



Smart Buildings Grid Modernization

May 2019

Kelly Tomblin
Chief Executive Officer



OutPerforming. Everyday.

Who Is INTREN?

WE ARE one of the largest owned and operated WBEs that offers a full suite of services from overhead distribution and transmission to underground electric and vegetation management.

WE ARE a 30-year old national company that is dedicated to building and maintaining the infrastructure of the electric and gas industry. We've had major participation in modernization efforts, such as EIMA.

WE ARE a \$500+ million company and partner with premier U.S. utilities, such as ComEd and the Exelon family, Duke Energy, Ameren, Nicor Gas, Mid-American Energy, and PGE.



Key

Milestones



Founded by Loretta Rosenmayer



An Exelon Company

Started Overhead Electrical Department



Changed name to INTREN



Street Car project for Duke Energies



An Exelon Company



Began East Coast Gas Services

Launched Transmission Services



Acquired Miller Construction Company - Adding Transmission & Vegetation Management Capabilities

INTREN's 30th Anniversary



Certified by WBENC



Expanded into Gas Services



Expanded to West Coast for PG&E



Launched L²CMS



Began East Coast Electric Services

CEO Kelly Tomblin Appointed

OEP Becomes Minority Investor

One Equity Partners



Kelly Tomblin

CEO

“Kelly has the same passion for culture, diversity and stewardship that we have cultivated since INTREN’s inception. Her accomplishments, dynamic leadership and wealth of experience will allow her to take INTREN to the next level.” –
Loretta Rosenmayer, Founder & Chairwoman of the Board



INTREN, LLC

Chief Executive Office, 2017- present

Jamaica Public Service Company Limited

President & Chief Executive Officer, 2012-2017

GDF Suez/International Power

(Now known as ENGIE)

Regional Vice President of PJM and Mid-Atlantic, 2011-2012

Vice President – Corporate Strategy, Development and Services, 2006 -2011

Monmouth County Bayshore Outfall Authority

Executive Director, 2004-2006

First Energy/CPU Energy

President and Regional President, Penelec/ JCP&L, 1997-2002

Platts Global Energy Awards:
International CEO of the Year
2016



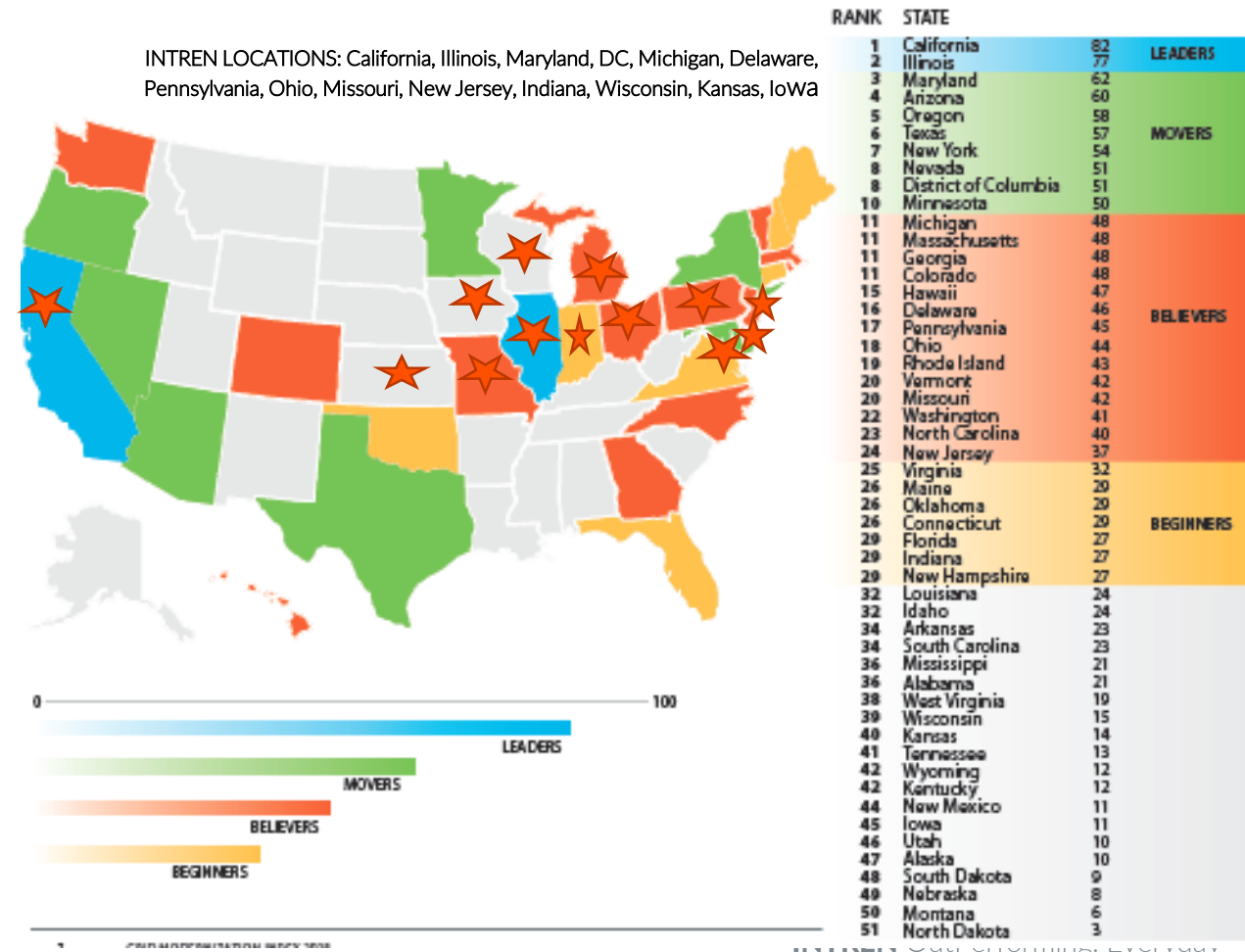
Current State

“Dramatic changes are occurring in our nation’s energy mix, many of which demand a more technologically advanced electric grid.” --Dr. Michael Knotek, Deputy Under Secretary for Science and Energy

- Previous & Current Grid Modernization Investments
 - Reliability is high, energy prices are low and customers already have abundant data
 - Illinois has already invested heavily in modernization. How do you get alignment on funding when there is not a problem to fix?
 - Smart meters/AMI, Smart Switches
 - Smart Substations
 - DA Devices
 - Microgrids
- Demand for Smart Buildings
 - Real estate is on the upswing. Do developers want to invest in the additional cost when demand for smart technology is low or non-existent?
 - Bandwidth availability in many areas is not adequate to support smart technology
- Confusion in the Marketplace
 - Ambiguity over what is considered a smart building
 - Political divide over the efficiency and effectiveness of smart buildings
 - Customer’s health concerns with 5G/6G, along with personal security

Current State of Grid Modernization

INTREN LOCATIONS: California, Illinois, Maryland, DC, Michigan, Delaware, Pennsylvania, Ohio, Missouri, New Jersey, Indiana, Wisconsin, Kansas, Iowa





A critical problem related to Smart Buildings & Grid Modernization that needs a collaborative, near - term solution is:

The funding and alignment around further investment in the communication backbone to optimize previous modernization.



Thank you!



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