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# *National Energy & Utility Affordability Conference*

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*Tribal and Utility Cooperation  
Track F, Morning Session  
June 18, 2008*



An EDISON INTERNATIONAL Company

# Understanding

- ◆ Recognition of tribal sovereignty
- ◆ Establish a broader awareness and understanding
  - Establish relationships based on a holistic tribal approach
  - Governmental as well as business structure
    - Not just energy account management
    - Company awareness of interface with multiple business units
      - Communicate and coordinate efforts inside utility
- ◆ Understand tribal priorities and concerns
  - Partnerships where shared mutual interests are found
    - Environmental interests and protection
    - Business energy management
    - Cultural preservation
    - Economic development
    - Land matters
    - Education & community involvement

# *Doing Business with Tribes and Industry (SCE Approach)*

- ◆ Breakdown the Perceived Barriers
- ◆ Understanding the Tribe and its Current Events & Activities
- ◆ Accepting Differences
- ◆ Find Win-Win Solutions/Agreements/Positions
- ◆ Improve Business Relationships
  - Address Trust Issues First
  - Cultural Understanding for each Tribe
  - Corporate Strategy Formation for Tribal Outreach
  - Understand Indian vs. Non-Indian Thought
  - Openness and Clear Communication
  - Be Patient but Persistent

# *Points of Contacts & Utility Incentives & Rebates*

- ◆ Manager of Native American Affairs (Corporate)
- ◆ Project Manager for Tribal Utility Activities (Customer Service)
- ◆ Assigned Tribal Account Management Representatives
  - Tribes in the service territory
- ◆ As retail customers, Tribal facilities & Tribal members are encouraged to take advantage of all incentive programs offered through the utility
  - Energy Efficiency
  - Photo-voltaic systems connected to larger utility grid
  - Savings By Design
  - Pumping Programs
- ◆ Assistance through SCE for other opportunities
  - LEEDS

# *Best Practices*

- ◆ Morongo Band of Mission Indians
  - In-House Realty & Right of Way Operations
  - New Service & Inspection Process in Partnership with SCE
- ◆ Agua Caliente Band of Cahuilla Indians
  - Land Planning for Core Business District
  - Renewable Energy
  - Energy Efficiency – Heritage Museum
  - WAPA Allocation & Delivery
- ◆ Pechanga Band of Luiseno Indians
  - Co-Generation Facilities
  - WAPA Allocation & Delivery

# Contact Information

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