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The Magazine for Electric System Management in the Tennessee Valley



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Carroll Wins Crawford DSA

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14 DEBRIEFING: 70TH ANNUAL CONFERENCE

14 Annual Conference Blends Challenging, Traditional

From keynoter and distributed-energy guru Scott Sklar to marketing expert Kelly McDonald and three TVPPA-member CEOs, speakers at the 70th Annual Conference challenged their audience to consider 'Thinking Differently' about what they do and how they do it.

20 Williams: TVA Now Seeking Answers From TVPPA Members

TVPPA Chairman Greg Williams sees something happening in the Valley, and he wants to make sure you see it as well—"I definitely want our association to know that I don't think we're in a disjointed relationship with TVA anymore," he said.

22 Austin Carroll Accepts DSA, Pays Tribute To Crawford

Austin Carroll always thought of retired TVPPA President/CEO Dick Crawford as a mentor. At the 70th Annual Conference, with Crawford looking on, Carroll won TVPPA's Distinguished Service Award—which bears Crawford's name.

26 FEATURE

26 Kimbell Back At Gallatin DE With Big Plans For System

Distributed energy 'founding father' Scott Sklar and Kelly McDonald, one of the Mark Kimbell knew well the Gallatin, TN, DE system he inherited in 2012—because he was its engineer for nearly a dozen years. He and his staff are roughly halfway through a 10-year capital plan to modernize an otherwise solid system.



14



22



26

TVPPA News is published bi-monthly by the Tennessee Valley Public Power Association, Inc. Member of the Society of National Association Publications. Advertising rates and data are available by contacting Tim Daugherty, TVPPA News, PO Box 6189, Chattanooga, TN 37401-6189; phone: 423.490.7930; or e-mail: TDaugherty@tvppa.com. Listed in SRDS, Sect. 39—Electrical. ISSN: 1547-5158.

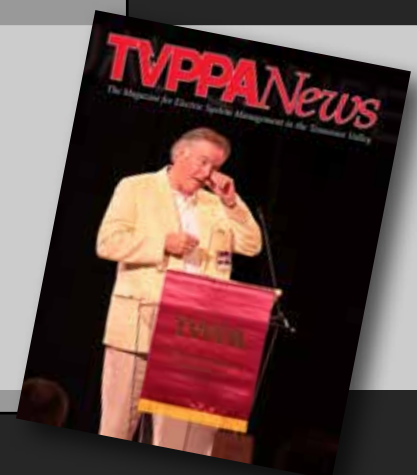
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about the cover:

The presentation of the Richard C. Crawford Distinguished Service Award to longtime Hopkinsville, KY, ES General Manager Austin Carroll was the highlight of TVPPA's 70th Annual Conference. (TVPPA photo by Misael Dominguez)



Ask TVPPA

"ASK TVPPA" is a regular feature in each issue of TVPPA NEWS magazine. Got a question for TVPPA's Chattanooga, TN-based staff? Just e-mail TVPPA NEWS Editor Bob Gary Jr. at bgary@tvppa.com

QUESTION: I understand that what's been an annual meeting of Valley security professionals is coming under the TVPPA umbrella ... true?

ANSWER: True. Started by a group of utility security professionals several years ago, the Utility Security Meeting has grown and been added to the TVPPA conference lineup.

The TVPPA Utility Security Meeting is set for Aug. 25 in Chattanooga, at The Chattanooga Hotel, directly across the street from TVPPA's offices.

Things change in 2017, though, when TVPPA is scheduled to host its Utility Safety and Security Conference (likely in September, though a specific date and site have yet to be determined).

Among the speakers and topics scheduled for the Aug. 25 meeting are

-- Mark Coffey of the federal Dept. of

Homeland Security (vulnerability assessment)

-- TVA Inspector Florence Buckner (TVA Police update)

-- Ben Signor of Integrated Security & Communications (substation security/integrated systems)

-- Juan Lopez of Perfect View Aerial Media (drones)

-- Avigilon's Travis Honeycutt (video surveillance)

It goes without saying that we live in a dangerous world, and electric-utilities are high-value targets for bad people. TVPPA is pleased to help raise the profile of utility security and looks forward to hosting a slate of experts who'll help attendees do their best to protect their utilities back home.

To register for the Utility Security Meeting, visit www.tvppa.com and click on the 'Conferences' link. For more information, contact TVPPA Conferences Coordinator Diana Bryant at dbryant@tvppa.com.

-- BOB GARY, JR./EDITOR

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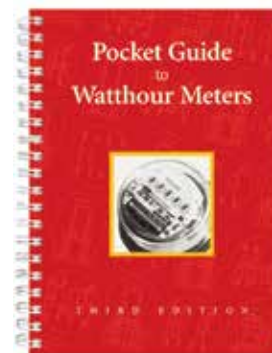


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Editor's Note

We're not quite a month removed from the 70th Annual Conference as I write this, so I feel confident in saying that those of us here at the Mother Ship may just about be back to normal-ish.

As most of this issue is a look back at what we said and did at Sandestin, FL, we'd be remiss if we didn't tip our collective hat, one last time, to the sponsors who helped make it all possible:

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Our thanks to one and all for your support of TVPPA generally and the 70th Annual Conference in particular.



BOB GARY, JR. | Editor

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In the next issue . . .



TVPPA News reports on how the staff at Morristown, TN, UC defines the concept of a safe workplace.

Remembering Those Who Died So That We Might Live Free

Memorial Day more than just unofficial start of summer

Memorial Day weekend has come and gone, signaling the unofficial start of summer. It's now time to gather with family and friends to enjoy the mild weather, fire up the grill and lather hot dogs with mustard before a competitive game of cornhole.

Memorial Day parades are still observed in many towns across the country, but participation and attendance are dwindling. Many of us fly the American flag at our houses, but few of us actually pause to think about the true significance of flying that flag in honor of those who died in the service of our country (traditional Memorial Day treatment of the flag is to fly it at half-mast until noon).

Four years ago, my wife and I visited the Normandy American Cemetery in France. We had spent the better part of a week visiting significant landmarks along the northern French coast where, in 1944, Allied troops invaded by air, land, and sea to liberate the French

people from the occupation by Hitler's army.

Through the acquaintance of my brother-in-law with the superintendent of the Normandy Cemetery, we were surprised to receive an invitation to stay overnight with Hans and Virginia Hooker in their home on the cemetery grounds.

We had dinner with them near Omaha Beach, where much of the invasion across the English Channel had occurred. Hans told us many stories of the invasion, and later showed us sites that were accurately depicted in the movie *The Longest Day*.

That night, we learned that Hans was driving the armored Mercedes carrying Gen. Alexander Haig during a 1979 terrorist attempt on Haig's life. A split-second timing error by the terrorists, who detonated a bomb buried in a road, resulted in the explosion hitting the trunk of the car instead of the back seat, where the general and his aide were riding.

Hans was instrumental in getting Haig to a safe location before additional attacks could be carried out. Hans retired last year, and he and Virginia now live in Manchester, TN.

The following morning, we were blessed with a beautiful September day with crystal blue skies and a slight breeze from the clear waters of the adjacent English Channel. The cemetery was green and immaculately groomed, and the white headstones covered the landscaped grounds in a perfectly symmetrical pattern.

I don't know the right words to describe what I saw and felt, but the words *beautiful, peaceful, and sobering* come to mind.

A Singular Honor

Hans walked us through the grounds on

a personal tour with his own perspectives as cemetery superintendent, but before we started we gathered with the other tourists for the raising of the two very large American flags that fly over the fallen soldiers each day.

We watched as the military staff rigged the flag and prepared it for presentation. As everyone stood by silently, Hans turned to me and asked me if I would do the honor of raising the flag.

I was surprised and humbled to have been offered such a privilege. I have often wondered what the "normal" tourists were thinking when they saw someone not in uniform raising the flag in such a significant, sacred place of remembrance.

As my heart literally pounded, I followed the instructions to raise the flag "briskly" to the top of the pole. I was then directed to lower it slowly back to half-mast in honor of those killed four days earlier in the attack on the American Embassy in Benghazi, Libya.

As the rope was secured and I regained my normal breathing, we were surprised again when he asked my wife, Susan, to raise the other one. She, too, was overwhelmed, especially since the flag was longer than she is tall.

The rest of the day, as we enjoyed the beauty and experienced the remembrance of those who remain there today, we would often glance at those two flagpoles with pride—not in what we did that day, but the pride we have in coming from a heritage that values freedom to the point of sacrificing life itself to maintain it for others, including those in the towns of France on that August morning in 1944 and the towns of Iraq and Afghanistan today.

As we spend the rest of the summer enjoying the hot dogs, fishing and cornhole with our families, let us never forget those who have died so that we might live—in freedom. 🇺🇸

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Senate, House Energy Bills Represent ‘Modest Tweaks’

Avoidance of ‘hot-button’ issues key to energy strategy

At almost any point in the past six years, it would have been foolish to suggest that Congress would be close to finalizing an energy policy bill as early as this summer.

After the collapse of climate change/renewable energy legislation in 2009, hopeless partisan gridlock over the appropriate balance between energy production and its environmental impacts made even the most modest energy legislation a political impossibility.

At the beginning of 2015, however, the Senate’s new Republican majority recognized that for the GOP to continue to hold both chambers, it would need to demonstrate the ability to govern. Focused on proving that they could make the legislative process work by moving measures that enjoyed bipartisan

support, instead of hewing to their own party’s agenda, Republicans found willing partners in the Democratic minorities in both chambers.

With that, congressional leaders in the House and Senate energy committees saw an opportunity to pass the first significant energy policy bill since 2007. By specifically excluding “hot-button” issues, they hoped to allow a vehicle for modest policy updates and modernizations to navigate the legislative process and become law.

The process has worked—so far—with attacks on the Clean Power Plan, disagreements over nuclear-waste policy, a federal renewable-energy mandate and an elusive agreement on coal-ash disposal all cordoned off from the bill. Both the House and Senate have passed legislation and are poised to name conference committee members, who will hammer out a final bill that reconciles the two versions, in the coming weeks.

But even as the process has been remarkable, the substance of the bill has been somewhat less so. In avoiding contentious areas, Senate Energy and Natural Resources Chair Lisa Murkowski, R-AK, and Ranking Member Maria Cantwell, D-WA, and Murkowski’s counterpart on the House Energy and Commerce Committee, Fred Upton, R-MI, are ushering through a bill that makes modest tweaks to policies governing an electric sector that is in the midst of major transformation. That transformation is reflected, rather than driven, by measures in the House and Senate bills.

The House Bill

The organizing principle of the House bill is, largely, to “get out of the way” of energy production, a long-held Republican tenet that was amplified after the bill lost bipartisan support at the committee level in September.

What started out as a GOP discussion draft had, at one point, included Democratic priorities such as workforce development, but shifted to a more partisan stance when negotiations broke down.

Of interest to the power sector, the bill includes an update to the hydropower-permitting process that would make the Federal Energy Regulatory Commission (FERC) the “lead agency” on permitting, streamlining what can be a lengthy and time-consuming process for licensees who find themselves jumping through hoops for resource agencies who have the authority to hold up the process until environmental conditions are satisfied.

Under the legislation, FERC would be able to establish a timeline for these decisions and encourage the use of existing studies rather than duplicative ones. A state or federal resource agency that fails to meet the FERC timetable would be required to seek court approval to include its license terms and conditions out of time.

This feature is strongly opposed by the environmental community, which charges that it effectively guts existing environmental laws. While TVPPA members are not subject to FERC permitting for hydropower projects, public power in other regions of the country has been broadly supportive of the changes.

FERC would also get a role in reviewing major regulations affecting the electric sector, to guard against reliability impacts that may result from compliance. While the provision is in response to rules like the Clean Power Plan, it would not be retroactive.

The bill also eliminates the “double jeopardy” utilities face when the Department of Energy (DOE) calls upon them to run in a reliability emergency, and doing so forces the utility to violate an environ-



Elizabeth Kelsey, Senior Associate at Morgan Meguire, LLC, served as senior legislative

assistant to former Representative Bart Gordon, D-TN.

mental regulation. Utilities would, effectively, be given a safe harbor to operate in such conditions.

In addition to reducing regulatory burdens, H.R. 8 also underscores concerns about the cyber security of the electric grid, giving the Energy secretary emergency authority to order utilities to take action in the event of an imminent threat to the Bulk Electric System, including an electromagnetic pulse (EMP) threat. The electric sector supported this grant of authority, while at the same time opposing legislation authorizing prescriptive regulations focused specifically on EMPs and geomagnetic disturbances.

The bill also “puts a thumb on the scale” in favor of net metering, with a requirement that state utility commissions and some consumer-owned utilities consider, under the Public Utility Regulatory Policies Act (PURPA) Sec. 111(d), providing interconnection service and net billing for community solar facilities of 2 MW or less. While utilities are able to decline to adopt a policy after considering it, the consideration process can be costly, time-consuming, and unhelp-



ful to utilities that are already aware of retail-level technological advances.

In addition, the bill makes a number of modifications to promote energy efficiency (particularly in federal buildings), streamline approvals for vegetation management on federal rights-of-way, and limit the sharing of customer data from smart meters.

The Senate Bill

In contrast to the House bill’s top-down approach, Senate leaders asked their colleagues to introduce targeted

energy bills, considered each of them in committee, and came up with a collection of smaller policy reforms that were both helpful and non-controversial. This strategy resulted in a much larger, more expensive energy bill.

Like the House bill, the Senate version would designate the FERC as the lead agency for setting a schedule and coordinating approval and conditions from all state and federal resource agencies needed to develop a hydroelectric project. Unlike the House bill, however, if an agency *(Continued on page 33)*

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TVA Power Contract Shields TVPPA Members From Suits

AL judge rules state authority invalid in TVA footprint

Occasionally, a significant case illustrates how a local power company is able to use provisions in the standard TVA wholesale power contract to defend itself from a claim for significant sums of alleged damages or for the collection of other revenue.

In January 2015, several Alabama class-action attorneys launched an effort seeking to recover of tens of millions of dollars from some of the TVA-area north Alabama cooperative local power companies. The claim sought return to co-op members of patronage capital which was alleged to be equal to the cooperatives' excess revenues above paid expenses.

Alabama was only the most recent state where such claims have been filed. Class-action lawsuits for recovery of

patronage capital have been filed beginning approximately four years ago in South Carolina against electric co-ops there. Those lawsuits resulted in settlements for several million dollars.

The trend then swept through Georgia, then into south Alabama and the northern panhandle of Florida. Finally, lawsuits seeking payment of patronage capital were filed in late January and February of 2015 in north Alabama against seven different electric cooperatives.

The lawsuits were initially filed in Alabama state court against the cooperative local power companies, their officers and directors or trustees. Plaintiffs were seeking recovery of alleged excess revenues carried on the co-ops' balance sheets in the form of patronage capital.

The Plaintiffs claimed that co-op members should be refunded cash under the provisions of the Alabama electric cooperative statutes, which state that excess revenues should be either refunded to members or used to reduce rates. The Plaintiffs alleged that the officers and Board members abused their discretion is not doing so.

The Alabama state court cases were removed to federal court, relying upon a provision in the United States Code allowing removal of cases where a person is acting pursuant to the order of an officer of the United States. In what appears to be a case of first impression for the removal of a case filed in state court under such statutes, the cooperatives claimed that the Plaintiffs' complaint centered not on the failure to pay capital credits, but rather on the cooperatives' failure to use any excess revenues to reduce rates.

TVA Trumps States

Because the cooperatives' handling of excess revenues was required by specific provisions in the TVA wholesale power

contract dealing with "Use of Revenues," the cooperatives successfully asserted that the complaint centered on actions required by TVA officials who are officers of the United States for purposes of the removal statute.

After removal and consolidation of the cases to the United States District Court for the Northern District of Alabama, TVA intervened into the lawsuits alleging that under the Supremacy Clause of the United States Constitution, the TVA Act preempted the state statutory provisions that allegedly required an Alabama electric cooperative to refund excess revenues to co-op members. TVA further asserted that the courts did not have jurisdiction to allow the Plaintiffs' cases to go forward.

In their defense, the Alabama cooperative local power companies pointed to the provisions in the TVA wholesale power contract that provided, as to the payment of certain designated categories of expenses, that any remaining revenues not needed for reserves are to be used to reduce rates.

After holding that the cases had been properly removed, Judge Madeline Halkala in a later opinion issued in March 2016 (now final for failure of any of the plaintiffs to appeal), relied upon the provisions of the TVA wholesale power contract to dismiss the Plaintiff's complaints. The Court said that the TVA Act gave TVA the authority to determine the wholesale and retail rate schedules, as well as to be the sole authority pursuant to the contract, to direct that any excess revenues would be used to reduce rates; and would preempt any state statute to the contrary.

A fairly recent settlement was made in a case pending in the southern part of Alabama where the cooperatives settled with the Plaintiffs for approximately \$10 million, plus attorneys' fees of approxi-



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Carlos C. Smith is general counsel for TVPPA and a member of Miller & Martin PLLC.



mately \$2.5 million. The result in that case shows the importance of the results in the cases involving TVA-area cooperatives.

The opinion of Judge Haikala will be important in demonstrating to state regulatory authorities that it is TVA, and not the state regulatory authorities, that has exclusive jurisdiction over retail rate structures and customer service policies, as well as other aspects of the finances and rates of cooperatives and municipal systems.

The case also will hopefully serve as a beacon to any plaintiff attorneys in other TVA area states that cooperatives and municipal local power companies in the TVA region are not prime targets for recovery of substantial sums of money in class actions for challenging rate structures and financial reserves. ☞

This column is general legal commentary and does not constitute legal advice by TVPPA or the author. Specific advice should be obtained from legal counsel before deciding on a course of action that may have legal consequences.

FLASH POINTS

- » In January 2015, several Alabama attorneys launched a coordinated effort to recover of tens of millions of dollars from some of the TVA-area north Alabama cooperative local power companies.
- » Those attorneys sought return to co-op members of patronage capital alleged to be equal to the cooperatives' excess revenues above paid expenses.
- » The case was moved from state court to federal court, where Judge Madeline Haikala ruled in March 2016th at TVA, not state regulatory authorities, has exclusive jurisdiction over retail rate structures and customer-service policies.

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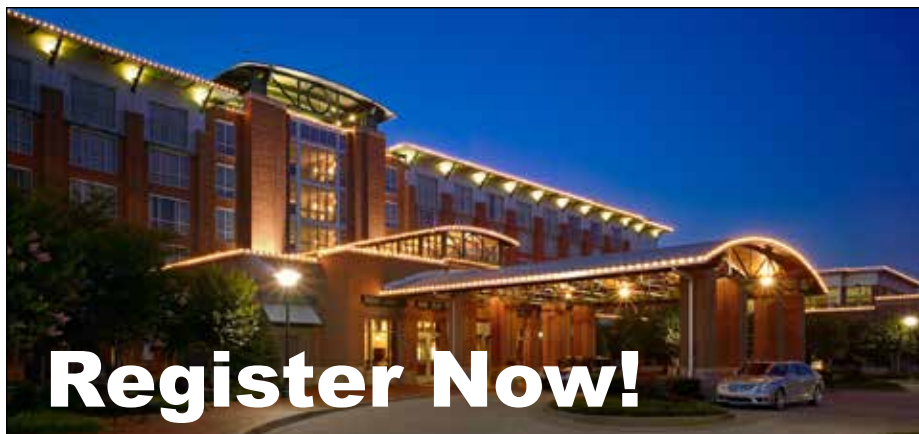


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Insurance For Commercial, Industrial Receivables

TVPPA credit-insurance program has 'filled void'

According to credit insurer Euler Hermes, insolvencies will increase by 2 percent worldwide in 2016, and by an additional 2 percent in 2017. This would mark the first increase in insolvencies since the end of the great recession in 2009.

Why the unwelcome increase?

Euler highlights three major reasons: sluggish growth and trade, resulting in too-low-for-too-long growth; increased turbulence in several economic sectors, including commodities in general and the oil and gas industry in particular; and the domino effect of major bankruptcies.

According to the American Bankruptcy Institute, there were 3,482 commercial bankruptcy filings in April 2016, which is a 32 percent increase compared to the prior year and the sixth consecutive month of year-over-year increases in bankruptcy filings.

Businesses in the valley are not immune to this macro-economic trend.

Four years ago, we introduced a credit-insurance program to TVPPA members as an alternative to the deposit-insurance program offered by TVA – which TVA had indicated it was planning to modify

in a restrictive fashion and/or discontinue.

Risk-Management Tool

Since that time, we have bound coverage on \$17 million in receivables for more than 200 C&I customers of 31 TVPPA members. We've seen a couple of claims in the program, one of which was well into six figures. We've also had a couple of accounts declined or cancelled due to unacceptable financials, but such instances have been rare.

On balance, the TVPPA credit-insurance program has filled a void in an area of importance to its members.

Why is credit insurance important? It protects the utility against unexpected bad debt losses due to insolvency, protracted default, or other failure to pay on the part of your commercial and industrial customers, without having to obtain security (cash, letter of credit, surety bond, etc.) from your customers.

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If an account is accepted by Euler upon submitting it for underwriting consideration, it will be considered bound and the applicable premium will be invoiced by us and payable by the utility at that time.

Once coverage is bound, the annual premium is considered fully earned; if coverage is subsequently cancelled by either party for any reason, there will be no return premium from the insurer to the utility.

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SNAPSHOT

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ELIGIBLE PARTICIPANTS: TVPPA Members

RISKS CONSIDERED: Commercial & Industrial customers of TVPPA Members

CREDIT LIMIT: Utility determines receivables at risk (e.g. two months' average sales)

PREMIUM FACTOR: \$6.325 per \$1,000 of coverage limit

MINIMUM PREMIUM: \$158.13 per customer

QUALIFYING LOSS: \$1,000 or greater

DEDUCTIBLE: None

COINSURANCE: 10 percent of qualifying loss (paid by utility)


INDEMNITY: 90 percent of qualifying loss (paid by insurer)

PAST DUE REPORTING TO INSURER: Any customer over 60 days and over \$10,000

CLAIMS MUST BE FILED WITHIN: 180 days from delivery of service or 90 days from due date of invoice, but no later than 180 days after the end of the policy period

ruptcy/insolvency and/or if the utility files a claim for an insured customer, coverage will cease as of the filing date.

We recently developed a supplemental program to provide credit-insurance protection for customers who fail to meet Euler's underwriting standards. This applies to a customer you submit for coverage, but approval is denied.

Additionally, an approved customer whose coverage is cancelled due to adverse financial developments may reapply for this supplemental coverage after six months. The premium is slightly higher and coverage slightly different from the base program described above, but this provides an alternative for some of your more financially challenged customers. 



Anthony J. Salvatore,
area senior

vice president for Arthur J. Gallagher & Co., is program manager for TVPPA's Distributors Insurance Co. Visit DIC on the Web at www.distributors-insurance.com.

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Moderator Phillip Burgess opens TVPPA's 70th Annual Conference.

'WE CAN DO THIS'

ANNUAL CONFERENCE BLENDS CHALLENGING, TRADITIONAL

'Diverse slate of speakers' sparks buzz at Sandestin

by **Bob Gary, Jr.** | *Editor*
TVPPA Photos by Misael Dominguez

AS MODERATOR of TVPPA's 70th Annual Conference, it fell to Phillip Burgess to put the cards on the table right at the outset.

"We've assembled a diverse group of speakers," said Burgess, who directs TVPPA's communications, conferences and government relations efforts, "and we've asked them to challenge our thinking."

Those challenges started with keynoter Scott Sklar, who'd been referred to by TVPPA Washington Representative Deborah Sliz as "one of the few founding fathers of the distributed-energy movement."

Sklar wasn't the only provocateur on the agenda, though—in her "Not Like You" presentation, marketing maven Kelly McDonald sought to impress upon a room full of Baby Boomers how quickly and thoroughly their customers are turning into their perplexing Millennial kids. There was also an entire segment based on "Thinking Differently" with TVPPA-member managers/CEOs Billy Ray, Dan Rodamaker and Michael Watson.

To be sure, the familiar was hardly swept aside—TVPPA Chairman Greg Williams channeled "Dr. Seuss" (and wasn't the only speaker to do so); NERC compliance, safety and data management had their moments and TVA President/CEO Bill Johnson closed the conference with his typically wry take on the state of the Valley.

And, with the abandon of one on final approach to retirement, Sliz enlisted SEPA's Virgil Hobbs to help her bring karaoke to the Annual Conference stage.

Here, then, is some of what happened May 16-18 at Sandestin, FL:

'It doesn't have to be bad'

Less than an hour before he keynoted TVPPA's 70th Annual Conference began, Scott Sklar was introduced to TVPPA President/CEO Jack Simmons.

"Thank you for being here," Simmons said as he reached to shake hands.

"Thanks for letting me in," Sklar replied as he reciprocated.

Sklar had long since been invited, of course, but his quip reflected a keen awareness of where he was. His was a peculiar presence, given his long background in, and passion for, distributed-energy resources.

Sklar jumped right in, saying his job was to "talk about trends" and the inexorable march of technology.

"AT & T couldn't conceive of a more competitive world, or a world without wires," Sklar said. "That was its major failing.

"Technology evolves with the human condition," Sklar said. "There is no technology—not one—that hasn't changed as we have, and there's no way to stop that.

It's arrogant to think that energy technology will stagnate. It won't. It'll always change, and there's nothing you can do to stop that," he said.

The key for utilities, Sklar said, is to be proactive.

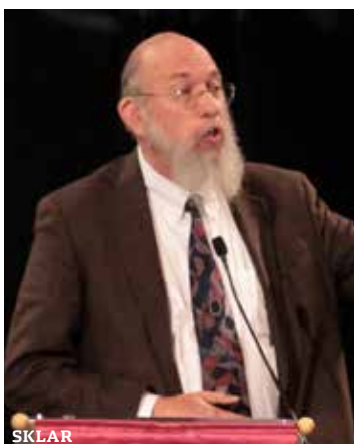
"When I was growing up—when I had hair—it was central-station power, tied to substations and distributed to buildings," he said. "Now it's still central-station, but a lot of generation is now closer to the customer.

"We can do this. We can increase jobs, reduce emissions, make the grid more resilient and make money. We can do that.

"I'm here to tell you things are going to change," Sklar said, "but it doesn't have to be bad. It can be very good."

Wes Kelley, executive director at Columbia, TN, P & WS, said he appreciated Sklar's approach.

"I was very glad to see him here, because he represents a perspective we often talk about, but never hear from," said Kelley, who sits on the TVPPA Board of Directors.



"I appreciate the fact that he was focused on the right solution for the clients. We shouldn't be dealing with generation evangelists, but with people trying to solve practical problems. Solar, gas, coal, whatever—it's about finding the right tool to solve a problem," Kelley said.

Williams channels 'Seuss'

Faced with the prospect of standing before an audience of some 700 Annual Conference attendees as TVPPA's chairman, Greg Williams did what any savvy executive would have—he tapped his inner 'Dr. Seuss.'

"We use the same words and terms over and over—compliance, cyber security, distribution marketplace, closer to the customer—the one word that sums it all up is 'change,' but it seems overused and too simple," Williams said.

"So I thought about how best to describe change . . . and I thought of 'Dr. Seuss,'" he said.

With that, Williams went down a checklist of Seussical references to TVPPA issues, including:

Only you can control your future

"As much as I want to blame something else—Google, government, technology—only I can control my future. We really can control who and what we'll become, and being engaged is the first step."

Sometimes the questions are complicated and the answers are simple

"How do I handle competition? Companies are soliciting my customers . . . how dare they do that? Are those answers simple? Maybe, but I have to change how I do my business."

You have brains in your head You have feet in your shoes You can steer yourself any direction you choose

"Lighting is 13 percent of TVA's load, and in 10 years it'll be half that. And that's not just TVA's load—it's our load. Lighting alone will change us dramatically. [Our model has] served us well for 80 years, but our competition's are ahead of us in this space, so maybe we should rethink."



**DEBRIEFING:
70TH ANNUAL
CONFERENCE**

*Think left and think
right and think low
and think high.
Oh, the thinks you
can think up if
only you try!*

“The average home has five devices controlled through the internet. In the future, that’ll be 20. The key is, who’s doing the controlling? It sounds like a service opportunity to me.”

*Unless someone
like you
Cares a whole
awful lot
Nothing is going
to get better*

It’s not

“I don’t know who wants to serve more than public power. It’s not about money, fame or fortune. It’s about serving customers, so thank you for caring for and serving your customers.”

*Kid, you’ll move mountains
Today is your day
Your mountain is waiting
... so get on your way!*

“We’re working to create a way to measure whether the Strategic Pricing Plan is doing what was intended . . . Distributed Solar Solutions is the first TVA program to be moved entirely to TVPPA and local power companies . . . NERC compliance isn’t something I’d have chosen to add to my bucket list, but we’re on a tight timeline and it needs our attention.

“The partnership between TVPPA and TVA is becoming more strategic and more important than ever. All the changes I’ve talked about are happening in the distribution space—yours and mine. It affects all of us.”

After a morning filled with Sklar’s keynote and Williams’



Posing as ‘Dr. Robert Payne,’ a Washington, D.C.-based bureaucrat, comedian Durwood “Mr. Doubletalk” Fincher brilliantly took his audience from murmurs of confusion to waves of laughter; he also starred in a world-premiere video alongside such luminaries as TVPPA-member executives Greg Fay, Steve Hargrove, Steve Sax, Privott Stroman and Brian Taylor; retired TVPPA-member CEO Karl Dudley, Andy McMillan and Herby Powell of Baldwin Pole and TVPPA Administrative Services Director Judy Hughes.

take on ‘Dr. Seuss,’ Bowling Green, KY, MU General Manager Mark Iverson said he appreciated the efforts made by those speakers.

“I enjoyed Scott and Greg because individuals like that challenge me,” Iverson said. “I feel like a curmudgeon sometimes, so breaking my entrenched thinking is very healthy. It helps me get beyond my own horizon.”

**What’s Happening
in the Industrial
Marketplace?**

The Annual Conference audience got a breakdown on that topic from not one, but two, experts with strong ties to the Valley—Associated Valley Industries Director Leon Simar, who serves as senior manager for facilities and environmental engineering at Brentwood, TN-based Nissan North America; and Tennessee Valley Industrial Committee Chairman Pete Matthies, a principal at the Washington, D.C.-based Stone, Matthies, Xenopoulos & Brew PC law firm.



MATTHIES: “[TVIC members] face the same challenges and have the same concerns you do . . . we recognize that

you incur fixed cost and need sales . . . and that as energy efficiency cuts into those sales, it pressures all of us.”

SIMAR: “We cannot cost-cut our way to prosperity. We must work harder, faster and smarter . . . let’s leverage our great Tennessee Valley assets—quality of life, good climate and low-cost power—to attract and retain our industrial base.”

Reinventing Your Utility by Thinking Differently

TVPPA conference attendees who have an appetite for peer-



to-peer communication—and judging from survey results, that’s a pretty high percentage—got a heaping helping at the 70th Annual Conference.

In a presentation based on the ‘TED Talks’ format, Billy Ray of Glasgow, KY, EPB; Dan Rodamaker of Gibson EMC, Trenton, TN and Michael Watson of Duck River EMC, Shelbyville, TN, talked about some of the innovations they’re attempting in their shops. Some highlights:

RAY: “We’re in the stuff-selling business. We sell kilowatt-hours, and we mark those kilowatt-hours up so we can make money and continue to exist. If sales continue to head on this clear [declining] trend, the end is in sight.

“What we’ve decided is to become non-volumetric. We don’t want to be an energy-sales entity any more—we want to be in the energy logistics business. We want to be like UPS—buy what you want, and we’ll haul it to you. That’s what we’ll get paid for, and that’s what our new rate tries to accomplish.

“We’ve taken a little chin music, but we’ve found what we think public power will look like for the next 100 years.”

RODAMAKER: “We heard our chairman talk about being customer-centric . . . you need to be able to understand what your customers want, not what you want in the board room.

“We like to tell them what to do . . . but we need to figure out what they want and how to help them succeed. And every single one of us would like to improve the quality of life of the customers we serve. The utility of the future will revolve around doing more for the customer than we’re doing today.

“So what should you do to be customer-centric? I can only share our experience . . . when you talk to customers, they

Hot Topic/Board Level Breakouts

Once again this year, TVPPA’s Annual Conference featured breakout sessions covering a wide range of topics:



JOHN CORUM of Cleveland, TN, Utilities on *Communicating Safety Responsibilities at all Levels*



KATE MILLER of Chattanooga, TN, EPB on *Big Data Analysis*



SETH BROWN of GDS Associates and **DOUG PETERS** of TVPPA on *NERC Compliance*



LARRY CASH of Miller & Martin on *Board Liability*



TISH ERDMANN of TVPPA E&T Services on *Strategic/Succession Planning*



TODD KIEFER of East Mississippi EPA, Meridian, MS, and **JOSHUA WARMACK** (shown) of EnerVision on *Renewables*

DEBRIEFING:
70TH ANNUAL
CONFERENCE

will tell you what they think. What we need to do is listen—what do they value?”

WATSON: “We asked our Member Services staff last fall what we do that really bugs our members. It turns out that people don’t like high deposits, aren’t big fans of credit-card fees—and, apparently, nobody on the planet likes to deal with an automated phone system.

“So we looked at these, one by one. We were able to relax our credit standards and lower our average deposits, and still not threaten our bottom line.

“Our credit-card fees were established 15 years ago, when paying with a card was novel. Now people want to do business with credit cards, so we eliminated [those] fees and made a lot of people happy.

“We invested several years ago in a very good automated phone system, but I’m pleased to report that, last year, we had 20,000 members call to report outages—and we handled 96 percent of those calls with a live operator.”



TVPPA Annual Business Meeting

In addition to the election of new members to the board of directors (see *Names & News*, page 31), TVPPA’s annual business meeting featured the presentation and approval of resolutions crafted by the TVPPA Resolutions Committee and presented by that panel’s longtime chairman, Jack Suggs of Oak Ridge, TN, ED.

McDonald: It’s a salad bowl. Deal with it.

Denver-based marketing ace Kelly McDonald opened the final day of the 70th Annual Conference with a message as straightforward as her high-energy style:

“You have to serve the communities you work and live in,” she said, “and you can’t do that if you don’t know who’s living in those communities.

“We used to hear America was a melting pot. Huge waves of immigrants, put in one pot where the cultural differences were simmered out. Everyone became Americanized.

“No more. Those days are gone. America’s now a salad bowl. The difference is that not one thing in a salad can be mistaken for anything else. People have different backgrounds. They don’t look or act the same,” she said.

Some of the heads-ups offered by McDonald:

- “Younger members care passionately about local community—they want a voice, not a transaction.”
- “You’re going to have more women [customers] . . . they’ll have higher customer-service standards and will more readily express their pleasure or displeasure.”
- “Bilingual and multilingual staff will become mandatory for your survival. Your staff has to reflect the community you serve.”
- “Be the ‘good guys’ in your communities—sponsor a blood drive. Plant trees. Pick up trash. Promote renewables—and let people know you’re doing all that.”
- “People spend on what they value, so tap into those values—be about local businesses, jobs and suppliers. Be environmentally friendly.”
- “Pay attention to trends, not fads—McDonald’s entire business model is based on mass, but Millennials have said,

'We want better and fresher.' So they're rethinking their entire global business model in terms of customization. That's not a fad. That's a trend."

- "Use contemporary imagery; show people as they really are. Forty percent of Millennials have at least four tattoos. Shouldn't we be showing people who look like that?"
- "Helping beats selling. We don't need more information—we need advice on things like, for instance, how to use energy more efficiently. Don't sell me. *HELP* me."

Brent Gilkey, vice president for Member Services and Communications at Pennyriple RECC, Hopkinsville, KY, said McDonald was more than worth the listen.

"That's a lot of useful information for marketing staff," Gilkey said. "We can like it or not, but it's fact, so it's up to us what to do with it.

"We can bury our heads in the sand, or take this information and use it as effectively as we can to better meet the needs of our members," he said.



Hoffman: Info sharing critical to survival

The fact she followed Kelly McDonald to the Annual Conference stage moved The Honorable Patricia Hoffman to tweak her presentation on the fly.

"First of all, for full disclosure, I am *not* a marketing person," said Hoffman, assistant secretary for the U.S. Department of Energy's Office of Electric Delivery and Energy Reliability.

Differences in presentational style aside, though, Hoffman's message was no less direct.

"The grid is only going to become more important, because power's going to become more important to communities and consumers," she said.

"Succeeding in grid security . . . is about communicating with each other. In a security world, information is key. If we hold information; if we don't talk to each other because we fear what social media might do with it, then we're not going to advance in terms of security conversations or dynamics," Hoffman said.



Retiring TVPPA Washington Representative Deborah Sliz, right, chose to incorporate karaoke in what was likely her final Annual Conference. Sliz joined SEPA's Virgil Hobbs for a rendition of Cat Stevens' classic "Morning Has Broken."



KELSEY AND SLIZ

Sliz, Kelsey Accord Congress . . . Praise?

TVPPA Washington Representative Deborah Sliz and Elizabeth Kelsey, senior associate at

Morgan Meguire LLC, have never been shy about dealing criticism where and when they feel it due. Congress, in fact, has been on the business end of more than a few of their barbs.

So it came as a bit of a surprise when Sliz and Kelsey began their Annual Conference presentation by praising the nation's lawmakers.

"Unlike the past three or four Congresses, the 114th remembered how to legislate," said Kelsey, who ticked off a list of accomplishments including new laws to reauthorize the PATRIOT Act and education policy, among other things.

Sliz, who's announced plans to retire at the end of this year, described cyber security provisions ("One of the things I won't miss is talking about this") and a reliability "safety valve" embedded in a transportation bill that became law, as well as a major cybersecurity information-sharing bill and policy on drone use by utilities.

Sliz and Kelsey said final passage of an incremental energy policy update is the next bill to make it across the finish line. Energy bills have passed both the U.S. House and the Senate, and are ready to be reconciled into a single version to send to the President's desk.

Those bills contain no major

(Continued on page 21)

Williams: TVA Now Seeking Answers From TVPPA Members

'Pretty amazing change in the way we think, operate'

It's hard to imagine an adjective that hasn't applied, at some point in the past 70 years, to the relationship between TVPPA and TVA.

Hostile. Friendly. Polite. Wary.

TVPPA Chairman Greg Williams offered his own take in early May, just days ahead of the 70th Annual Conference, and he didn't parse his language.

"I definitely want our association to know that I don't think we're in a disjointed relationship with TVA anymore," said Williams, the executive vice president and general manager at Appalachian EC, New Market, TN.

"TVA has been extraordinarily open and willing to sit down with us and just figure out how to better serve the Valley in a changing marketplace," he said.

The reason, Williams said, is that the TVPPA/TVA relationship is no longer a one-way proposition.

"TVA's facing its own journey internally," he said. "They're facing challenges and questions and, interestingly, they're turning to us for answers.

"It's becoming a two-way street. That's a pretty amazing change in the way we think and operate, and I'm pretty excited about it," Williams said.

Here's more of what Williams shared with *TVPPA News* on this and other topics:

TVPPA NEWS: How did your first year as TVPPA chairman compare to whatever expectation you might have had?

GREG WILLIAMS: It's been a time of getting my feet on the ground and getting a feel for what the major issues are that TVPPA needs to be handling. That sounds like a long time, but it takes a year when you're dealing with TVA, 9 million consumers and 154 member utilities.

That said, I feel better informed and more confident about issues today than I

did a year ago. The fire-hose approach worked.

TVPPA NEWS: Can you elaborate on your comments regarding not only the nature of TVPPA's relationship with TVA, but that TVA is starting to look to TVPPA members for solutions to problems?

WILLIAMS: Fundamentally, consumers are changing the way we operate as utilities. They want more control and more renewables.

I think those who attended last year's Distribution Marketplace Forum got an excellent insight into what's going on in our marketplace—within the distribution system. All that change is happening in our space. TVA is recognizing that the solution doesn't lie with them, but with the local power companies [LPCs].

Distributed Solar Solutions is a great example. [Tennessee cooperatives] are also trying to stand up an energy-efficiency program, and we've brought TVPPA into that discussion. That [EE] program is intended to be outside the traditional programmatic method TVA's accustomed to. The LPC approach differs from the one they're accustomed to, so we're challenging TVA to think differently—and [TVA] folks are seeing they have to think differently.

TVPPA NEWS: Asked a year ago what you



TVPPA Chairman Greg Williams addresses the 70th Annual Conference.

thought were the more pressing issues facing you and your leadership team, one of the things you cited was better aligning TVPPA with Seven States Power Corporation. A year later, how would you describe the progress made in those arenas?

WILLIAMS: What I feel has happened in the past year is that we have better-defined roles; we've clearly defined what Seven States is and what its purpose and mission are.

TVPPA PHOTO BY ANISHEL DOMINQUEZ

Seven States is really a service organization—there to serve its membership, just as we do [at Appalachian EC] as a cooperative. I can easily relate to that. Externally, folks are getting that also. We're not there yet, but we're in better shape than we were a year ago.

I think the partnership between TVPPA and Seven States creates just an amazing synergy for our membership—not only are we representing your interests to TVA on the one hand, but we're bringing you solutions in a changing marketplace. TVA recognizes that those solutions need to be in the distribution space, and that's where Seven States can be a provider, to a limited degree. I think that [TVPPA/Seven States] synergy is becoming more evident and stronger as we move forward.

TVPPA NEWS: You also made specific mention a year ago, in the context of potential hazards on the horizon, of Regulatory issues. Where would you say that stands today?

WILLIAMS: I never would have dreamed that Regulatory issues would have grown as much as they have in the past year.

Coming in as chair last year, I saw this was going to be a real foundation-mover for our association and its members. It's a double-edged sword—we don't like to be regulated, but we need to. We don't like to be regulated when we don't want to be, but we do when we do.

[What we have now is a] two-way street vs. a public-service-commission environment. We're able to talk to TVA in the environment we have, and TVA continues to be open and willing to talk.

As a utility manager, I appreciate having a boundary in which I need to operate. Boundaries are good in this case, and TVA's been very good about allowing us to be flexible and respectful of local control and our local boards.

I really appreciate that, but [Regulatory conversations] aren't over. There's pole attachments, the Mississippi customer-complaint process, and we haven't really resolved capital credits yet. But, again, the good thing is that this is a two-way street with TVA, and we can dialog.

TVPPA NEWS: You've expressed a degree of dissatisfaction with the handoff of Distributed Solar Solutions from TVA

to TVPPA's members. Are there changes in approach and/or process that both parties should consider with an eye toward a smoother transaction next time?

WILLIAMS: DSS was, in my mind, TVA's first effort to politely move us to adopt and take ownership of a program. It was extremely logical, because it happens in our space.

The timing was probably not strategic, but we accepted program and did our best given certain constraints. I don't think we truly owned it, completely. I'd give us a B-minus—maybe a C—because there wasn't enough time to stand it up.

So we did poorly, but I think neither side really understood the other's role. Given the lessons learned, I would not say it's been a complete failure—I'd consider it a success, because there are 16-plus megawatts of [solar] projects targeted to improve the LPCs involved. I think we ended up getting there, but it wasn't the best journey.

We've got to truly take ownership of DSS. I take that very seriously. We've got to develop a business plan, define roles and leverage TVA's GOES (governance, oversight, execution, support) model.

My goal is that we truly take ownership of DSS this coming year. This is, to me, a great example of how we evolve from a TVA-based programmatic solution to an LPC-driven solution. This could be a template going forward.

TVPPA NEWS: Finally, looking ahead, what issues are likely to get the lion's share of your attention during the coming 12 months?

WILLIAMS: One that's guaranteed is going back to a fundamental shift of 'closer to the customer' and the marketplace. In the next year, I'd love to see us solidify and stand up the construct involved in delivering TVA a program—how do we deliver energy efficiency and renewables from the distribution space to TVA in a programmatic way, one that doesn't involve TVA simply handing down to us?

I'd love to see us have that construct in place, and DSS could be a great example. It may not be perfect—I don't think it'll be the end game—but if it becomes a catalyst, it'll be a huge accomplishment. I think we can get there. ☞

Debriefing . . . (Continued from page 20)

prizes for TVPPA members, but several smaller provisions, including authority to review environmental regulations for reliability impacts and workforce development grants, could be of interest.

With the Presidential election looming, the pace of congressional activity is likely to slow considerably. The outcome of that election will have significant consequences—not just for the Presidency, but also for the balance of power in Congress, and with respect to the Supreme Court, which is expected to issue decisions on the Clean Power Plan and other environmental regulations in 2017.



TVA's Johnson: 'The status quo won't work'

As has become custom in recent years, TVPPA President/CEO

Bill Johnson closed the TVPPA Annual Conference.

And, per his own custom in recent years, Johnson spent the conference's last few minutes checking boxes in the casual, conversational style that has become his signature:

- "Our world is changing. The utility space is more challenging, confusing and exciting every day . . . over the next five to 10 or 15 years, we face the greatest challenges we've seen since Edison lit the first light bulb . . . and I think we're better-positioned than we were five years ago or 10 years ago to meet those challenges."
- "For the 16th year in a row, we have five '9s' in reliability . . . we've reduced annual spending by a billion dollars a year. Our debt is on its way to \$20 billion. The [federal EPA's] Clean Power Plan will be less of a problem for us than for anyone else in the country. Do we start from a stronger place than five years ago? That's inarguable."
- "There are things it's easy for us to be aligned on . . . (Continued on page 28)

Austin Carroll Accepts DSA, Pays Tribute To Crawford

Hopkinsville ES CEO: Crawford 'great leader' for TVPPA

The feeling attendant to winning TVPPA's Richard C. Crawford Distinguished Service Award has doubtless been described many ways, but maybe not quite as it was by this year's recipient.

"The DSA is a tremendous honor, something you never forget," said Austin Carroll, general manager at Hopkinsville, KY, ES.

"It's right up there with getting married and having babies."

The DSA is always the highlight of any Annual Conference, but the celebration of Carroll at TVPPA's 70th was made all the more meaningful by the presence of Dick Crawford, in whose honor the DSA was renamed in 2004.

"There are some great people who've won this award," Crawford said prior to the presentation. "They've served TVPPA and public power for many years. They've gone to the table and given of themselves when asked, and we'll have a new winner tonight we can be really proud of."

Carroll, a veteran of 30 years at Hopkinsville ES, said Crawford stands alone in terms of being a professional role model.

"When I went to work for TVA in the Hopkinsville office in 1980, Dick was my division director," Carroll recalled. "Then we sort of became partners when I was at Hopkinsville and he was at TVPPA."

"It was great seeing Dick get up there and speak at the Annual Conference. He looked great and was the same old Dick I'd always known and respected. He was a great leader for TVPPA and I have great respect for him," Carroll said.

Though he's run a municipal for three decades, it was cooperatives that more or less got Carroll started in the electric-utility industry. As a junior at Lewis Co., TN, High School, he won a



Clay Carroll, right, surprised his father, Austin, at the Crawford DSA presentation at the Annual Conference.

statewide essay contest on electric cooperatives – and a scholarship to Middle Tennessee State University.

"It was an essay about how cooperatives are of the people, by the people and for the people," Carroll said. "That kind of put utilities in the back of my mind."

'Not Going To Sit Down'

After earning his undergraduate degree in computer science, Carroll spent

two years in Huntsville, AL, with the National Aeronautics and Space Administration (NASA). He joined TVA in 1975 and was posted to Hopkinsville five years later.

By the time he took the center seat at Hopkinsville ES in 1986, he'd even had a six-month trial run of sorts at what is now Jackson, TN, EA.

"Dick [Crawford] loaned me out to Jackson for six months when they lost an



Crawford DSA honoree Austin Carroll, center, shared his honor at the 70th Annual Conference with family, friends, and members of his Hopkinsville, KY, ES board and staff. (TVPPA photo by Misael Dominguez)

assistant manager," he said.

Carroll said he applied for the Hopkinsville ES job because he found appealing the "opportunity to kind of run my own show." Why he's stayed for 30 years, though, is another matter entirely.

"I had opportunities to leave and go to bigger systems," he said, "but Hopkinsville offers a wonderful quality of

life. It's a great area of the country – a right-size town, in my opinion – and very patriotic, with Fort Campbell being right there."

Carroll said when he looks back on his 30 years at Hopkinsville ES, he takes a special measure of pride in having helped with an economic-development effort that's "created a lot of jobs here."

"Right now, I'm trying to help lead the charge for a new visitor center," he said. "We've improved in terms of manufacturing jobs, but we've got a lot of potential in tourism."

But things like job-recruitment and boosting tourism will eventually be someone else's job – his successor's job. Carroll conceded that retirement's crossing his mind these days.

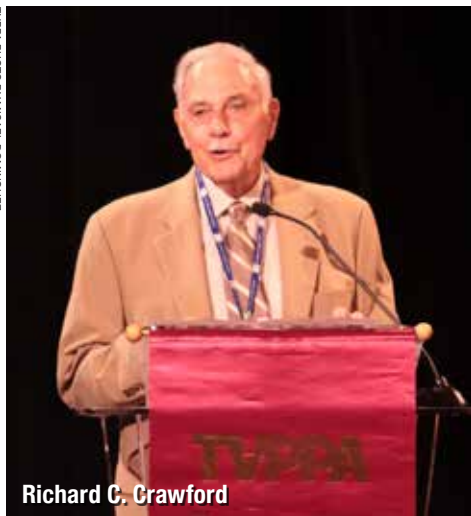
"I've been 30 years at Hopkinsville and 11 years before that at TVA," he said. "That's 41 years in the business, and there comes a time when you think, 'It's time.'"

"I'll be 66 in January, so I'll be looking at it around then, but I'm not going to go home and sit down. I don't want to work full-time, but I do want to stay involved in the industry. It's in my blood," Carroll said. ☞

FLASH POINTS

- » Hopkinsville, KY, ES General Manager Austin Carroll was honored at TVPPA's 70th Annual Conference with the Richard C. Crawford Distinguished Service Award.
- » The Hohenwald, TN, native earned an undergraduate degree at Middle Tennessee State University and an MBA at the University of Tennessee.
- » Carroll spent 13 years at NASA and TVA before taking the top job at Hopkinsville ES in 1986.
- » Carroll is a former president and board member of his statewide association, a former APPA chair-elect and just stepped down as chairman of DIC.

TVPPA PHOTO BY MISAELO DOMINGUEZ



Richard C. Crawford

Send us information on what's going on at your utility. Contact BOB GARY at **423.490.7921** or email to **BGary@tvppa.com**.

Site, Agenda, Peer-Led Talks Score In Conference Survey

TVPPA Conferences staff values candor, eyes improvement

Any TVPPA-conference attendee hears it at least once—it’s the heads-up that you’re going to get a link to an online survey, and that the TVPPA Conferences staff would appreciate your honest input.

Here’s why honesty is emphasized—while anyone enjoys getting compliments, the only way to improve is to know what needs work in the first place. And that’s where the survey comes in; if you don’t tell us what we need to fix, we can’t fix it.

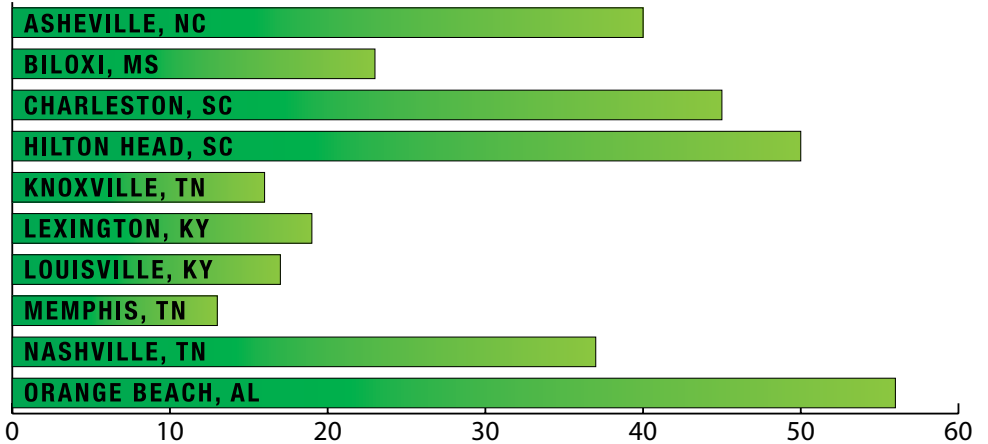
“Surveys are absolutely vital,” said TVPPA Conferences Manager Tim Daugherty. “We use survey responses to measure how successful we are in our efforts provide enjoyable, educational and meaningful experiences for TVPPA members

“We value the time it takes to provide feedback. We read each survey and review the responses in an effort to better understand the needs of the membership and enhance future conferences,” he said.

Against that backdrop, Daugherty offers this analysis of responses to the 2016 Annual Conference survey:

■ This year’s post-Annual Conference survey had an extraordinary number of responses, so thank you! It appears people truly enjoyed the conference, as you gave it a 97-percent-plus satisfaction rating.

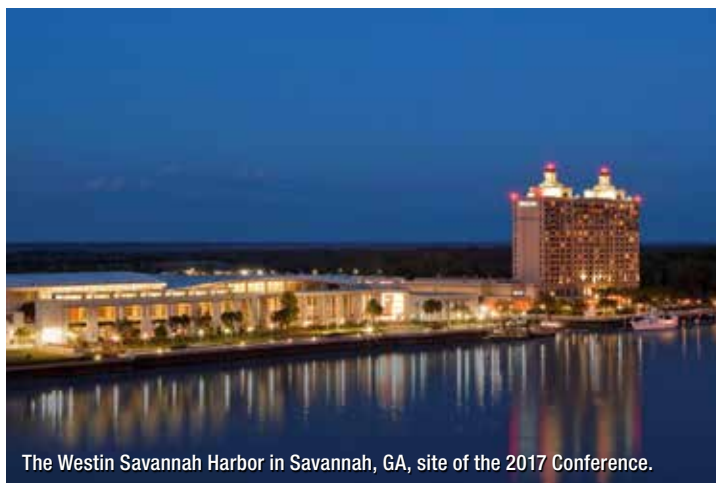
When asked, “Which of the following locations would you like to see this conference held at in the future?” you said:



We absolutely love to see a number like this but, again, we also take time to delve deeper into the other questions and comments that were made. From a very positive standpoint, it appears the location was very highly rated; more than 81 percent of you want to return to Sandestin.

There are two options for us at this location and, for those of you who visited the beach side, the Hilton is a potential future location. Already on the books are the Westin Savannah Harbor in Savannah, GA (2017) and the Marriott Grand in Point Clear, AL (2018).

■ Topics and agenda were “on-point,” as one survey respondent mentioned. We found attendees really liked our humorous luncheon speaker, “Dr. Robert Payne.”



The Westin Savannah Harbor in Savannah, GA, site of the 2017 Conference.



Daugherty

TVPPA CONFERENCES MANAGER Tim Daugherty headed for the 70th Annual Conference having just earned his Certified Meeting Planner (CMP) designation from the Arlington, VA-based Convention Industry Council (CIC).

The CMP designation is recognized throughout the meeting/convention/exhibition industry and demonstrates an individual’s comprehensive knowledge of meeting management and commitment to the profession.

Some 14,000 individuals in 51 countries have earned the CMP designation since its 1985 inception. TVPPA’s Daugherty is one of only three CMPs in the Chattanooga, TN, area.



The Marriott Grand in Point Clear, AL, has been selected as the site of the 2018 TVPPA Conference.

Following close behind was the energetic Kelly McDonald, who provided insight and ways to better reach your customers; and Larry Cash of Miller & Martin, who provided board members with a “Board Liability” session. Many of the positive responses we received were related to the lineup this year.

We saw a common thread in responses when it came to agenda topics; you indicated a preference for more peer-to-peer presentations, such as the TED-style talks delivered by Billy Ray of Glasgow, KY, EPB; Dan Rodamaker of Gibson EMC, Trenton, TN and Michael Watson of Duck River EMC, Shelbyville, TN.

And, given that we now have a couple of years’ experience offering Board Level breakout sessions, we look to continue including content specific to the interests of local-utility board members.

■ It goes without saying that there’s always room for improvement.

While we plan for space to allow all our functions to operate smoothly, things don’t always go as planned. We’ll make sure there’s more exhibit/reception space in the future. We’ll work with the audio video staff to help mitigate glitches.

We’ll continue to pray for good weather and hope our future outdoor activities go as planned. We’ll also work closer with golf courses to help make sure major maintenance won’t interfere with our tournament.

There are always issues that arise in planning meetings—our goal is to make sure they stay behind the scenes for us to handle, so that you’re none the wiser. ☞



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Kimbell Back At Gallatin DE With Big Plans For System

Coming upgrades include fiber, SCADA, automated metering

Mark Kimbell knew well the Gallatin, TN, DE system he inherited in 2012—because he was its engineer for nearly a dozen years.

“It was truly like a homecoming—it really was,” said Kimbell, who was hired in 1987 by Bill Draper, then Gallatin DE’s manager. Kimbell left in 1999 for Murfreesboro, TN, ED, then returned to Gallatin four years ago to succeed the retiring Draper.

“The beauty of coming back was that I knew most of the people here—including all the board members—and they knew me,” Kimbell said. “There was no internal candidate who wanted to follow Bill, so there was no conflict.”

But Kimbell’s relatively smooth ride back to Gallatin DE brought him face-to-face with the formidable task of upgrading a system that was sound mechanically, but somewhat behind the times.



Gallatin DE journeyman linemen, from left, Mickey Gould, Jon Cunningham and Matt Madison work to set a new pole

“Bill was very fiscally oriented,” Kimbell said. “He kept rates low and maintained the system, which was good when he left. There were just some projects that needed to be done.

“So we had a strong system that just needed some modernizing,” said Kimbell.

Halfway Home

The Gallatin DE system had no SCADA or communications backbone, Kimbell said, so one of the first items on the to-do list was fiber. The utility is about to finish and fire up a new substation that would be its sixth overall—but its first with SCADA.

“And I’m all for [prepay],” Kimbell

said, “but I don’t have a method to do it yet; so we’ll finish the fiber by this fall and then work on a metering project next spring.

“All this stuff is in a 10-year capital plan, so I think we’ll see pieces starting to fall together in the next five to six years. What I want is to do what’s best for the citizens of Gallatin down the road,” he added.

Kimbell has at least three things going for him as he oversees the overhaul of his 18,000-meter system—one is his personal investment in Gallatin, which goes back almost 30 years, to his first tour there.

Another plus is his nearly 13 years at Murfreesboro ED, where he and General Manager Steve Sax rewired that city dur-

A View of the Valley from . . .

MEMBERSHIP PROFILE: Gallatin DE

ing a period of dizzying expansion.

"In one two-year stretch, we added 8,000 meters in Murfreesboro," Kimbell said. "We had 8.5-percent growth—*crazy* growth.

"Steve and I made a great manager/engineer team. He was more like a brother than a boss, and he's a visionary. He turned me loose on a lot of new projects I might not have gotten to do at other systems," Kimbell said.



Barlow

Young Veteran

And just as Sax had Kimbell at his right hand, so now does Kimbell have Brandon Barlow, who, despite being a youthful 32 years old, has been Gallatin DE's line

foreman for nearly 18 months.

Barlow stepped in for cancer-stricken Ron Johnson on an interim basis in February 2015. When Johnson passed away late last year, Barlow was named his successor.

"It was very tough," Barlow said. "I

looked up to Ron greatly. He was one of the smartest guys I ever met. I just wish I could have had more time to learn from him.

"I told Mark [Kimbell] when I took the job, 'I'm not Ron, but I'll do the best I can,'" Barlow said.

As far as Kimbell's concerned, Barlow's best is plenty good enough.

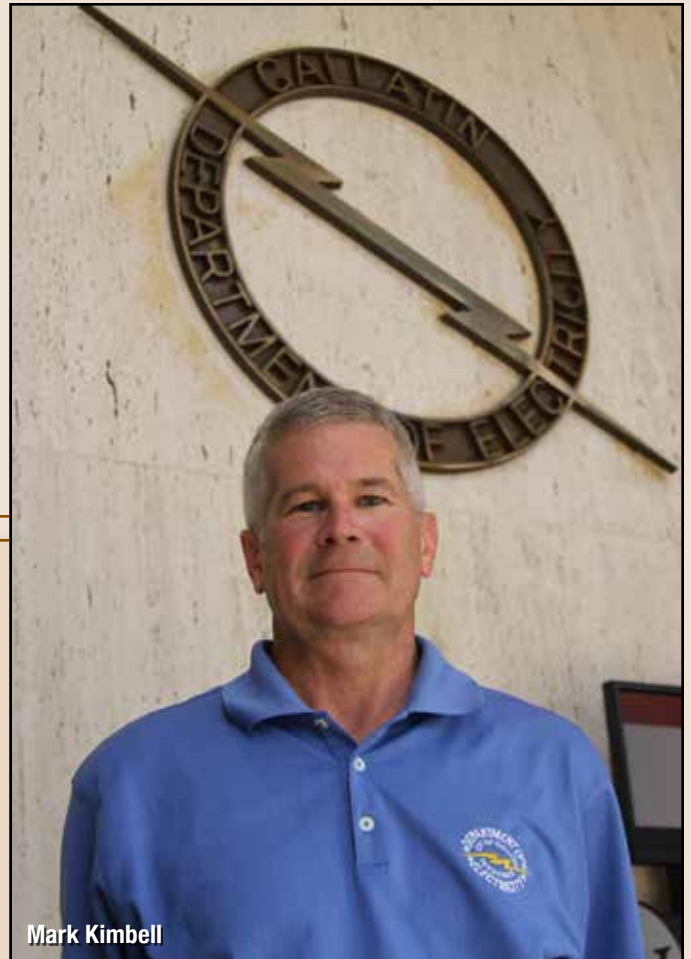
"He's only 32, but he's been here 13 years," Kimbell said. "Brandon's a full-on lineman with a lot of smarts to him. He's doing a bang-up job."

Barlow admitted that being the lead dog has forced him to cut back on—but not cut out—getting his hands dirty.

"I'd like to be out there more, but I've got a lot to learn inside," he said. "When I get everything I can done [inside], I try to make it a point to go out for a couple of hours every day to help where I can." ☞☞☞

FLASH POINTS

- » When he became Gallatin DE's general manager in 2012, Mark Kimbell returned to a system he'd helped build and maintain from 1987 to 1999.
- » Kimbell said the system was solid, but needed 'modernizing,' so he's got fiber, SCADA and automated metering high on his to-do list.
- » Kimbell knows how to ramp up a system, having worked at Murfreesboro ED during that city's boom in the 2000s.



Mark Kimbell

4 FOUR QUESTIONS with Mark Kimbell, general manager at Gallatin, TN, DE

1. What do you like to do away from work?

Family-type things . . . got a new house, so I work around the house . . . play golf every now and then, and I really like visiting my brand-new granddaughter in Huntsville.

2. On the subject of family, engineering's kind of the family business, is it not?

One of my grandfathers was a welder with TVA; he worked at Kingston when I was growing up. My other grandfather worked for Dominion Power as an engineer, and I kind of took after him. Now my son, Daniel, is an engineer at CDE Lightband in Clarksville.

3. So you must have tacked hard toward science in school, yes?

From the time I was a freshman in high school, I wanted to be a power engineer. That first year, my freshman year, I had a science teacher who took a lot of interest in me. All my projects had something to do with electricity, and that was it for me. I got a two-year degree at Nashville Tech, then graduated from Tennessee Tech with a 'Double E' [electrical engineering degree].

4. Then, years later in Murfreesboro, you earned an MBA at Middle Tennessee

State. Why do that extra work?

[Then-Gallatin DE Manager] Bill Draper pushed me to better myself. And at the same time I was working on my MBA, I was also working on my CPE and Advanced CPE. I put a lot of stock in those two programs. I learned a lot – not just from my MBA, but from my CPE and Advanced CPE classes as well.

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Debriefing . . . (Continued from page 21)

[but] can we align, as a group on [distributed energy resources]? On a rate structure that actually allows us to recover the cost of service we provide? On the technology needed to make that rate structure work? On Walmart solar rooftops?

“These are issues we’re going to have to figure out, and they’re complicated by where we find ourselves as a business . . . [B]etween World War II and 2008, there were two years in which growth [in electric energy sales] didn’t exceed the prior year’s. From 2010 to 2015, we’ve had five straight years of declining per capita usage . . . and it’s all about organic, systematic efficiency.”

- “We don’t have to build [generation] for at least a decade, after Watts Bar 2 . . . so we should have a great trajectory on rates, but the downside is that we’re going to sell fewer units. When you’re in the high-fixed-cost business we’re in, the price goes up when you sell less. When you’re in competition,

low price wins. All of us have to think about what we can do there.”

- “We have great potential to meet these challenges facing us if we continue to be aligned as well 10 years from now as we are today . . . aligned around the core belief of doing the right things for the people we serve.”
- “Many of us, including me, would like to see the status quo preserved forever. We are comfortable with the status quo, but the status quo is not going to work. We have to figure out how to adapt to challenges, [including that] we don’t always get to tell customers what they want. We think we know what they need, but customer preferences are changing . . . the Strategic Pricing Plan is a step in the right direction, because it’s a step toward where we need to be on pricing.”
- “So we don’t need to build new generation and we’re retiring more assets . . . we have more power than we need, so why are we doing solar? Because it’s what our customers want.” ☞

TVPPA

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tvppa.com

2006: Glover Elected Chairman

50 YEARS AGO—1966

Memphis: Paid In Full

The last of the original general obligation bonds which were used to finance a municipally owned electric system for Memphis, TN, were paid off June 1. A final payment of more than \$189,000 wiped out the last of the principal and interest due on a \$3 million issue sold on June 1, 1937.

McBride Joins TVA Board

Don McBride, who'd spent 13 years in Washington, D.C., advising two U.S. senators on issues having to do with public works and natural resources, water resources and related issues, was confirmed by the Senate to a seat on the TVA Board of Directors.

TVA Goes Nuclear

TVA awarded the contract for its first nuclear generating station to General Electric. Pending licensure by the federal Atomic Energy Commission, the two-unit, 2.2 million-kilowatt plant at Browns Ferry, AL, was scheduled to go into operation in 1970.

40 YEARS AGO—1976

APPA Taps Usry, Carlisle

Bowling Green, KY, EPB General Manager Henry Carlisle and George Usry, his counterpart at Athens, TN, UB were elected to the American Public Power Association (APPA) Board of Directors in Anaheim, CA, at APPA's National Conference.

West Calls It A Career

W.A. West retired from his position as manager at Blount (Co., TN) ES. Per a vote of that utility's board of directors, West was succeeded by David Switzer.

30 YEARS AGO—1986

Fuqua Takes Over At Pennyriple RECC

Quantis Fuqua, a 23-year veteran at Pennyriple RECC, Hopkinsville, KY, took over as that cooperative's manager. Fuqua succeeded the retired John B. Mason. A Georgia Tech alumnus, Fuqua started his Pennyriple RECC career as an engineer.

Elliott Gets His Shot

After 38 years at Monroe Co. EPA, Amory, MS, Hubert Elliott was named manager of the cooperative by its board of directors. He'd served as Monroe Co. EPA's purchasing agent prior to being named assistant manager in late 1985.

Bishop Steps Up At Russellville, AL

Ralph Bishop succeeded the late Chris Clifton as manager at Russellville, AL, ED. Bishop brought an interesting background to the utility's center seat—he started out as a TVA steam fitter, served a four-year term (1972-76) as Russellville's mayor and worked as a U.S. Marshal for Alabama's northern district. He was elected Russellville's mayor for a second time in 1984, but had to give up that office when he took the electric-department job.

20 YEARS AGO—1996

Golden Anniversary

TVPPA hit a milestone with its 50th Annual Conference, which was conducted in Nashville, TN. Among the speakers addressing a then-record crowd were APPA Executive Director Alan Richardson and NRECA Vice President/General Manager Glenn English.

Alderdice Takes The Gavel

Mike Alderdice, manager at West Kentucky RECC, Mayfield, KY, was elected TVPPA president (now chairman) in Nashville, TN, at TVPPA's 50th Annual Conference. Alderdice succeeded Sam Head, of Columbus, MS, L & W. Joining Alderdice on the TVPPA leadership team were his second-in-command, Ft. Payne, AL, IA General Manager Steve Sax; and Secretary/Treasurer Bill Austin of Franklin, KY, EPB.

DSA To Ellis

Floyd Ellis, president/CEO at Warren RECC, Bowling Green, KY, was the recipient of TVPPA's Distinguished Service Award, presented at the 50th Annual Conference. Ellis was recognized for a career including



Brown's Ferry Unit One under construction.

service not only on the TVPPA Board of Directors, but on his hometown board as well; he was serving as one of the cooperative's directors when he was hired for the CEO post.

10 YEARS AGO—2006

Glover Elected Chairman

Eston Glover, president/CEO at Pennyriple RECC, Hopkinsville, KY, was elected TVPPA chairman at the 60th Annual Conference, held in Nashville, TN. Glover succeeded John Williams, his counterpart at Jackson, TN, EA and recipient of the Richard C. Crawford Distinguished Service Award. Glover was joined on the TVPPA leadership team by Vice Chairman Mike Manning of Cullman, AL, PB and Secretary/Treasurer Bill Underwood of Appalachian EC, New Market, TN.

Sax Returns To The Valley

Former Ft. Payne, AL, IA General Manager Steve Sax returned to the Valley as general manager at Murfreesboro, TN, ED. Sax, who'd also logged seven years with TVA, worked at a consulting firm and for the city of Dover, DE, since leaving Ft. Payne in 2002. Sax succeeded Larry Kirk at Murfreesboro ED. ☞

Henderson to Succeed Webb at Cleveland, TN, Utilities



Henderson

Cleveland, TN, Utilities Vice President **Tim Henderson** has been named by the utility's board of directors to succeed retiring President/CEO **Ken Webb**.

Henderson signed on in 1993 as Cleveland Utilities' safety supervisor. He was promoted seven years later to safety director and assistant manager for administrative services, then named vice president for administrative services in 2012.

A Cleveland native, Henderson sits on the TVPPA Energy Services Committee and holds an undergraduate degree in environmental science from East Tennessee State University.

Webb told his directors on April 28 that Feb. 1 would be his last official day, though he could use accumulated leave time to depart sooner.

With his retirement, Webb would close the book on a 28-year career at Cleveland Utilities. After earning an undergraduate degree in accounting from Tennessee Wesleyan College in 1976, he started his career in private business and became a Certified Public Accountant in 1979.

Webb joined Cleveland Utilities in 1987. He was named accounting division manager the next year, then promoted to senior vice president/chief financial officer in 2012.



Wimberly

Wimberly To Succeed Etheridge At Paris BPU
Compared to the guy he's succeeding, **Terry Wimberly's** practically a newbie at Paris, TN, BPU.

Wimberly, who's been the utility's assistant general manager for the last two of his 20 years there, is scheduled to take over as general manager Oct. 1. He would succeed the retiring John Etheridge, who's been Paris BPU's chief executive for the past nine of his 35 years there.

After earning an undergraduate

degree in electrical engineering from Murray (KY) State University, Wimberly signed on with Paris BPU. He left for a time to go into ministry, but returned to the utility in 2005. He later did graduate work at Bethel University.



Nanney

Nanney Retires At ACE Power; Howard to Succeed

Jim Nanney, general manager for the past 21 years at Alcorn Co., MS, EPA, Corinth, MS, has announced plans to step aside later this year.

The cooperative's board of directors has named veteran office manager **Eddie Howard** to succeed Nanney.



Howard

A Baldwyn, MS, native, Nanney graduated from Mississippi State University in 1973. He worked for Alabama Power and 4-County EPA, Columbus, MS, before joining Alcorn Co. EPA, often referred to as ACE Power, in 1980.

He succeeded retiring ACE Power General Manager **Charles Barnett** in 1996, but suffered a stroke in October of that year. Nanney recovered well enough to return to his new office by year's end, and went on to lead his district and state-wide associations.

Nanney chairs the TVPPA Operations Coordination Committee and sits on the Seven States Power Corporation Board of Directors. He is a former TVPPA director and won TVPPA's highest individual honor, the **Richard C. Crawford** Distinguished Service Award, in 2014.

Howard also attended Mississippi State, where he earned an undergraduate degree in accounting. He began his career in the banking industry, but has been with ACE Power for 28 years.

The Corinth native started at the cooperative as an accountant, then was promoted to assistant office manager in the mid-1980s and to office manager in 1991.



Tramel

Tramel Steps Aside At Alcoa, TN, ED; Wiggins to Succeed

Eddie Tramel, director at Alcoa, TN, ED for more than 14 years, has announced plans to retire June 30.



Wiggins

Kenny Wiggins, that city's Public Works director since 1992, will assume responsibility for its electric operations. His new title, Public Services Director, and duties are scheduled to take effect July 1.

Tramel earned an undergraduate degree in electrical engineering at Tennessee Tech University. He spent more than 31 years at TVA, mostly in customer service, marketing and transmission, before signing on as general manager at Pulaski, TN, ES. Tramel spent only about a year at PES before taking the top job at Alcoa.

"Eddie has been a valuable leader during his tenure and has accomplished many grate things in the electric department," said Alcoa City Manager **Mark Johnson**. "We will greatly miss his expertise and knowledge."

Wiggins is also a municipal-utility veteran, having logged 34 years in that arena. He earned an undergraduate degree in civil engineering at the University of Tennessee and is a licensed Professional Engineer.



Harrell

Harrell Calls it a Career; Robbins Steps Up At Sevier Co. ES

Sevier Co., TN, ES Superintendent **Rick Harrell** has announced plans to retire later this year.

Harrell, who was named his utility's chief executive in 2009, plans to retire in August. Allen Robbins, the utility's secretary/treasurer since 2003, is set to succeed Harrell.

A Morristown, TN, product, Harrell played football and earned an under-



graduate degree in electrical engineering at Clemson University. After one season and part of a second with the NFL's New York Jets, he started his electric-utility career in 1974, when he signed on as a distribution engineer at Athens, TN, UB.

Harrell joined Sevier Co. ES in 1979 as director of engineering, then was promoted to director of engineering and operations in the mid-1980s. He was named to succeed **Howard Murrell** as the utility's superintendent in 2009.



Robbins

Allen Robbins, who grew up near the utility in Pigeon Forge, TN, earned an undergraduate degree in finance at Cumberland College (now the University of the Cumberlands) in Williamsburg, KY, where he also played football.

He's put in 25 years at Sevier Co. ES, where he started in the drive-through window. He later branched out to customer accounting and customer service, but also took advantage of opportunities to work in the field alongside meter readers and as a laborer for line crews.

The utility's directors tapped him for his current position in 2003, and named him Harrell's successor in August 2015.



Jones

Chumley, Jones, Smart, Thacker Join TVPPA Board
The TVPPA Board of Directors has something of a new look coming out of the 70th Annual Conference.

During its annual business meeting, TVPPA's membership elected **Chris Jones**, president/CEO at Middle Tennessee EMC, Murfreesboro, TN, to fill at-large/Big 8 cooperative at large seat on TVPPA's board. Jones succeeds **Rody Blevins** of Volunteer EC, Decatur, TN.

TVPPA members also re-elected Bowling Green, KY, MU General Manager **Mark Iverson** the board's at-large/non-Big 8 municipal representative.

Four other new TVPPA directors were elected in district meetings prior to the Annual Conference, held May 16-18 at the Baytowne Wharf and Convention Center at Sand- (Continued on page 32)

POWER PLAY ASSOCIATION AWARDS 35 SCHOLARSHIPS

The Power Play Scholarship Association hit at least three milestones in its May 10 presentation of \$4,000 grants to each of 35 college-bound high-school seniors.

The luncheon in Franklin, TN, was the 20th such event, during which the association awarded its 500th scholarship and topped the \$2 million mark all-time.

"We're honored to recognize these deserving young people for their hard work and achievement," said **Greg Grissom**, president/CEO at Pennyrite RECC, Hopkinsville, KY, and chairman of the Power Play Scholarship Association Committee. That panel is comprised of 16 TVPPA-member managers/CEOs representing the Valley's 154 local power companies (LPCs) and TVA representatives.

The Power Play Scholarship Association was established in 1995 by the late **Johnny Hayes**, then a TVA director. Scholarship funds are raised through association membership fees, contributions from TVA and vendors, and the annual Power Play Golf Tournament.

Scholarship recipients are chosen by an eight-member team of educators from Valley colleges and universities from a pool of applicants made up of dependents of LPC employees.

The 2016 Power Play Scholarship Association grant winners are:

- Ivy Abel**
(North East Mississippi EPA, Oxford, MS)
- Clara Beth Arnold**
(Murray, KY, ES)
- Dylan Beverly**
(Volunteer EC, Decatur, TN)
- Jesse Black**
(Sequachee Valley EC, South Pittsburg, TN)
- Katelin Bobbitt**
(Gibson EMC, Trenton, TN)
- Shaylynn Bradbury**
(Scottsboro, AL, EPB)
- Emma Bruner**
(Weakley Co., TN, MES)
- Emma Bub**
(PES Energize, Pulaski, TN)
- Grayson Chandler**
(Pickwick EC, Selmer, TN)
- John Cochran**

- (Nashville, TN, ES)
- Marklee Cook**
(Cumberland EMC, Clarksville, TN)
- Addalyn Cronan**
(Lenoir City, TN, UB)
- Jordan Crowell**
(Duck River EMC, Shelbyville, TN)
- Madison Day**
(Bolivar, TN, EA)
- Andie Dorris**
(Chattanooga, TN, EPB)
- Hunter Dyer**
(Tri-County EMC, Lafayette, TN)
- Callie Effler**
(Maryville, TN, ED)
- Braley Gentry**
(Middle Tennessee EMC, Murfreesboro, TN)
- Emily Graves**
(Lexington, TN, ES)
- Anna Gregory Grissom**
(Pennyrite RECC, Hopkinsville, KY)
- Taylor Hamblin**
(Southwest Tennessee EMC, Brownsville, TN)
- Leah Hampton**
(Fayetteville, TN, PU)
- Cameron Hunt**
(Bessemer, AL, ES)
- Hope Johnson**
(Holston EC, Rogersville, TN)
- Maria Kerstiens**
(Mt. Pleasant, TN, PS)
- Mitchell Long***
(Memphis, TN, LG & W)
- Abby Newberry**
(Athens, TN, UB)
- Hannah Nichols**
(Sevier Co., TN, ES)
- Garrett Orick**
(LaFollette, TN, UB)
- Kiera Phillips**
(East Mississippi EPA, Meridian, MS)
- Katelynn Poole**
(4-County EPA, Columbus, MS)
- Kaycee Robbins**
(Northcentral Mississippi EPA, Byhalia, MS)
- Aaron Shaw**
(Hopkinsville, KY, ES)
- Seth Street**
(Johnson City, TN, PB)
- Charles Wright***
(Sheffield, AL, Utilities)

*Receives an additional \$500 as Johnny Hayes Memorial Award winner.



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Names & News . . . (Cont'd from page 31)

estin, FL:

- The Kentucky District elected **David Smart** of West Kentucky RECC to succeed **Greg Grissom** of Pennyriple RECC in representing its cooperatives.
- In Alabama, **Elden Chumley** of Albertville MUB was elected to succeed **Richard Morrissey** of Florence Utilities in representing that district's municipals.
- **Joe Thacker** of Mountain EC, Mountain City, TN, was elected to succeed **Dave Cross** of Plateau EC, Oneida, TN, in representing Appalachian District cooperatives.
- **Jim Coode** of Cumberland EMC, Clarksville, TN, was re-elected to the TVPPA board by his Central District cooperative peers.



Smart



Chumley



Thacker



Welch



Womble



West

During its May 16 meeting, the TVPPA Board of Directors also voted to confer Honorary Member status on retired Dayton, TN, ED Manager **Frank Welch**; **Hal Womble**, the recently retired general manager at Meriwether Lewis EC, Centerville, TN and the late **L.R. West**, manager a Sparta, TN, E & PW at the time of his death. ☘



TVPPA MOURNS JOHN MARSE

John Marse, a full-time TVPPA instructor since 1998 and the longtime lead instructor at its Bellefonte training site, died May 25 at his Dothan, AL, home after a long battle with cancer. He was 63 years old.

Marse began his electric-utility career in 1972 when he hired on at Dothan Utilities as a line-crew laborer. He worked his way up, with stops in right-of-way and underground before taking over as the utility's training specialist.

He retired from Dothan Utilities in 1996, but had already started training TVPPA linemen in Nashville, TN. Marse joined TVPPA full-time in 1998 and had long been the de facto lead instructor at Bellefonte by the time he retired in February 2015.

Doug Peters, TVPPA's Training Director from 2001 to 2012, called Marse a "consummate professional."

"John had one of the fiercest work ethics I have ever encountered," said Peters, now TVPPA's Technical Services Director. "I never knew him to miss a day's work."

"He was tough on the training field, owing to the demands of the job, but he was also a caring mentor, because he wanted everyone to succeed. His influence on line work in the Tennessee Valley and around the country will be felt for generations to come," Peters said.



Four individuals were awarded TVPPA Certified Power Executive (CPE) certificates at the 70th Annual Conference. Receiving their CPEs during the May 17 TVPPA Honors Luncheon at Sandestin, FL, were, from left, Privott Stroman of CDE Lightband, Clarksville, TN; Marlin Williams of North East Mississippi EPA, Oxford, MS; Nancy Mitchell of TVA and Angela Carroll of TVA. (TVPPA photo by Misael Dominguez)



The TVPPA Board of Directors took time during its May 16 meeting to honor three colleagues whose terms expired at the 70th Annual Conference. From left are TVPPA President/CEO Jack Simmons and outgoing directors Richard Morrissey of Florence, AL, Utilities; Rody Blevins of Volunteer EC, Decatur, TN and Dave Cross of Plateau EC, Oneida, TN. (TVPPA photo by Misael Dominguez)

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missed a deadline for completing its work on license terms and conditions, the matter would be turned over to the executive branch Council on Environmental Quality to resolve.

Also like the House bill, FERC would have a role in reviewing regulations that may impact electric reliability. It also includes energy-efficiency measures, such as model building codes, energy-efficient retrofits at schools and non-profit-owned buildings, weatherization assistance, smart building technology; rebates for inefficient transformers and efficiency standards for certain furnaces.

Among the provisions not in the House version is a workforce development subtitle that would establish a 21st Century Workforce Advisory Board within DOE to support and develop a skilled workforce to meet future energy-sector needs. Senate Bill No. 2012 would also authorize a pilot competitive grant program for job training programs that lead to an industry recognized credential, which may be of interest to TVPPA members with eligible programs.

The Senate bill also includes the “Sensible Accounting to Value Energy (SAVE) Act,” which would direct the Department of Housing and Urban Development to provide guidance to mortgage underwriters to account for energy-efficiency improvements in mortgage calculations, and a permanent extension of the Land and Water Conservation Fund (LWCF), which funds the purchase of federal lands, private land conservation easements, and state recreation grants, among other things.

While the vegetation-management provisions were not included in the Senate-passed bill, Sens. Murkowski and Cantwell added a large land/water-resources title that would establish a pilot program to revise flood-control operations at Reclamation and Corps of Engineers dams, with a goal of creating more water storage. Most of the other provisions in this title focus on issues of concern to western states.

Some of the additional Senate provisions are likely to be controversial, including restricting the uses of the strategic petroleum reserve; requiring a decision from DOE on pending applications for liquefied natural gas exports to countries without free-trade agreements; and DOE studies on distributed generation and net metering, among other things.

Let The Conference Begin

The two bills now need to be reconciled to be sent to the President, in the first formal energy “conference committee”

in recent memory, but that may be a bigger challenge than either chamber faced on its own.

Significantly, the Senate bill passed with wide bipartisan support, while the House bill only drew nine Democratic votes. It remains to be seen whether Democrats attempt to delay or block action

by the conference committee, or insist on some of the Senate-passed provisions in order to vote for the final product.

In addition, there remain considerable policy disagreements on crude oil exports, the function of the LWCF, and spending on infrastructure improvements. S. 2012 contains many provisions that do not appear in H.R. 8, many of which will be points of contention in conference.

The Senate bill also authorizes significant new spending, while the House bill does not. Discussions with House staff led many to believe the House would insist on a slimmed-down version that hews more closely to H.R. 8 in scope and cost.

That’s why it came as a surprise when—the week of May 23, shortly before determining who will sit on the conference committee—House leaders revised that chamber’s energy bill by adding hundreds of pages of House-passed bills not in H.R. 8 as its opening volley for conference negotiations.

The revised version includes a number of land, water, wild-life and conservation bills, as well as a section on energy R&D. It also includes a section on advanced nuclear development that passed by a wide margin as an amendment to the Senate bill. The larger bill will serve as the baseline for negotiations with the Senate, which will have to accept the conference invitation and name its own members of the conference committee.

The conference is likely to occupy the attention of major players in the Energy committees, and a few members of the House Resources Committee, in the next several weeks. Chair Murkowski has said she would like to send a bill to the President before July 15, when the Republican and Democratic conventions commence.

With few legislative days left in the election year, that timeline presents a tall order. But the fact that an energy bill has come this far—especially after years of inaction—makes us think we shouldn’t count it out this time. ☞



Senator Johnny Isakson, R-Ga., discusses the Sensible Accounting to Value Energy (SAVE) Act on the floor of the United States Senate last January.



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TIMELY TECH TIP



HIGH-VALUE/LOW-COST APPLICATIONS TO ENHANCE OR JUSTIFY AMI SYSTEMS

Advanced Metering Infrastructure (AMI), which enables two-way communication between utility and metering equipment in the field, is a solution for both reading of revenue meters and automating connect/disconnect; however, this ability to collect data and communicate with meters can provide many additional opportunities.

This can include benefits in many areas of utility operations, including quality of service, forecasting, and improved customer experience. In fact, there are so many opportunities that it's difficult to not only keep up with, but also to decide, which applications to implement first.

Use of AMI beyond meter reading and remote connect/disconnect is a relatively new field as is associated beneficial applications. A better understanding of this field is very important to utilities looking to justify the costs of AMI systems or maximize the value of their existing systems.

To assist in the area, the Electric Power Research Institute (EPRI) recently published an "Application Readiness Guide for AMI Data Analytics" (EPRI 3002006992) technical update that provides detailed information regarding the adoption and implementation of high-value applications for AMI data.

Ten applications are discussed in the document, with each deemed either high-value or high-interest to utilities, with most

also considered low-cost:

- » Conservation Voltage Reduction with AMI load-shape calculator
- » Load-shape calculator
- » Customer-owned photovoltaic forecasting
- » Prepay electric service
- » Data aggregation/visualization
- » Remote theft detection
- » Electric vehicle detection
- » Smart-meter phase identification
- » Inrush analytics
- » Vegetation encroachment detection

This document also coincides with the release of a companion document with DSCADA applications (EPRI 3002007029) for those who may also be interested.

If you would like additional information, please contact David Smith at 423.751.4785, email: ddsmith@tva.gov. Additionally, to sign up for an EPRI website account please go to www.epri.com and register. If you have any trouble, contact DeJim Lowe at TVA at 423.751.2660 or dclowe@tva.gov.

Brought to you by EPRI Distribution Program advisors John Bowers and Joey Lawson of Pickwick EC, Selmer, TN; Philip Lim of Murfreesboro, TN, ED; Dan Rodmaker of Gibson EMC, Trenton, TN; Jack Suggs of Oak Ridge, TN, ED and TVPPA's Clint Wilson.

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*Well Said...
Worth Repeating*

'Technology evolves with the human condition. There is no technology—not one—that hasn't changed as we have, and there's no way to stop that. It's arrogant to think that energy technology will stagnate. It won't.

— TVPPA 70th Annual Conference
keynoter Scott Sklar



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This year's agenda is packed full of informative, engaging and critical engineering and operations information you won't want to miss. Topics this year include:

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- **Pre-Conference #2:** NERC Compliance
- **7SPC and TVPPA R&D Update**
- **Equipment & Technology** by multiple speakers
- **Nine Breakout Options** to include:
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