



## NEWS RELEASE

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### **NEM's 21<sup>st</sup> Annual Restructuring Conference Focuses on Next Phase of Consumer Choice, Innovation and Opportunities in Energy Markets** *Energy Policy Leaders and Leading Energy Retailers Review Current Status of Choice Markets and Enhancements to Facilitate Market Growth*

**Washington, DC (May 2, 2018)** – The National Energy Marketers Association (NEM) convened its 21st Annual National Energy Restructuring Conference yesterday at the Hyatt Regency Capitol Hill Hotel in Washington, DC. The Conference program highlighted the “*Energy Choice 2.0: A New Era in Consumer Choice, Innovation and Opportunities.*” “NEM is pleased to convene energy stakeholders to discuss new energy market openings across the country as well as the measures that are being implemented to expand innovative offerings to consumers in states with existing retail choice programs. Technology and information are enabling an unprecedented array of consumer-focused products and services in the marketplace,” said **Craig Goodman, President of NEM.**

The conference began with the presentation of a Lifetime Achievement Award to **Betty Ann Kane, Chairman of the District of Columbia PSC.** State Public Service Commission Chairs and Commissioners provided an update on the status of retail market initiatives in their states, with **Ohio PUC Commissioner Larry Friedeman** discussing the Ohio’s Power Forward Initiative and the resulting “retailer opportunity to introduce innovative products and services.” **Maryland PSC Commissioner, Odogwu O. Linton** gave tips for retail energy marketers that advised: “be present at the Commission,” “be responsive to consumers” and “be interested, economically and socially, in the State.” NEM was also pleased to welcome back **Catherine Pugh, Mayor of the City of Baltimore,** once again to address the members. Pugh discussed the “importance of choice to the diverse population” she serves.

NEM members and industry leaders focused on new retail market openings and enhancements for existing markets to be achieved in a new era, “Energy Choice 2.0.” **Jeff Hendler, CEO of Energy Technology Savings,** explained the importance of “consumer access to consumption and demand data to enable consumer decisions to reduce energy costs and achieve clean energy goals.” **Bill Kinneary, CEO of Powervine Energy,** detailed how utility cost allocation

practices result in the utilities' commodity price to compare to be "significantly understated" and utility delivery rates to be significantly higher than they should be. **Kevin McMinn, EVP of Mass Market Sales for Crius Energy**, called for "shifting the emphasis to conservation," as enabled by transparent price signals and consumer education. **Brad Nelson of Infinite Energy** discussed the progress that the Florida Energy Freedom initiative is making in bringing electric choice to Floridians.

### **About NEM**

The National Energy Marketers Association (NEM) is a national, non-profit trade association representing wholesale and retail marketers of natural gas, electricity, as well as energy and financial related products, services, information and advanced technologies throughout the United States, Canada, and the European Union. Additional information about NEM is available from NEM's Washington, DC headquarters at (202) 333-3288 or its website at [www.energymarketers.com](http://www.energymarketers.com).