

# powerpay!

ENROLLMENT FORM

## PENELEC Flex Response Program - PA ACT 129

Company Name: \_\_\_\_\_ Utility Acct #: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Tel # \_\_\_\_\_

Fax # \_\_\_\_\_ Email: \_\_\_\_\_

We want to participate in Energy Curtailment Specialists (ECS)' "PowerPay!" Flex-Response Program designed for the PENELEC service territory. By signing this form we understand the following:

- (1.) We authorize ECS to register us with PJM as an Economic and Emergency (DR) resource and with PENELEC and complete any forms as necessary in order to qualify for this program;
- (2.) PENELEC is in need of demand reductions from customers during the projected 75 peak demand hours from June through September each year. The PENELEC program is available for the 2012-13 delivery year and MAY be available in subsequent delivery years. ECS will register us in all available delivery years. The event calls will occur on weekdays only, most likely between the hours of 12:00 pm and 7:00 pm. We will receive a day-ahead warning, with an approximate 3 hour in-day advance notice confirming or modifying the event hours. Additionally, ECS may also call us for a PJM Emergency event and our performance during those hours would count towards fulfillment of our commitment. If we are called to participate in a PJM emergency DR event we will be paid an additional \$250 per MW-hour performed.
- (3.) **Flex-Response:** We will be notified by ECS of up to 75 potential reduction hours. We have the flexibility to reduce as much or as little electricity in any given reduction hour throughout the reduction period, as long as we achieve our total committed reduction over the course of the 75 called hours. For example, if we commit to reduce 2 MW for 50 hours, this makes our commitment 2 MW times 50 hours, or 100 megawatt-hours (MWh) We can reduce 2 MW over 50 hours, 4 MWs over 25 hours, 10 MW over 10 hours or any combination of reduction and hours that totals to 100MWh.

Payments for 2012 are below (based on the # of hours we have marked an "x")

| Initial One of Following | Payments to Customer |                                |                   |               |                                       |                       |
|--------------------------|----------------------|--------------------------------|-------------------|---------------|---------------------------------------|-----------------------|
|                          | Megawatt Hours (MWh) | Potential Examples             | Rate (\$ per MWh) | Upfront Bonus | Performance Bonus If 100% Performance | Total Program Payment |
|                          | 20                   | 1 MW@20 hours; 500 kW@40 hours | \$200             | \$500         | \$300                                 | \$4,800               |
|                          | 30                   | 1 MW@30 hours; 2 MW@15 hours   | \$250             | \$1,000       | \$750                                 | \$9,250               |
|                          | 50                   | 1 MW@50 hours; 5 MW@10 hours   | \$300             | \$2,000       | \$1,200                               | \$18,200              |
|                          | 75+                  | 1 MW@75 hours; 3 MW@25 hours   | \$350             | \$2,500       | \$2,000                               | \$30,750              |

Payment for subsequent years will be established if and when PENELEC establishes the program for subsequent years (ECS will notify us of the payment rate once the program is established). Payment will be based on the performed kWh/MWh up to our committed kW/MW reduction. ECS will commit us at a kW level in their discretion based upon their assessment of our ability to perform. The baseline is subject to the rules of the program;

- (4.) We will not be subject to out-of-pocket financial penalties by participating in this program, even if we fail to reduce electricity when called upon.
- (5.) If necessary, ECS will install an interval meter at no cost to us. In fact, we will never be responsible for any cost as a result of our participation in the program.
- (6.) We agree to participate for the next four (4) complete obligation periods. Our participation will be governed by the rules of the PENELEC and PJM programs.

Signature: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

Signed by ECS: \_\_\_\_\_ Date: \_\_\_\_\_



**POWERPAY!**  
FOR PENELEC ENERGY USERS



NOTABLE MEMBERS



## ECS: FOCUS ON DEMAND RESPONSE

Businesses enrolled in the **PowerPay!** Demand Response program can earn thousands of dollars annually while simultaneously benefiting their community and the electric grid.

- ▶ ECS is the largest private DR provider in the world.
- ▶ More than 10,000 facilities participate in PowerPay!
- ▶ ECS provides the very best pricing available on the market to our customers with added incentives for companies having facilities in multiple ECS markets.
- ▶ ECS has paid more than \$100 million to participants over the past 10 years.
- ▶ ECS is a financially strong, \$150M company & holds as the most reputable & financially viable provider in North America.
- ▶ ECS is A+ rated with the BBB (the only DR provider with the highest ratings).
- ▶ Participation is 100% free!

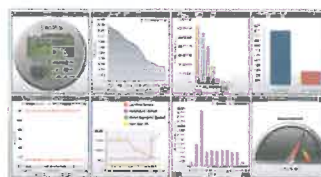
## POWERPAY! HIGHLIGHTS

- ▶ On rare occasions the electric grid experiences a high degree of stress (usually in summer). In order to reduce the strain on the grid, demand response programs have been developed by the utilities and grid operators.
- ▶ When this grid instability occurs, thousands of facilities like yours reduce their electric use & help to prevent blackouts or brownouts. The events are rare & typically last from 1 to 6 hrs.
- ▶ In exchange for this commitment to reduce electricity, the participating customers receive significant \$\$\$.
- ▶ You receive advance notification of the need to reduce, allowing you time to implement your reduction plan.
- ▶ There is **NO COST** at any time.
- ▶ There are **NO PENALTIES** if you fail to reduce when you are called upon.
- ▶ Reducing electricity during these times makes sense even without the \$\$\$ since the voltage fluctuations that occur can easily damage your facility's equipment.
- ▶ As part of your participation, you may be entitled to advanced interval metering (if so, this is free). This will help you save even more money on your energy bills and can help you track your company's carbon footprint.

**CALL ECS TODAY 877.711.5453**

## Demandtrak™

Energy Curtailment Specialists (ECS) now offers qualified customers their cutting edge metering system-Demandtrak™. Demandtrak is a powerful web based platform which links to a physical "shadow" meter where customers view an array of energy data, reports, charts, & calculations customized to reflect their facility's needs via the Internet!



**SHERWIN  
WILLIAMS.**

"Initially, I was very concerned regarding ECS' demand response program and how that would impact our productivity goals for the month. I am very pleased to report that the power outages were precisely planned and actually allowed my site to focus on much needed value added activities during the downtime. We are pleased to work with such a reliable, professional company."

Lakeysa D Garrett, Plant Manager



## About Energy Curtailment Specialists

Energy Curtailment Specialists, Inc. is the leading authority on demand response, and the largest, private full-service demand response provider in North America.

The creator of the most successful demand side management programs in the industry, ECS designed a variety of demand response programs from the customers perspective, sensitive to your needs and ability to reach your energy reduction objectives.

ECS works with utilities, transmission operators and energy policy makers throughout North America to help manage electricity demand in relation to available supply. As a large user of electricity, you get paid by ECS to complete the energy equation by reducing electricity consumption during periods of extremely high demand.

## Better Business Bureau Snapshot

**BBB BUSINESS REVIEW** BBB OF NORTH AMERICA • 1-800-368-5848 • WWW.BBBUSINESS.COM

**Overview** **Directions** [What is a BBB Business Review?](#)

**BBB ACCREDITED BUSINESS SINCE 11/15/2004**

**Energy Curtailment Specialists, Inc.**

**Additional Locations:**

**Phone: (877) 711-5453**

**Fax: (716) 545-0506**  
4455 Genesee Street, Building 6, Buffalo, NY 14225  
[www.ecsgrid.com](http://www.ecsgrid.com)  
<http://www.bbb.com/usa>

  **On a scale of A+ to F**  
**Reason for Rating**  
BBB Ratings System Overview

**Description**  
This company offers broad-based energy services. Offers ways & products to reduce energy uses in large companies.

 **Request a Quote**  
Request a Quote from Energy Curtailment Specialists, Inc.

**BBB Accreditation**  
A BBB Accredited business since 11/15/2004

BBB has determined that Energy Curtailment Specialists, Inc. meets BBB accreditation standards, which include a commitment to make a good faith effort to resolve any consumer complaints. BBB Accredited businesses pay a fee for accreditation review/monitoring and for support of BBB services to the public.

BBB accreditation does not mean that the business' products or services have been evaluated or endorsed by BBB, or that BBB has made a determination as to the business' product quality or competency in performing services.

## The Facts

ECS has never been sued

ECS has over 12,000 facilities enrolled

ECS has never received a BBB complaint

ECS has been in the business for 10 years

ECS is a respected leader of its industry

ECS is on your side

ECS is a private company which allows them to focus on their customers as opposed to being public and having to focus on shareholder interest.

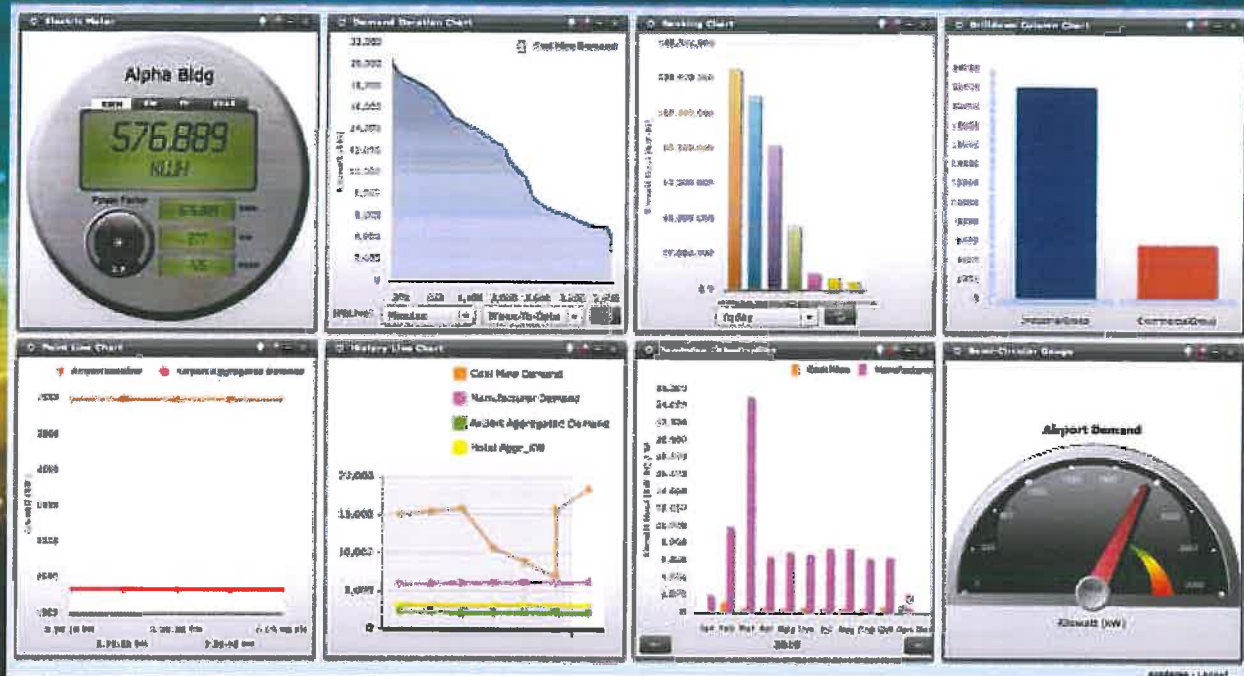
**ECS DEMAND RESPONSE MEMBERS  
CURRENTLY SHARE  
\$10,000,000.00 MONTHLY!**



[www.ecsgrid.com](http://www.ecsgrid.com) P: 877.711.5453 F: 877.711.0506

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## WHAT DOES THE ECS Demandtrak™ MEAN FOR YOU?

**Interval Data Tells You When & How You Use Electricity:** ECS Demandtrak provides interval data. Interval data tells you when and how you use your electricity allowing for better cost control.  
(hour by hour kW and kWh usage)

**Detect Anomalies In Your Energy Patterns That Are Currently Costing \$\$\$:** ECS Demandtrak helps identify these anomalies so you can correct them and save \$\$\$.

**Peak Shaving Saves Big \$\$\$:** ECS Demandtrak can be used to predict system peaks and allow you to curtail your electric usage at those times and save BIG \$\$ on your capacity and demand charges.

**Avoid Utility Overcharges:** ECS Demandtrak provides a cross-check against the kWh and kW demand your utility or supplier is billing you for.

**Tracking Carbon Footprint:** ECS Demandtrak tracks your carbon footprint.

**Energy Cost Tracking:** ECS Demandtrak allows you to track energy costs, including a forecast of what your costs will be into the future based on your load profile.

CALL 877.711.5453 TODAY!

### PJM Event Activation History

| Year | Date                     | Start Time | End Time | Zones Activated                                                       |
|------|--------------------------|------------|----------|-----------------------------------------------------------------------|
| 2005 | July 27 (Wednesday)      | 1:00pm     | 6:00pm   | AE, BGE, DPL, JCPL, MetEd, PECO, PEPCO, Penelec, PPL, PSEG, RECO, DOM |
| 2005 | August 4 (Thursday)      | 2:30pm     | 5:30pm   | AE, BGE, DPL, JCPL, MetEd, PECO, PEPCO, Penelec, PPL, PSEG, RECO      |
| 2006 | August 2 (Wednesday)     | 1:00pm     | 7:00pm   | AE, BGE, DPL, JCPL, MetEd, PECO, PEPCO, Penelec, PPL, PSEG, RECO      |
| 2006 | August 3 (Thursday)      | 2:00pm     | 7:00pm   | AE, BGE, DPL, JCPL, MetEd, PECO, PEPCO, Penelec, PPL, PSEG, RECO      |
| 2007 | August 8 (Thursday)      | 1:00pm     | 6:00pm   | AE, BGE, DPL, JCPL, MetEd, PECO, PEPCO, Penelec, PPL, PSEG, RECO, DOM |
| 2008 | No Emergency Event Calls | —          | —        | None                                                                  |
| 2009 | No Emergency Event Calls | —          | —        | None                                                                  |
| 2010 | July 7 (Wednesday)       | 2:00pm     | 6:00pm   | DOM                                                                   |
| 2010 | July 7 (Wednesday)       | 3:00pm     | 5:00pm   | AEC, BGE, Delmarva, JCPL, PECO, PEPCO, PSEG                           |
| 2010 | August 11(Wednesday)     | 1:00pm     | 7:00pm   | PEPCO (Only DC)                                                       |
| 2010 | September 23 (Thursday)  | 1:00pm     | 7:00pm   | APS (VA, WV and MD Only), BGE                                         |
| 2010 | September 24 (Friday)    | 2:00pm     | 7:00pm   | APS (VA, WV and MD Only), BGE, PEPCO                                  |
| 2011 | July 22 (Friday)         | 12:00pm    | 6:00pm   | BG&E                                                                  |
| 2011 | July 22 (Friday)         | 1:30pm     | 7:30pm   | DPL, JCPL, MetEd, PEPCO                                               |