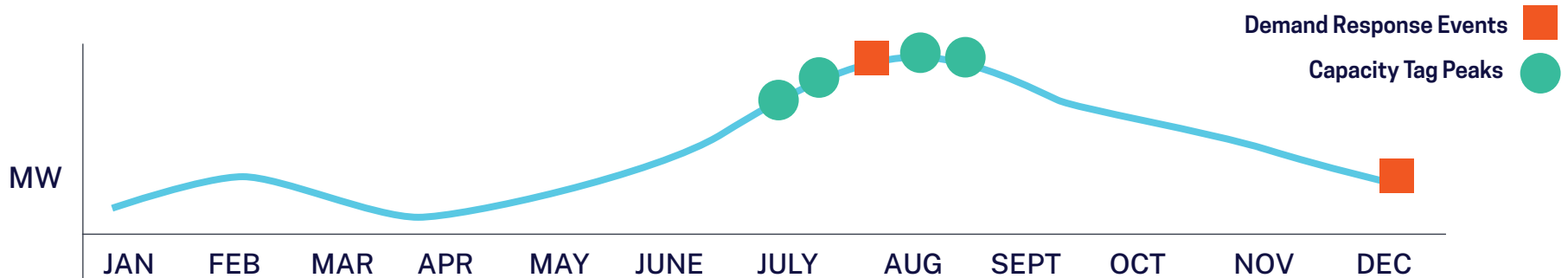


**This is the yearly grid load in New England**



**■ Demand Response (EARN)**

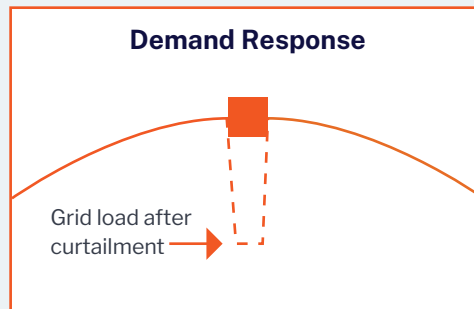
Occasionally, the demand for electricity exceeds the grid’s ability to supply it.

To avoid brownouts or blackouts (bad), the grid operator can call for a demand response (DR) event.

During a DR event, participating organizations reduce their electrical load for a short period of time, restoring balance to the grid.

These organizations are paid well for the electricity they did NOT use.

Organizations can also be paid for permanent load reductions made with solar, fuel cell, and co-generation assets.



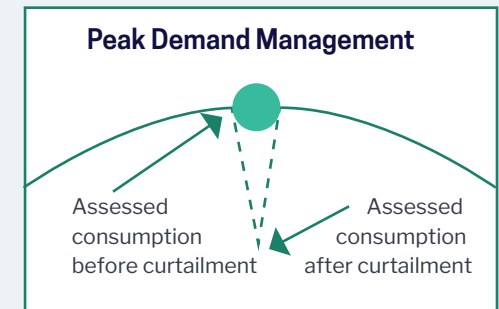
**● Peak Demand Management (SAVE)**

Each year when the grid sets its yearly peak, every organization in New England is assessed a Capacity Tag value based on the amount of electricity the organization was consuming during the assessment period.

This individual value is then used to determine the amount of capacity charges the organization will pay each month the following year. Capacity charges can account for 20-30% of an organization’s monthly electric bill.

Peak Demand Management involves an organization reducing its electrical consumption when Capacity Tag values are assessed by the grid, thereby lowering the organization’s capacity charges the following year.

Some New England utilities offer additional payments for reducing load during these peak hours, allowing customers to execute one strategy to earn revenue while saving on capacity charges through peak management.





CPower helps organizations in New England (ME, VT, NH, MA, RI, CT) participate in the ISO-NE's Forward Capacity Market, through which the ISO procures the required capacity they think they will need years in advance of the delivery year when the energy will actually be used.

### ISO-NE Demand Response Programs

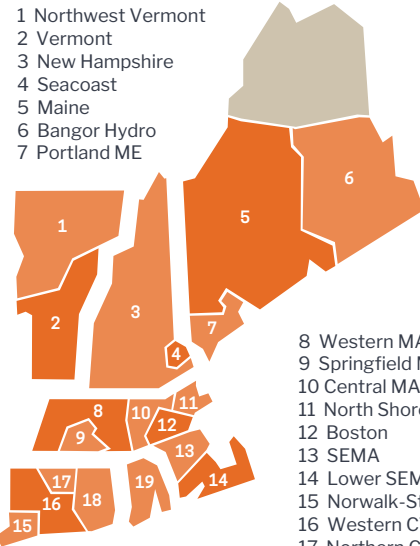
ISO- NE offers several grid-level demand response programs designed to prevent power outages. Participants can earn roughly \$34,000 per megawatt enrolled.

### Utility Demand Response Programs

Several utilities in New England offer demand response programs designed to help reduce utility area peaks on the grid. Participants can earn \$35,000 per megawatt enrolled.

#### ISO-NE DISPATCH ZONES

- 1 Northwest Vermont
- 2 Vermont
- 3 New Hampshire
- 4 Seacoast
- 5 Maine
- 6 Bangor Hydro
- 7 Portland ME



- 8 Western MA
- 9 Springfield MA
- 10 Central MA
- 11 North Shore
- 12 Boston
- 13 SEMA
- 14 Lower SEMA
- 15 Norwalk-Stamford
- 16 Western CT
- 17 Northern CT
- 18 Eastern CT
- 19 Rhode Island

### Peak Demand Management (Capacity Tag)

Peak Demand Management (Capacity Tag Management) helps reduce peak demand levels on the grid. Participants can reduce their capacity charge, which can be up to 20%-30% of their electrical cost or \$45,000 per megawatt in avoided costs.

### Stack Programs with CPower for Savings and Earnings

Stack Programs to Earn and Save more with CPower's ISO and Utility programs and Capacity Tag Management. Over \$115,000 per megawatt in benefits each year.

### Why CPower?

Once CPower has helped you understand which programs are the best fit for your organization, our dedicated staff of energy experts will help you maximize your savings and earnings with minimal disruption to your customers, employees, and operations.

From engineering and facility assessments to timely and accurate payments, CPower will help your organization succeed with demand side energy management.

Contact your **CPower New England Energy Team** to find out more.

**844.276.9371**