



Photo by Nathan Greener, ENMAX Corporation.

WesternEnergy
INSTITUTE

SERVICE COMPANY PROGRAM BROCHURE



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WESTERN ENERGY INSTITUTE PROGRAMS

 Attend

SERVICE COMPANY PARTICIPATION

Many of WEI's events are available for service company members to attend, sponsor, or host a vendor table at. The below events are available, and are noted in what capacity. For more information, please visit our website at westernenergy.org or reach out to Kris Taylor at taylor@westernenergy.org.

 Vendor Opportunities
 Sponsorship Opportunities

CONFERENCES + MEETINGS

ANNUAL MEETING

This three-day event brings together the gas and electric utility executive community to encourage discussion and foster new opportunities. This program is intended for executive level leadership and emerging leaders, as well as professionals responsible for company strategy, and is open to all members.

BOARD OF DIRECTORS (PLATINUM INVITE ONLY)

This event combines a full day of panels and networking opportunities with our semi-annual WEI Board business meeting. Participation is restricted to current board members and platinum members to ensure a diverse mix of industry representation and perspectives as our members build meaningful relationships that increase understanding and accelerate progress.

CLAIMS + DAMAGE RECOVERY

This annual program focuses on sharing best practices and building relationships with other leaders in claims and collection management and offers insights from guest speakers who have been expert witnesses in claims investigations. Participants will learn about and discuss issues common to Western utilities such as fire and storm recoveries, inverse condemnation, settlement and negotiations, and proper record keeping from industry professionals. This program is open to both WEI members and non-members.

EMERGENCY RESPONSE + ASSISTANCE PRACTICES

This forum provides open discussion on pressing topics surrounding utility emergency planning and operations and offers leaders a platform to develop relationships and share insights that prove beneficial in an emergency. This program is open to utilities and service providers.

EXECUTIVE PLANNING COMMITTEE (PLATINUM INVITE ONLY)

The Executive Planning Committee is a distinct group of senior energy leaders who meet annually to bridge the strategic vision of the WEI Board of Directors and Board Committees to plan the tracks for the upcoming WE Connect Conference and the Operations Conference.

FLEET MANAGEMENT

This forum provides fleet leadership professionals an opportunity to discuss best practices and share new processes and technologies. Participants will work collaboratively to select topics that are relevant to all participating organizations. This program is intended for fleet leadership professionals.

HYDROGEN ENGINEERS

Hydrogen is one of the next steps in the evolution of the energy grid in North America as we strive to decarbonize and combat climate change. This program intends to connect technical professionals within the utility industry and allow them to begin to build a network of colleagues working within this ever-changing landscape. This program is intended for hydrogen engineers, utility business development professionals, engineering consultants, and product manufacturers.

JOINT USE CONFERENCE

New technology, new regulations and an aging infrastructure continue to change the landscape of joint use. This annual forum features a unique mix of presentations, dynamic power table topics, vendor displays, and networking opportunities to exchange information and best practices. Considered the premier joint use conference, content is designed for utility, telecomm, wireless and broadband companies; as well as consultants and service companies who deal with joint use, pole ownership and attachments.

OPERATIONS CONFERENCE

WEI's largest event. This in-person conference brings together hundreds of energy industry professionals for three days of education and networking. In addition to general sessions with industry leaders and keynote speakers, the Operations Conference offers different tracks with breakout sessions targeted to specific operations functions. This program is open to anyone in the energy industry.

OVERHEAD/UNDERGROUND ELECTRIC DISTRIBUTION



The technology, application, and specifications for designing, building, and maintaining overhead and underground lines are constantly evolving. This forum brings together electric utility professionals to discuss current standards, materials, and maintenance for distribution operations. Attendees will be given the opportunity to submit questions and receive feedback from their peers, and will leave with practical knowledge to reduce costs and improve efficiency and safety. This program is intended for operations and maintenance personnel, standards and design engineers, line technicians, T&D supervisors, and suppliers of distribution and substation products and services.

PROJECT MANAGEMENT + UTILITIES

WEI's Project Management Forum brings together gas and electric utility project, program, and portfolio management leadership and practitioners to discuss the latest industry trends and best practices. With three foci for breakout rooms: PMO Leadership, Construction, and IT, this program is an excellent professional development and team-building opportunity.

SAFETY SUMMIT

This summit is designed for gas and electric utility safety professionals, and spans across three unique, topical tracks: Safety Strategy + Policy, Electric Safety Work Methods, and Gas Safety Work Methods. Content is designed to promote safety culture through discussions related to the education and training that influences utility operations, as well as some of the challenges and successes associated with developing strategy. This program is intended for managers, supervisors, trainers, safety advocates and anyone responsible for safety work methods (gas and electric) or safety strategy and policy.

SECONDARY NETWORK

This annual forum addresses the reliability, safety and protection challenges of spot networks and grid systems that comprise the secondary network. This program is intended for utility professionals involved with power distribution reliability planning, engineering, operation, standardization, protection and control, power quality analysis of secondary spot network and grid systems, also service company professionals who offer support to any aspect of the secondary network system are welcome to attend.

SUPPLY CHAIN + PROCUREMENT

A successful supply chain relies on a well-developed infrastructure, appropriate tactical resources, and thorough analysis. This process involves solid relationships within the utility, as well as strategic relationships with vendors to mitigate risk to the overall supply chain. This forum offers an opportunity for supply chain procurement managers and specialists to come together with industry partners and suppliers for roundtable discussions and expert presentations. Topics include KPIs, supplier relationship management, sustainability, and best practices in purchasing and contracting. CEHs are offered for CPSMs through the Institute for Supply Management.

WE CONNECT: CUSTOMERS | TECHNOLOGY | WORKFORCE (FORMERLY KNOWN AS CUSTOMER + CORPORATE SYMPOSIUM)



Join over 250 energy professionals to discuss the latest trends, ongoing developments, and best practices impacting the industry. This annual event brings together specialists, coordinators, supervisors, managers, and directors responsible for a variety of functional areas across corporate services and customer connections. The diverse mix of presentations, panels, roundtable discussions, and networking opportunities allow attendees to share their experiences and develop contacts within the industry. This program is open to both WEI members and non-members and is an excellent professional development and team-building opportunity.

WILDFIRE PLANNING + MITIGATION

This program will bring together senior leaders responsible for wildfire planning and mitigation strategies at WEI member companies for an interactive peer to peer session. We will focus on sharing and discussing best practices around strategies for planning, operations, technology and various other tactics to mitigate and plan for wildfires.

WOMEN IN ENERGY SYMPOSIUM

Celebrating how far women have come in the energy sector and addressing how far we've yet to go! Women are traditionally underrepresented in the energy industry. This program addresses some of the evolving opportunities and challenges that women face and advocates for workplace inclusion and teamwork across gender, racial, and generational demographics. Everyone is invited to attend the Women in Energy Symposium whether or not you identify as a woman. This program is open to anyone in all facets of the utility industry.

LEADERSHIP DEVELOPMENT + MENTORING

Our suite of leadership programs provides energy industry employees with professional development tools, resources, and experiences to become more effective leaders.

BUSINESS ACUMEN FOR EMERGING LEADERS

This year-long program is designed by a utility-driven Curriculum Development Team, and directed by facilitators, and executive and alumni mentors. The program concludes with a capstone project which is delivered to industry leaders at the WEI Annual Meeting. Participants build a broad peer network that continues well into their future careers. This program is reserved for energy members and Platinum and Gold service company members.

FIELD TO OFFICE LEADERSHIP

This application based program is specifically designed for utility employees making the move from field-based roles to supervisor or manager positions. A combination of in-person and virtual sessions will provide the basics of management, communication, leadership, and utility knowledge for office-centered work. Throughout the program you'll develop a personal action plan to help you succeed with this career change. Along the way you'll hear from utility execs and leaders that have previously made the jump. This program is reserved for energy members and Platinum and Gold service company members.

MENTORSHIP, DEVELOPMENT, AND LEADERSHIP

This mentorship program provides a formal mentoring relationship for leaders in the energy industry and aims to foster a culture of continuous learning and development while connecting different utilities. Mentees and mentors will benefit from seeing the industry through a new perspective as they meet for monthly one-on-one sessions with the goal of strengthening and developing as leaders.

UTILITY BUSINESS ESSENTIALS

This application-based program is for people looking to accelerate their utility career. Students will learn about the fundamentals of the energy industry, basic leadership principles, communication, peak performance, and negotiation. Throughout the program there is a team research project that concludes with a webinar presentation. The format is a combination of in-person and virtual sessions. This program is reserved for energy members and Platinum and Gold service company members.

WOMEN IN LEADERSHIP

This mentorship program is for employees looking to develop and further their utility leadership with a focus on supporting and empowering women in the workplace. Participants will benefit from building a network and navigating through current challenges facing professionals in the energy industry. Monthly one-on-one sessions will provide opportunities to discuss big-picture items like career strategy and achievement goals.

SCHOOLS + TRADE SKILLS

Hands-on training schools and workshops to teach essential skills. Open to energy and service companies.

HANDS-ON RELAY SCHOOL

Meeting annually in March, this is a truly unique educational experience, offering students the opportunity to network with and learn from leading experts in the field of system protection to exchange ideas, resolve problems and learn preventative and corrective methods through hands-on labs. Nine tracks are available: Basic, Commissioning, Distribution, Transmission, Generation, Electromechanical, Automation/Integration, Computerized Relay Testing and Theory. Students also attend six hours of open classroom lectures covering system protection topics, where they can select from 12 topic choices. This program is designed for relay technicians, electrical/power plant technicians, engineers and protective relay test specialists. The school is sponsored by Western Energy Institute. CEU credits available.

NORTHWEST ELECTRIC METER SCHOOL

The Northwest Electric Meter School is held annually. It offers quality technical training spanning the basics of metering theory, AMI and high-end meter applications providing students the opportunity to network and learn from leading experts in the field of metering. Students will develop skills, exchange ideas, resolve problems, and learn through hands-on labs. With over 70 years of operation, the school curriculum addresses the need for quality technical training with six tracks available: Single Phase Metering, Polyphase Metering, Solid State Metering, Advanced Metering + Communications, Hot Topic Roundtable/Supervisory and Substation/Generation Metering while also integrating fresh technological trends and perspectives. This school is designed to serve metering apprentices and journeymen in the electric utility industry. Students should select their preferred track according to their level of experience. CEU credits are available.

POWER QUALITY SCHOOL

This course provides students with the fundamental skills to facilitate, quantify, investigate, monitor and solve electrical system problems. Content is taught by industry experts through a combination of presentations, exercises and unique hands-on labs. Building these skills allow utilities and their customers to save money in avoided equipment outages and damage, costly improper solutions, damage claims and lost production. CEU credits available. This program is designed for utility technicians, engineers and managers in the private sector to provide hands-on experience and practical information that can be applied to troubleshoot, prevent and solve power quality and reliability issues.

UTILITY INDUSTRY INSIGHTS

Courses designed to provide attendees with an overview of the gas and electric utility industries.

ELECTRIC UTILITY FUNDAMENTALS + INSIGHTS

The electric industry is changing every day and today's challenges require employees to develop a broad understanding of how the industry operates and the interplay between business functions – truly, how the pieces fit together. Topics include: Fundamentals of Electricity, Generation Choices, How Utilities Make Money, Western North American Transmission and Electricity Markets, Customers + Emerging Opportunities, Distributed Energy Resources, and Integrated Resource Planning. This program will best serve employees expanding their career opportunities, those seeking to understand how the pieces of the business fit together, newly hired managers and leaders from outside the utility industry, service providers who want to learn more about their customers, and anyone seeking to understand how the pieces of the energy business fit together.

GAS UTILITY FUNDAMENTALS + INSIGHTS

The gas industry is entering an age of transformation. Business decisions must consider political pressure and regulatory requirements, operational and asset challenges, and customer preference. WEI's GUFU course provides Members an overview of operations from well extraction to burn tip, and regulations from PPE in the field to the regulated utility business model, and the interplay between them all. Topics include: Extraction + Pipelines, Distribution Operations, How Utilities Make Money, Customers + Usage, Regulations, Codes, and Safety, and Emerging Issues. This program will best serve employees expanding their career opportunities, those seeking to understand how the pieces of the business fit together, newly hired managers and leaders from outside the utility industry, service providers who want to learn more about their customers, and anyone seeking to understand how the pieces of the energy business fit together.

WEI WEBINAR SERIES

In this constantly changing environment of the energy industry the webinar offerings provide you the opportunity to stay engaged and updated on emerging topics along with staying connected with leading industry experts. The various webinars will be a collaboration with energy and/or service company providers on a wide range of timely and relevant topics to provide value to our members.

WE LEARN + LEAD

Unlock your potential with WEI's exclusive subscription-based learning and development opportunity. Subscribe to access 12 live, virtual courses, with active engagement through in-course discussion forums and breakout rooms. Each course is held multiple times throughout the year. You can attend in any sequence — take as many courses as you want on a schedule that works for you. Courses include:

LEADING A SAFETY CULTURE 🧑🧑🧑

Through examining leading practices, interactive discussions, and real-world scenarios, this course bridges leadership and safety culture concepts to help you and your team advance safety within your organization. Topics include: key ingredients for building a great safety culture, leadership's role in safety, practical strategies for securing buy-in, navigating challenging scenarios, and actionable near-term steps for developing a stronger safety culture.

6 C'S OF ENERGY CAREER SUCCESS 🧑🧑🧑

Together, we will work through: Creativity, Collaboration, Critical Thinking, Citizenship, Character, and Community. This course will provide you with additional tools that will help you meet the challenges of today's energy industry. Welcome to the 6 C's of Energy Career Success!

INCLUSIVITY IN THE WORKPLACE 🧑🧑🧑

Inclusive Leadership means understanding identities, our unconscious biases, psychological safety, and how to navigate hard conversations in the workplace. Learn how to come from a place of mutual respect and understanding so you can feel confident addressing your team, no matter who they are.

EMOTIONAL INTELLIGENCE 🧑🧑🧑

This program is designed to help you learn how to develop strong connections, influence others effectively, and improve your adaptability and positivity. These are the top skills to advance your leadership potential!

GOOD AIR: CREATING PSYCHOLOGICAL SAFETY AT WORK 🧑🧑🧑

After attending "Good Air", participants will come away with very specific practices they can put to use immediately—ways to fine-tune the energy or "vibe" they send out, make more meaningful connections, think differently about the language they use, and reframe their own failures and those of others. Let's find some good air together!

FIVE PILLARS OF LEADERSHIP 🧑🧑🧑

Through collaborative exercises, attendees will learn the importance of what being a leader means in the day-to-day management of a team. By the end of the session, participants will not only understand the core responsibilities of leadership but also leave equipped with practical strategies to inspire and guide their teams toward success.

OWNING YOUR CAREER PATH 🧑🧑🧑

Owning Your Career Path will empower you with the knowledge, skills, and tools to define your career by aligning your professional goals with personal values, developing actionable strategies for career advancement, and understanding how extraordinarily successful professionals use the power of planning and networking to achieve their goals.

STRATEGIC THINKING 🧑🧑🧑

In this course, we will help you hone strategic thinking abilities by strategizing action plans, restructuring processes, and using critical thinking. With these skills, you will be able to break down complex problems into manageable and actionable tasks, and your team will trust your steady leadership.

PRESENT AND PERFORM ONLINE 🧑🧑🧑

Liven up your virtual performance skills with this course! You will be able to keep your participants engaged through active presentation skills and strategies such as: interactive segments, cadence coaching, conducting breakout sessions, and visual guides, all while keeping your sessions timely.

FIND DATES, LOCATIONS, REGISTRATION INFORMATION, AND MORE AT [WESTERNENERGY.ORG/PROGRAMS](https://www.westernenergy.org/programs)

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PEAK PERFORMANCE 🧑🧑🧑

Learning how to cope and even thrive in stressful situations can make the difference between success and failure, and more importantly, brings more joy into our lives. This program is designed to help you develop robust and healthy cognitive, behavioral, and emotional habits to achieve and sustain peak performance!

BUILDING A BUSINESS CASE 🧑🧑🧑

Unlock the secrets to crafting compelling business cases that drive success in the utility industry. This immersive course is designed for professionals who are ready to elevate their strategic planning and decision-making skills. Dive deep into the essential components of a robust business case tailored specifically for your utility. Learn how to align your proposals with strategic goals and present data-driven arguments that resonate with stakeholders.

CORE HUMILITY 🧑🧑🧑

Join like-minded leaders as we explore the concept of Core Humility: a blend of self-awareness, appreciation, and inclusive leadership. By understanding our own strengths and limitations, we become more present, confident, and approachable leaders. Moreover, we learn how to extend these principles to others, creating a safe space where everyone feels valued and empowered to contribute their best selves.

MEMBERSHIP LEVELS + DUES STRUCTURES

PLATINUM \$14,000

Added benefits of platinum level membership:

- Invitation to attend the winter Board of Directors meeting
- Includes complimentary registration for welcome reception and dinner
- One ticket to attend the fall Board of Directors dinner at the WEI Annual Meeting
- Recognition of Platinum level sponsorship at the following programs: Board of Directors, Operations Conference, Women in Energy Symposium, Annual Meeting, WE Connect, Joint Use, Executive Planning Committee, and Project Management + Utilities
- Logo in official WEI quarterly publication, Western Energy
- Logo listed in all WEI program guides
- Acknowledgment of sponsorship level on WEI website
- Opportunity to apply for Business Acumen for Emerging Leaders, Field to Office Leadership, and Utility Business Essentials programs
- Four complimentary registrations

GOLD \$7,000

Added benefits of gold level membership:

- Recognition of Gold level sponsorship at the following programs: Operations Conference, Women in Energy Symposium, Annual Meeting, WE Connect, Joint Use, and Project Management + Utilities
- Name listed in official WEI quarterly publication, Western Energy
- Logo listed in all WEI program guides
- Acknowledgment of sponsorship level on WEI website
- Opportunity to apply for Business Acumen for Emerging Leaders, Field to Office Leadership, and Utility Business Essentials program
- Three complimentary registrations

SILVER \$1,000 - BECOME A SILVER MEMBER NOW!

Includes referenced service company membership benefits listed on the [WEI website](https://www.westernenergy.org).