



WesternEnergy
INSTITUTE



Consistency Amidst Change

WEI

Service Company

Membership



Who is the Western Energy Institute?

Western Energy Institute (WEI) is a regional association serving the electric and gas industries, both public and private, throughout the Western United States and Canada. Based in Portland, Oregon, WEI was formed in October 2000 from two longstanding industry associations - the Western Electric Power Institute (WEPI) founded in 1908 and Pacific Coast Gas Association (PCGA) founded in 1893.

WEI's membership is comprised of nearly 50 energy companies, including gas pipeline companies, electric and gas distribution businesses, electric generation companies, power marketers and over 120 industry service providers. WEI offers a member driven, open learning environment to develop effective leaders and ensure well trained employees. Each year WEI sponsors educational and networking programs which benefit over 1700 employees. For the 2009-2010 year, WEI has over 700 positions focused on helping member companies thrive in increasingly competitive energy markets.

Vision

WEI is the premier Western association of energy companies implementing strategic, member-driven forums identifying critical industry issues, facilitating dynamic and timely employee development opportunities, and supporting member relationships to achieve solutions vital to their success.

Mission Statement

WEI supports the electric and natural gas industries by providing:

- Forums for professionals to exchange timely information on critical industry issues.
- A relaxed environment for members to network
- Information about critical issues
- Skills training that is essential for operational excellence at all levels

Our Core Values

Relationships: WEI nurtures long-term relationships with members based on trust and quality

Knowledge: WEI anticipates developments in the industry and integrates them into program offerings and information exchange

Operations: WEI creates value by customizing solutions that are best for its members

Talent: WEI employees are highly skilled, member-focused individuals

Integrity: WEI culture exemplifies honest and ethical behavior among its employees and members

About Service Company Membership

WEI Service Company Membership affords an important networking opportunity for service providers to become more involved in planning efforts and participation in key meetings and conferences. The industrial and market knowledge of our Service Company Members is a valuable asset for our Utility Members and viewed as a “resource” to assist in the educational and information sharing of the forums. These conferences also provide numerous opportunities to make your products and services visible to key utility decision makers. For further details, please contact Chuck Meyer at meyer@westernenergy.org, or phone him at 971 255-4972.

The Many Benefits of Service Company Membership!!

Access to Utility Decision Makers - WEI's Member Directory provides a detailed listing of our member utility company personnel.

Promote Your Company - Western Energy Institute members and their products and/or services are listed in the Western Energy Institute Directory of company members with a link to your website.

Vendor Displays - Display products and/or services at all WEI conferences at discounted rates! Shows are intimate and generally limited to 20 vendors or less. These are exclusive opportunities to capture the attention of key industry decision makers.

Peer Relationships - WEI events provide a great opportunity to network with industry personnel and build your customer base. Never has the opportunity for suppliers to become problem-solving partners been greater!

Leadership Opportunities - Serving on any of the various WEI committees not only develops leadership skills but also provides further interface with utility members.

Annual Meeting - (September 19 - 21, 2010 in Lake Tahoe, CA) - The latest trends in the utility industry presented by industry leaders. Take advantage of many sponsorship and networking opportunities to get your company's name in front of key utility decision makers.

Present at Technical Workshops and Schools - Designed to educate and update on technical topics of vital importance, Service Company Members are uniquely positioned to be presenters at these forums.

Issues Conferences - Developed to inform you about critical issues and provide information you need to know. Service Company members gain meaningful insight from these forums in addition to making key contacts with utility executives.

Discounts - Save hundreds of dollars on WEI conference delegate and Vendor Display registration fees. Remember, all employees of your company are eligible for the discounted rates.

Service Company Representatives On the WEI Board of Directors

Services Vice Chair

Altairius Consulting Group Inc.

Tom Resh, Managing Director

Services Board Members

Elster Group

Rick Mooney, District Sales Manager

HDR Engineering, Inc.

Craig Jardine, Senior Vice President

Henkels & McCoy Inc.

Thomas Casey, Western Reg Manager, Business Development

Siemens Energy Inc.

Kari Keiski, Business Development Manager, Western Region



Western Energy Institute Service Company Members

Platinum Service Company Members



Gold Service Company Members



Silver Service Company Members

Aclara Software
 AEGIS Insurance Services, Inc.
 Alden Systems, Inc.
 Alltek Contractors Inc.
 Altairius Consulting Group, Inc.
 Altivon
 American Superconductor - AMSC
 Apogee Interactive, Inc.
 Bascom -Turner Instruments, Inc.
 Bates White, LLC
 Bulwark Protective Apparel Ltd.
 Camcode Division of Horizon Inc.
 Canadian Utility Construction
 Carhartt
 Carlson Sales, Inc.
 Chartwell Inc.
 Commonwealth Associates, Inc.
 Continental Industries, Inc.
 D'Ewart Representatives LLC
 David Evans and Associates, Inc.
 DB Professionals
 DeWalch Technologies, Inc.
 Dow Chemical Company
 E-Source
 Eaton Corp.
 EDM International
 Electromark
 Elster American Meter
 ENOSERV, LLC
 EPG, Inc.
 ER Solutions
 Exacter Inc.
 Faithful+Gould, Inc.
 Finley Engineering Company, Inc.
 Fusion Environment & Energy
 Gallatin Public Affairs
 Gas Measurement Instruments Ltd.

Gas Technology Institute
 GE Energy
 GeoEngineers, Inc.
 GeoDigital Engineering
 Gilmore Research
 Gilmore Research
 GOIA LLC
 Guide Consulting
 H.J. Arnett Industries, LLC
 Heath Consultants
 HEES Enterprises, Inc.
 IJUS LLC
 IMCORP
 Independent Inspection Co.
 Itron, Inc.
 Jacobs Consultancy Inc.
 JNR Adjustments Company Inc.
 Juli Collins Consulting
 Landis + Gyr EMP
 Maydwell & Hartzell, Inc.
 McFarland Cascade
 McKaig Evergreen, Inc.
 NAES Power Contractors, Inc.
 Natural Resource Group, Inc.
 Navigant Consulting, Inc.
 Neils Fugal Sons Company LLC
 New Era Technology, Inc.
 NJUNS, Inc.
 Novinium
 NW Line Constructors NECA
 Osmose Utilities Services, Inc.
 People Power Company
 Performance Pipe
 Pietro-Fiorentini
 Pilchuck Contractors, Inc.
 Pole Maintenance Company
 Potelco Inc.
 Power Engineers, Inc.

R.W. Lyall & Company
 Radar Engineers
 Reliability Management Group (RMG)
 Richards Manufacturing Company
 Rogers-Strong Associates, Inc.
 Rosen USA
 Royston Laboratories Div.
 S & C Electric Company
 Schweitzer Engineering Laboratories, Inc.
 Sensit Technologies
 Serveron Corporation
 Siller Helicopters
 SNC-Lavalin Constructors Inc.
 Stanley Consultants
 Stephens, McCarthy, Lancaster LLC
 Sturgeon Electric Company Inc.
 SunGard Engineering Inc.
 Sunrise Engineering, Inc.
 Surveys and Analysis, Inc.
 SWCA Environmental Consultants
 The Mosaic Company
 Thomas & Betts Corp. Util Prod Div
 3M Company
 Total Solution, Inc.
 Transformer Technologies
 Twenty First Century Communications
 UC Synergetic
 University of Idaho
 UtiliCon Solutions, Ltd.
 UTILX Corporation
 Valmont-Newmark
 Western Wood Preservers Institute
 Westex, Inc.
 Weston Solutions, Inc.
 Westwood Professional Services
 Wood Mackenzie

Vendor Display Opportunities

Don't miss out! Looking for ways to expand your customer base, network with the top professionals in the energy industry, and get word out about a new product or service? Seeking a targeted audience of decision-makers? The following WEI meetings have valuable Vendor Display opportunities available.

- [2010 Spring Energy Symposium](#)
March 7-9, 2010
Tempe, Arizona
Contact: Tai Danforth, Senior Program Manager
- [2010 Underground / Overhead Electric Distribution Spring Meeting](#)
March 10-12, 2010
Spokane, Washington
Contact: Peggy Tabizon, Program Manager
- [2010 Operations Conference](#)
March 30 - April 2, 2010
Green Valley Ranch in Henderson, Nevada
Contact: Orran Greiner, Program Manager
- [2010 Secondary Network Meeting](#)
March 19-21, 2010
Victoria, British Columbia
Contact: Becca Petersen, Program Manager
- [56th Annual Northwest Electric Meter School](#)
August 30 - September 3, 2010
North Seattle Community College in Seattle, Washington
Contact: Becca Petersen, Program Manager
- [2010 Joint Use Conference](#)
September 26-29, 2010
Vancouver, Washington
Contact: Orran Greiner, Senior Program Manager
- [2010 Underground / Overhead Electric Distribution Fall Meeting](#)
Date TBD
Location TBD
Contact: Peggy Tabizon, Program Manager

Sponsorship Opportunities

As a program sponsor, your company will enjoy these benefits:

- Unprecedented exposure to a focused group of energy professionals
- Verbal acknowledgment of your sponsorship from the podium during the meeting
- Special name badge/ribbon recognition
- Your company's name will be listed as a sponsor in print materials, on the website, and in signage at the event
- Other sponsorship recognition will be tailored to meet your level of support

Sponsorships can be done in many formats and are only limited by your imagination and budget. Below are a few suggestions that others have sponsored in the past:

- Networking Events - Golf, Bowling, Tours, social gatherings, etc.
- Program - Speakers, Meals/Breaks/Refreshments, Facility Rental, Advertising/Marketing, Special Receptions, etc
- Other Sponsorship Opportunities - Door prizes, Entertainment, Transportation, Participation Award

Let the WEI Staff help design a package to fit your needs. Sponsorship opportunities are available for every WEI program.

For more information about sponsorship packages, please contact Diana Zoren at zoren@westernenergy.org or by phone at 971 255-4965.

Service Company Membership Options

***WEI SERVICE COMPANY MEMBERSHIP**

- Access to decision makers
- Your company listing on WEI's website directory with a link to your company's website
- Vendor displays at WEI conferences at discounted rates
- Peer relationships that help build your customer base
- Leadership opportunities are available by serving on various WEI committees
- Opportunity to present at technical workshops, schools and conference sessions
- All employees of your company receive the discounted rates to WEI events

Platinum Service Company Membership

\$10,000 Membership dues includes:

- WEI Service Company Membership *
- Annual Meeting Program Sponsorship
 - Includes attendance for one at Board of Directors Dinner
- Operations Conference Sponsorship
- Spring Energy Symposium Sponsorship
- Winter Board of Directors Meeting sponsorship and invitation to participate:
 - Reception
 - Dinner
 - Golf
- Three Complimentary Registrations
- WEI website acknowledgment

Gold Service Company Membership

\$6,000 Membership dues includes:

- WEI Service Company Membership *
- Annual Meeting Program Sponsorship
 - Includes attendance for one at Board of Directors Dinner
- Operations Conference Sponsorship – **or** – Spring Energy Symposium Sponsorship
- Two Complimentary Registrations

Silver Service Company Membership

\$850 Membership dues includes:

- WEI Service Company Membership *



Service Company Membership Application

DATE _____

PLEASE COMPLETE and SUBMIT ONLINE AT www.westernenergy.org – or MAIL to Marilyn Harrington, Manager, Membership Services – or FAX to Marilyn Harrington at 503 231-2595

With nearly 40 energy companies participating in our events, joining WEI provides numerous opportunities for you to expose your products to a broad range of industry decision makers. The best way to maximize your return on membership investment is to actively participate on the Services Members Committee, on targeted Program Delivery Teams and to present papers and exhibit at appropriate events. There are also many opportunities to sponsor programs and events.

Your membership investment covers our fiscal year (October 1st to September 30). Membership entitles you to a listing in WEI's on line directory, discounts for all WEI events and the opportunity to participate on Program Delivery Teams where you can network with industry colleagues while collaborating to solve common industry challenges.

COMPANY REPRESENTATIVE _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE/PROVINCE _____ ZIP _____

PHONE _____ FAX _____

EMAIL _____ WEBSITE _____

ASSISTANT _____ ASSISTANT'S EMAIL _____

Describe your company's products/services as you would like to have them presented in the directory:

Your company's focus: OPERATIONS CORPORATE SERVICES CUSTOMER CONNECTIONS Other _____

Your company provides services to GAS ELECTRIC ELECTRIC & GAS Other _____

Membership Dues for fiscal year Silver - \$850 US
 Gold - \$6,000 US
 Platinum - \$10,000 US

Check enclosed (make checks payable to *Western Energy Institute* and mail to 827 NE Oregon Street, #200, Portland, OR 97232)

Visa/MC/AMEX # _____ Exp. date _____

Cardholder Name/Signature _____

Membership dues are deductible as an ordinary and necessary business expense but not as a charitable contribution for federal income tax purposes.

Western Energy Institute Staff

Chuck Meyer, President
meyer@westernenergy.org
971 255-4972

Diana Zoren, Director of Program of Delivery zoren@westernenergy.org 971 255-4965
Extensive WEI experience maintains quality long-term relationships with members based on trust and integrity, assuring members' program needs are met efficiently and effectively.

Chris Sims, Controller sims@westernenergy.org 971 255-4970
Over 25 years of accounting experience, and she is responsible for our accounting services, financial statements, and the annual audit. Chris is a detail oriented professional with exceptional dedication to the success of WEI

Tai Danforth, Senior Program Manager danforth@westernenergy.org 971 255-4968
Several years of experience in marketing communications, database oversight, and managing multiple training events. She specializes in new product development and emerging technologies creating new revenue channels through webcasts, repackaging content into post conference products, and using content for podcasts and free downloads as advance marketing.

Orran Greiner, Senior Program Manager greiner@westernenergy.org 971 255-4967
Program Manager experienced at planning, budgeting and allocating resources for optimum program value. He is a customer service oriented professional with strong project management skills. He is also our lead negotiator of hotel contracts.

Marilyn Harrington, Manager, Membership Services harrington@westernenergy.org 971 255-4969
Oversees Service Company memberships, the electronic database, registrations, membership dues and payments. Her excellent communication skills are put to use on promotional pieces, including the monthly newsletter. She maintains a strong commitment to providing the best service possible to each and every member.

Karen Himes, Web Master himes@westernenergy.org 971 255-4965
As Webmaster, she delivers WEI's online business. She is proficient in Dreamweaver MX, Fireworks, and Windows Office. She is integral in developing the current web site and database. 15 years of employment with WEI assures efficient and effective program delivery.

Bonnie Lungren, Executive Assistant lungren@westernenergy.org 971 255-4971
As an Executive Assistant with 30 years of WEI experience, she assures office processes are efficient and effective for program delivery. As the go-to-team-player, Bonnie is sought out by all WEI employees for project assistance.

Becca Petersen, Program Manager swanson@westernenergy.org 971 255-4966
Excels in event planning and program management. Her experience is critical for our successful delivery of member-driven programs. She is committed to WEI's Vision, Mission and Values. She is eager to become involved in the electric and gas industries.

Peggy Tabizon, Program Manager tabizon@westernenergy.org 971 255-4973
An experienced individual with extensive knowledge of the hospitality industry. She is essential in the preparation of hotel contracts and implementation. While newer to the gas and electric industries, Peggy shows great enthusiasm to increase her knowledge and strives to grow in her relationships with members.



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