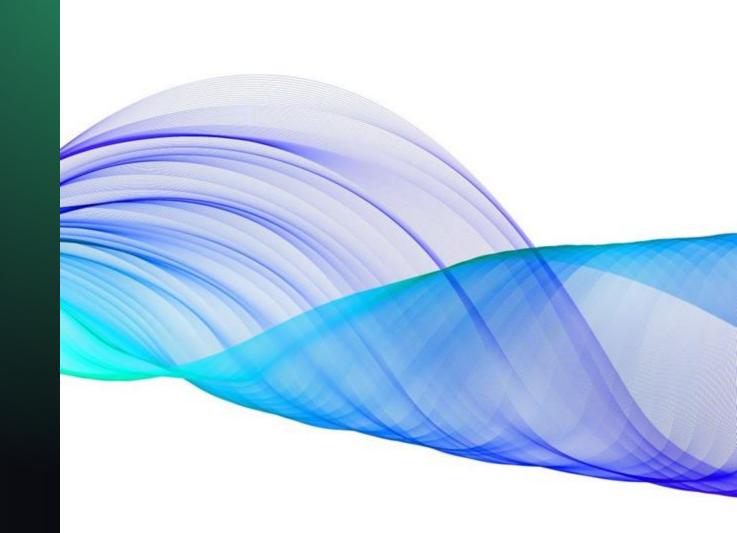
$E^2X -$ Excess Energy Exchange

COI Energy - summer internship presentation by Hemanth Hariharan





Carbon accounting

Building a more granular model to compute emissions avoided



Customer site selection

Analyzing historical data for identifying potential customers

3

**Financial modeling** 



**Carbon accounting** 

Building a more granular model to compute emissions avoided

Customer site selection

2

Analyzing historical data for identifying potential customers

Financial modeling

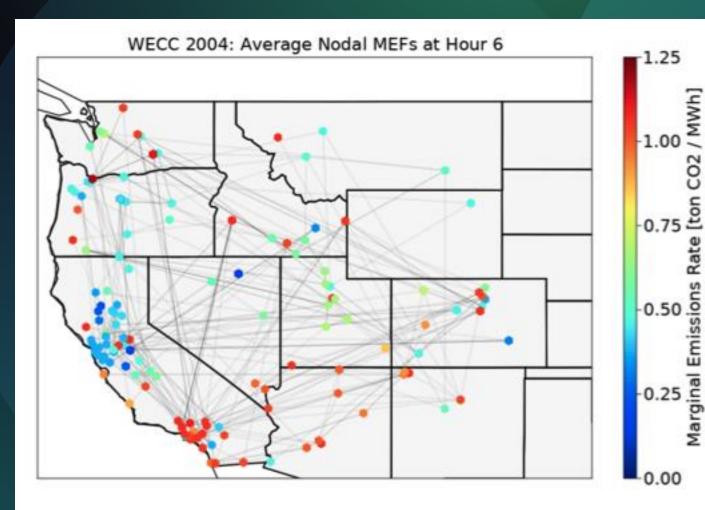
3

#### How it works right now...

| Carbon Reduc | tion  |        |              |              |                 |
|--------------|-------|--------|--------------|--------------|-----------------|
|              | Meter |        | kWh          | CO2          | Trees           |
| 12784772     |       |        | 5,381.42 kWh | 5,004.72 Lbs | 1 <u>¥</u> 6.82 |
|              |       | Total: | 5,381.42 kWh | 5,004.72 Lbs | 166.82          |
|              |       |        |              |              |                 |

- Carbon reduction = 5381.42 kWh \* 852.3 lbs of CO<sub>2</sub> / MWh \* 1 MWh / 1000 kWh = 4586.584 lbs of CO<sub>2</sub>
- However, the EPA emission factor is a US average, and the true carbon intensity of the grid has wide spatiotemporal variations.

#### Marginal emission factors



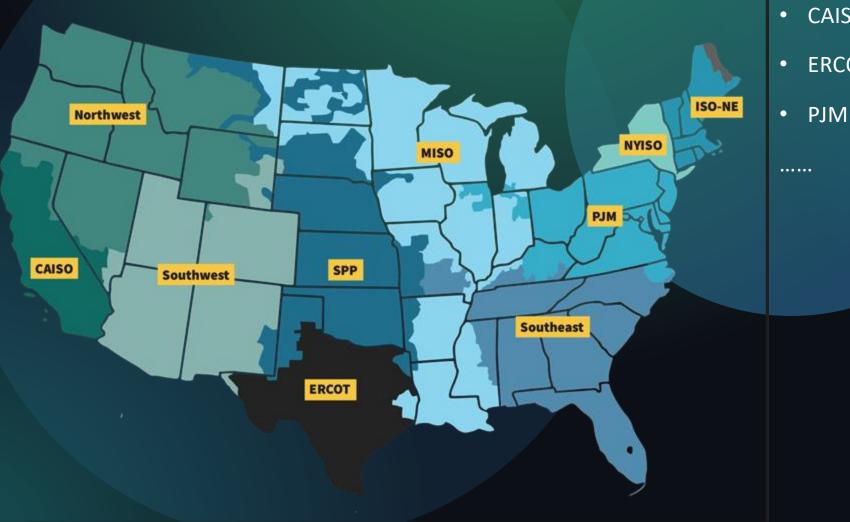
MEF varies with:

• Time of day

• Energy mix at node

However, MEFs are hard to obtain and vary spatiotemporally!

## First level of granularity (by ISO)



- CAISO 321.87 lbs of  $CO_2$  / MWh
- ERCOT 857.59 lbs of  $CO_2$  / MWh
- PJM 811 lbs of  $CO_2$  / MWh

### Next level of granularity (by state)

| State              | Grid                         | Generation Factor<br>(kgCO2e per kWh) | T&D Factor<br>(kgCO2e per kWh) | Year                  |
|--------------------|------------------------------|---------------------------------------|--------------------------------|-----------------------|
| UNITED STATES      |                              | 0.373138                              | 0.0241                         | 2020 (published 2022) |
| Alaska (AK)        | ASCC & ASCC Misc Alaska Grid | 0.43823                               | 0.025505                       | 2020 (published 2022) |
| Alabama (AL)       | SERC - South                 | 0.32707                               | 0.018305                       | 2020 (published 2022) |
| Arkansas (AR)      | SERC - South                 | 0.43150                               | 0.024149                       | 2020 (published 2022) |
| Arizona (AZ)       | WECC - Southwest             | 0.33429                               | 0.018709                       | 2020 (published 2022) |
| California (CA)    | WECC- California             | 0.20553                               | 0.011503                       | 2020 (published 2022) |
| Colorado (CO)      | WECC - Rockies               | 0.55304                               | 0.030951                       | 2020 (published 2022) |
| Connecticut (CT)   | NPCC - New England           | 0.24030                               | 0.013449                       | 2020 (published 2022) |
| Washington DC (DC) | RFC - East                   | 0.36338                               | 0.020337                       | 2020 (published 2022) |
| Delaware (DE)      | RFC - East                   | 0.34248                               | 0.019167                       | 2020 (published 2022) |
| Florida (FL)       | FRCC - All                   | 0.38200                               | 0.021379                       | 2020 (published 2022) |
| Georgia (GA)       | SERC - South                 | 0.32818                               | 0.018367                       | 2020 (published 2022) |
| Hawaii (HI)        | HICC - Misc. & Oahu          | 0.69241                               | 0.041075                       | 2020 (published 2022) |
| Iowa (IA)          | MRO - East                   | 0.27905                               | 0.015617                       | 2020 (published 2022) |
| Idaho (ID)         | WECC - Rockies               | 0.09679                               | 0.005417                       | 2020 (published 2022) |
| Illinois (IL)      | MRO- East                    | 0.25240                               | 0.014126                       | 2020 (published 2022) |
| Indiana (IN)       | RFC - West                   | 0.70282                               | 0.039334                       | 2020 (published 2022) |
| Kansas (KS)        | SPP- North                   | 0.36478                               | 0.020415                       | 2020 (published 2022) |
| Kentucky (KY)      | SERC - Tennessee Valley      | 0.76425                               | 0.042772                       | 2020 (published 2022) |
| Louisiana (LA)     | SERC - South                 | 0.34552                               | 0.019337                       | 2020 (published 2022) |
| Massachusetts (MA) | NPCC - New England           | 0.39912                               | 0.022337                       | 2020 (published 2022) |
| Maryland (MD)      | RFC - East                   | 0.29271                               | 0.016382                       | 2020 (published 2022) |
| Maine (ME)         | NPCC - New England           | 0.10350                               | 0.005793                       | 2020 (published 2022) |
| Michigan (MI)      | RFC - Michigan               | 0.42548                               | 0.023813                       | 2020 (published 2022) |
| Minnesota (MN)     | MRO - East                   | 0.34943                               | 0.019556                       | 2020 (published 2022) |
| Missouri (MO)      | SERC - South                 | 0.73410                               | 0.041085                       | 2020 (published 2022) |
| Mississippi (MS)   | SERC - South                 | 0.40557                               | 0.022698                       | 2020 (published 2022) |

| State               | Grid                         | Generation Factor<br>(kgCO <sub>2</sub> e per kWh) | T&D Factor<br>(kgCO <sub>2</sub> e per kWh) | Year                  |
|---------------------|------------------------------|----------------------------------------------------|---------------------------------------------|-----------------------|
| UNITED STATES       |                              | 0.373138                                           | 0.0241                                      | 2020 (published 2022) |
| Montana (MT)        | WECC - Rockies               | 0.41396                                            | 0.023168                                    | 2020 (published 2022) |
| North Carolina (NC) | SERC - Virginia/Carolinas    | 0.29413                                            | 0.016461                                    | 2020 (published 2022) |
| North Dakota (ND)   | MRO-West                     | 0.62965                                            | 0.035239                                    | 2020 (published 2022) |
| Nebraska (NE)       | MRO-West                     | 0.54461                                            | 0.03048                                     | 2020 (published 2022) |
| New Hampshire (NH)  | NPCC - New England           | 0.11244                                            | 0.006293                                    | 2020 (published 2022) |
| New Jersey (NJ)     | RFC - East                   | 0.22330                                            | 0.012497                                    | 2020 (published 2022) |
| New Mexico (NM)     | WECC - Southwest             | 0.57147                                            | 0.031983                                    | 2020 (published 2022) |
| Nevada (NV)         | WECC - Rockies               | 0.32505                                            | 0.018192                                    | 2020 (published 2022) |
| New York (NY)       | NPCC - LI, NYC, & Upstate NY | 0.18901                                            | 0.010578                                    | 2020 (published 2022) |
| Ohio (OH)           | RFC - West                   | 0.56848                                            | 0.031815                                    | 2020 (published 2022) |
| Oklahoma (OK)       | SPP- South                   | 0.32144                                            | 0.01799                                     | 2020 (published 2022) |
| Oregon (OR)         | WECC - Northwest             | 0.15495                                            | 0.008672                                    | 2020 (published 2022) |
| Pennsylvania (PA)   | RFC - West                   | 0.31639                                            | 0.017707                                    | 2020 (published 2022) |
| Rhode Island (RI)   | NPCC - New England           | 0.37537                                            | 0.021008                                    | 2020 (published 2022) |
| South Carolina (SC) | SERC - Virginia/Carolinas    | 0.23308                                            | 0.013045                                    | 2020 (published 2022) |
| South Dakota (SD)   | MRO-West                     | 0.15449                                            | 0.008646                                    | 2020 (published 2022) |
| Tennessee (TN)      | SERC - Tennessee Valley      | 0.25919                                            | 0.014506                                    | 2020 (published 2022) |
| Texas (TX)          | ERCOT - All                  | 0.38896                                            | 0.021336                                    | 2020 (published 2022) |
| Utah (UT)           | WECC - Rockies               | 0.71022                                            | 0.039748                                    | 2020 (published 2022) |
| Virginia (VA)       | SERC - Virginia/Carolinas    | 0.29250                                            | 0.01637                                     | 2020 (published 2022) |
| Vermont (VT)        | NPCC - New England           | 0.01375                                            | 0.000769                                    | 2020 (published 2022) |
| Washington (WA)     | WECC - Northwest             | 0.09674                                            | 0.005414                                    | 2020 (published 2022) |
| Wisconsin (WI)      | MRO - East                   | 0.54069                                            | 0.03026                                     | 2020 (published 2022) |
| West Virginia (WV)  | SERC - Virginia/Carolinas    | 0.87304                                            | 0.048861                                    | 2020 (published 2022) |
| Wyoming (WY)        | WECC - Rockies               | 0.90270                                            | 0.05052                                     | 2020 (published 2022) |

# A different approach – utility emissions data

- TECO (Tampa Electric)
  - Coal: 2.30 lbs CO2/kWh
  - Natural gas: 0.97 lbs CO2/kWh
  - Petroleum: 2.38 lbs CO2/kWh
- PG&E: 0.056 lbs CO2 per kWh (much lower than national average likely due to high solar penetration)
- ConEdison: 0.637 lbs of CO2 per kWh

A more granular estimate of emissions can be obtained based on the energy mix of the utility.

Carbon accounting

Building a more granular model to compute emissions avoided



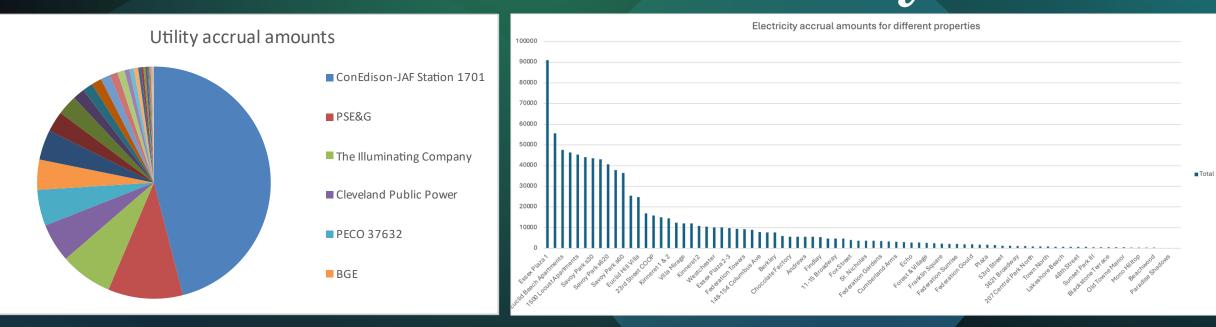
Customer site selection

Analyzing historical data for identifying potential customers

Financial modeling

3

#### ConService Data Analysis



- Major consumers of electricity: Essex Plaza 1, Savoy Park s2300, Euclid Beach Apartments, Savoy Park s15, 1500 Locust Apartments.
- Largest electricity utility providers to the properties are ConEdison, PSE&G, The Illuminating Company, Cleveland Public Power, PECO and BGE.



Customer site selection

2



**Financial modeling** 

Building a more granular model to compute emissions avoided

Analyzing historical data for identifying potential customers

#### Inputs tab

| Quantity | Units                                                                                                                                   |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|----------|-----------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|          |                                                                                                                                         | Utility                                                                            | Demand charge (\$/kW)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 13.77    | \$/kW                                                                                                                                   | PG&E                                                                               | 20.09                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 9.639    | \$/kW                                                                                                                                   | TECO                                                                               | 13.77                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 9.64     | \$/kW                                                                                                                                   |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 10%      | annual                                                                                                                                  |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 0.80%    | monthly                                                                                                                                 |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 1%       |                                                                                                                                         |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 15%      |                                                                                                                                         |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|          |                                                                                                                                         |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Quantity | Units                                                                                                                                   |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|          |                                                                                                                                         |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 300      | kW                                                                                                                                      |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 50       | kW                                                                                                                                      |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 150      | kW                                                                                                                                      |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 10       | kW                                                                                                                                      |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|          |                                                                                                                                         |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Quantity | Units                                                                                                                                   |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|          |                                                                                                                                         |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 300      | kW                                                                                                                                      |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 50       | kW                                                                                                                                      |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 150      | kW                                                                                                                                      |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 10       | kW                                                                                                                                      |                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|          | 13.77<br>9.639<br>9.64<br>10%<br>0.80%<br>1%<br>15%<br><b>Quantity</b><br>300<br>50<br>150<br>10<br><b>Quantity</b><br>300<br>50<br>150 | 13.77  \$/kW    9.639  \$/kW    9.64  \$/kW    10%  annual    0.80%  monthly    1% | Image: construction      Utility        13.77      \$/kW      PG&E        9.639      \$/kW      TECO        9.64      \$/kW      TECO        9.64      \$/kW      Image: construction        10%      annual      Image: construction        0.80%      monthly      Image: construction        10%      annual      Image: construction        10%      monthly      Image: construction        15%      Image: construction      Image: construction        Quantity      Units      Image: construction      Image: construction        300      kW      Image: construction      Image: construction      Image: construction        10      kW      Image: construction      Image: construction      Image: construction        300      kW      Image: construction |

- COI demand charge assumed to be 70% of utility demand charge
- Seller and buyer demands are generated from normal distribution using assumed mean and standard deviation
- 1% of savings go towards the "kW for good" initiative

#### Calculation of payback period (seller)

|               |                                 |           | Month                            | 1           | 2          | 3                   | 4                   | 5                   | 6          | 7           | 8          | 9                   | 10                  | 11                  | 12         |
|---------------|---------------------------------|-----------|----------------------------------|-------------|------------|---------------------|---------------------|---------------------|------------|-------------|------------|---------------------|---------------------|---------------------|------------|
|               |                                 |           |                                  |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
|               | Costs to customer for using E2X |           |                                  |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
|               |                                 |           |                                  |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
|               | For both buyers and             | sellers   | One-time activation fee          | \$ 7,200.00 |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
|               |                                 |           | Subscription fee (monthly)       | \$549       | \$549      | \$549               | \$549               | \$549               | \$549      | \$549       | \$549      | \$549               | \$549               | \$549               | \$549      |
|               |                                 |           | TOTAL                            | \$ 7,749.00 |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
|               |                                 |           |                                  |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
|               | Seller (supply-s                | ide)      |                                  |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
|               |                                 |           |                                  |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
| -             | Peak demand (kW)                |           | Business-as-usual scenario:      | L           |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
| 500.00        |                                 |           |                                  |             | 045.40     | 074.00              | 000.07              |                     | 100 51     | 400.04      | 054.07     | 000.40              | 04445               | 007 70              | 010.05     |
| ₹ 400.00      |                                 |           | Peak demand (kW)                 | 310.19      | 315.48     | 271.30              | 296.07              | 278.77              | 422.54     | 193.81      | 251.27     | 263.48              | 314.15              | 237.73              | 312.35     |
| _             |                                 |           | Baseload demand (kW)             | 146.16      | 145.12     | 151.20              | 158.95              | 141.59              | 145.56     | 155.15      | 149.82     | 137.10              | 147.84              | 147.70              | 154.16     |
| 0 300.00      | $\sim$                          |           | Demand charge rate (\$/kW)       | 13.77       | 13.77      | 13.77<br>\$3,735.75 | 13.77<br>\$4,076.92 | 13.77<br>\$3,838.60 | 13.77      | 13.77       | 13.77      | 13.77<br>\$3,628.18 | 13.77<br>\$4,325.81 | 13.77<br>\$3,273.55 | 13.77      |
| jac 200.00    |                                 | ——Series1 | Demand charges (\$)              | \$ 4,271.35 | \$4,344.22 | \$3,735.75          | \$4,076.92          | \$3,838.60          | \$5,818.34 | \$2,668.81  | \$3,460.04 | \$3,028.18          | \$4,325.81          | \$3,273.55          | \$4,301.10 |
| 4 0.00        |                                 | —Series2  | Savings from E2X                 |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
| <u>د</u> 0.00 |                                 |           | Savings nom EZA                  |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
| _ 1           | 1 3 5 7 9 11                    |           | Capacity sold (kW)               | 98.42       | 102.22     | 72.06               | 82.27               | 82.31               | 166.19     | 23.20       | 60.87      | 75.83               | 99.78               | 54.02               | 94.92      |
| -{            |                                 | H         | COI capacity price (\$/kW)       | 9.639       | 9.639      | 9.639               | 9.639               | 9.639               | 9.639      | 9.639       | 9.639      | 9.639               | 9.639               | 9.639               | 9.639      |
|               |                                 |           | Capacity savings (\$)            | \$ 948.66   | \$ 985.30  | \$ 694.54           | \$ 793.01           | \$ 793.36           | \$1,601.90 | \$ 223.58   | \$ 586.77  | \$ 730.93           | \$ 961.81           | \$ 520.66           |            |
|               |                                 |           | Contribution to kW for good (\$) | \$ 9.49     | \$ 9.85    | \$ 6.95             | \$ 7.93             | \$ 7.93             | \$ 16.02   | \$ 2.24     | \$ 5.87    | \$ 7.31             | \$ 9.62             | \$ 5.21             | \$ 9.15    |
|               |                                 |           | Net refund from COI (\$)         | \$ 390.17   | \$ 426.45  | \$ 138.60           | \$ 236.08           | \$ 236.43           | \$1,036.88 | \$ (327.66) | \$ 31.90   | \$ 174.62           | \$ 403.20           | \$ (33.54           | \$ 356.76  |
|               |                                 |           |                                  |             |            |                     |                     |                     |            | . ,         |            |                     |                     |                     |            |
|               |                                 |           | Break-even time period:          |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
|               |                                 |           |                                  |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
|               |                                 |           | Discounted cash flows            | \$ 387.08   | \$ 419.73  | \$ 135.33           | \$ 228.70           | \$ 227.23           | \$ 988.62  | \$ (309.94) | \$ 29.94   | \$ 162.57           | \$ 372.41           | \$ (30.74           | \$ 324.32  |
|               |                                 |           | Cumulative savings               | \$ 387.08   | \$ 806.81  | \$ 942.14           | \$1,170.84          | \$1,398.07          | \$2,386.69 | \$2,076.75  | \$2,106.69 | \$2,269.26          | \$2,641.67          | \$2,610.94          | \$2,935.26 |
|               |                                 |           |                                  |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |
|               |                                 |           | Break-even in                    | 13          | months     |                     |                     |                     |            |             |            |                     |                     |                     |            |
|               |                                 |           |                                  |             |            |                     |                     |                     |            |             |            |                     |                     |                     |            |

#### Calculation of payback period (buyer)

|                     |     | Buyer (demand-side) |            |                                  |             |            |            |            |            |            |            |            |             |             |            |            |
|---------------------|-----|---------------------|------------|----------------------------------|-------------|------------|------------|------------|------------|------------|------------|------------|-------------|-------------|------------|------------|
|                     |     | Buyer (demand-side) |            |                                  |             |            |            |            |            |            |            |            |             |             |            |            |
|                     |     |                     |            | Rusiness of usual comparise      |             |            |            |            |            |            |            |            |             |             |            |            |
|                     |     |                     |            | Business-as-usual scenario:      |             |            |            |            |            |            |            |            |             |             |            |            |
| _                   |     | Peak demand (kW)    |            | B                                |             | 004.00     | 070.05     | 007.50     | 070.45     | 400.00     | 000.04     | 050.40     | 005.04      | 050 77      | 004.40     | 075.40     |
| <sup>500.0</sup>    | 0 0 |                     |            | Peak demand (kW)                 | 417.41      | 384.09     | 279.65     | 307.56     | 276.15     | 400.68     | 298.84     | 250.40     | 225.94      | 250.77      | 364.19     | 275.19     |
| ₹ 400.0             | 00  |                     | _          | Baseline demand (kW)             | 144.81      | 138.78     | 147.11     | 152.15     | 142.93     | 154.12     | 149.02     | 140.53     | 147.43      | 164.86      | 145.19     | 157.13     |
| ୁ<br>ଜୁ 300.0       |     |                     | _          | Demand charge rate (\$/kW)       | 13.77       | 13.77      | 13.77      | 13.77      | 13.77      | 13.77      | 13.77      | 13.77      | 13.77       | 13.77       | 13.77      | 13.77      |
| ଜ୍ଞ 200.0           |     |                     | Series1    | Demand charges (\$)              | \$ 5,747.77 | \$5,288.87 | \$3,850.71 | \$4,235.07 | \$3,802.54 | \$5,517.43 | \$4,114.97 | \$3,448.08 | \$3,111.13  | \$3,453.08  | \$5,014.93 | \$3,789.37 |
| ŏ                   | -   | $\sim$              |            |                                  |             |            |            |            |            |            |            |            |             |             |            |            |
| 는 국동 100.0<br>은 0.0 | 0   |                     | —— Series2 | Using E2X                        |             |            |            |            |            |            |            |            |             |             |            |            |
| <u>م</u> 0.0        |     |                     |            |                                  |             |            |            |            |            |            |            |            |             |             |            |            |
|                     | 1 3 | 3 5 7 9 11          |            | New peak demand (kW)             | 144.81      | 138.78     | 147.11     | 152.15     | 142.93     | 154.12     | 149.02     | 140.53     | 147.43      | 164.86      | 145.19     | 157.13     |
|                     |     |                     | ļ          | New demand charges (\$)          | \$ 1,994.01 | \$1,910.97 | \$2,025.76 | \$2,095.09 | \$1,968.11 | \$2,122.29 | \$2,052.06 | \$1,935.05 | \$2,030.13  | \$2,270.13  | \$1,999.32 | \$2,163.70 |
|                     |     |                     |            | Capacity purchased from COI (kW) | 272.60      | 245.31     | 132.53     | 155.41     | 133.22     | 246.56     | 149.81     | 109.88     | 78.50       | 85.91       | 219.00     | 118.06     |
|                     |     |                     |            | COI capacity price (\$/kW)       | 9.64        | 9.64       | 9.64       | 9.64       | 9.64       | 9.64       | 9.64       | 9.64       | 9.64        | 9.64        | 9.64       | 9.64       |
|                     |     |                     |            | COI capacity charges (\$)        | \$ 2,627.63 | \$2,364.54 | \$1,277.47 | \$1,497.99 | \$1,284.10 | \$2,376.60 | \$1,444.03 | \$1,059.12 | \$ 756.71   | \$ 828.07   | \$2,110.93 | \$1,137.97 |
|                     |     |                     |            |                                  |             |            |            |            |            |            |            |            |             |             |            |            |
|                     |     |                     |            | Total charges (\$)               | \$ 4,621.64 | \$4,275.50 | \$3,303.23 | \$3,593.07 | \$3,252.21 | \$4,498.89 | \$3,496.10 | \$2,994.17 | \$2,786.83  | \$3,098.20  | \$4,110.25 | \$3,301.67 |
|                     |     |                     |            |                                  |             |            |            |            |            |            |            |            |             |             |            |            |
|                     |     |                     |            | Savings                          |             |            |            |            |            |            |            |            |             |             |            |            |
|                     |     |                     |            | Undiscounted savings (\$)        | \$ 577.13   | \$ 464.37  | \$ (1.51)  | \$ 92.99   | \$ 1.33    | \$ 469.54  | \$ 69.87   | \$ (95.09) | \$ (224.70) | \$ (194.11) | \$ 355.68  | \$ (61.30) |
|                     |     |                     |            | Discounted savings (\$)          | \$ 572.56   | \$ 457.05  | ,          |            | •          |            | \$ 66.09   | \$ (89.24) |             | \$ (179.29) |            |            |
|                     |     |                     |            | Cumulative savings (\$)          | \$ 572.56   | \$1,029.62 | \$1,028.14 | \$1,118.22 |            |            | \$1,633.28 |            |             |             |            |            |
|                     |     |                     |            |                                  | + 0.2.00    | + 1,020.02 | + .,       | + .,       | <i>,,</i>  | + .,       | + 1,000.20 | ÷ .,e      | + 1,0000    | + 1,100.00  | <i>.,</i>  | + .,       |
|                     |     |                     |            | Break-even in                    | 13          | months     |            |            |            |            |            |            |             |             |            |            |
|                     |     |                     |            | Dieak-even in                    | 15          | nonuis     |            |            |            |            |            |            |             |             |            |            |

## Thank you!