

# LARGE CUSTOMERS

Energy & Telecommunications Committee Meeting  
January 19, 2006

Exhibit #22

---

From Don Quander, Nov 14:

Thanks, Casey. I have been "polling" my industrial power customer, energy producer and transmission clients actively since our visit for their impressions and concerns, using the survey to prompt the discussions. My hope has been to send along a survey response but, at this point, I would need to send about 4 contrary responses for significantly different perspectives. Most do favor something along the lines of Wyoming's WIA, but many are dubious about whether Montana could successfully implement something on that (or other) models. While there is common agreement that the State lacks any coordinating direction, there is about equal concern that any "entity" likely would make matters worse, either by trying to mandate favored political choices or simply by adding bureaucracy.

I have heard several comments referencing Governor Freudenthal's (and WIA's) suggestion that the state should not favor particular technologies or projects, but should concentrate on providing common "tools" to support infrastructure and development, and look to private money and industry to sort out the most promising economic choices. I have also repeatedly heard from the "developer" clients that the problem in Montana is neither money nor the stringency of standards on the books, but rather high risk/uncertainty about permitting, changing rules of the game, and inconsistent application---plus lawsuits, of course.

If there is a consensus among the industry side, it may be that the whole process in Montana is about "process", stakeholders and debate---rather than establishing some rules and sticking with them. Lawyers, of course, like process, but it is certainly perceived to be a major obstacle to energy policy and development in Montana by most of those in the business of producing or purchasing (at industry level) energy. I have told folks that they should consider sending individual responses, and some will be doing so (may have by now), but I also am still trying to pull together some common themes for presentation---and maybe a "mixed" survey response.

Don