

FOR IMMEDIATE RELEASE

Al Weber Brings Public Power Smart Grid Sales Expertise To Staff of Hometown Connections

LAKEWOOD, CO—January 2, 2019 – A highly recognized smart grid sales executive with demonstrated leadership success in the utilities market, Al Weber has joined the staff of [Hometown Connections](#) as Vice President, Business Development. He has a long and acclaimed track record of managing complex system and software partnerships, product development, market development, account closings, contract negotiations, and project delivery.

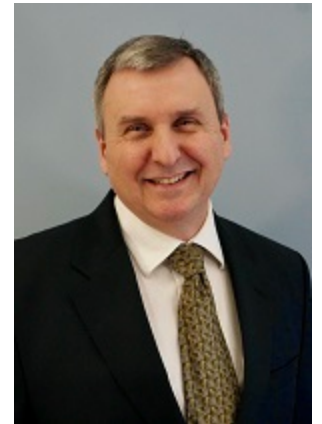
With a professional career focused on innovative asset management solutions for municipal, cooperative, and investor-owned utilities, Mr. Weber's areas of expertise include advanced metering, smart grid/smart cities, the Internet of Things, reliability/sustainability, and renewables.

As Vice President for Smart Grid Solutions at Byram Laboratories, Mr. Weber developed and managed AMI partnerships with Itron, Honeywell-Elster, Aclara, WESCO, Primary Lines, Inc., Tehama, Leviton, Energate, Exceleron, Carrier, and H2O Degree. Previously, he held sales leadership positions for Honeywell/Elster Solutions and ABB Inc. Mr. Weber understands the unique needs of public power utilities and how to deliver best-in-class solutions to meet these needs.

Mr. Weber has a solid track record with complex systems and software, as well as with partnership/alliance/team development, product management, OEM, sales, market development, account closing, contract negotiation, and project delivery.

“Having worked with public power systems for more than 20 years, Al Weber is an exceptional utility technology professional, well known to us for his sales and project management leadership,” said Tim Blodgett, President & Chief Executive Officer of Hometown Connections. “As we expand the [Hometown Connections Advanced Metering Program](#), develop additional managed service offerings, and add products and services to our partner network, Al's expertise and guidance will be invaluable.”

Mr. Weber holds an M.S. in Electrical Engineering from Carnegie Mellon University and B.S. in Electric Engineering from the University of Pittsburgh.



About Hometown Connections Inc.

Hometown Connections is the national non-profit utility services organization offering public power utilities guidance and access to quality products/services from a trusted entity with public power's best interests in mind. Hometown Connections is a resource to public power organizations of all sizes, providing advanced metering and other utility operations and customer service solutions in partnership with industry-leading companies. The products and services offered through Hometown Connections also include consulting support in the areas of organization assessment, strategic planning, governance development, customer service, market research, and staffing. For more information, visit www.hometownconnections.com.

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