



ENGINEERING & OPERATIONS CUSTOMER CONNECTIONS BUSINESS & FINANCE SYSTEM IMPROVEMENT

Hometown Connections, Inc.

Hometown Connections, Inc. is a non-profit utility services organization offering public power utilities guidance and access to quality products and services from a trusted entity with public power’s best interests in mind. Five public power joint action agencies invested in and formed the new Hometown Connections, Inc.

Launched in June 2018, Hometown Connections, Inc. (HCI) provides public power systems with critical resources in the areas of technology, services, and solutions from industry-leading companies. The products and services offered through Hometown Connections include a full range of advanced grid solutions, as well as consulting support in the areas of organization assessment, strategic planning, governance development, customer service, market research, and staffing.

History

In 1998, the American Public Power Association launched Hometown Connections International, LLC as a utility services subsidiary of the Association, dedicated to assisting members through consulting services based on public power utility management best practices and access to select products and services from vendors endorsed as well suited to serving public power.

To operate HCI with a similar overall purpose but with expanded business goals and support structure, the **Alabama Municipal Electric Authority, American Municipal Power, Inc., Missouri Public Utility Alliance, Northern California Power Agency** and the **Vermont Public Power Supply Authority** invested in the newly formed Hometown Connections, Inc. This investment included purchasing the majority of Hometown Connections International’s assets from the American Public Power Association. The Alabama Municipal Electric Authority was a minority investor in Hometown Connections International and has transferred its ownership share of assets into HCI. The American Public Power Association maintains a seat on the Board of Directors of the new Hometown Connections.

Future

By combining resources through the new organization, HCI will grow into an organization offering more aggregated products and services to meet the needs of the public power utility. HCI will maintain and strengthen its relationship with the American Public Power Association while tapping into the skills, resources, and support of joint action agencies throughout the United States that have extensive experience developing and delivering a wide range of services to public power utilities.

Advanced Metering Program

Among the new services HCI will offer is an advanced metering program. Available to public power utilities nationwide, this program offers a lower risk and cost-effective pathway to the utility operational and customer service improvements made possible by advanced metering.

The unique program designs and manages the deployment of all automated metering infrastructure components (meters, network, communications, applications, and integrations), and then provides municipal utility systems with long-term hosting and operation-managed services. The program is purpose built for municipal utility systems with the goal of reducing complexity, lowering long-term risk, improving system efficiency, and forecasting/predicting future costs.

Frequently Asked Questions

What about Hometown Connections remains the same after the purchase?

Hometown Connections remains wholly-owned by, and dedicated to serving only, public power. The majority of HCI assets—including all staff, all sales and marketing affiliates (joint action agencies and state associations) and most of the third-party product and service partners—remain part of the new organization. The Association maintains a seat on the HCI Board of Directors and will continue its HCI marketing activities.

What about Hometown Connections is new?

Five joint action agencies are now equal share members of Hometown Connections, Inc., representing 291 utilities in 14 states. The structure of the new organization enables additional public power joint action agency membership in the future. This investment in HCI provides the financial and personnel resources to meet the growing demand in public power for managed information systems and other new services.



Integrated Solutions for Public Power



Hometown Connections, Inc.

Why did the five joint action agencies invest in Hometown Connections, Inc.?

The joint action agency members of HCI were each founded on the premise that by working together, public power organizations can achieve important economies of scale. Through HCI, the utilities that these agencies represent will obtain the high-quality products, services, and guidance they need to navigate the industry's changing and challenging landscape. Additionally, the agencies are pooling resources in demonstration of their commitment to serving the public power sector as a whole.

What role will the joint action agency members serve in the marketing of Hometown Connections products and services?

Each joint action agency will promote Hometown Connections products and services to its membership. Individual agencies will distribute information about HCI products/services, along with their own services, to their own members. The staff of Hometown Connections will manage the national public power marketing efforts, with the support of the sales and marketing affiliates.

How can I get more information on Hometown Connections, Inc.?

Visit www.hometownconnections.com

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