



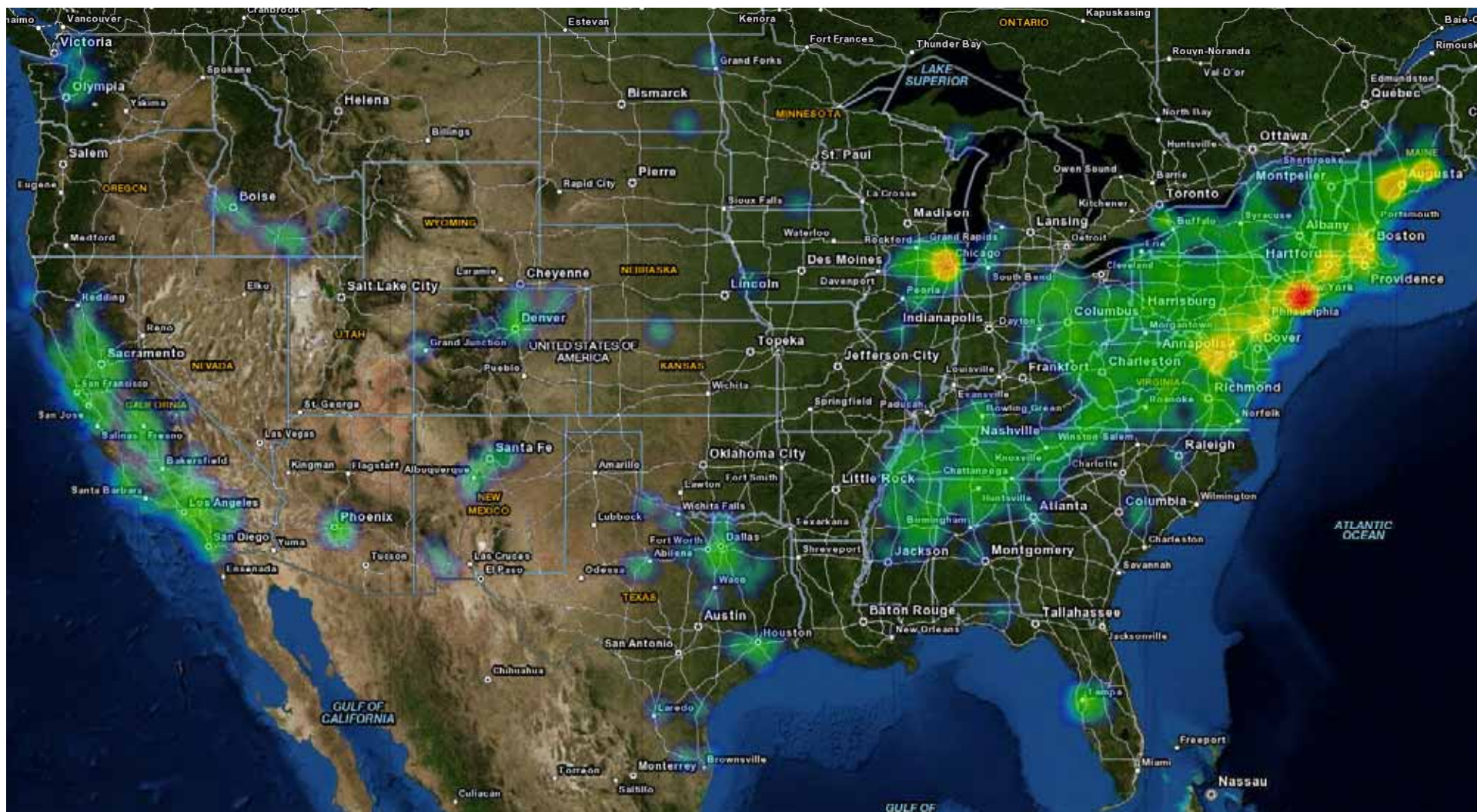
Leveraging Existing Assets: Demand Response for Utilities in Restructured Markets

David Brewster, President
EnerNOC, Inc.
February 9, 2010



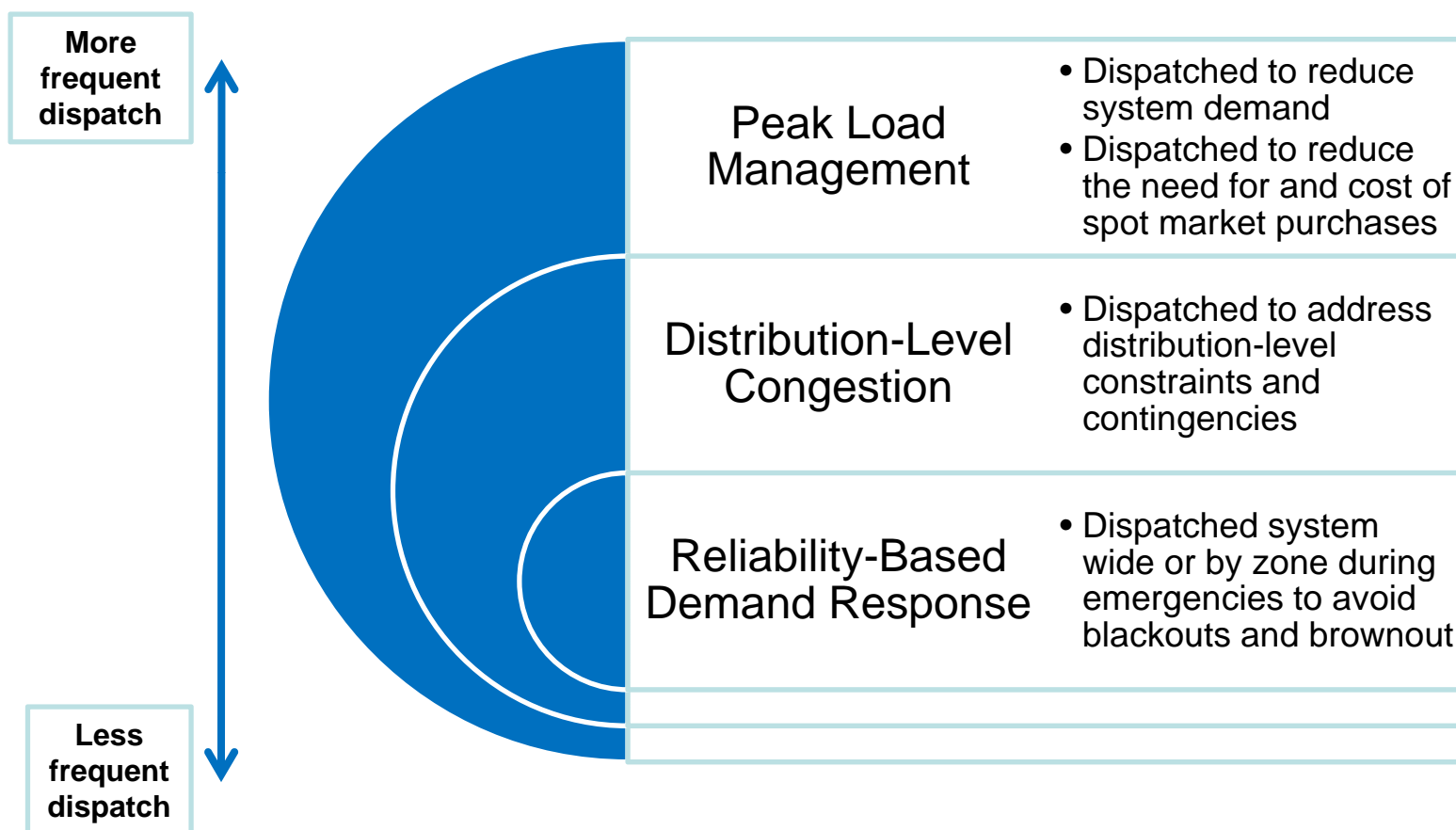


Concentration of EnerNOC DR Resources



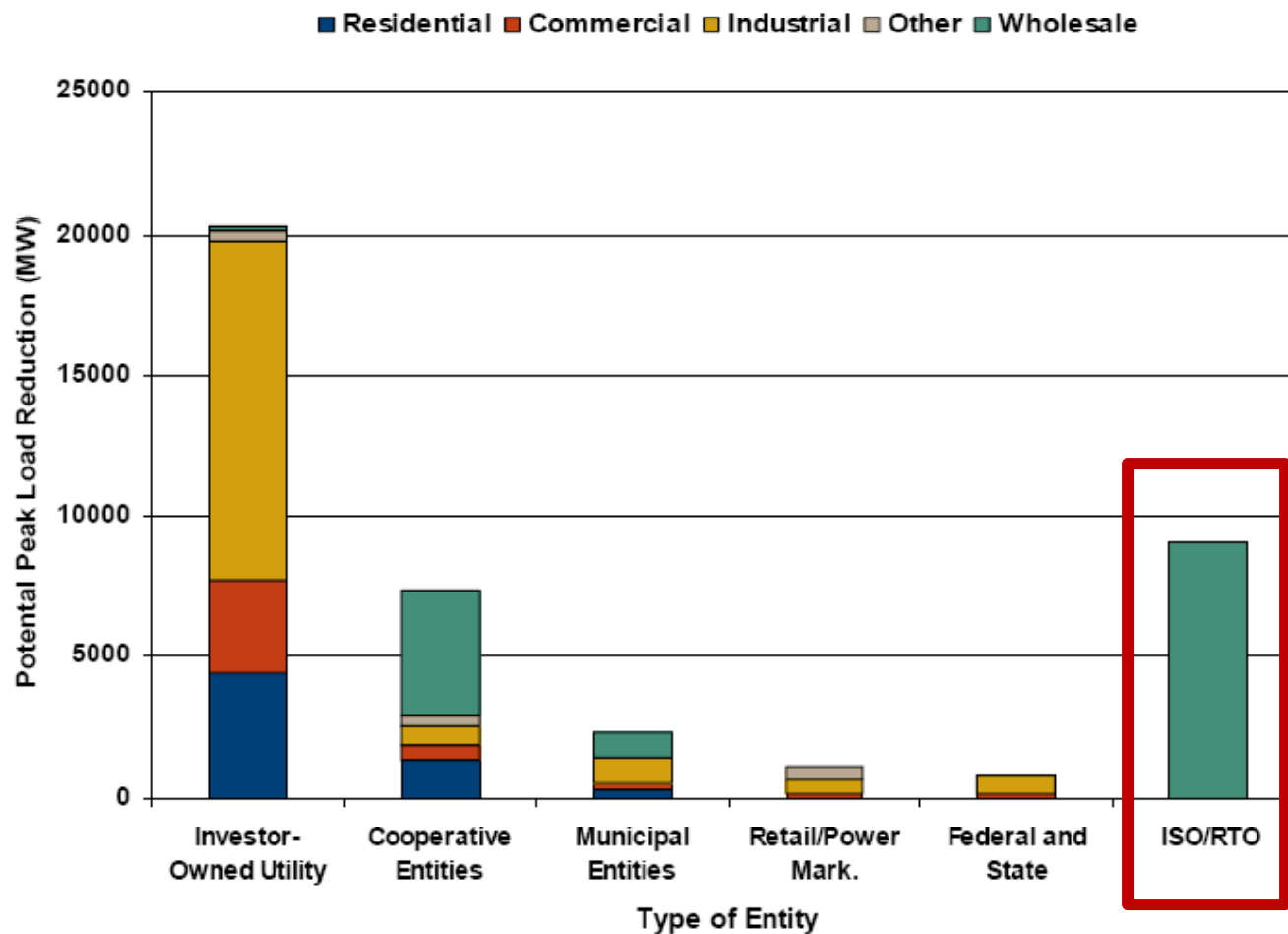
The Objectives of Demand Response

The role DR plays in system operations directly relates to the “dispatch triggers” that activate the DR resources.



Significant DR Exists in ISO/RTO Markets

Much (though not all) of this DR is reliability-based.



Source: FERC 2008.

Program Constructs

Incremental Dispatch

- Designed for existing participants to provide an incremental level of commitment for an incremental monetary incentive

Incremental Capacity

- Designed to attract new participants into existing reliability-based DR programs by offering monetary incentive above the market price

Delivery Models

Utility as Curtailment Service Provider (CSP)

- Utility enrolls participants on its own in a DR program that it has designed, or that has been designed by an ISO/RTO

Bilateral Agreement with CSP

- Utility contracts with one CSP, which is responsible for enrolling participants in the DR program; in many cases, the CSP takes on the risk of under-enrollment and/or non-performance

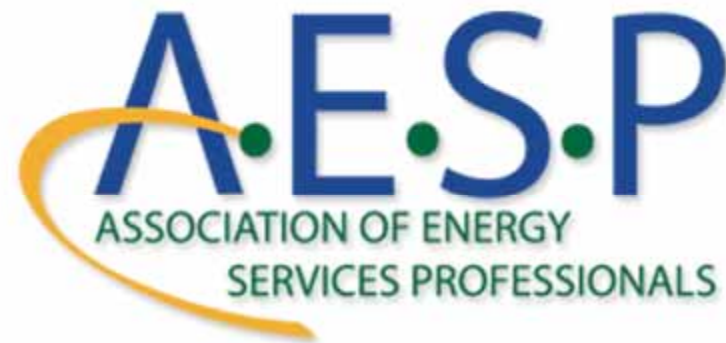
Standard Offer Program

- Utility designs a DR program in which multiple CSPs can enroll participants and/or participants can enroll directly with the utility; utility typically does not secure an enrollment guarantee through this construct

Examples of “Layered DR Programs”

Utility	Consolidated Edison	<ul style="list-style-type: none"> Atlantic City Electric Company Jersey Central Power & Light Public Service Electric & Gas Rockland Electric 	Burlington Electric Department	<ul style="list-style-type: none"> Allegheny Power Baltimore Gas & Electric Delmarva Power & Light Pepco
State	New York	New Jersey	Vermont	Maryland
Program	Distributed Load Relief Program	NJ BPU DR program	Aggregator-managed DR program	GAP RFP
“Layered” with this ISO/RTO program	NYISO’s Special Case Resources	PJM’s Emergency Load Response Program	ISO-NE’s Transitional ICAP Program (30 Minute Real-Time DR)	PJM’s Emergency Load Response Program
Structure	Incremental Dispatch	Incremental Capacity	Incremental Dispatch	Incremental Capacity
Supplemental payment	Range from \$3/kW-month to \$7.50/kW-month	\$22.50/MW-day	N/A	N/A

Questions?



21st National Conference & Expo

January 17-20, 2011 • Hilton Walt Disney Resort



Slide 12

enoc7

Do we need this slide??

EnerNOC, 1/15/2010