



TRI-STATE



Building the “Smart Grid” Bridge Between Supply and Demand

WHATEVER THE FUTURE HOLDS,
WE’LL POWER IT.

Agenda



Defining the Cooperative Energy Ecosystem



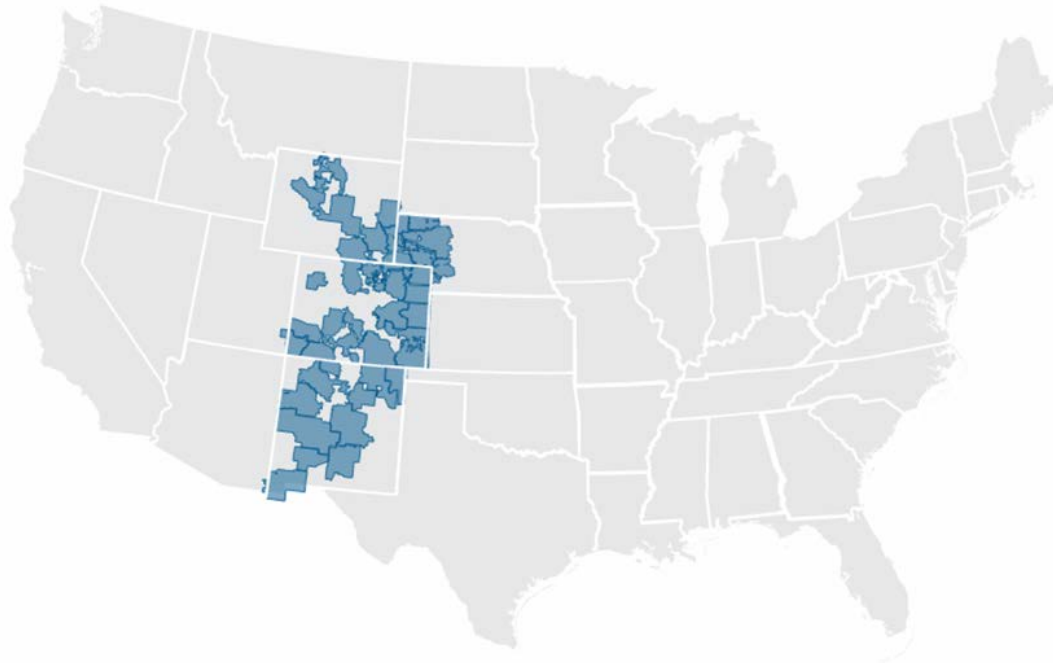
What are Demand Side Barriers



Tools Required



Tri-State at-a-glance



- G&T Cooperative
- 42 Members
- 4 States (hence the name Tri-State)
- Regulated and Unregulated at the distribution level
- 200,000 square miles
- 650,000+ retail meters



Agenda



Defining the Cooperative Energy Ecosystem



What are Demand Side Barriers



Tools Required

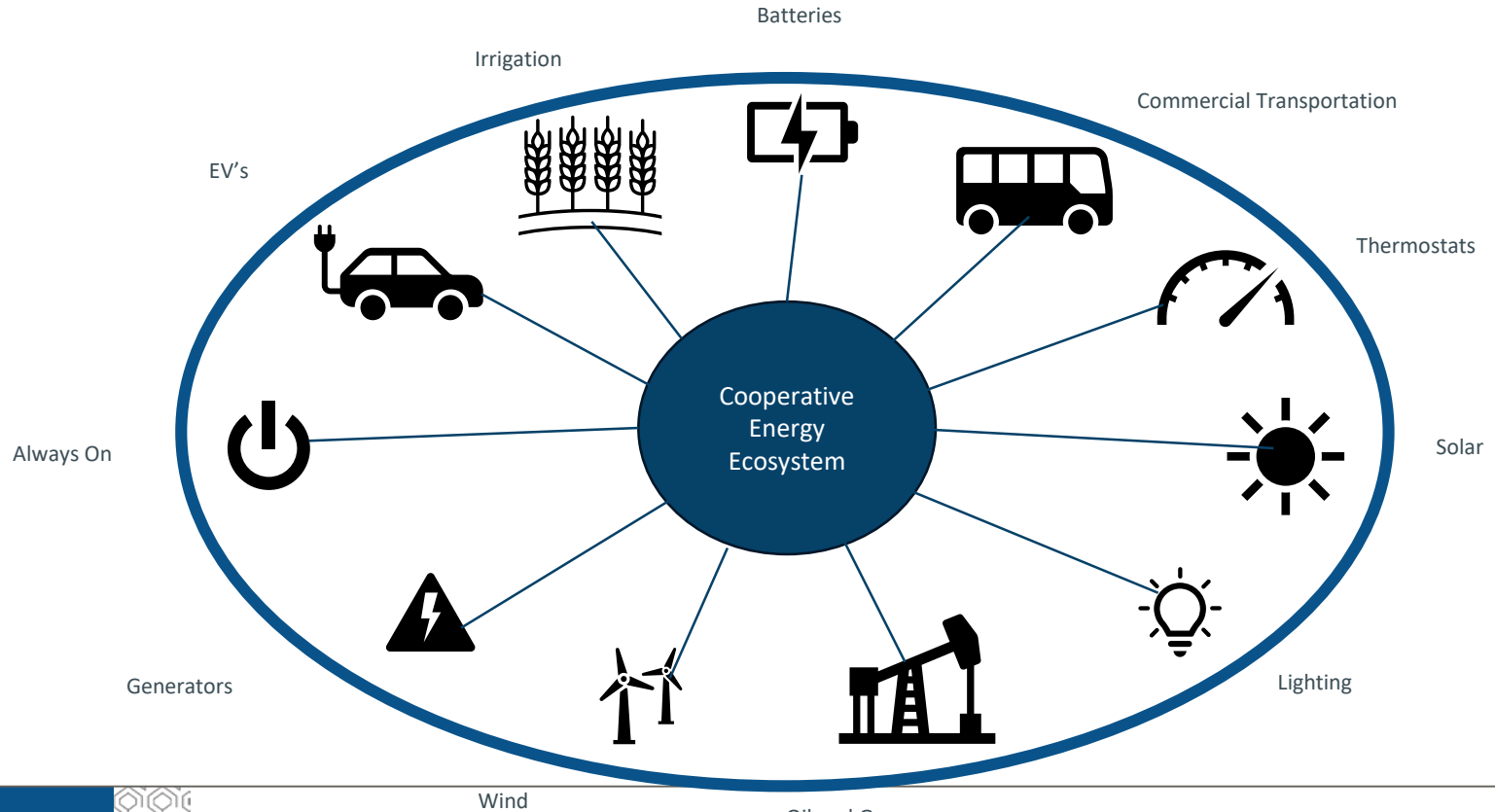


Cooperative Energy Ecosystem

- Mission: Optimization of the Cooperative Energy Ecosystem in coordination with our membership
- Building a bridge FROM the demand side
- Find and monetize distributed energy resources
- Create a vertically coordinated system



Cooperative Energy Ecosystem



Agenda



Defining the Cooperative Energy Ecosystem



What are Demand Side Barriers



Tools Required



Eliminate the Barriers



LACK OF PROGRAM
AWARENESS



NO UPFRONT CAPITAL
AVAILABILITY



LIMITED ACCESS TO
TRADE RESOURCES



Lack of Program Awareness

- Consumer and trade network engagement
- Proactive for fuel switching
- Need a value proposition
 - Cost savings
 - Ease of decision
 - Trusted relationship



Lack of Upfront Capital

- Need to create a portfolio solution to leverage tools
 - On bill repayment
 - Local, State, and Federal Programs
 - Rebates



Limited Access to Trades

- Rural trade networks are especially sparse
- Educate on electrification
- Develop local trade relationships
- Upstream network development and education



Agenda



Defining the Cooperative Energy Ecosystem



What are Demand Side Barriers



Tools Required

Be Ready

- On-bill repayment
- Rebate processing
- Data management
- Trade ally network management
- Marketplace



Summary

- Without capturing the value of demand side resources you're missing an opportunity to optimize
- Removing barriers is hard work
- You only have one chance to make a good first impression





TRI-STATE



WWW.TRISTATE.COOP

