

# Stakeholder Engagement in a Divided Landscape



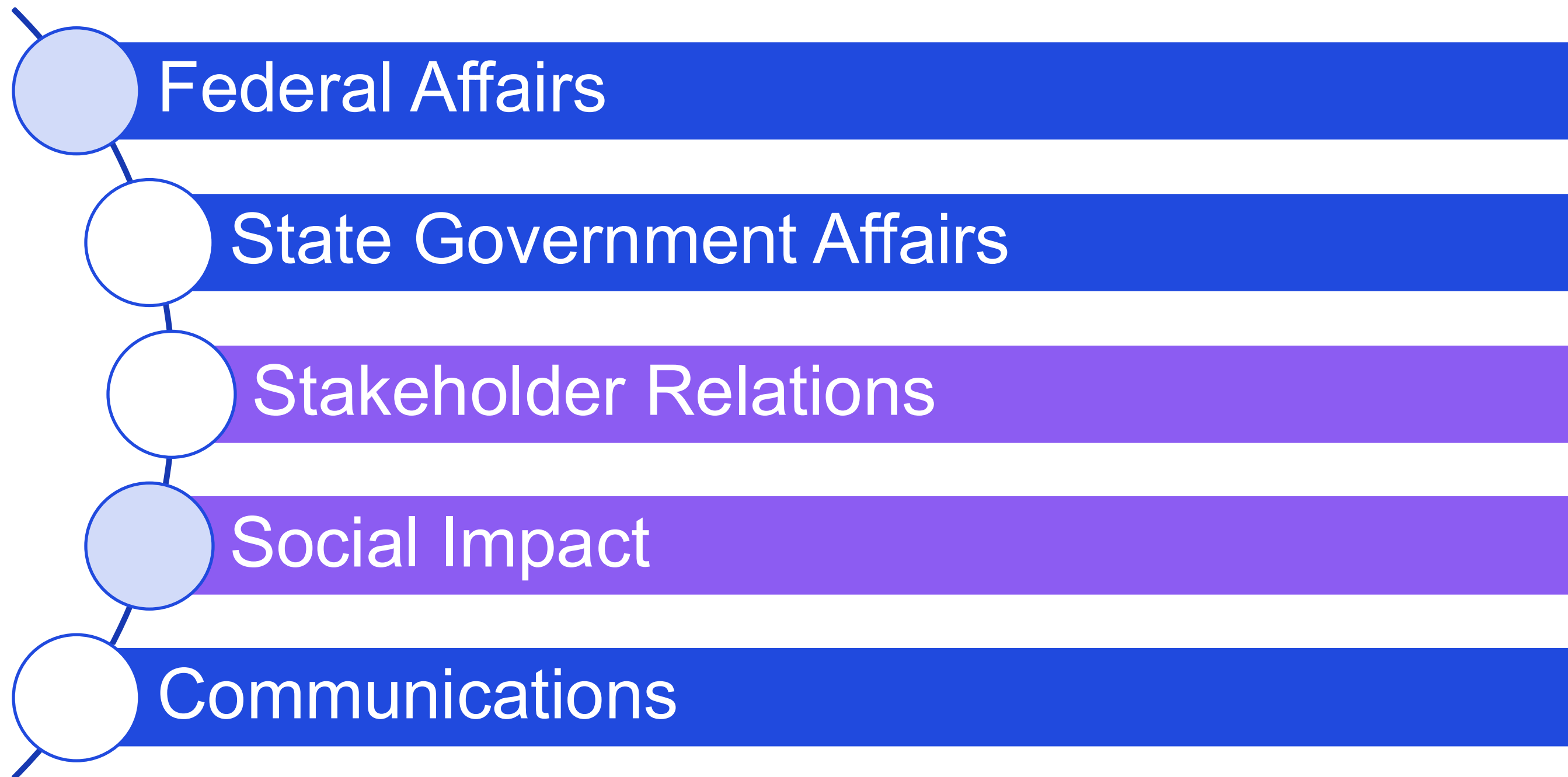
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Senior Director

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Senior Analyst



# Our team: External Affairs

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# AES' US Businesses portfolio

14.3 GW operating



6.4 GW  
solar



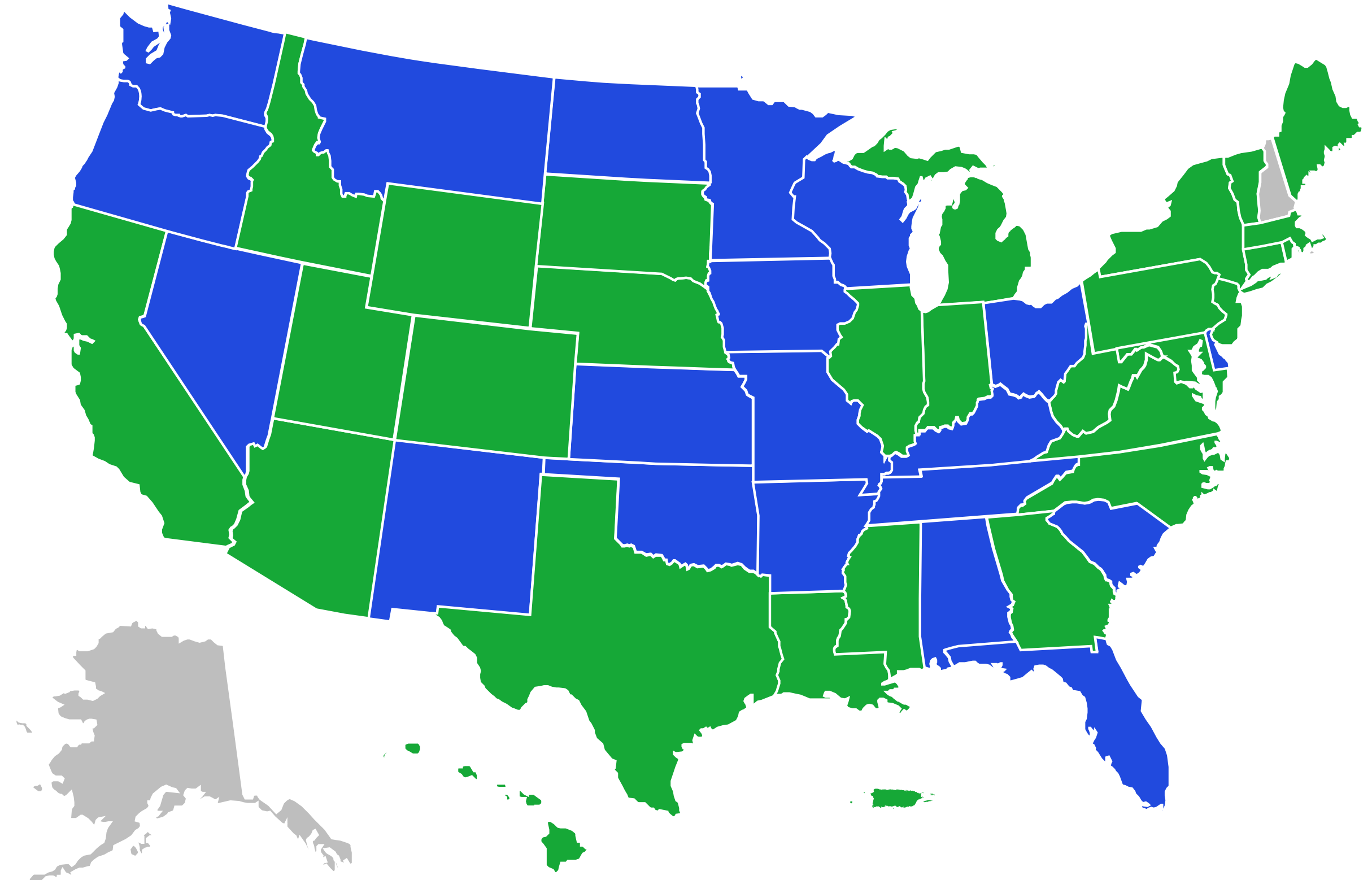
2.1 GW  
wind



2.5 GW  
battery energy  
storage



3.3 GW  
flexible capacity



■ Operating  
■ Developing

50+ GW in  
development

Fortune 500 - US Company  
Headquarters: Arlington, VA



# The Current Outlook



## Federal

- One Big Beautiful Bill Act
- Agency Actions (ex. DOI Memo)
- Divisive Political Rhetoric (Social Media, Television)



## State

- Restrictive Permitting & Siting Bills
- Punitive Tax Structures
- Grid Reliability Constraints



## Local

- Prohibitive Ordinances & Moratoriums
- Organized Local Opposition
- Distrust and Misinformation

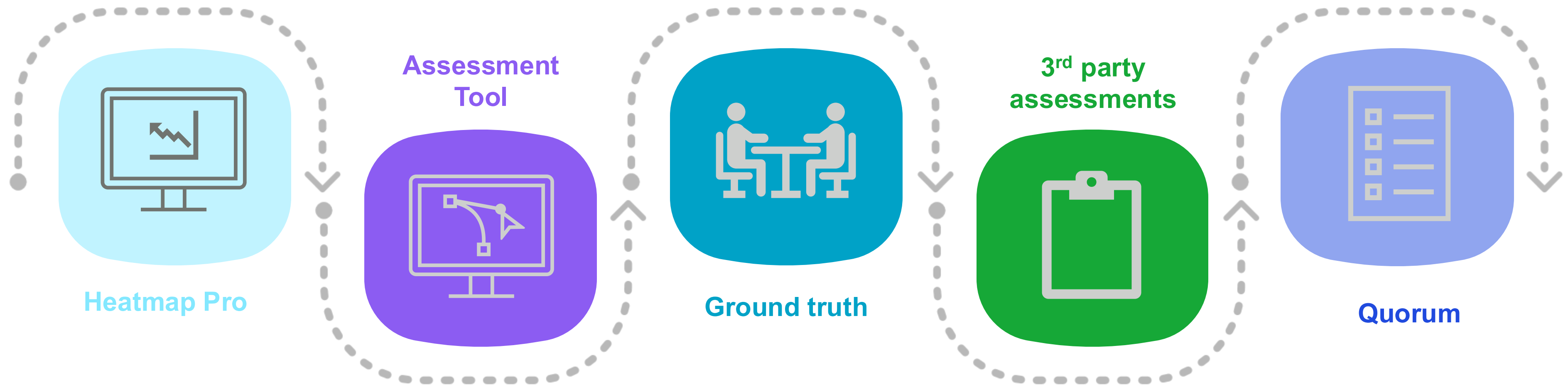
# Our Goal, Our Strategy

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**Collaborate internally and externally to derisk, develop, and advance renewable energy projects while remaining steadfast stewards of the communities where we operate**



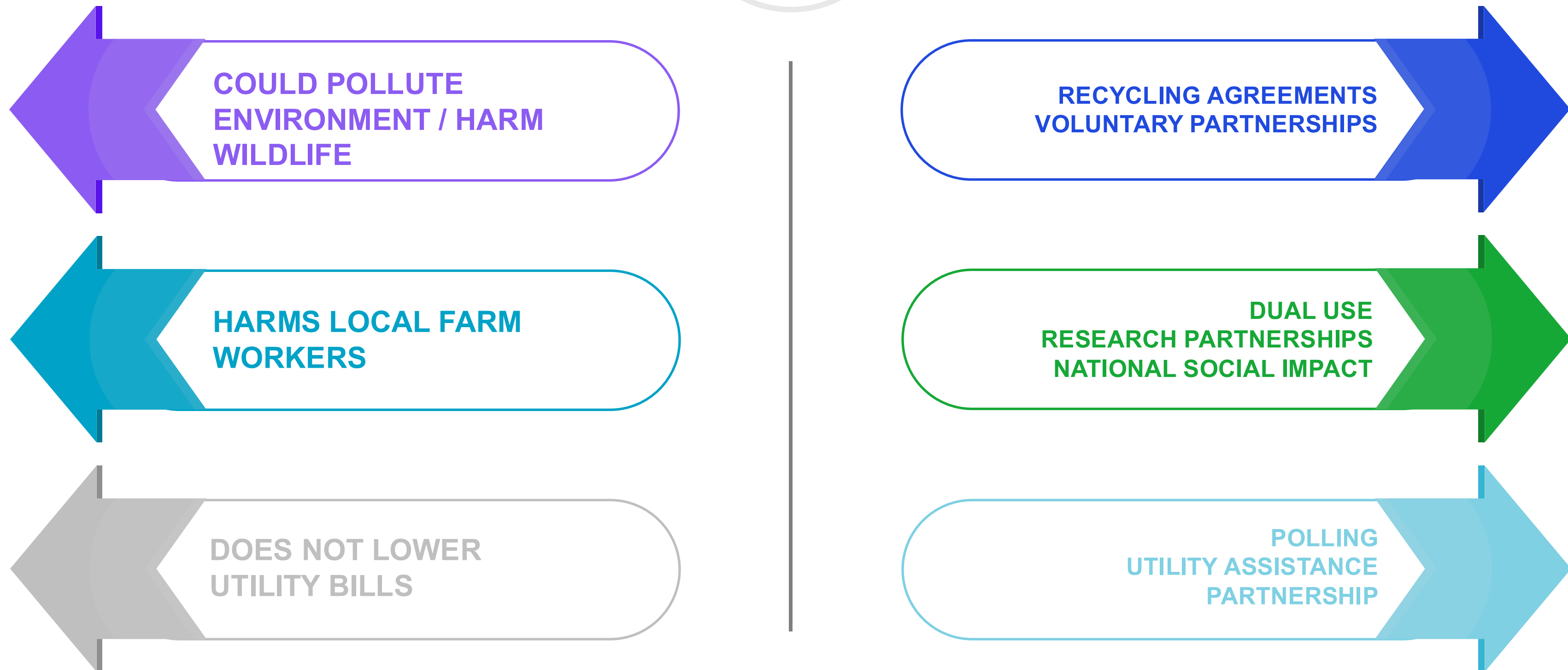
# Planning Ahead



Outcome: A dynamic understanding for smarter, more strategic stakeholder relations



# Divisive issues vs Our response



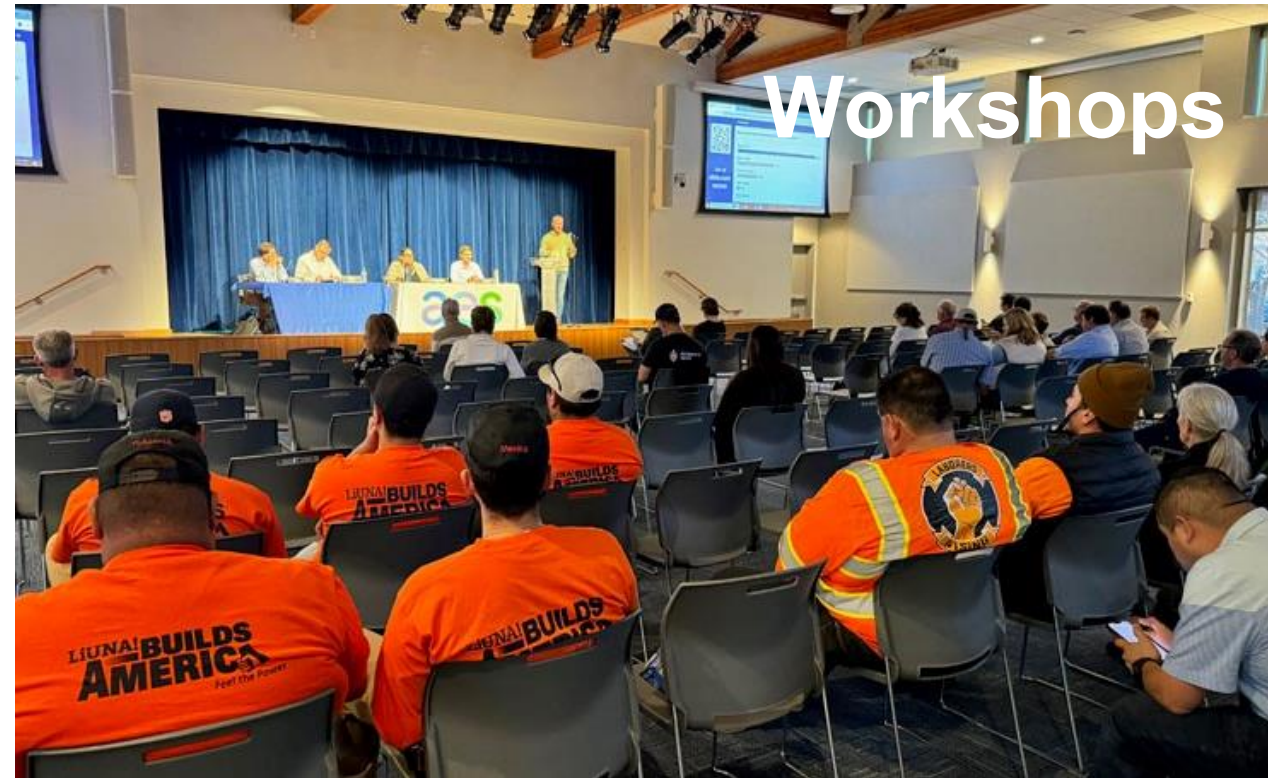


# How We're Showing Up

Open Houses



Workshops



Site Tours



Supporter Dinners



Renewables 101



Volunteering + Partnerships





# Social Impact



Partnering with communities to strengthen positive impact through socioeconomic and environmental partnerships that improve lives today and in the future.



Partnering for access to safe, efficient, and affordable energy and basic services



Partnering for economic growth and education



Partnering for the environment



Partnering for community resilience

# Strategic Partnerships

Current context



01

What's the landscape? For us it's shifting sentiment on renewables and major federal funding pullbacks

Cross functional input + industry nexus



02

What are the primary issues facing your industry? Test assumptions (formally) with experts at your company – narrow the field: education/workforce, affordability crisis, ag

Strategic partnerships



03

Develop a strategy with 3-5 partners that can influence across the national, state, local level. Have genuine intent.



# Attuned to Policy & Advocacy Movements

**AES**

## **Federal & State:**

- Build and maintain bipartisan relationships
- Collaborate on regulatory movements
- Political giving (state & federal)
- Making the case for renewables\*

**Industry**



## **Trade & Third-Parties**

- Industry Voices & Knowledge Sharing
- Build Coalitions
  - Uncommon Allies
- Closing Gaps
- Lobbying

# Key Takeaways

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01

INFORMATION  
IS POWER

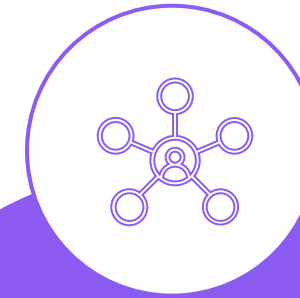
Investing in intelligence gathering tools enables you to understand the landscape, anticipate challenges, and make informed decisions.



02

TRUST IS  
CURRENCY

Building trust requires showing up, listening, and following through – there are no substitutes.



03

EXPAND YOUR  
NETWORK

Non-traditional partnerships can unlock new opportunities and perspectives.