retirement in 2013 he served as the CEO at South Central Indiana REMC in Martinsville, Indiana. Prior to that, he served as the General Manager at two different distribution cooperatives in Iowa. Kevin was an original member of the Touchstone Energy Brand Steering Committee. He also served two terms on the Touchstone Energy Board of Directors and chaired the Touchstone Energy Standards and Best Practices Advisory Committee for several years. He serves as an instructor for NRECA's Director Education Program teaching courses in the areas of director duties and liabilities, board governance, strategic planning, risk management, evaluating board performance, succession planning, board culture, emerging technologies, and power supply.



SPEAKER BIOS

Brian Zelenak has over 28 years of experience in the utility industry and has a broad understanding of and experience with energy policy issues. For the past two years, Brian has been the CEO of Mille Lacs Energy Cooperative which has offered wireless and satellite internet service for almost 20 years and in 2016 received a \$1.7 million Border-to-Border grant from the Minnesota Broadband Office. Brian's experience spans many facets of the utility industry. Prior to coming to Mille Lacs Energy, Brian was with Xcel Energy for 20+ years in the Regulatory area. At various periods throughout his career, Brian was responsible for NERC compliance within the Nuclear Business Unit, gaining the state regulatory approvals for Xcel Energy's wind farms; relicensing the Monticello and Prairie Island nuclear plants an additional 20 years; increasing the capacity of Xcel's two nuclear plants; expanding the spent fuel storage facility at Prairie Island nuclear generating plant. Prior to joining Xcel Energy, Brian spent five years as an energy conservation/demand-side management energy consultant.



Minnesota Rural Electric Association