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BIO



DEBORAH GALIMBA

CEO & Founder of X UTILITY

- X UTILITY is a WBE certified, and LGBTQ owned consulting services firm based in Fresno, CA and Oahu, HI. The firm is comprised of 3-5 former utility industry experts that have pioneered over 1.6 Gigawatts of safe and reliable retail and wholesale wind, solar, EVCS and energy storage battery resources.
- Over 18 years of PG&E T & D Capital, substation, T-line, and renewable grid integration.
- Partners: Utilities, Developers, Contractors, City/Counties, Tribal Governments, & EPC's



Deb Galimba
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6+
Years
In
Business

25+
Years
In
Industry


Certified
WBE, WOSB
CA Clearinghouse
LGBTQ (pending)




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Three Focus Areas

1 **Planning**



Market Disruption

Status Quo


Compliance

Safety

Reliability

Affordable

2 **End User**



Education

Community

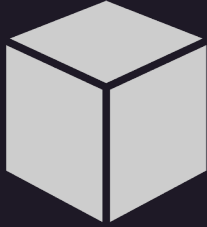
Cultural

Incentives

Equitable

Fair

3 **Assets**



Evolution

Process

Independence

Climate Triggers

Pivots

Rate Responsibility



Offense or Defense, We play BOTH sides



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Planning

1



POI/Market Analysis
Asset Value Stacking
Subsidies
Owner Advocate
Vendor Agnostic
Cost Modeling

End User

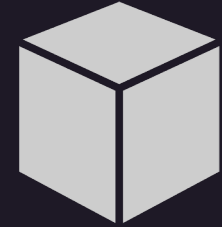
2



Program Design
Inspire change
Workforce development
Affordable/Incentives
Balance Equity
Transparent/Honest

Assets

3



Technology Evolution
Process Improvement
Independence Pivots
Rate Responsibility



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Success Stories

Utility Interconnection

1

Client: ConEdison Development
Cost: over \$24 M
Challenge: Streamline distribution utility interconnection.

Result: The utility dependent project scope safely accelerated 4 months resulting in a 13% cost reduction.

Community Solar

2

Client: So Cal Indian Tribe
Cost: \$800k
Challenge: Obtain Community Solar DOE Grant funding.
Role: Grant Lead

Result: DOE grant award Q3 2021

85 tribal residents exercise energy independence
Active Tribal labor workforce

Economic Development

3

Client: So Cal Indian Tribe
Cost: \$10M +
Challenge: Uncover alternative income streams with existing assets.
Role: Market Lead

Result: 1–3-year value stack of all tribal assets, hotel, casino, strip mall, golf course, community buildings, emergency services., etc.



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QUESTIONS & ANSWERS

OUR VALUE STACK



Deb Galimba
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- + Utility Grid integrators (load and generation)
- + Accomplished Grant writers
- + Renewable Market Leaders
- + Climate change believers
- + Moon Shot thinkers
- + Energy disrupters
- + LGBTQ Partners
- + Honest, reliable
- + Available for hire



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