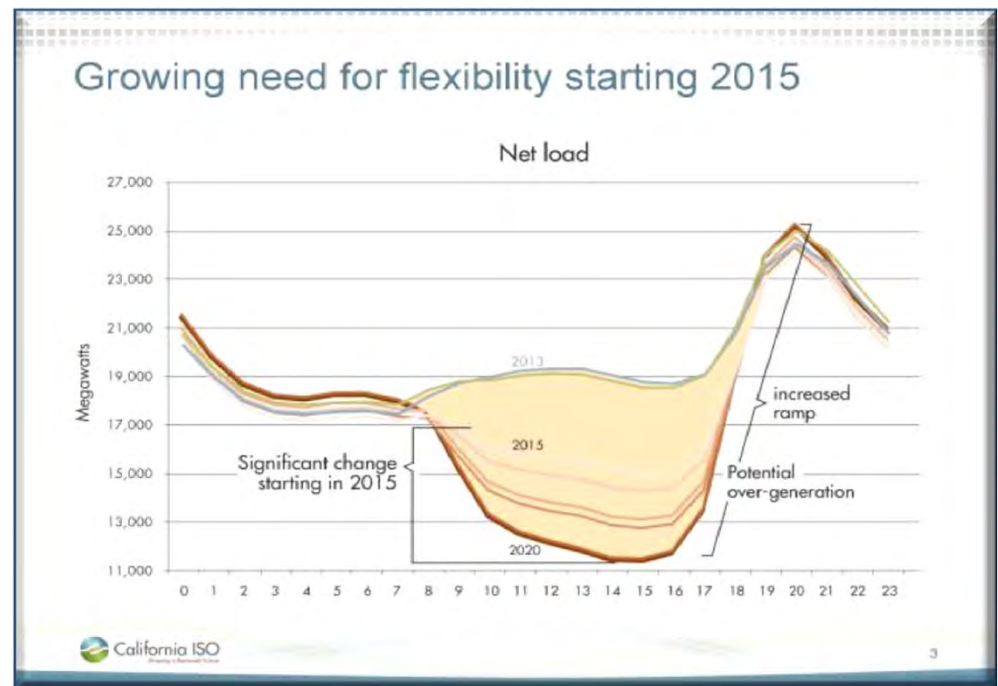


*The future belongs to
those who prepare
for it today.*

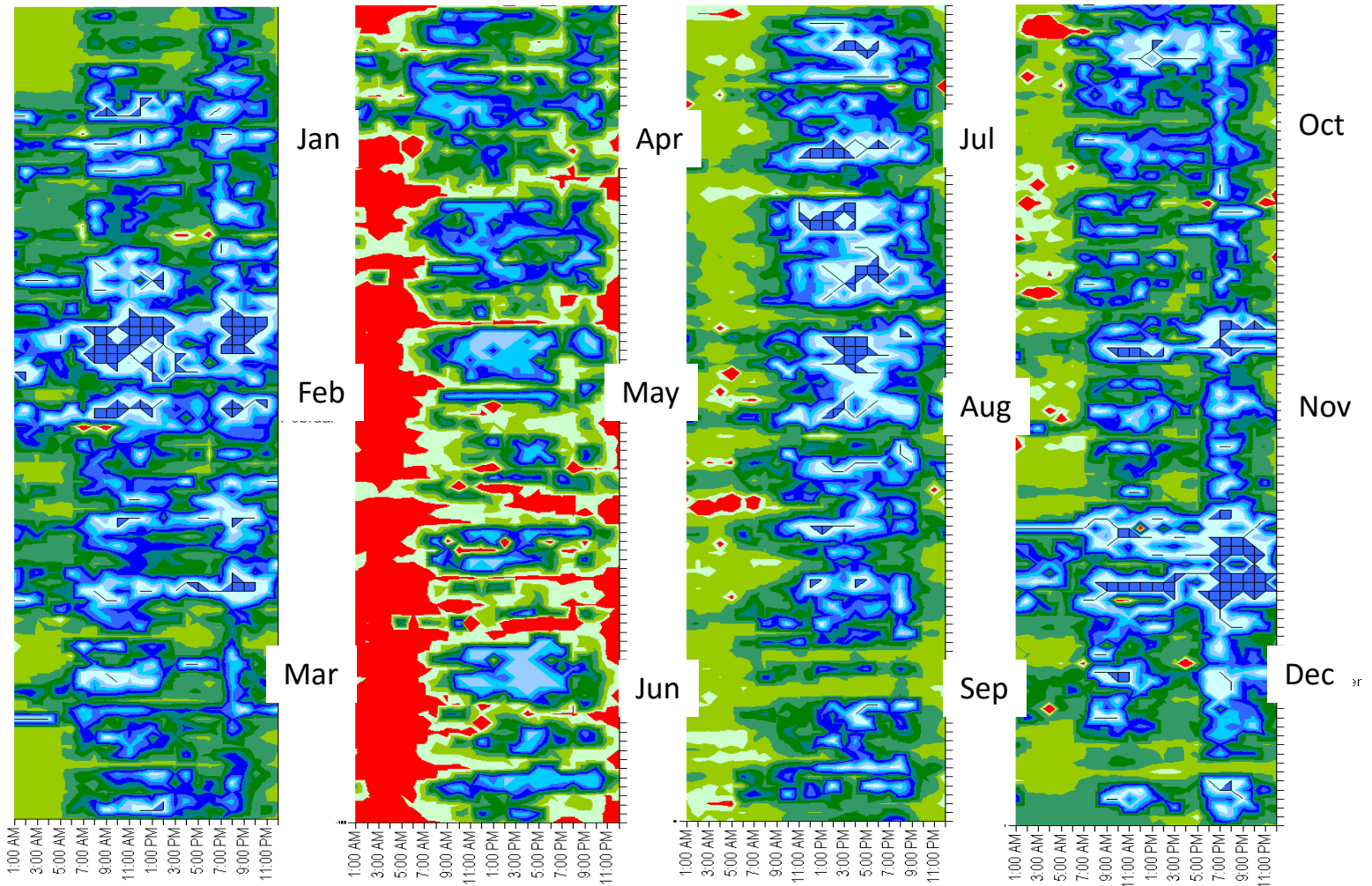


A very prophetic statement...

In the past, generation followed the load – in the future load will follow the generation.



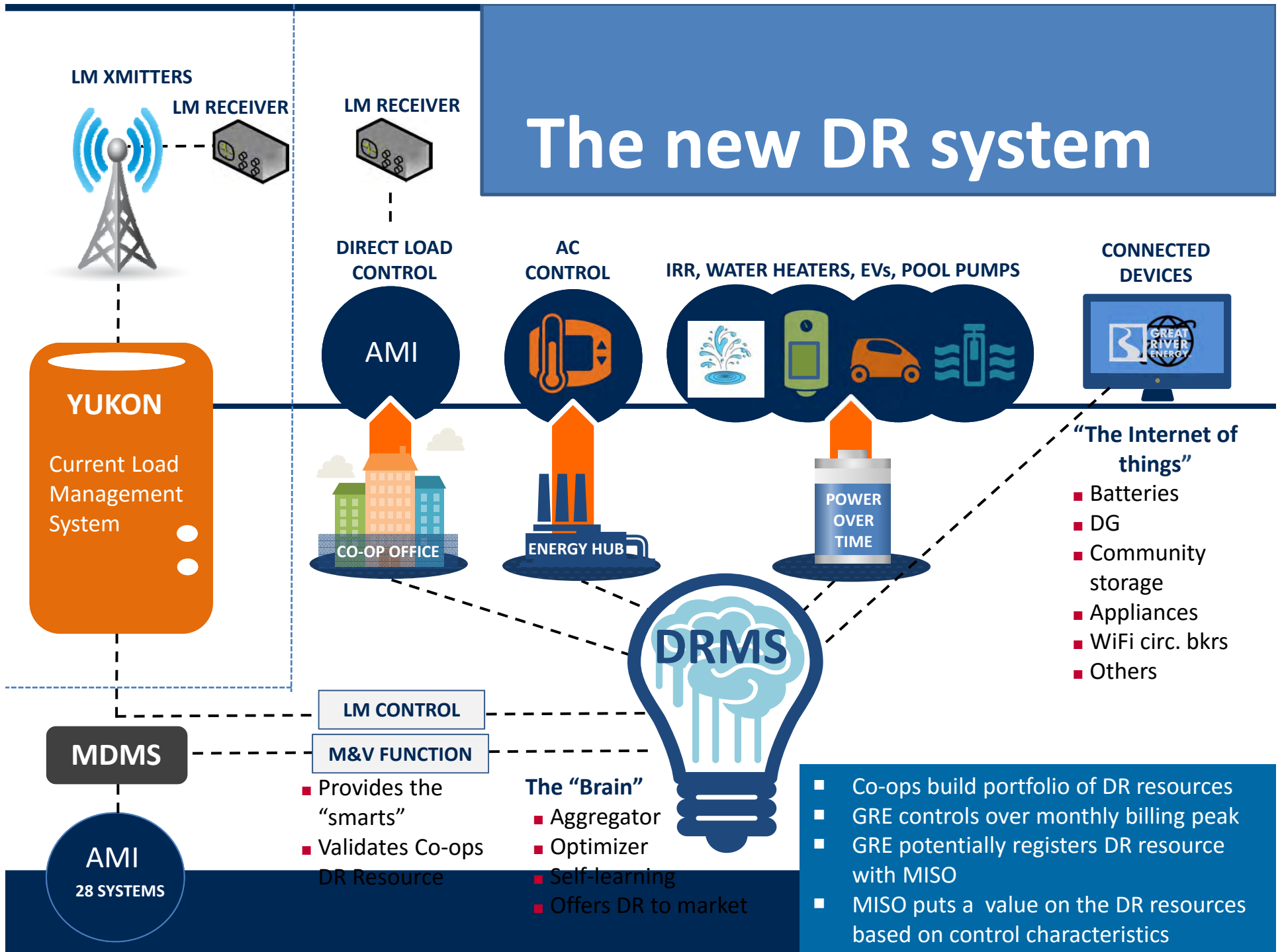
Real Time Prices - MISO NSP.Buffr



Consumer options are driving the change



The new DR system



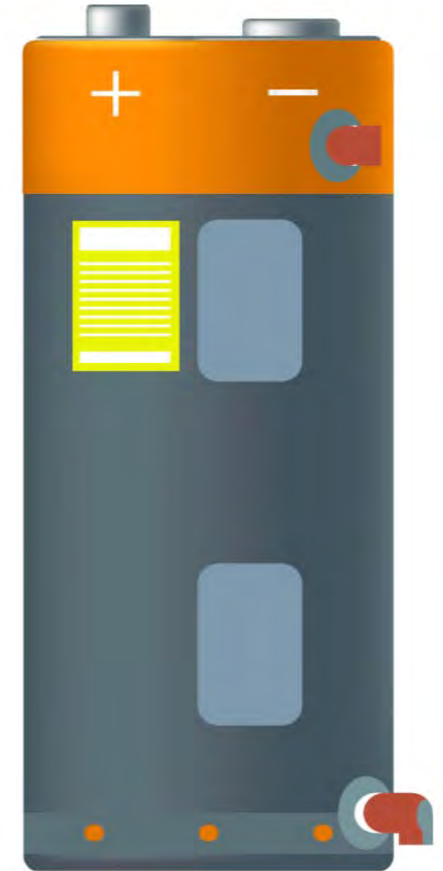
The unsung heroes



“Controlled” Water Heaters

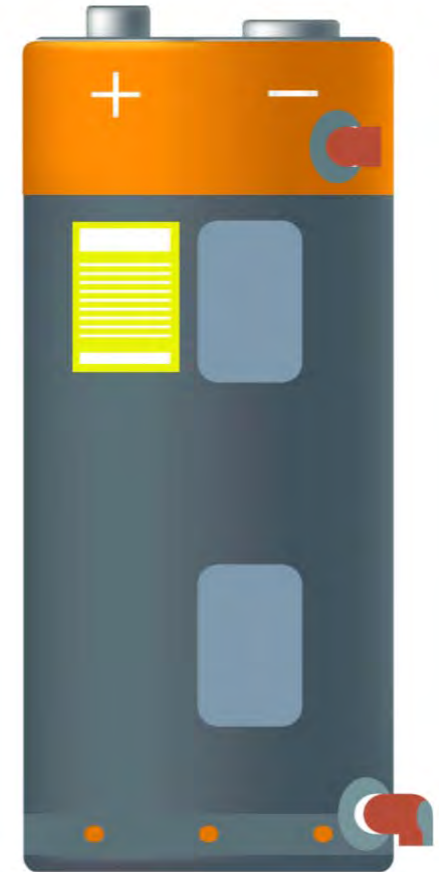
A “battery in the basement”

- ▶ Industry seeking a battery to store renewable energy
- ▶ GRE has over 110,000 controlled water heaters
 - Low-cost water heating
 - A “Community storage” initiative
 - Storing a GWH each night, every night



“Smart” Water Heaters

- ▶ Grid-Interactive control technology
 - Dynamic demand response
 - Allows for better management of variable generation resources
 - Able to provide ancillary services to wholesale market
 - Provides low-cost water heating
 - Looking to go to the next step





Matching community solar
with load management



Buy a 410 watt panel in the SUNNA project and get a free electric thermal storage water heater

- \$170 panel costs
 - No sighting issues, no maintenance issues
 - Hedge against future energy hikes
 - Coupling community solar with community storage





Steele-Waseca Cooperative Electric offers sweet community solar and water heater bundle

Steele-Waseca Electric Cooperative Announces New Community Solar Model with Off-Peak Water Heating

JANUARY 13, 2015

Small Co-op, Big Idea



Why one electric co-op is offering their solar customers free water heaters

In Steele-Waseca's territory in Minnesota, community solar comes with a "catch."

By [Robert Walton](#) | February 10, 2015 print

revolt

EMBRACE ELECTRIC VEHICLES





*"I'M NOT ONLY
OPENING A DOOR.
I'M LEADING THE WAY."*

Hi. I'm Eevie. And I'm proud to introduce you to Revolt — a groundbreaking initiative powered by Great River Energy to promote adoption of electric vehicles and a more sustainable EV future. Visit me at MNrevolt.com to find out how you can benefit and help us all move from where we are to where we want to be.

Meet Eevie!

revolt[™]
EMBRACE ELECTRIC VEHICLES

Our Offer

- ▶ Purchase or lease a plug-in electric vehicle and you qualify for renewable energy at ZERO additional cost (above standard electric rates) for lifetime of the vehicle
 - You may also qualify for a \$500 electric charger rebate too!



In Summary

- The electric grid will be more cleaner and far more interconnected
- Utilities will need to pay far more attention to the customer-side of the meter
- Certain end-use technologies will become far more strategic

