Brooklyn Queens Demand Management Demand Response Forum

• Start Time: 2:00 PM

• Networking reception to follow presentation

• To receive future BQDM updates please subscribe to our mailing list: https://conedbqdmauction.com/subscribe

• Please see our website at conedbqdmauction.com for all materials and future information

• Email: BQDMAuction@coned.com

June 6, 2016
Brooklyn Queens Demand Management Demand Response Forum

June 6, 2016
Opening Remarks & Welcome

Greg Elcock
BQDM DR Forum Agenda

BQDM Program Summary
• What is Demand Response
• General Background on BQDM Program
• How Demand Response fits in to the BQDM Portfolio

BQDM Demand Response Program
• Program Requirements
• Measuring DR Performance
• Existing Con Edison DR Programs
• BQDM DR Enrollment
• Auction Mechanics
• Prequalification Requirements
• Collateral Requirements
• Compensation & Penalties
• BQDM Auction Timeline

Questions and Networking
• Q&A
• Networking Reception
What is Demand Response

**Energy Efficiency**
- Baseline
- Demand curve with energy efficiency implemented

EE provides sustained reduction in energy usage

**Demand Response**
- Baseline
- Demand curve with Demand Response

DR provides targeted energy reduction during a specific timeframe
Deferral of ~$1 Billion in Traditional Solutions

BQDM Program

• Demand growth in 3 networks in Brooklyn-Queens would require ~$1 billion in capital upgrades

• Instead, Con Edison is planning to use $200 million incentive program to defer upgrade
  - Customer side
    (41 MW, $150 million)
  - Utility side
    (11 MW, $50 million)

• Utility expenditures treated as 10-year capital assets with regulated return, with performance incentives
Illustrative Portfolio

DR contribution to the BQDM Portfolio

Load Relief

Hour Ending Peak Day

- Utility Storage
- Battery Storage
- Thermal Storage
- Demand Response
- Utility Solar
- Solar
- Thermostat
- Utility Fuel Cell
- Fuel Cell
- Voltage Optimization
- CHP
- Energy Efficiency
- Other
BQDM DR Program Overview

**BQDM DR Program Objectives**

- To provide grid benefits through a reliable distributed energy resource
- Incent new DR entry and retain existing resources
- Opportunity for customers to engage and actively manage energy use
- Test a competitive market mechanism to “forward” procure DR resources
- Opportunity to DR resources to earn significant revenues
- Create incentive structure for DR resources to perform at high levels

DR will be an important part of the BQDM solutions portfolio
BQDM Program Area
## DR Auction Products and Ceiling Prices

Con Edison will offer 4 forward products and establish ceiling prices that will represent a significant revenue earning opportunity to DR resources that can provide reliable load relief.

<table>
<thead>
<tr>
<th>Products</th>
<th>Ceiling Prices ($/kW-year)</th>
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</thead>
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<td>1. 2017: 4 pm – 8 pm</td>
<td>$250</td>
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<tr>
<td>2. 2017: 8 pm – 12 am</td>
<td>$1,250</td>
</tr>
<tr>
<td>3. 2018: 4 pm – 8 pm</td>
<td>$775</td>
</tr>
<tr>
<td>4. 2018: 8 pm – 12 am</td>
<td>$1,000</td>
</tr>
</tbody>
</table>

*BQDM DR Program also includes performance revenues, opportunity to earn a bonus, and penalties*
BQDM DR Program Requirements
Participation Requirements

• Located in the BQDM Area

• Communicating Con Edison interval meter

• Diesel generation cannot make up more than 20% of a DR provider’s portfolio

• Not increase load from 11 AM to 12 AM from baseline on event days
Technology Requirements

Curtailment Technologies
- No restrictions on curtailment strategies
- Encourage developing strategies that produce “controlled reductions”
- Encourage you to innovate

Generation Technologies
- DR Providers’ responsibility to meet all local, state, and federal permitting requirements
- Require DEC air permits for fossil fuel generators
- Will not accept generation exporting to the grid

Energy Storage
- DR Providers’ responsibility to meet all local, state, and federal permitting requirements
- Encourage participants to reach out to Con Edison for discussion on baseline
DR Resource Obligations and Dispatch

Reliability obligation to Con Edison
• Con Edison dispatch must be the primary obligation

Dispatch criteria
• DR planned events when BQDM networks are peaking
• Historical average: 3 events/year [6 events in 2013]

Dispatch Mechanics
• Resources will be given 21 hours of notification
• Resources will be notified via email and phone
Measuring DR Performance
Measuring DR Performance

Baseline Methodology

Energy Reduction During DR Event

Energy Usage (kW)

Hour of Day

DR Event Day Load Curve

Baseline Load Curve

DR Reduction

4 Hour DR Event
# Measuring DR Performance

## Baseline Methodology

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<thead>
<tr>
<th></th>
<th>Sunday</th>
<th>Monday</th>
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</table>
Measuring DR Performance

Baseline Methodology

Load curves from these 5 days are averaged together to create the **Average Day Baseline**
Measuring DR Performance
Baseline Methodology Summary

2 Baseline methodologies:
• Average Day Baseline
• Weather Adjusted Baseline

DR providers can also propose a baseline methodology
• Con Edison will analyze proposals based on accuracy and bias
• Reserve right to accept or reject baseline proposals

Baseline selected for each customer within a portfolio

Customers not allowed to increase load from baseline after 11 am on event days
BQDM and CSRP

Commercial System Relief Program (CSRP)

- Network peak shaving

- Con Edison submitted filing to NY Public Service Commission
  - BQDM DR Product in lieu of CSRP for 2017 and 2018
  - Case 16-E-0236
  - Comment period ends June 25, Expected ruling mid-July

- CSRP expected to continue in the BQDM networks after 2018
BQDM and DLRP

Distribution System Relief Program (DLRP)

- Contingency
- 2 hour notification
- Can be enrolled in both BQDM DR and DLRP
- Only **one** performance payment for concurrent hours

- Customers may also be enrolled in NYISO DR programs

More information:
www.coned.com/DR
BQDM DR Enrollment

1. BQDM DR Auction
   • Reservation price will be set through a descending clock auction

2. DR Resource Deficiency Declaration
   • DR providers awarded contracts after auctions will have roughly 6 months before they have to declare any deficient DR resources
BQDM DR Resource Deficiency Declaration

DR Providers may not necessarily have their complete portfolio at the time of the auction.

The DR Resource Deficiency Declaration is a mechanism designed for DR Providers to reduce the size of their portfolio before the DR capability period.

Allows DR Providers to avoid performance penalties during the capability period if they are unable to sign up customers for the quantity cleared in the auction.
BQDM DR Enrollment

1. BQDM DR Auction
   • The BQDM DR program incentive will be set through a descending clock auction

2. DR Resource Deficiency Declaration
   • After the DR auctions, the DR providers awarded contracts will have roughly 6 months before they have to declare any deficient DR resources.

3. DR Resource Addition
   • Con Edison may allow DR providers who have not declared any deficient resources to increase their portfolio size reallocating the amount of resources declared deficient

4. Final DR Portfolio Enrollment
   • DR providers must submit the details of their portfolio including customer account numbers, individual customer DR pledge amounts, generator permits, and any other information required to complete the enrollment process
Auction Mechanics
Auction Mechanics

Descending Clock Auction

• An online auction controlled by a countdown clock. When the auction opens, the clock shows the time remaining until the end time. The end time will change if any late bids are placed.

Starting Price – the “ceiling price”

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Minimum Bid Decrement

• Each bid must be lower than the previous bid by the set decrement. Shown as “Min Dec” on Procurex auction platform bidding window

Price vs. Rank

• Each bidder is competing on price to improve their rank – the higher your rank (1 being the highest rank) the better chance you have of being selected for an award
Auction Mechanics

Clearing Price as it relates to Rank

- The clearing price will be set by Con Edison after the auction
- If your price and rank are lower than the clearing price you will win an award
- If your price is lower than the set clearing price you will be awarded at the higher clearing price

Strategies for Success

- Improve your price to get the highest rank possible
- Be aggressive but realistic
- Be prepared on the day of the auction
Auction Mechanics

Next Steps

• Pre-qualification Forms – this starts the process

• Con Edison and Procurex will hold online training seminars
  • July 12, 2017
  • July 19, 2017

• Procurex will hold mock auction events for approved bidders prior to the live bidding event

• Procurex and Navigant Staff will be in touch with approved bidders with more information on the exact bidding procedures and in depth training on the platform
Pre-qualification and Collateral Requirements
Auction Prequalification Requirements

In order to participate in the BQDM DR Auction, DR Providers must submit a prequalification form and be approved by Con Edison.

Prequalification form includes sections on:

1. General information about company / parent company

2. Plan for providing DR resources
   • Customer segment (residential, commercial, etc)
   • Technologies
   • Plan for acquisition

3. Agree to sign program agreement contract if a winner in any of the auctions

4. Credit and Capitalization information
## Security Requirements

<table>
<thead>
<tr>
<th>Date Required</th>
<th>Program Milestones</th>
<th>Required Security Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>7/20/2016</td>
<td>Pre-qualification</td>
<td>10% x Quantity x Starting Price</td>
</tr>
<tr>
<td>8/10/2016</td>
<td>2017 Auction</td>
<td>30% x Quantity x Starting Price</td>
</tr>
<tr>
<td>8/11/2016</td>
<td>2018 Auction</td>
<td></td>
</tr>
<tr>
<td>2/21/2017</td>
<td>2017 Performance</td>
<td>30% x Quantity x Starting Price</td>
</tr>
<tr>
<td>2/21/2018</td>
<td>2018 Performance</td>
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**NOTE:** If Required Security Amount exceeds $150/kW x Portfolio [kW] then the Required Security Amount will be reduced to $150/kW x Portfolio [kW]
Compensation and Penalties
## Compensation and Penalties

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Early Exit Fee

Early exit fee is incurred if DR Providers make a deficiency declaration

Early Exit Fee = (Deficient Quantity) × (Auction Clearing Price) × (10%)

• Deficiency declaration: February 15
• Early Exit Fee due: February 21
• Early declaration can avoid higher penalties later
Early Exit Fee Example

• DR Product: 4pm – 8pm, 2017
• Auction Clearing Price: $100/kW/Capability Period
• Cleared Quantity for DR Provider: 500 kW
• Deficiency declaration on 2/15/2017: 50 kW
• Early Exit Fee paid by 2/21/2017:
  \[50 \text{ kW} \times ($100/\text{kW/Capability Period}) \times 10\% = $500\]

• Portfolio Quantity: 450 kW
## Compensation and Penalties

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<td><strong>One net payment after capability period</strong></td>
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</table>
Performance Factor

Event or Test Performance Factor:

\[
\text{Average hourly kW Load Relief During Event or Test} \quad \frac{\text{Portfolio Quantity}}{}
\]

Between 0 and 1

Annual Performance Factor

- One planned event or more: average of Event Performance Factors
- No planned events: Test Performance Factor
Performance Factor Example

- Portfolio Quantity: 450 kW

Event 1 Performance

<table>
<thead>
<tr>
<th>Hour Beginning</th>
<th>Load Relief (kW)</th>
</tr>
</thead>
<tbody>
<tr>
<td>4pm</td>
<td>400</td>
</tr>
<tr>
<td>5pm</td>
<td>410</td>
</tr>
<tr>
<td>6pm</td>
<td>390</td>
</tr>
<tr>
<td>7pm</td>
<td>420</td>
</tr>
<tr>
<td>Average</td>
<td>405</td>
</tr>
</tbody>
</table>

- Event 1 Performance Factor = 405/450 = 90%
- Event 2 Performance Factor = 100%
- Annual Performance Factor = (90% + 100%)/2 = 95%
Reservation Payment

Reservation Payment =
(Auction Clearing Price) x (Portfolio Quantity) x (Annual Performance Factor)

Example:
• DR Product: 4pm – 8pm, 2017
• Auction Clearing Price: $100/kW/year
• Portfolio Quantity: 450 kW
• Annual Performance Factor = 95%
• Reservation Payment = $100 x 450 X 0.95 = $42,750
## Compensation and Penalties

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</table>
**Bonus Payment**

DR Providers eligible for bonus payments if their annual performance factor equals 100%

Bonus if Annual Performance Factor = 100%

\[
\text{Bonus Payment} = (\text{Portfolio Quantity}) \times (\text{Clearing Price}) \times (20\%)
\]

Example:

- Auction Clearing Price: $100/kW/year
- Portfolio Quantity: 450 kW
- Annual Performance Factor = 100%

\[
\text{Bonus Payment} = $100 \times 450 \times 0.2 = $9,000
\]

- Annual Performance Factor = 95%

\[
\text{Bonus Payment} = $0
\]
## Compensation and Penalties

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<tr>
<td>Performance Penalty</td>
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**Performance Payment**

- Based on performance during events and tests
- $5/kWh
- Example:
- **Event Performance**

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</tr>
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<td>7pm</td>
<td>420</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1620</strong></td>
</tr>
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</table>

- Performance Payment = 1620 x $5 = $8,100
## Compensation and Penalties

<table>
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<th>Compensation Type</th>
<th>Payment Period</th>
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Performance Penalty

• Penalty for not delivering portfolio

• No penalty if Annual Performance Factor ≥ 85%

• If Annual Performance Factor < 85%:
  Performance Penalty =
  \((0.85 - \text{Annual Performance Factor})\times (\text{Portfolio Quantity}) \times (\text{Clearing Price})\)

Example

• Auction Clearing Price: $100/kW-year
• Portfolio Quantity: 450 kW
• Annual Performance Factor = 80%
• Performance Penalty = \((0.85-0.8) \times 450 \times 100 = $2,250\)
Payment

All payment components will be made in a single payment after the Capability Period for both DR Products within a given year

- Net Payment =
  \((\text{Reservation Payment}) + (\text{Bonus Payment}) + (\text{Performance Payment}) - (\text{Performance Penalty})\)

- DR revenue will be paid out to DR Provider by November 20

- In the event that penalties exceed DR revenue; penalty payment to Con Edison is due within 5 business days of receiving the bill

- See posted worked example in excel
BQDM DR Auction Timeline
## BQDM DR Auction Timeline

### 2016 Brooklyn Queens Demand Response Auction

<table>
<thead>
<tr>
<th>Events &amp; Training</th>
<th>June</th>
<th>July</th>
<th>August</th>
<th>September - December</th>
</tr>
</thead>
<tbody>
<tr>
<td>BQDM DR Introductory Forum (June 6)</td>
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<td>Introductory Webinar (July 7)</td>
<td>Auction pre-qualification closes (July 20)</td>
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<tr>
<td>Introductory Webinar (June 22)</td>
<td>Introductory Webinar (July 7)</td>
<td>Auction platform training (July 12, July 19)</td>
<td>2017 DR Auction (July 27)</td>
<td></td>
</tr>
<tr>
<td>Auction pre-qualification opens</td>
<td>Auction pre-qualification closes (July 20)</td>
<td>2018 DR Auction (July 28)</td>
<td>Auction clearing price and awards announced</td>
<td></td>
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<tr>
<td></td>
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<td></td>
<td>Signed Aggregator contracts due</td>
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</tbody>
</table>

### DR Participation

| Payments & Penalties                   |                                        |                                          |                                                                       |                      |
|----------------------------------------|-----------------------------------------|-----------------------------------------|-----------------------------------------------------------------------|                      |
## BQDM DR Auction Timeline

### 2017 Brooklyn Queens Demand Response Auction

<table>
<thead>
<tr>
<th>Events &amp; Training</th>
<th>Jan</th>
<th>Feb</th>
<th>Mar</th>
<th>Apr</th>
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<tbody>
<tr>
<td>Introductory Webinar (Date TBD)</td>
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<td>Enrollment Opens (March 1)</td>
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### DR Auction & Enrollment

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<tbody>
<tr>
<td>Aggregators notify Con Edison of Enrollment Deficiency amounts (Feb 15)</td>
<td>Enrollment Opens (March 1)</td>
<td>BQDM DR Enrollment Closes – All applications &amp; permitting due</td>
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<tr>
<td>Con Edison communicing interval meter installation deadline (April 2)</td>
<td></td>
<td></td>
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<td>Capability Period (May 1 – Sept. 31)</td>
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<td></td>
<td>2017 DR payments due to aggregators &amp; customers</td>
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| | | | | | | | | 2017 DR penalties due to Con Edison |

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Con Edison
# BQDM DR Auction Timeline

## 2018 Brooklyn Queens Demand Response Auction

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BQDM DR Milestone Dates
BQDM DR Auction Milestone Dates

2016 Milestone Dates
• June 2016 – Prequalification Opens
• July 20, 2016 – Pre-qualification Closes
• July 27, 2016 – 2017 DR Auction held
• July 28, 2016 – 2018 DR Auction held

2017 Milestone Dates
• February 15, 2017 – Aggregators notify Con Edison of deficiency amounts
• April 2, 2017 – Con Edison communicating interval meter must be installed
• April 3, 2017 – Enrollment closes – all applications and permitting due

2018 Milestone Dates
• February 15, 2018 – Aggregators notify Con Edison of deficiency amounts
• April 2, 2018 – Con Edison communicating interval meter must be installed
• April 3, 2017 – Enrollment closes – all applications and permitting due
Contact Information

• To receive future BQDM updates please subscribe to our mailing list: https://conedbqdmauction.com/subscribe

• Please see our website at conedbqdmauction.com for all materials and future information

• Email: BQDMAuction@coned.com