



SUPPORTING GREATNESS. DEVELOPING OPPORTUNITIES.

ECG Analytical Services Meeting:
Customer Choice & Other Issues

August 11, 2022

Agenda

Customer Choice Process

Pricing & Rate

Check List

ECG Metering

Key Account Program



Customer Choice Process

Site Selection

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

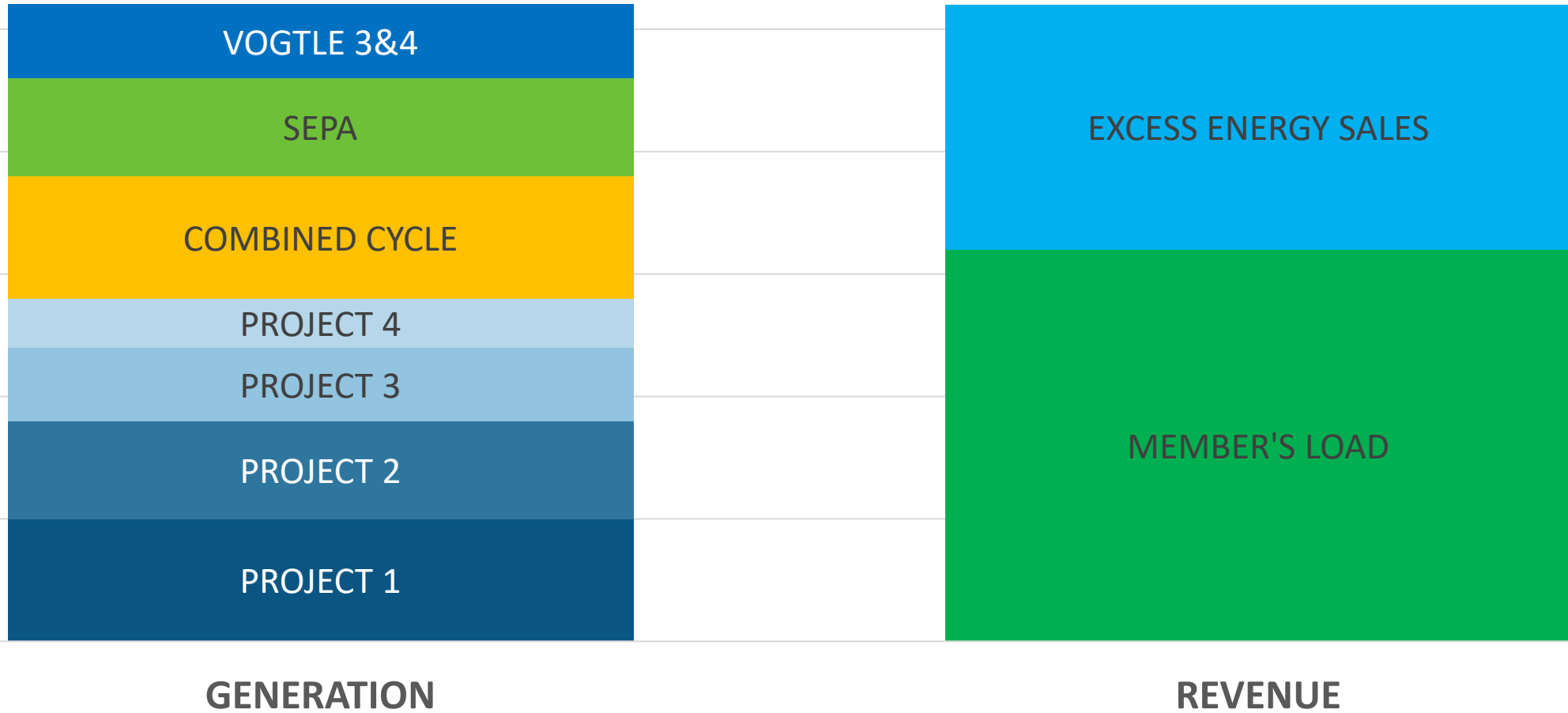
Customer Choice Proposal

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

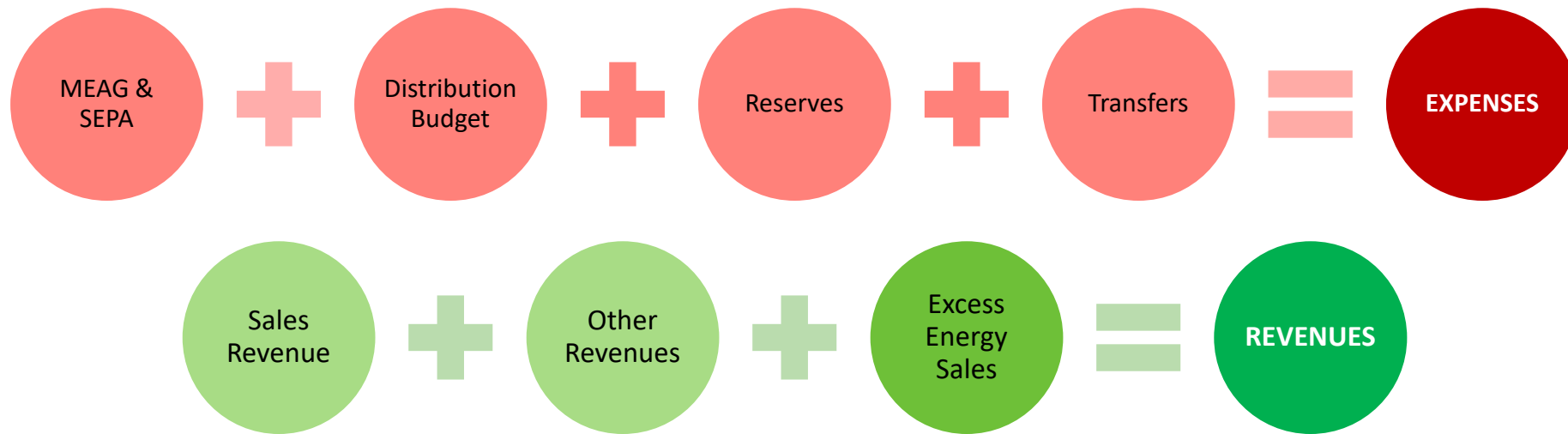
Delivery of Service

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

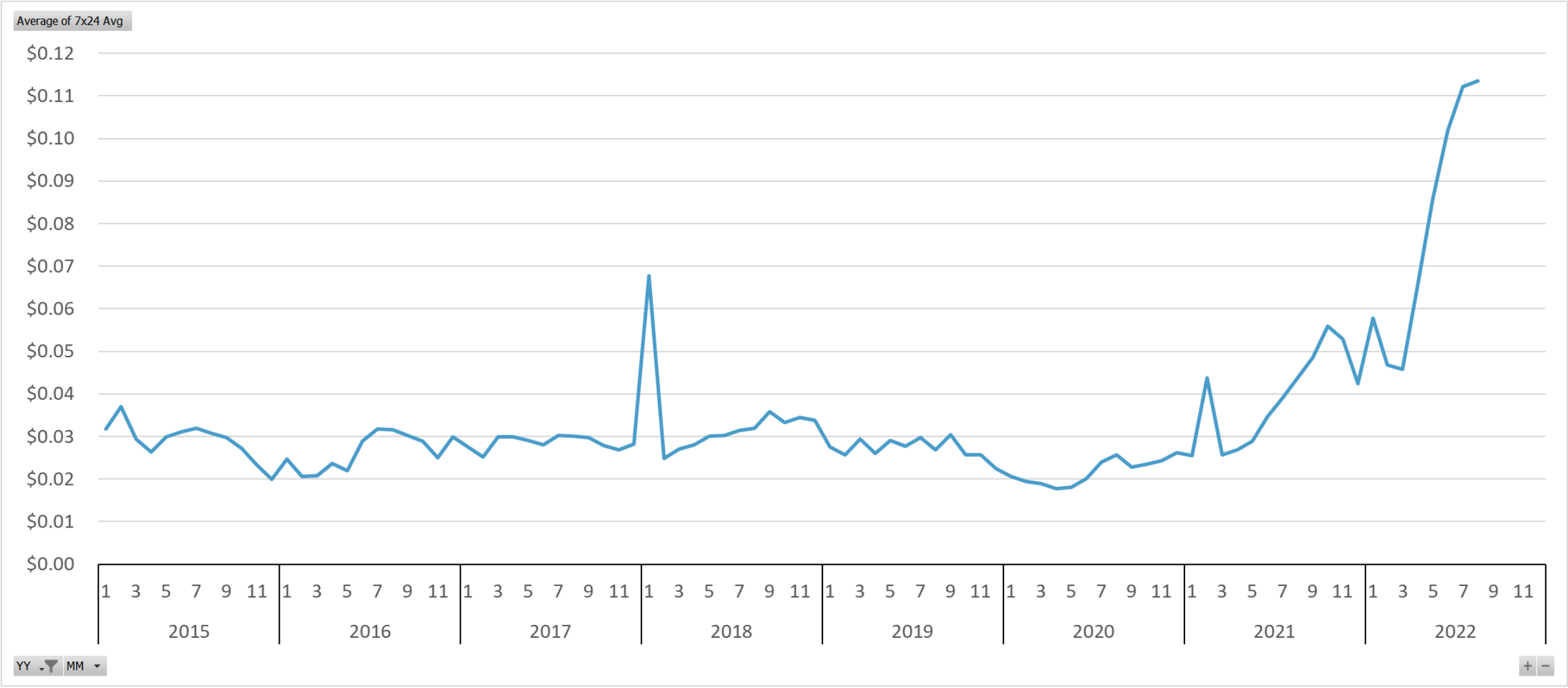
Pricing & Rate: Generation Planning



Pricing & Rate: Where does Large Loads fit into Electric Fund?

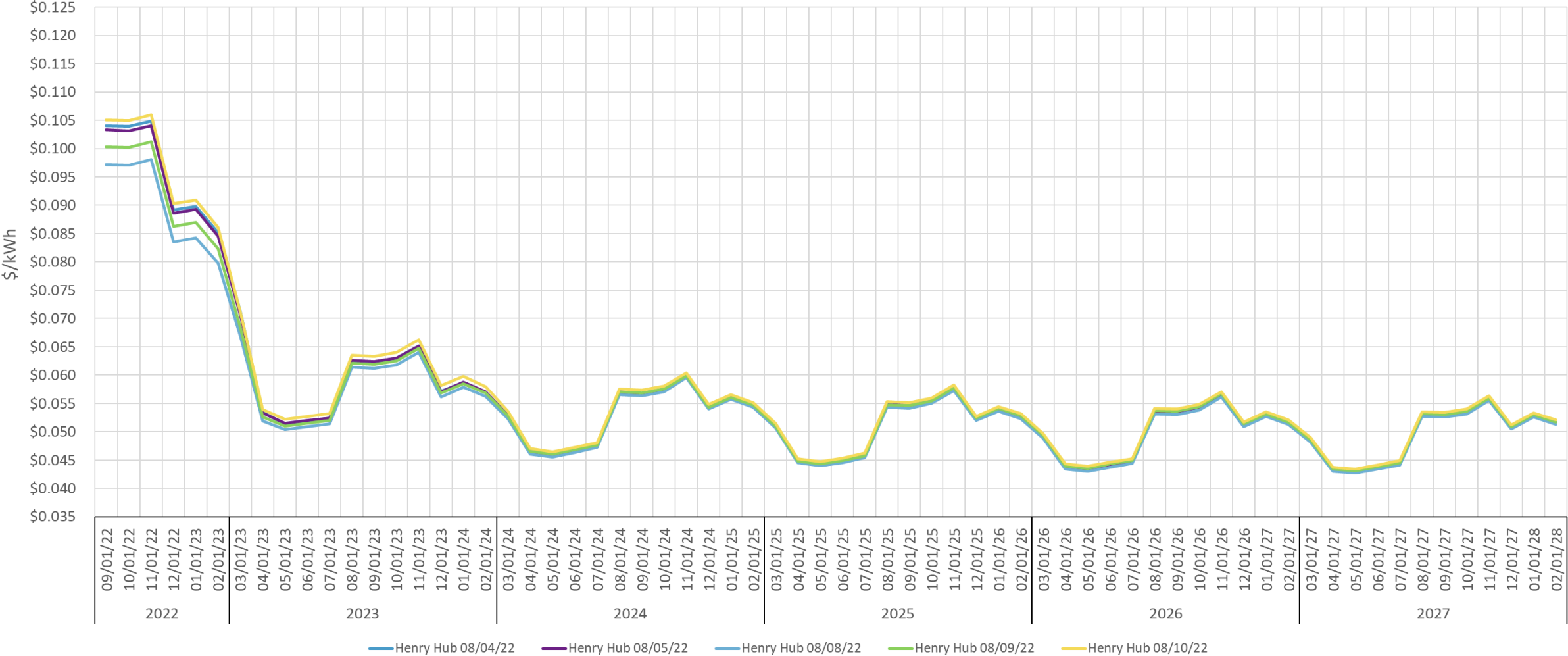


Pricing & Rate: Then and Now



Pricing & Rate: Now

Estimated Forward Market Price at DP (based on Henry Hub Natural Gas)



Pricing & Rate: Considerations

- Knowing your generation resources: are you *Long* or *Short*?
- Customer's Attractiveness?
 - 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 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?

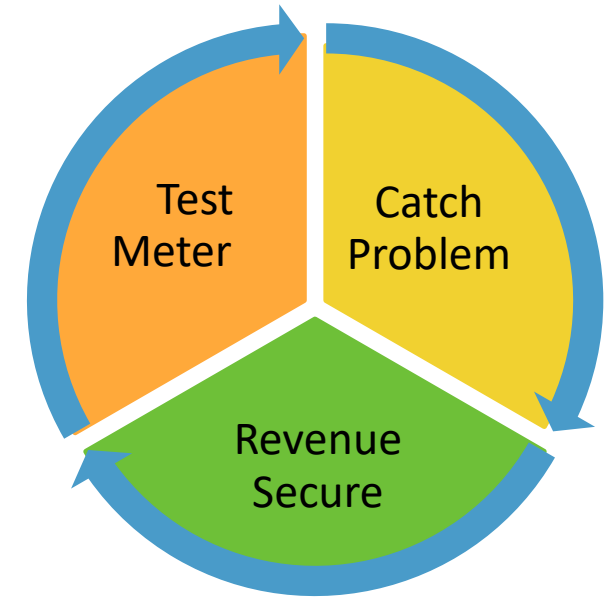


Bill Pay

- Bank Draft?
- More Frequent Payment?

ECG Metering

- Nighthawk meter with Verizon cell, 15-minute interval recording
- Configuration: Residential bi-directional, Commercial
- Cost: ~\$400/meter
- ECG will provide meter reads in Excel format based on the requested read cycle
- Member's Responsibility
 - Once install, please notify ECG of the following:
 - Meter #, Meter Multiplier and Installed Date
 - Customer's Name and service location
 - Starting Read
 - Indicate the read cycle (calendar month or otherwise)
 - Meter testing on regular frequency
- Point of Contact: Tory Daniels / ECG field engineer



Key Account Program

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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