



SUPPORTING GREATNESS. DEVELOPING OPPORTUNITIES.

Large Load Projects
ECG Engineering & Operations
Conference

06.10.22

Agenda

The Process

Pricing & Rate

Checking-in



Site Selection

- Prospect narrowing down site list
- Utility submission: broad price quote, infrastructure timeline, green power options

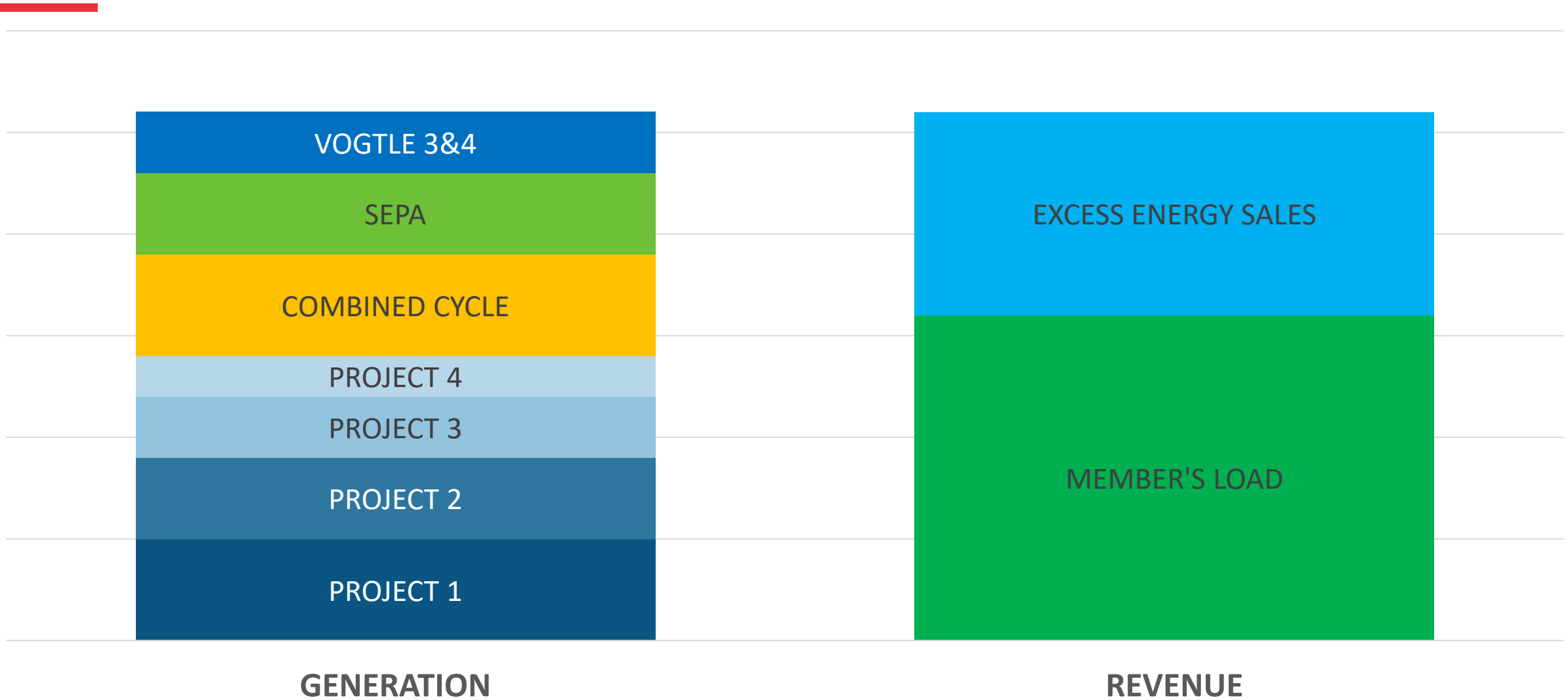
Customer Choice Proposal

- Prospect selecting a utility provider
- Utility submission: specific incentive pricing, method of service, values vs. prices

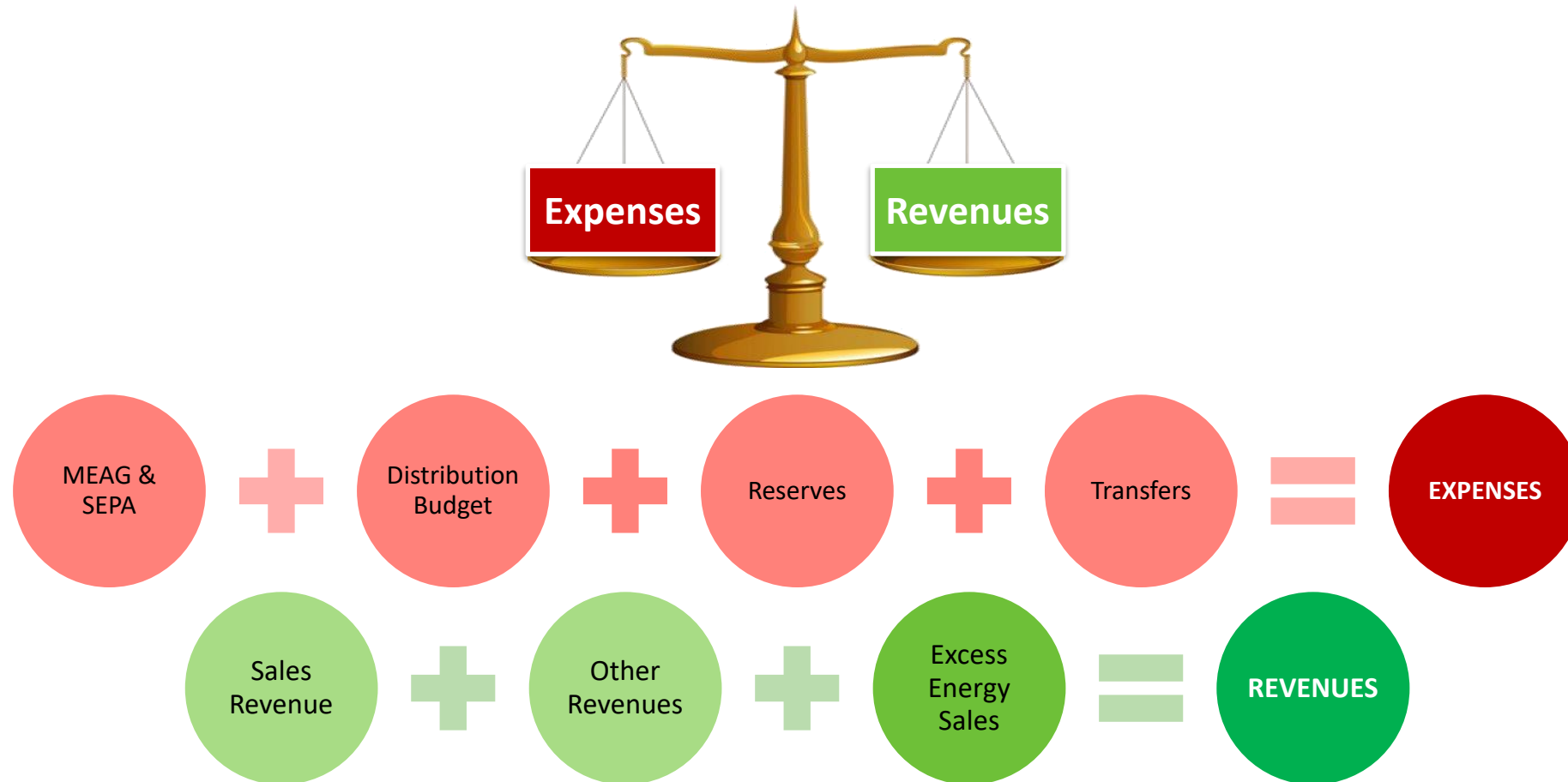
Delivery of Service

- Meeting Customer's expectation & build relationship
- Adhering to Contract/Administration
- Protecting revenues, recovering costs, making margin

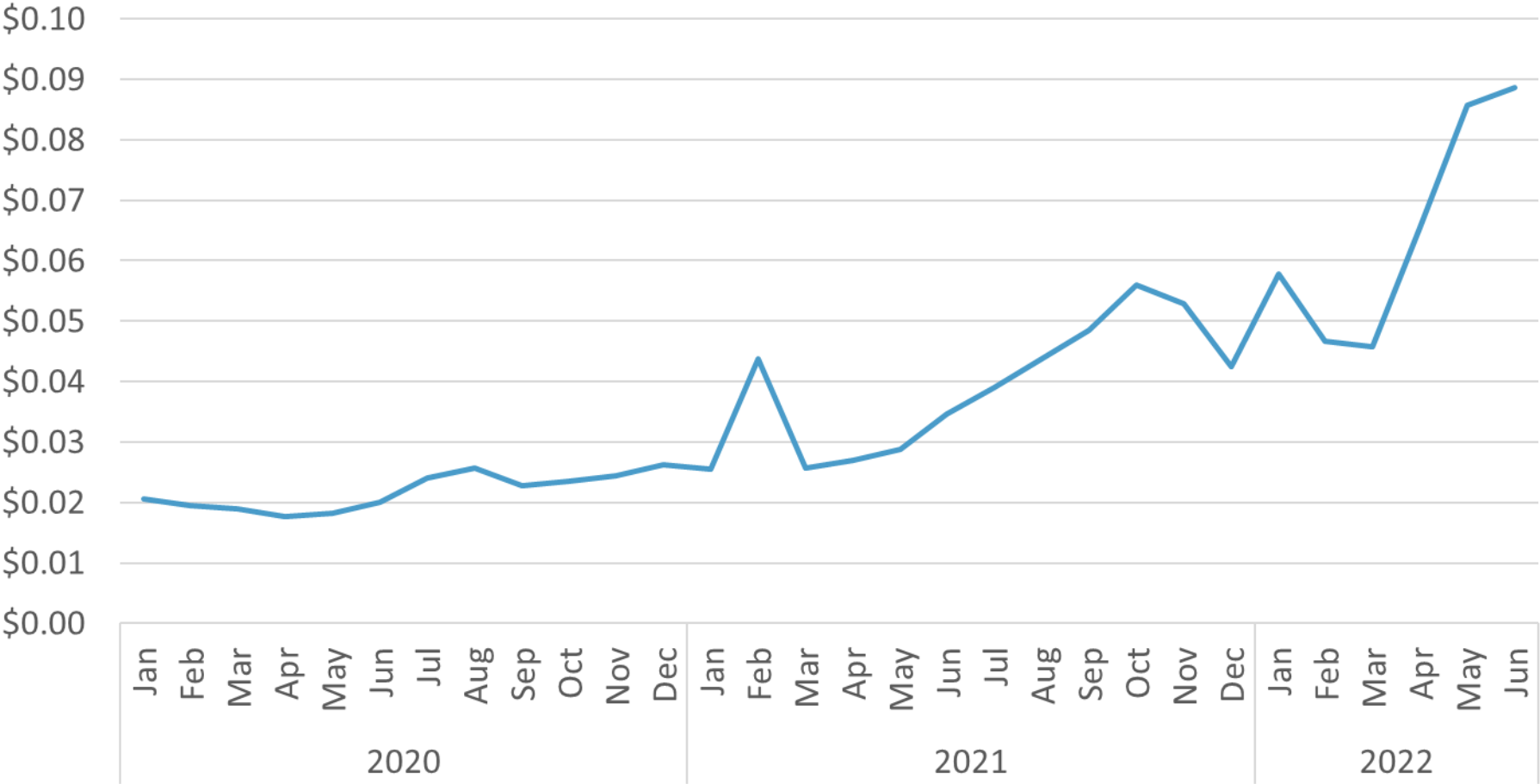
Pricing & Rate: Generation Planning



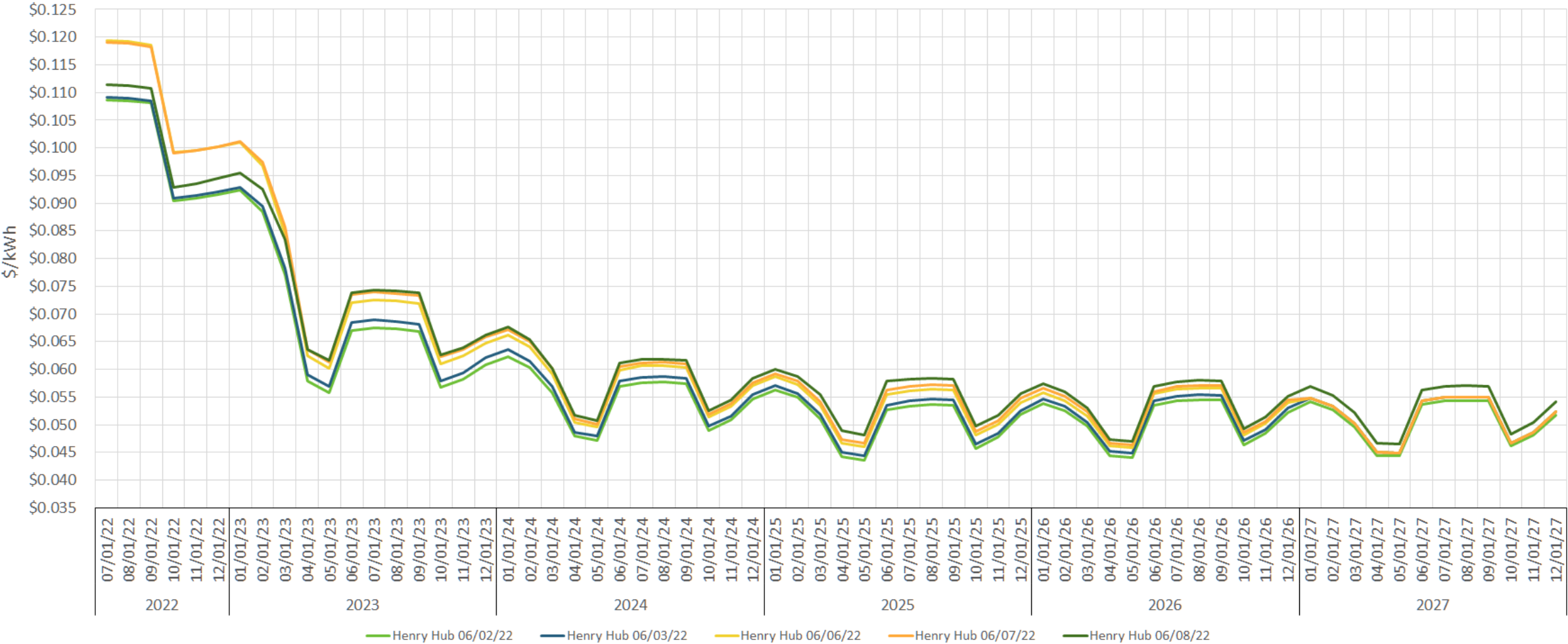
Pricing & Rate: Where does large load fit into the budget?



Pricing & Rate: Then vs. Now



Pricing & Rate: Then vs. Now



Pricing & Rate: Major Considerations

- Knowing your generation resources: are you *Long* or *Short*?
- Customer Characteristics?
 - Job creation
 - Uses of other utilities (water & sewer, gas, telecom)
 - How easily it is for Customer to move?
 - How much hand-holding do they require?
 - Impact on electric department's workforce capacity
- Infrastructure costs and payback
 - Is Facility Charge an option?
- Potential to join force with other members to serve the project
- Maximizing value of the excess resources
 - Fixed rate vs. Market rate vs. Discounted standard rate

Check List



Contract

- Addressing Risks
- Specific delivery requirement
- Claw-back?



Letter of Credit

- When was it updated?
- Customer's Increase Load?
- Wholesale market changing?



Metering

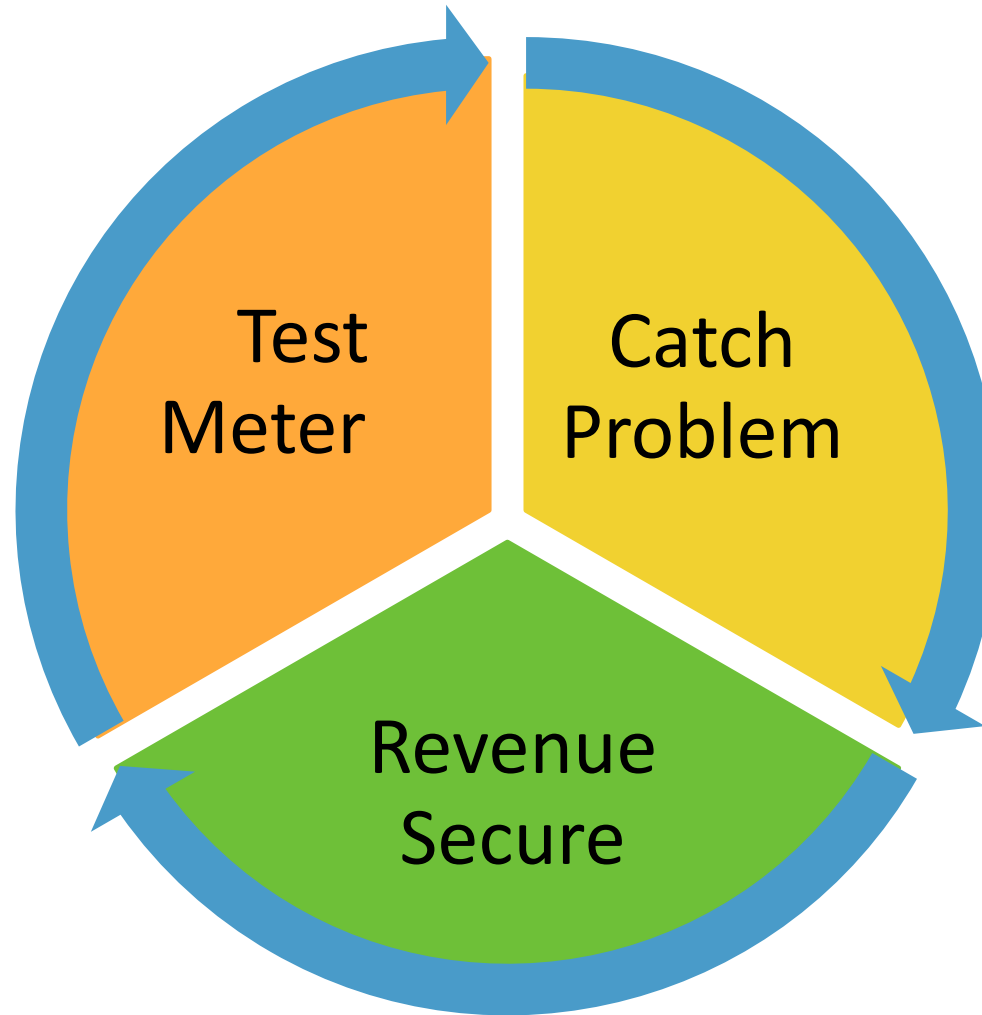
- Notify ECG of new meter
- Correct Multiplier?
- Annual Meter Testing?



Bill Pay

- Bank Draft?
- More Frequent Payment?

Meter Testing



PURPOSE

- To Attract
- To Retain
- To be Accountable
- To ensure Reliability of any person, company, organization or office that can have significant impact on your community.

BENEFITS

- Capturing loss revenue
- Economic Development
- Adding value to your customers
 - Customers adding value back to the community.
- Building relationships – bridging the gap between Industry / Community
 - Establish networking opportunities from business to business.



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