

Delivering DR in the Tennessee Valley

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PLMA Spring Conference 2017



Middle Tennessee Electric
Membership Corporation



About MTEMC

- Founded in 1936
- 6th Largest Coop in the Nation
- Over 200,000 Customers
- 3rd Largest Local Power Company in TVA with 1.2 GW of Peak Demand and 25,000 Industrial Customers



Middle Tennessee Electric
Membership Corporation

Demand Response in TVA

- TVA is a corporation owned by the U.S. government
- Provides electricity for 9 million people across parts of 7 Southeastern states
- Supplies up to 33,716 MW of electricity, delivered over 16,000 miles of high-voltage power lines
- Funded by sales of electricity; TVA makes no profits and receives no taxpayer money
- EnerNOC has worked with TVA and LPCs to deliver DR since 2007
- Over 1600 sites participate in the program

154

local municipal and cooperative distributors of TVA power

58

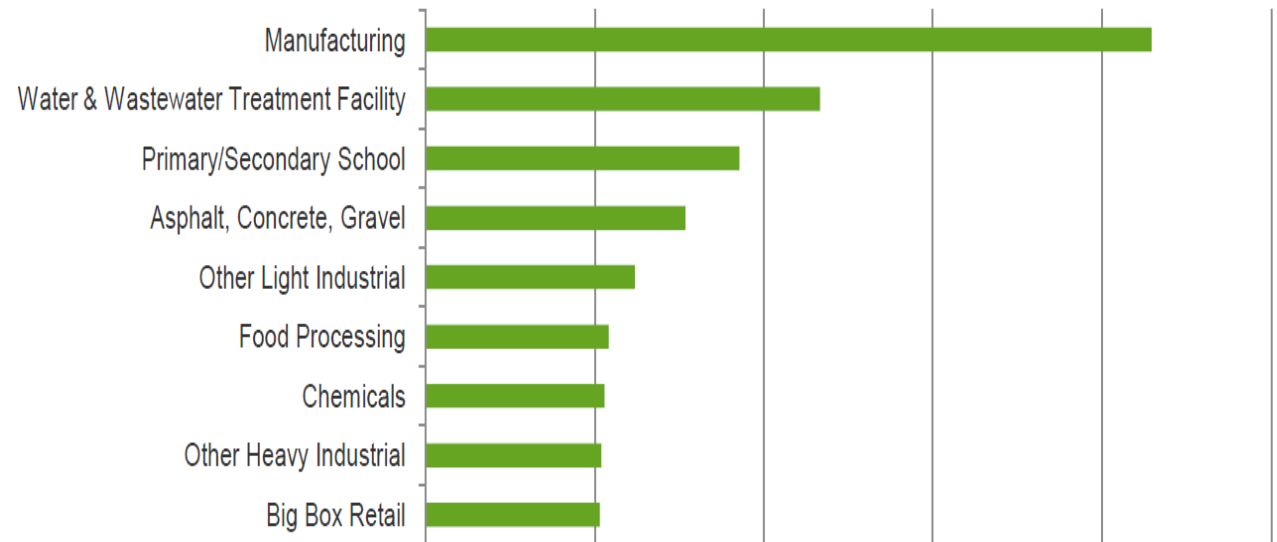
direct-served customers



TVA DR Program Parameters for LPCs

- **Program Season:** Year Round
- **Program Hours:** April to October: 12 PM – 8 PM; November to March: 5 AM – 1 PM; Monday-Friday
- **Dispatch Notification:** 30 minutes
- **Dispatch Duration:** 2 hours – 8 hours
- **Maximum Dispatch Hours:** 40 hours per year
- **2016 Resource:** 8 events, 29 hours called

Top 10 Industries by MW



Evolution of TVA Interruptible Programs

In the beginning...

- TVA Interruptible Rates:
 - Flat-Priced Interruptible (FPI)
 - Variable-Priced Interruptible (VPI)
 - Limited Interruptible Power (LIP)

The next generation...

- TVA Interruptible Overlays:
 - 5-Minute Response (5MR)
 - 60-Minute Response (60 MR)

MTEMC Leverages DR Partners

- MTEMC Key Account Coordinators (KACs) team with local EnerNOC representatives for member recruitment
- MTEMC KAC's attend initial meetings as an advocate of our member
- Contract/agreements are between our member and EnerNOC
- EnerNOC installs DR hardware and software that helps customers participate in TVA's DR program

DR Successes with MTEMC Customers

50

Currently Nominated
Facilities

3

Facilities in the pipeline

6,500 kW

Currently nominated
load

Close to 10,000
kW potential

Benefits for MTEMC



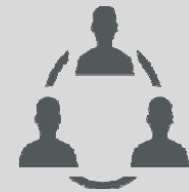
No out-of-pocket cost to our members



No risk of penalties for our members



Increase in commercial/industrial member-satisfaction



Available to a wide-range of members



Partner administers most of the program



Easy, simple process from beginning to end



Great reporting



Real-time data for our members

DR Recruitment Process with MTEMC Members



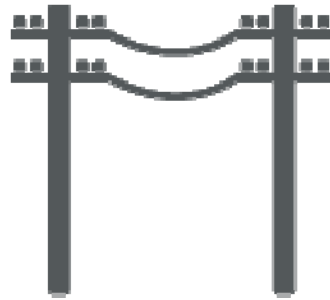
- Analyze member composition and historical performance
- Meet with member to explain the program in depth
- Draft a proposal based on the customer's load reduction potential and financial opportunity
- Installation and enrollment in TVA DR program

Positive Outcomes for MTEMC



Leveraging New Technology

Devices installed to enable DR participation at customers sites have been leveraged by MTEMC to augment and improve our own meter data



Reliable Resource to TVA

We consistently deliver our committed MW to TVA through rigorous processes and testing

~6.5 MW resource across ~50 C&I sites among MTEMC's members



Increased Customer Satisfaction

A seamless customer experience between MTEMC and EnerNOC has driven strong CSAT with program (9.0 out of 10)

Thank you!

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