



Making a Smart Energy Decision

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Demand Response Providers

How are they Different?

- Are you getting paid what you think you are?
- How do equal payment %'s differ among providers?
 - Unknown money received from NYISO
 - Actual Capacity Market Value
- Will your Provider's Capacity bid be accepted in NYISO's Auctions?
- What is your Provider's Performance Portfolio rating?
- Is your Provider's contract truly Risk Free?
 - No Out of Pocket penalties?
 - No penalties whatsoever?



Commodity Contracts

Comparing Apples to Apples:

- Is your Fixed Price truly fixed?
- Is the same price from different ESCo's the same?
 - Grossed usage, line items for losses or GRT, mgmt fees)
- What are my risks and what additional costs can a Supplier pass-through?
 - Bandwidth (hourly, monthly), capacity changes, true-ups)
- How can a Pass-Through "Adder" be different?
 - Grossing up ICAP to UCAP
 - Utility Zone Ancillaries or Socialized Ancillaries

Energy Purchasing Strategies

- Choose a pricing option before contract term ends
- Concentrate on Market Timing; not contract timing
- RFP's or Direct Supplier Purchasing
 - Which strategy is better?
- Should I fix Ancillaries or pay a variable rate?
- ReCharge New York:
 - Do I take a market rate supply from NYPA or an ESCo?

Energy Trends: Short-Term



Average 24-month Forward Fixed-Prices





Consultants/Brokers:

Friend or Foe?

- Mitigate purchasing and make procurement easier
 - But may reduce your pricing options from suppliers
- The PSC does not regulate Consultants
 - Knowledge & Experience vary greatly
- Similar to a Travel Agent
 - Would you pay to use one?
- Which Suppliers do they use, and why?
 - Who pays for their services and how much does it cost?
 - Are fees disclosed or hidden in supplier's price?