



**SUPPORTING GREATNESS.
DEVELOPING OPPORTUNITIES.**

State of the Organization

December 9, 2019



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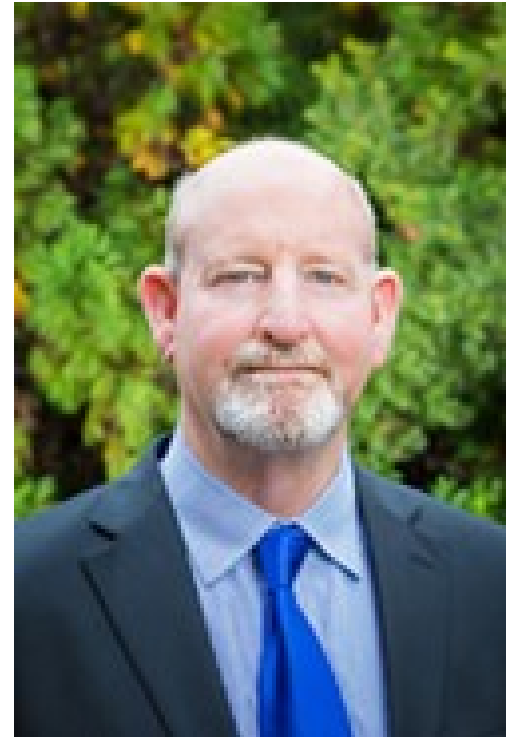
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*Blake Reynolds
Katie Caton*

Bruce Whittington

ECG Board Member
2016-2019



2019 - ECG Services Menu

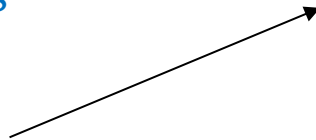
- Economic Development
 - Local Community, Statewide, Marketing Materials
- Economic Analysis & Customer Choice
 - Retail Rates, Cost of Service Study, Billing/Reporting
- Engineering & Energy Services
- Lineman Training & Safety
- Member Educational & Operational Training
- Pole Attachment Services & Contract Maintenance
 - Wired & Wireless
- Hosted Systems Software
 - Work Order; Inventory; Fixed Asset
- Legislative & Regulatory

2019 – How do we identify ourselves ?

Vision....*Be a trusted, progressive and expert resource*

Mission....*To deliver cost-effective professional resources, facilitate key relationships, provide educational opportunities and enhance the quality of life for our stakeholders*

Core Values

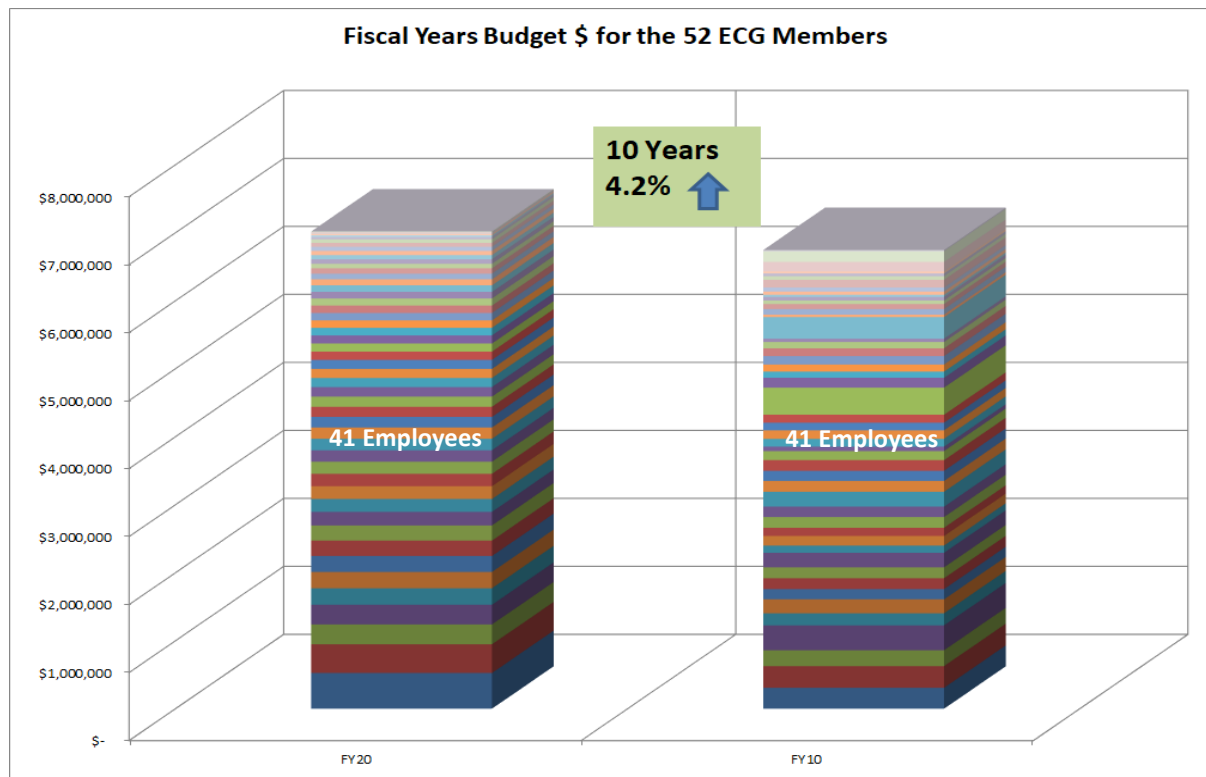


2019 - ECG's 10 Year Anniversary !

- ECG structured to provide retail services for all Utilities (Elec, Gas, Water, Sewer, Telecom, etc.)
 - ECG provides services to:
 - MEAG – All 49 Participants
 - Gas Authority - 26 of the 66 GA Members
 - Dalton Utilities
 - City of Hampton
 - City of Chickamauga
 - FMPA -17 Public Power Communities in Florida
 - WAPA -US Virgin Islands
 - City of Troy, AL
 - Deep South Utility Services
 - Emory University

10 Year Financial Accomplishment

Currently, ECG Provides more Services and has more Members taking services, than at any time in our MEAG + ECG history !



10 Year Financial Accomplishment

- Fiscal Year End Refunds
 - Net Refunds 2009 – 2019 = \$3.5M
 - No FY has been a net under-collection
- Contract Payments
 - “Starting” Working Capital paid by 52 ECG Members in 2009
 - Beg Balance @ 7/1/2009 = \$847,799
 - Paid back using Net 3rd Party Revenues
 - First 5 Years of Re-imbursements = \$58,149
 - Last 5 Years of Re-imbursements = \$151,968

2019 - Highlights

- # of Members adding ECG Services to their Portfolio
 - Aggregated Services – 2 Members
 - Hosted Software Solutions – 4 Members
 - Pole Attachment Services – 3 Members
 - Legislative & Regulatory – 1 Member
 - Engineering Services – 1 Member

- Load Growth in ECG Communities
 - 8 Customer Choice Wins (8 Different Communities)
 - 28MW of Increased Demand
 - 7 ED Project Locates
 - \$118M Investment
 - 852 Jobs

2019 - Highlights

- Found Revenue / Reduced Expenses
 - Billing & Rate Reviews - \$105,000 found revenue
 - PAS – Contract Maintenance Billing of \$750,000
 - Late Transfers, Safety Violations
 - Make Ready Engineering

- Cybersecurity Efforts
 - Started ECG IT Staff, MEAG IT Staff & ECG Member Cybersecurity Working Group
 - IT Resource Page added to ECG Website

2019 – Highlights (con't)

- Water & Power Authority (WAPA) – US Virgin Islands
 - 2nd Year of Contract
 - Increased ECG Services by > \$200,000
- Edge Development Program
 - *“is a targeted strategic planning program of economic development education designed exclusively for ECG, MEAG and Gas Authority board/elected officials and including senior staff from all enterprise operations”*
 - City of Camilla completed in 2019
 - 9 City Staff Attendees – 6 Days (40 Hours)
 - 5 Elected Officials – (22 Hours)

2020 - “Life as Usual” + Business Strategies

- Continue the Edge Development Program
- Implementing GIS, MilSoft Engineering Software
 - Developing Territorial Maps (with layers)
- Public Energy Partners (PEP)
- Complete the Approval of Statewide “Wireless” Attachment Agreements
- Distributed Generation Rate Modeling
- Cybersecurity Training & Services

2020 - “Life as Usual” + Business Strategies

- Electrification
 - Vehicles & Charging Stations
 - APPA Brochure Information - <https://www.publicpower.org/>
 - “*Getting Involved in Fleet Electrification*”
 - “*Creating an Electric Vehicle Blueprint for your Community*”
- Increase Focus on Local Community Development
- Lineman & Workforce Development
 - ECG Distribution Line Services

Communication & Engagement

- Follow us....
 - www.ecoga.org
 - Employee Directory, Billing Statements
 - Lineman & Member Training Classes
 - Featured Videos, Conference Registrations
 - [Facebook and Twitter](#)
 - Corporate Events, Training, Member Activities
 - Public Power Resources, Industry Awareness
 - [LinkedIn](#)
 - Job Opportunities...ECG & Members



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