



Cullina Management [Weekly Publication](#)

How Cullina Management Delivers Successful Utility Agreement Negotiations Across the Intermountain West & Southwest



by [Kevin Cullina](#) on September 27, 2026

Cullina Management ([CullinaMgmt.net](#)) is recognized across the Western United States as a premier advisor for utility negotiations, infrastructure coordination, and development-ready utility commitments. For investors, developers, and enterprise clients, securing reliable, scalable, and

cost-effective utility service is one of the most critical, and often most challenging, components of development. Cullina Management excels in navigating these complexities.

Core Value Proposition

Cullina Management secures defensible, timely, and strategically structured utility agreements that unlock development potential, reduce investor risk, and accelerate project timelines.

THIS WEEK'S
Publication



Western U.S. Utility Negotiation Expertise

1. Rocky Mountain Power – eBay Data Center, South Jordan, UT

Cullina Management led negotiations with **Rocky Mountain Power** to secure the electrical infrastructure required for **eBay's mission-critical data center** in South Jordan, Utah.

Key achievements include:

- Ensuring **redundant power feeds** and scalable capacity for future expansion
- Coordinating utility engineering reviews to align with hyperscale data center requirements
- Delivering a **Will Serve** commitment that met eBay's operational and uptime standards
- Navigating tariff structures and long-term cost implications for enterprise-grade loads

This project demonstrates Cullina Management's ability to negotiate **high-stakes, high-load utility agreements** for Fortune 500 clients.

2. Nevada Energy – Investors & Developers Across Southern Nevada

Cullina Management is a trusted partner for investors and developers working with **Nevada Energy** to secure utility commitments for industrial, commercial, and mixed-use developments.

Capabilities include:

- Negotiating **Will Serve** letters for large-scale developments
- Coordinating utility capacity studies and infrastructure extension requirements
- Advising on **substation proximity, line extension costs, and load forecasting**
- Ensuring developers receive clear, defensible utility commitments before acquisition or entitlement

Cullina Management's relationships with Idaho Power help investors avoid costly surprises and accelerate project feasibility.

3. Southern California Edison – Industrial & Commercial Development

In Southern California, Cullina Management has successfully negotiated with **Southern California Edison (SCE)** for multiple industrial and commercial projects.

Key strengths:

- Navigating California's complex regulatory and tariff environment
- Securing timely engineering reviews and infrastructure extension approvals
- Coordinating with SCE planners to ensure load availability for manufacturing, logistics, and commercial uses
- Reducing development delays caused by utility engineering backlogs

Cullina Management ensures developers receive clear, actionable utility pathways in one of the nation's most challenging regulatory markets.

4. PG&E – Northern California Development

Cullina Management has negotiated with Pacific Gas & Electric (PG&E) for developments across Northern California, including industrial, commercial, and redevelopment projects.

Expertise includes:

- Managing PG&E's multi-layered review process
- Securing commitments for electric and gas service in capacity-constrained regions
- Coordinating environmental and regulatory compliance tied to utility extensions
- Ensuring developers receive transparent timelines and cost structures

PG&E's complexity requires seasoned negotiation—Cullina Management delivers exactly that.

Why Investors & Developers Choose Cullina Management for Utility Negotiations

- **Deep relationships** with Western U.S. utility providers
- **Proven track record** with enterprise clients and large-scale developments
- **Ability to secure Will Serve commitments early**, reducing acquisition risk
- **Expert navigation** of engineering, regulatory, and tariff structures
- **Strategic foresight** that aligns utility capacity with long-term development goals
- **Accelerated timelines** through proactive coordination and negotiation

Cullina Management transforms utility negotiations from a barrier into a competitive advantage.

Investors, developers, and enterprise clients across the Western U.S. rely on Cullina Management to secure the utility commitments that make their projects possible.

[READ MORE ON OUR WEBSITE](#)



Cullina Management
Henderson NV | Mesquite NV | St. George UT | Flagstaff AZ