

14th PLMA Awards Presentation



Awards Committee Co-Chairs:



Nicholas Corsetti
National Grid



Paul Miles
PECO, an Exelon Company



Dain Nestel
CLEAResult

14th PLMA Awards

- PLMA Awards Program recognizes industry leaders who create innovative ideas, methods, programs and technologies that meet peak load needs, respond to variable generation, manage end use loads and mitigate price risks.
- Those honored have made exceptional contributions to the industry's ability to achieve real time balance of supply and demand for electricity; resulting in increased efficiency, economy and a smarter, more reliable electric grid.



Award Categories

Award	Recognition	Recipient Categories
Program Pacesetter	Innovative solutions require excellent program design and delivery. The Program Pacesetter Award seeks to recognize outstanding programs that effectively support and deliver peak load management.	Utility or Regulator
		Independent System Operator or Regional Transmission Operator
		Aggregator or Marketer
Technology Pioneer	Achieving the potential for peak load management can be greatly enhanced by technology. The Technology Pioneer Award seeks to recognize innovative applications of technology with demonstrated potential to scale.	Consumer
		Solutions Provider
		Manufacturer
Thought Leader	Education, Research and Outreach are key elements in any market transformation. The Thought Leader Award seeks to recognize the impact projects, outreach campaigns and individual contributions that have the potential to shape the industry's future.	Individual
		Organization
		Project
<ol style="list-style-type: none"> 1. The recipient categories are arranged in this table adjacent to the most likely award category. 2. As appropriate, any of the individual recipient categories can be associated with any of the three award categories. 3. An organization may belong in more than one category. 4. The awards committee may make multiple awards or no awards in each category each year. 		

Program Pacesetter — Utility

AEP Indiana Michigan Power Company's Demand Response Service Emergency Program

- Innovative approach set a new bar for C&I peak load programs in Midwest
- Over 110 customer sites provide over 55 MW of peak load curtailment
- Drivers:
 1. Customer performance obligations are fair and simple
 2. Opportunity for aggregators to work with all customers
 3. Ongoing efforts to work with customers and aggregators

Accepting: Lee Rodenbeck

Program Pacesetter — Utility

Central Hudson Gas & Electric's Peak Perks Program

- Defers new infrastructure in 3 zones in response to New York's REV initiative
- Targets all customer classes with offerings that include:
 - Residential direct load control using two-way Wi-Fi thermostats, load control switches and customer engagement portal
 - Customized curtailment agreements for commercial and industrial customers
- Results:
 - Over 30% participation of eligible customers within 6 months
 - 5.9 MW of first-year load reduction for all three zones (versus a 5.3 MW target)
- Comverge is key ally

Accepting: Mark Sclafani

Program Pacesetter — Municipality

City of New York's Municipal Demand Response Program

- Results:
 - Reduced over 58 MW for over \$9.5M in revenue in summer 2016
 - Over 10% of load of locations engaged, comprising 40% of City's municipal peak load
- Program Drivers:
 - Year-round participation in NYISO with expanded participation in Con Ed summer programs
 - Allowing agencies to keep earned revenue
 - Training for city agency administrators and building operations staff
 - Recognition of top performers
 - Integration of real-time monitoring technology
- NuEnergen is key ally

Accepting: Sergey Shabalin and Leonid Zolotarev

Program Pacesetter — Collaborative

Portland General Electric and AutoGrid for Pricing and Peak Time Rebate Program

- Results:
 - Deploying and evaluating relative effectiveness of 12 pilot programs to engage customers and deliver reliable load sheds
 - Engaging over 10,000 residential customers with behavioral demand response opportunities and/or dynamic rates
 - Deployed 14 DR events that achieved average 1.1 MW load shed per event during summer and winter 2016
- Program Drivers:
 - Will extend best program designs and rate structures to all qualified customers in 2019
 - Expected to lead to at least 30 MW of peak load reduction when fully rolled out
- AutoGrid and CLEAResult are key allies

Accepting: Josh Keeling and Jeffrey Norman

Program Pacesetter — End-Use Customer

Target Corporation's Demand Side Energy Program

- Influences how retailer operates stores, leveraging new and existing technology and control strategies
- Results:
 - Grown to over 800 U.S. locations enrolled delivering 800,000 kWh of demand reduction and over 70mW of capacity in 2016
- Program Drivers:
 - Strong industry partnerships
 - Prioritization of aggressive internal demand management goals
 - Leverages building automation systems, data aggregation, and analytics strategies

Accepting: David Johnson

Thought Leader — Collaborative

KCP&L and Nest for KCP&L Thermostat Program

- Pioneering nature with customer-centric approach to revamping 70 MW DLC program
- Transitioned 35,000 participants from legacy 1-way to 2-way thermostats in Missouri
- New program kicked off in April 2016 to leverage self or pro install option
- Achieved 200% of the Program Year One goal with 8,000 thermostats
- KCP&L partnered with Nest Labs and CLEAResult

Accepting: Tyson Brown and Brad Davids

Thought Leader — Utility

Alectra Utilities Advantage Power Pricing

- Combines enabling technology with revenue-neutral dynamic rates to deliver average DR impacts of over 1 kW during critical periods
- Meaningful customer bill savings – averaging \$74 of summer commodity cost savings – achieved with over 70% of participants not having previously participated in DR or EE programs
- Pilot continues to provide important information as the provincial regulator moves forward along its roadmap for the provision of optional alternative regulated rates
- Ontario system operator and regulator are key allies

Accepting: Daniel Carr

Thought Leader — Individual **Brett Feldman**

- Published research reports on leading-edge topics in 2016, including Bring Your Own Thermostat DR, Integrated DSM, Dynamic Pricing, DR Global Market Data and Forecasts, and Demand Response Management Systems
- Leveraged reports into webinars, presentations, and articles
- Planned and moderated PLMA DR Dialogue on FERC Order 745 Supreme Court Decision within days of the announcement in January
- Guiding force in the completion of the joint AESP/PLMA/ADS (SEPA) DR industry survey

Accepting: Brett Feldman

Award-Winning Initiatives Dialogue Series

- May 4** — AEP Indiana Michigan Power Company's Demand Response Service Emergency Program
- May 25** — City of New York's Municipal Demand Response Program
- June 1** — Central Hudson Gas & Electric's Peak Perks Program
- July 13** — Portland General Electric and AutoGrid for Pricing and Peak Time Rebate Program
- July 20** — Target Corporation's Demand Side Energy Program
- August 3** — KCP&L and Nest for the KCP&L Thermostat Program
- September 7** — Brett Feldman, Navigant Research
- September 14** — Alectra Utilities, Advantage Power Pricing