



Demand Response

How to make money by not using electricity?



Introduction to Rodan Energy

- ***Leading provider of smart grid solutions***
 - ***Metering & Settlement***
 - ***Demand response***
 - ***EPCM and grid connection for FIT projects***
- ***The OPA's demand response provider***
 - ***Residential***
 - ***Commercial***
 - ***Industrial***
 - ***Institutional***



DR revenue delivered in cooperation with your LDC



enerShift

in association with



VWV



Guelph Hydro

Electric Systems Inc.



Energy+

The logo consists of the word "Energy" in a green, bold, sans-serif font, followed by a large black plus sign.

CAMBRIDGE AND NORTH DUMFRIES HYDRO INC.



we deliver.

A black power cord with a three-prong electrical plug extends from the right side of the Energy+ logo across the bottom of the slide.

Demand Response

- ***Rodan is offering large energy consumers an opportunity to earn a significant revenue stream for reducing a portion of their power consumption during periods when the electricity grid is stressed.***
- ***Demand Response (DR) Programs are funded by the Ontario Power Authority (Ontario Government)***



Understanding DR

Why is DR important to Ontario?

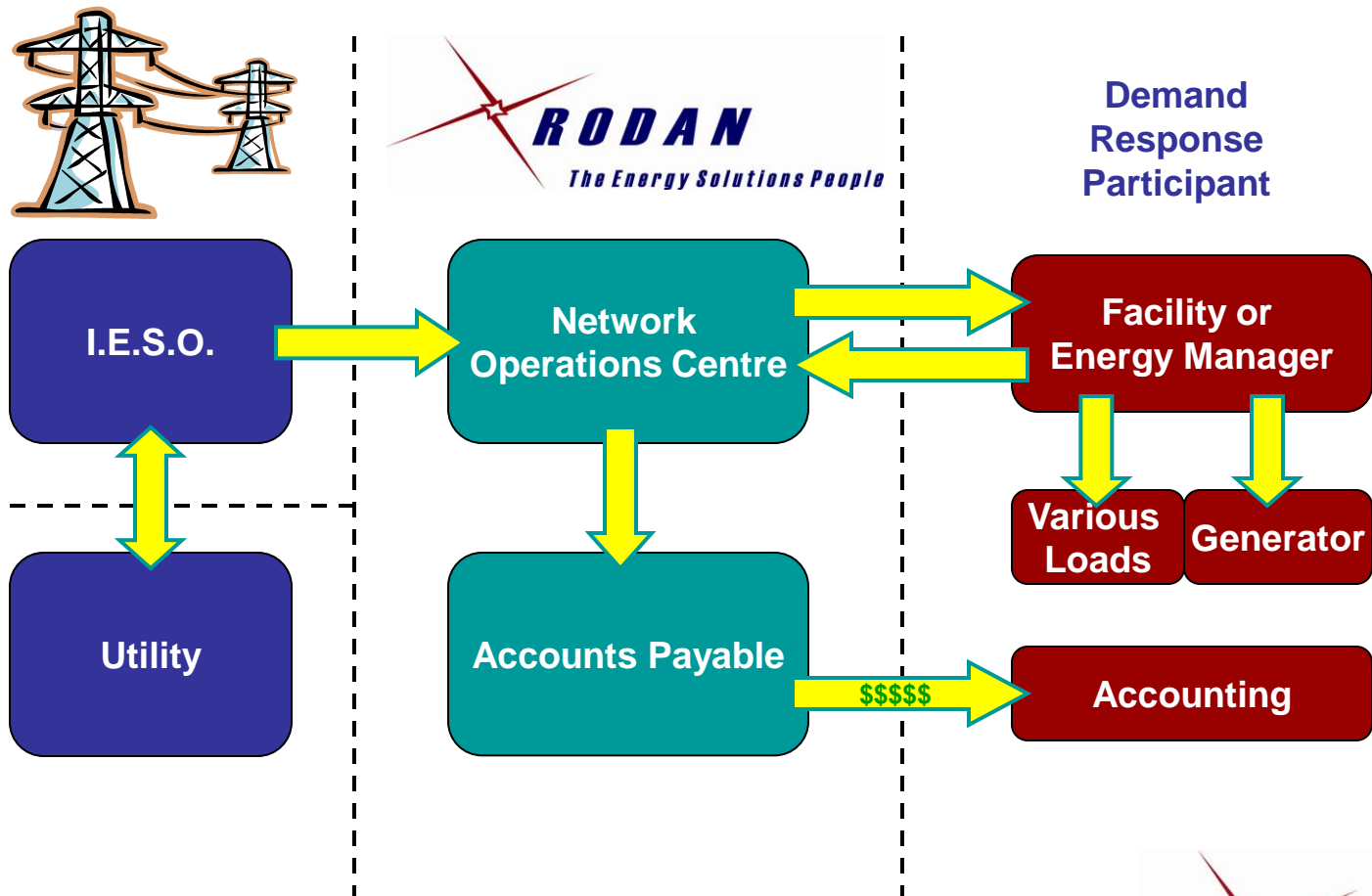
- *Replaces expensive, remote, often high-emission, peak power plants*
- *Reduces requirements for more generation, transmission and distribution assets*
- *'Green Solution' - reduces harmful emissions:*
 - *1MWh of DR = 1 tonne CO2 reduction**
- *Increases economic and operational efficiency*
 - *Reduces price volatility of electricity*
- *Improves system reliability*



* Based on coal based power generation – Ontario Clean Air Alliance 2007



How does DR work?



DR Programs in Ontario

DR programs currently available in Ontario

- *DR1 – voluntary shedding based on price*
- *DR2 – contracted shift in energy use to off-peak*
- *DR3 – contracted reduction when called. Based upon “supply cushion” trigger*
- *IESO Operating Reserve*
- *Peaksaver*



DR3 Program Summary

- ***The most lucrative - estimated annual financial benefit is \$165,000/MW/year***
- ***Operating Parameters***

Business days Only	
Summer	All Others
12 pm – 9 pm	4 pm – 9 pm

DR call duration = 4 hours	
Option A	Option B
100 hrs/yr	200 hrs/yr

- ***No cost, no risk to participate***
- ***Easy enrollment process***
- ***Make the shift for a greener future***



Typical Electrical Loads

The on-site energy assessment may reveal any of the following demand response loads:

- *Lighting*
- *HVAC*
- *Refrigeration equipment*
- *Absorption chillers*
- *Non-essential office equipment*
- *Fans and/or pumps*
- *Elevators and/or escalators*
- *On-site generation*
- *Shifting manufacturing process*
- *Anything that can be turned off or cycled on and off.*



Next Steps

To get into a DR program:

- 1. Contact Rodan or your LDC***
 - 2. We conduct a facility assessment & development of reduction plan***
 - 3. Capacity test***
 - 4. Enrollment***
 - 5. Payments***
- The most lucrative period starts June 1***
 - Enrollment must be submitted to OPA by April 22nd***
 - If we start right away we can get you in***



Q&A – Thank you

The logo for enerShift, featuring the word "ener" in red and "Shift" in blue, with a red starburst graphic behind the text.

Make the Shift for a Greener Future

Paul Grod, President

RODAN ENERGY SOLUTIONS INC.

165 Matheson Blvd. East, Suite 6

Mississauga, ON L4Z 3K2

(905) 625-9900 x225

paul.grod@rodanpower.com

www.enershift.com

