BALANCED ROCK ENERGY

BETTER DECISION MAKING & LESS ENERGY SPENDING

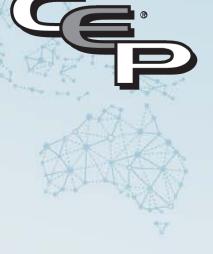




CERTIFIED ENERGY PROCUREMENT PROFESSIONAL

LED BY DAN JOYCE

12 + years of experience
hundreds of clients
thousands of contracts
billions of kWh's of power







PROVIDENCE

COLLEGE





for some of the largest energy users









TORAY Innovation by Chemistry



Guiding Principles

TRANSPARENCY INTEGRITY HONESTY

LIQUIDITY INTELLIGENCE UNBIASED RECOMMENDATIONS



Guiding Principles Core Competencies

EXPERIENCE TECHNOLOGY BASED APPROACH RELEVANT SUPPLIERS PROACTIVE PROCUREMENT SUPPORT PERFORMANCE BASED MODEL



Guiding Principles

ENERGY PROCUREMENT

MARKET INTELLIGENCE

RISK MANAGEMENT



THE ENERGY MARKETPLACE CAN BE CONPLICATED Renewable in orting Report Distributed Capacity

Soo" Batter WinteManagement Supplier Batter WinteManagement Agreeme Horage Reliability Volverket

WE CAN HELP

$\mathbf{E} = \mathbf{P} \mathbf{X} \mathbf{Q} - \mathbf{i}$

- competitive sourcing of supplier agreements
- reduce usage via efficiency contracting
- maximize incentive programs for emerging technologies
- on-site generation of power & leverage of existing energy assets



Step 1 DISCOVERY

Step 2 DISCUSS & DEVELOP BUYING STRATEGY Step 3 INTERNAL EVALUATION Step 4 DEVELOP REQUEST FOR PRICING Step 5 RUN LIVE AUCTION Step 6 SET UP TRIGGERS



Step 1 DISCOVERY

Collect copies of utility & supply invoices Collect copies of supply agreements Sign Utility Authorizations Balanced Rock Energy agreement Review on-site generation capabilities





DISCUSS & DEVELOP BUYING STRATEGY

Tolerance for Risk

Budget Certainty

Exposure

Types of Products

a. Fixed Pricing 100% Bandwidth
b. Fixed Pricing 25% Bandwidth
c. Fixed w/ Block Purchase
d. Market Based Pricing



Step 3 INTERNAL EVALUATION OF FINDINGS & RECOMMENDATION

Market Conditions (MIP)

Existing Agreements

Estimates of New Pricing Results

Present Findings

Recommendation of next steps



Step 4 DEVELOP REQUEST FOR PRICING

RFP Architecting

Confirm all Customer Information

Prepare Pricing Estimates

Schedule Pricing & Evaluate Results

Review Agreements from Top Suppliers

Schedule Executable Round & Live Auction





Step 5 RUN LIVE AUCTION

Executable Round of Pricing Auctions run 11:30 – 12:30 Evaluate Results / Make Decisions Execute Agreements as Applicable



SET UP TRIGGERS

Triggers track the market over the life of the agreement

Help with proactive procurement

Help to take advantage of buying opportunities

Set up Billing & Payment Methods



1 EXPERIENCE

- 2 PROCESS
- **3 TECHNOLOGY**
- 4 SUPPLIERS
- **5 APPROACH**

Over a decade of experience assisting many of the largest energy users in the world. Hundreds of clients, thousands of agreements for billions of kWh's in every deregulated market in the US.



- **1 EXPERIENCE**
- 2 PROCESS
 3 TECHNOLOGY
 4 SUPPLIERS
 5 APPROACH

A structured process which includes customized bid conditions, products and terms based on your specific goals we discussed during due diligence.



1 EXPERIENCE

- 2 PROCESS
- 3 TECHNOLOGY
 4 SUPPLIERS

5 APPROACH

We utilize a live auction based approach. This process will create a hyper competitive bidding environment, will compress supplier margins to the bare minimum and result in the best pricing available.



- **1 EXPERIENCE**
- 2 PROCESS
- **3 TECHNOLOGY**

4 SUPPLIERS5 APPROACH

We work with every relevant supplier in every market throughout the US. We have point people assigned to BRE at a corporate level, this reduces excess sales support and improves efficiencies.



- **1 EXPERIENCE**
- 2 PROCESS
- **3 TECHNOLOGY**
- **4 SUPPLIERS**

APPROACH

We use a performance based business model. In the unlikely event you are not completely satisfied you can say "thanks, but no thanks" and walk away.



REDUCE SPEND / MAXIMIZE INCENTIVES

- Energy Efficiency
- Demand Response
- Capacity Tag Management
- Onsite Power Generation (Gas / Solar)
- Community or Shared Solar Future



Energy Efficiency THE CHEAPEST KWH IS THE ONE YOU DON'T USE.

You Can

> Uncover Opportunities via No Cost Utility Audits

- Recover Costs via Utility Incentives & Rebates
- Secure Financing via C-PACE Energize CT



Additional Options

Demand Response

GET PAID TO REDUCE ELECTRIC USAGE AT PEAK TIMES

ASSIST NEW ENGLAND ISO WITH GRID STABILITY

Vou Can

- Generate Revenue that can be re-invested in building efficiency
- Implement Traditional Curtailment via Building Controls
- Utilize Standby Generators if Tier 4 EPA



Additional Options

Capacity Tag Management

SIMILAR TO DEMAND RESPONSE REDUCE USAGE WHEN NEW ENGLAND ISO PEAKS *TYPICALLY JUNE-AUGUST

You Can

- Reduce Supply Charge via Lower Cap Tags
- Implement Traditional Curtailment
- Utilize Standby Generators if Tier 4 EPA



Additional Services

On-Site Power Generation

NATURAL GAS EFFECTIVE, EFFICIENT & RELIABLE

BENEFITS

increased efficiency > more reliable power

- cleaner mix of fuel >> many federal & state incentives
- Iong term power purchase agreement available



Additional Services

On-Site Power Generation

SOLAR

CAN BE IMPLEMENTED ON-SITE – LAND / ROOFTOPS AND CARPORTS

BENEFITS

- Low / Stable Electric Rate for 10-20 years
- Generate Power On-Site at the peak time daily without emissions



Additional Services

Community Solar – Future

AKA - SHARED SOLAR ALLOWS RATE PAYERS TO PURCHASE SOLAR ENERGY AT A DISCOUNT FROM OFFSITE LOCATIONS A PILOT PROJECT IN PROCESS IN BLOOMFIELD CT

BENEFITS

Reduce Spend via Utility Credits / Reinvest the Difference

Assist with Financing Large Scale Solar



WE LEVERAGE OUR OWN ASSETS

- Over a Decade of Experience
- Extensive Market Intelligence Data
- Technology Based Tools
- A Network of the Best Vendors
- Performance Based Approach

TO HELP YOU MAKE THE BEST DECISIONS!



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THANK YOU

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