

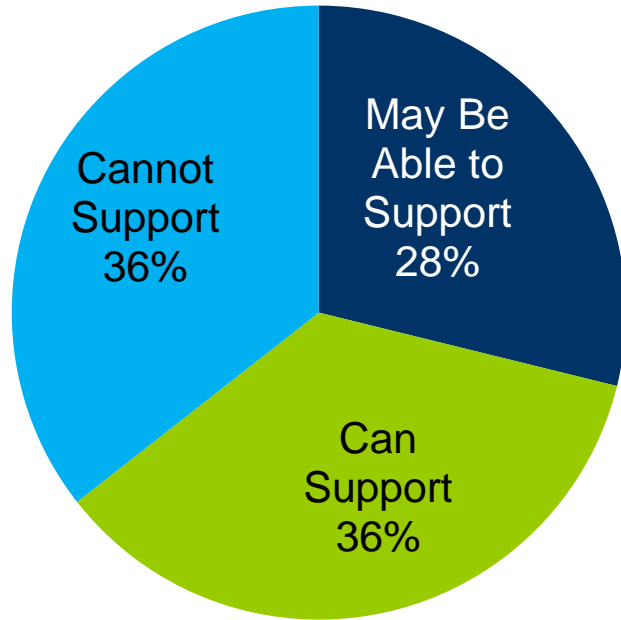


Package and Design Component Non-Binding Poll Results

Summer Only Demand Response Senior Task Force
July 25, 2018

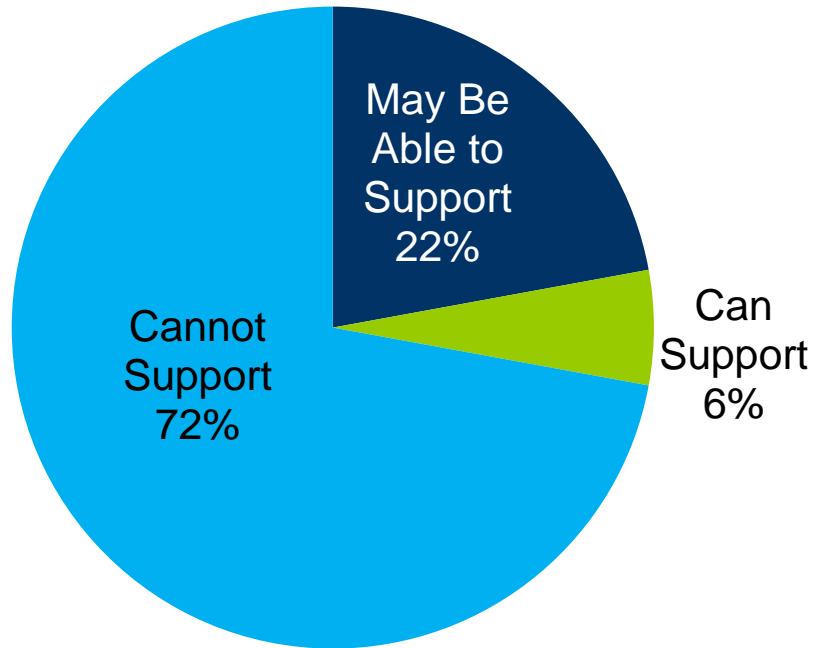
- Total Unique Responders: 17
- Total Companies Represented: 104

Package A (PJM)



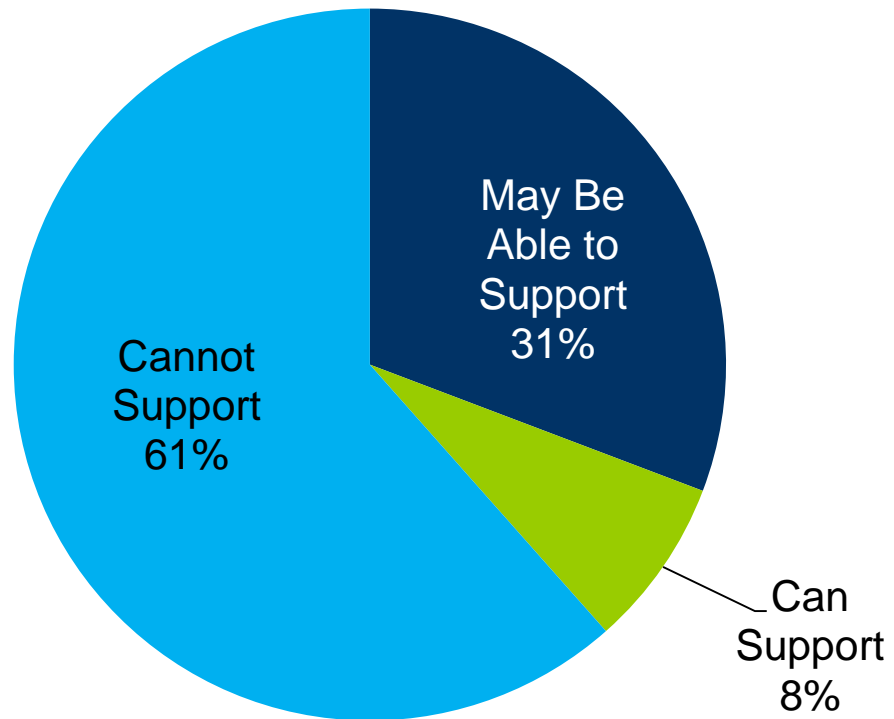
Package A (PJM)	%	#	Total
May Be Able to Support	28%	30	104
Cannot Support	36%	37	104
Can Support	36%	37	104

Package B



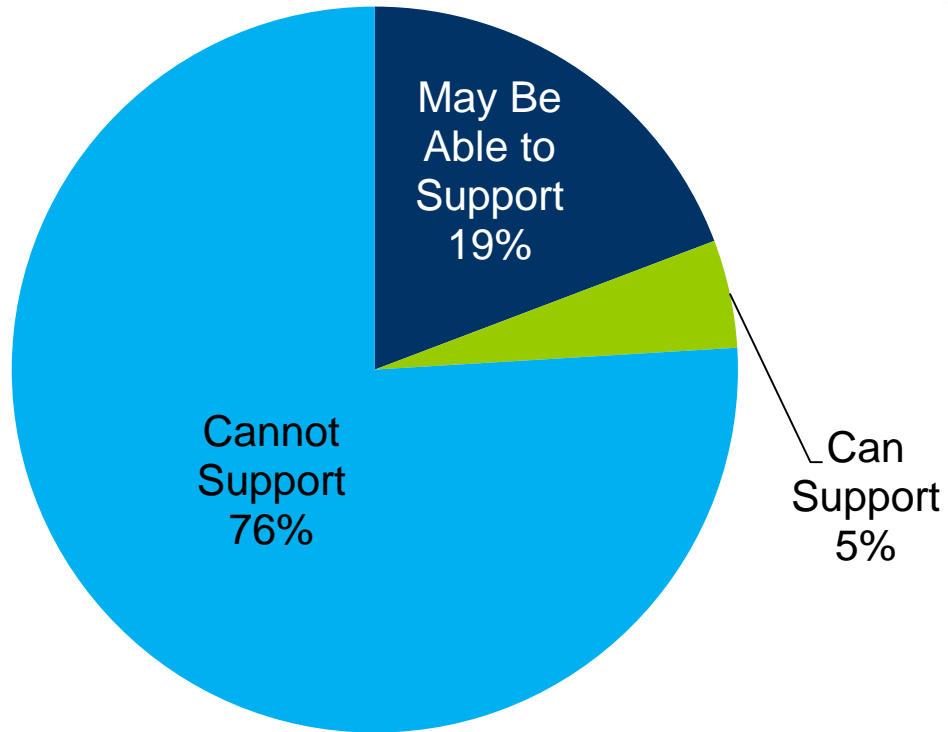
Package B	%	#	Total
May Be Able to Support	22%	23	104
Cannot Support	72%	75	104
Can Support	6%	6	104

Package C (MMU)

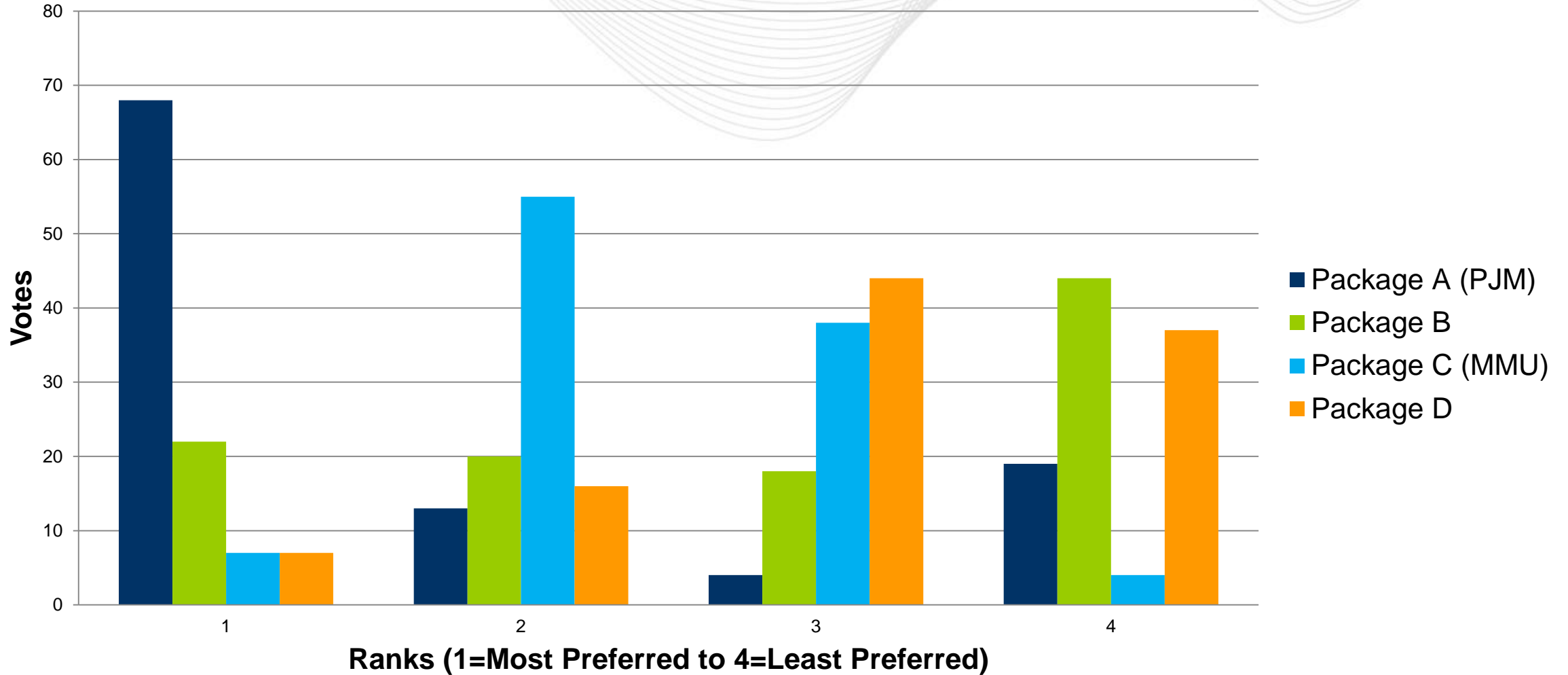


Package C (MMU)	%	#	Total
May Be Able to Support	31%	32	104
Cannot Support	61%	64	104
Can Support	8%	8	104

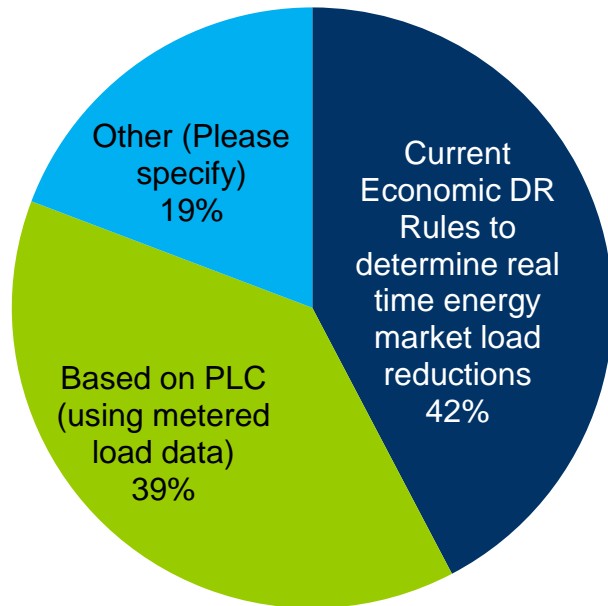
Package D



Package D	%	#	Total
May Be Able to Support	19%	20	104
Cannot Support	76%	79	104
Can Support	5%	5	104



What is your preferred method for Performance Measurement (M & V)?

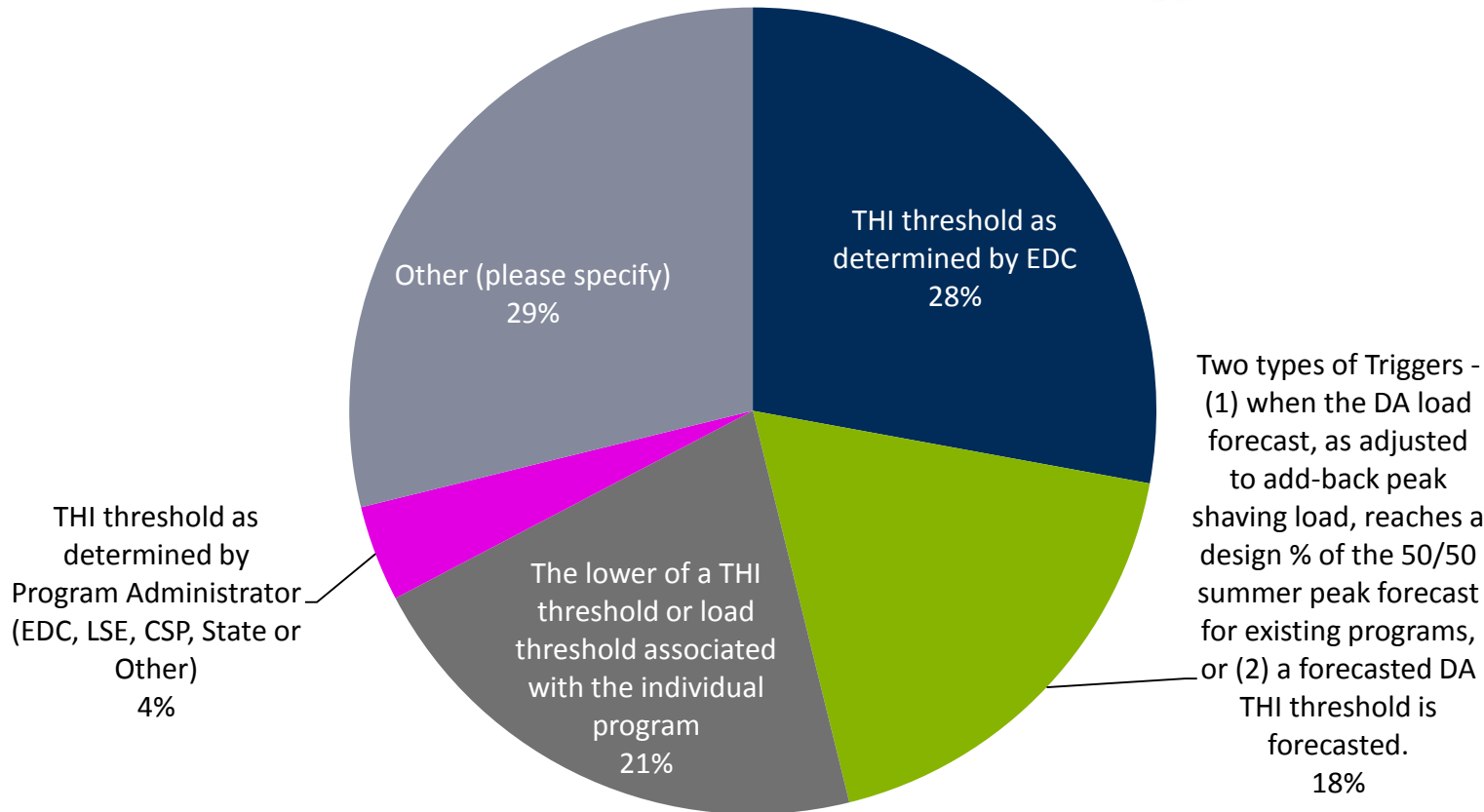


What is your preferred method for Performance Measurement (M & V)?	%	#	Total
Current Economic DR Rules to determine real time energy market load reductions	42%	44	104
Based on PLC (using metered load data)	39%	40	104
Other (Please specify)	19%	20	104

What is your preferred method for Performance Measurement (M & V)?

- Needs more information and discussion
- No Opinion

What is your preferred method for Curtailment Triggers?

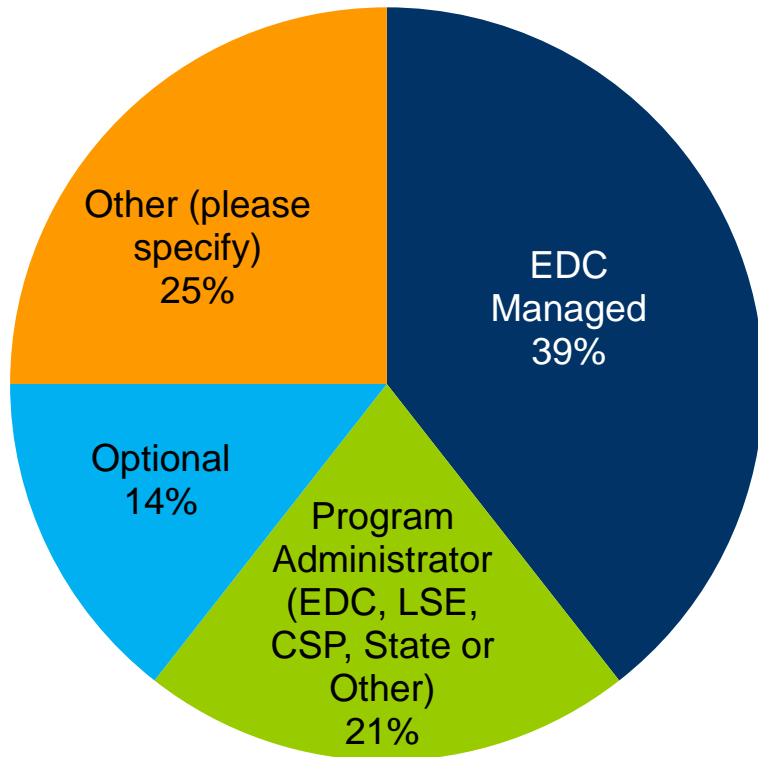


What is your preferred method for Curtailment Triggers?	%	#	Total
THI threshold as determined by EDC	28%	29	104
Two types of Triggers - (1) when the DA load forecast, as adjusted to add-back peak shaving load, reaches a design % of the 50/50 summer peak forecast for existing programs, or (2) a forecasted DA THI threshold is forecasted.	18%	19	104
The lower of a THI threshold or load threshold associated with the individual program	21%	22	104
THI threshold as determined by Program Administrator (EDC, LSE, CSP, State or Other)	4%	4	104
Other (please specify)	29%	30	104

What is your preferred method for Curtailment Triggers?

- THI Threshold determined on a consistent basis
- The lower of a THI threshold as determined by the EDC
- No Opinion

What is your preferred method for Supervisory Control?

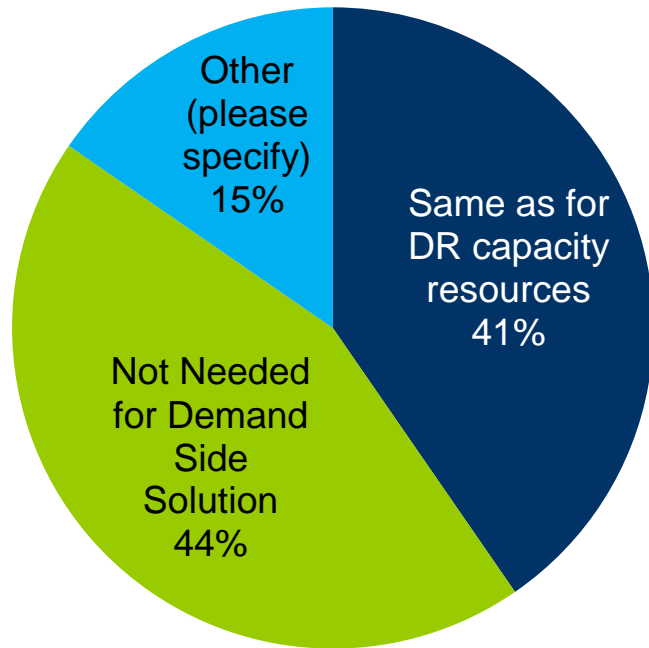


What is your preferred method for Supervisory Control?	%	#	Total
EDC Managed	39%	41	104
Program Administrator (EDC, LSE, CSP, State or Other)	21%	22	104
Optional	14%	15	104
Other (please specify)	25%	26	104

What is your preferred method for Supervisory Control?

- Program Administrator with preference for EDC Managed
- Program Administrator; prefer EDC Managed

What is your preferred method for the Capacity Market Replacement Mechanism?

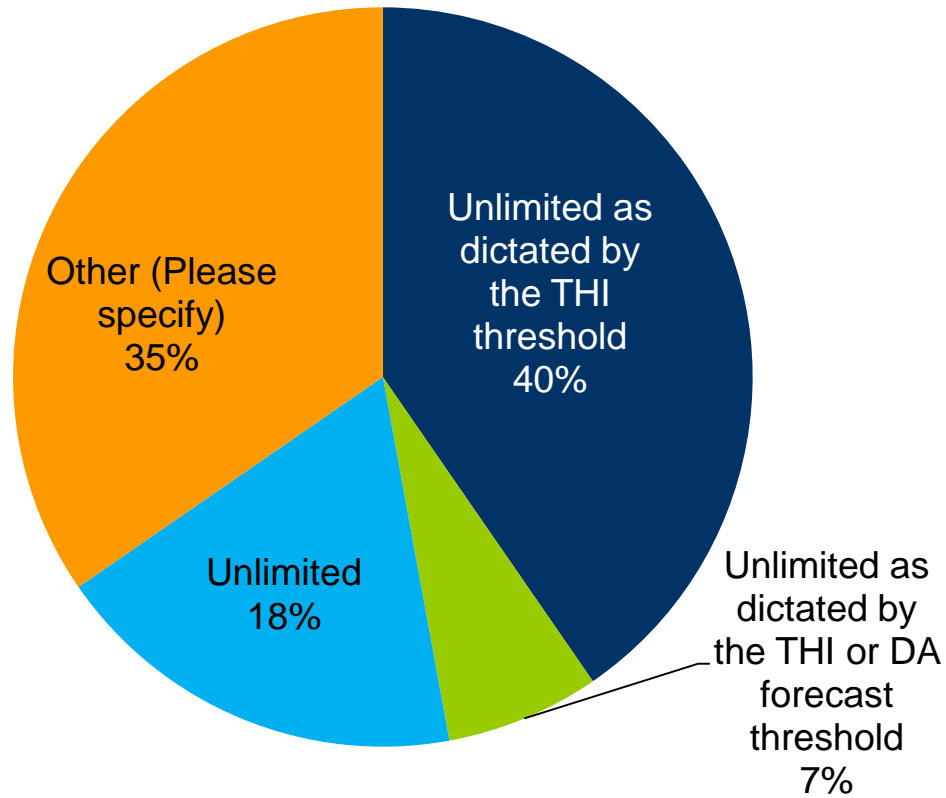


What is your preferred method for the Capacity Market Replacement Mechanism?	%	#	Total
Same as for DR capacity resources	41%	42	104
Not Needed for Demand Side Solution	44%	46	104
Other (please specify)	15%	16	104

What is your preferred method for the Capacity Market Replacement Mechanism?

- Only comment was “See comments for last question”, presumably the last slide of this presentation.

What is your preferred method for Interruption Days?



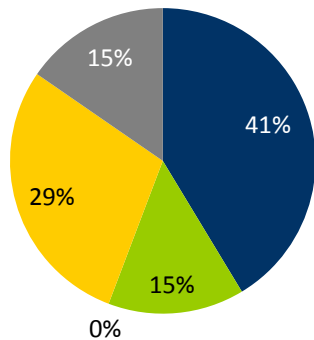
What is your preferred method for Interruption Days?	%	#	Total
Unlimited as dictated by the THI threshold	40%	42	104
Unlimited as dictated by the THI or DA forecast threshold	7%	7	104
Unlimited	18%	19	104
Other (Please specify)	35%	36	104

What is your preferred method for Interruption Days?

- Specified by Program.
- The number of interruption days should be able to be limited by program administrator. From a commercial view, customers would like to know how many times they may be curtailed in a season, especially if it is expected regularly (in contrast to an emergency product).
- No Opinion

What is your preferred method for Eligibility?

- Load reduction programs governed by EDC tariffs that will meet the PJM load forecast adjustment criteria for the committed delivery year. Customers that are included in load forecast adjustment may not also participate as DR or PRD for the same Delivery Y
- Participants may not participate in CP DR or PRD markets for the same load forecast reduction amounts. CP DR winter market participants may participate
- Cannot participate as CP Demand Response or PRD. Customers that are included in load forecast adjustment may not also participate as DR or PRD for the same Delivery Year
- Load reduction programs governed by EDC or other State Program tariffs that will meet the PJM load forecast adjustment criteria for the committed delivery year. Customers that are included in load forecast adjustment may also participate as DR or PRD for
- Other (Please specify)



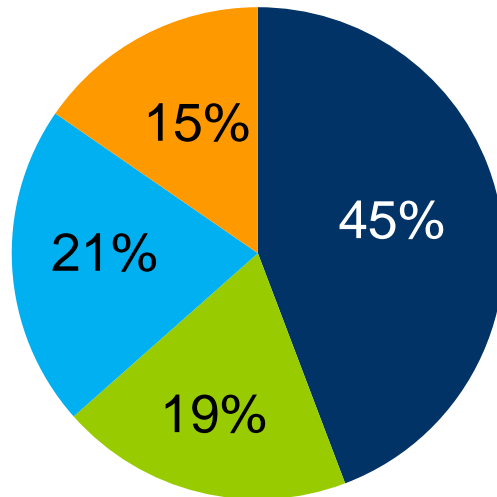
What is your preferred method for Eligibility?	%	#	Total
Load reduction programs governed by EDC tariffs that will meet the PJM load forecast adjustment criteria for the committed delivery year. Customers that are included in load forecast adjustment may not also participate as DR or PRD for the same Delivery Year	41%	43	104
Participants may not participate in CP DR or PRD markets for the same load forecast reduction amounts. CP DR winter market participants may participate	15%	15	104
Cannot participate as CP Demand Response or PRD. Customers that are included in load forecast adjustment may not also participate as DR or PRD for the same Delivery Year	0%	0	104
Load reduction programs governed by EDC or other State Program tariffs that will meet the PJM load forecast adjustment criteria for the committed delivery year. Customers that are included in load forecast adjustment may also participate as DR or PRD for the same Delivery Year for reductions that are incremental	29%	30	104
Other (Please specify)	15%	16	104

What is your preferred method for Eligibility?

- Only comment was “See comments for last question”, presumably the last slide of this presentation.

What is your preferred method for Valuation of Load Forecast Impact / Compensation?

- Reduced Reliability Requirement via load forecast adjustment
- Compensation is in the form of the payment, by PJM, of credits to the otherwise applicable capacity costs related to the load forecast adjustment amount OR Fund the payment outside PJM's market
- Reduced forecast and PLC for participating customers
- Other (Please specify)



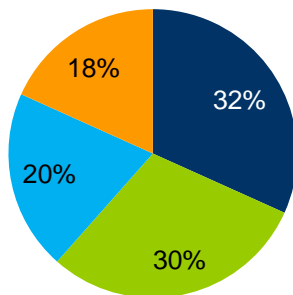
What is your preferred method for Valuation of Load Forecast Impact / Compensation?	%	#	Total
Reduced Reliability Requirement via load forecast adjustment	45%	46	104
Compensation is in the form of the payment, by PJM, of credits to the otherwise applicable capacity costs related to the load forecast adjustment amount OR Fund the payment outside PJM's market	19%	20	104
Reduced forecast and PLC for participating customers	21%	22	104
Other (Please specify)	15%	16	104

What is your preferred method for Valuation of Load Forecast Impact / Compensation?

- Only comment was “See comments for last question”, presumably the last slide of this presentation.

What is your preferred method for Rules Regarding Party who Receives Value?

- Allocated to the Zone
- Credits are paid to the entity designated by the program administrator [EDCs, LSE's or CSPs]. Payments can be made to EDCs, LSEs, or CSPs. or as determined and implemented by the state
- Reduced PLCs are allocated to individual customers
- Other (Please specify)



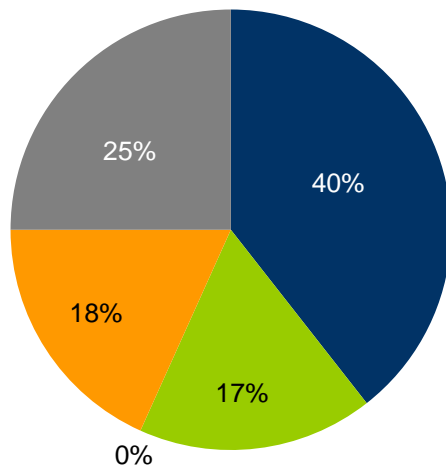
What is your preferred method for Rules Regarding Party who Receives Value?	%	#	Total
Allocated to the Zone	32%	33	104
Credits are paid to the entity designated by the program administrator [EDCs, LSE's or CSPs]. Payments can be made to EDCs, LSEs, or CSPs. or as determined and implemented by the state	30%	31	104
Reduced PLCs are allocated to individual customers	20%	21	104
Other (Please specify)	18%	19	104

What is your preferred method for Rules Regarding Party who Receives Value?

- prefer two but recognize may be difficult

What is your preferred method for Operational Control?

- EDC Managed
- Optional. Programs can reflect, pricing programs direct load control, or other technologies - but must reliability perform during curtailment trigger periods
- Dictated by individual program requirements that are communicated to PJM
- Program Administrator dictates operational control (EDC, LSE, CSP, State or Other)
- Other (Please specify)

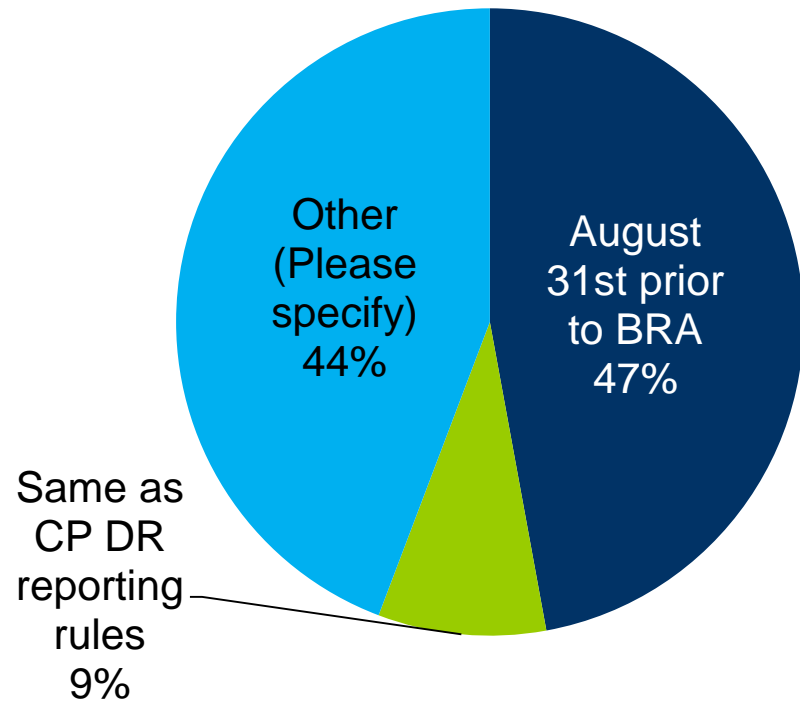


What is your preferred method for Operational Control?	%	#	Total
EDC Managed	40%	41	104
Optional. Programs can reflect, pricing programs direct load control, or other technologies - but must reliability perform during curtailment trigger periods	17%	18	104
Dictated by individual program requirements that are communicated to PJM	0%	0	104
Program Administrator dictates operational control (EDC, LSE, CSP, State or Other)	18%	19	104
Other (Please specify)	25%	26	104

What is your preferred method for Operational Control?

- Program Administrator with preference for EDC Managed
- Program Administrator; prefer EDC Managed

What is your preferred method for the timeline for reporting program components to PJM?

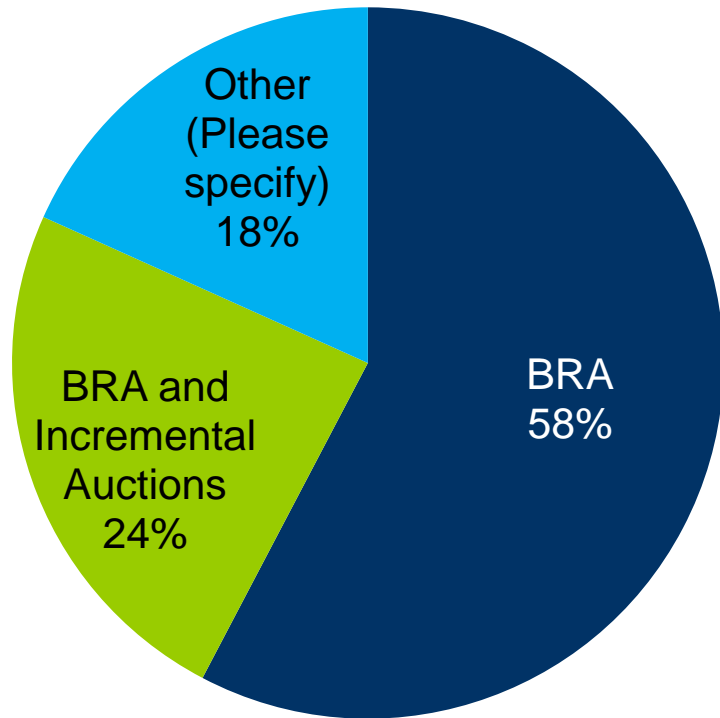


What is your preferred method for the timeline for reporting program components to PJM?	%	#	Total
August 31st prior to BRA	47%	49	104
Same as CP DR reporting rules	9%	9	104
Other (Please specify)	44%	46	104

What is your preferred method for the timeline for reporting program components to PJM?

- October 1 (should provide adequate time for incorporation into preliminary forecast that is reviewed at December Planning Committee meeting.)
- More discussion is needed as to why PJM prefers the August 31st prior to BRA for reporting program components to PJM and the BRA only –approach for participation. We have heard from states that this will be difficult to conform to and from a commercial perspective, also raises serious concerns. Why can't PJM also allow programs to participate in advance of the IAs as part of the regular load forecast updates?
- If possible, we'd like to have the reporting timeline be moved to September 30th to allow for the entire summer performance to be incorporated.

What is your preferred choice for the applicable auction?



What is your preferred choice for the applicable auction?	%	#	Total
BRA	58%	60	104
BRA and Incremental Auctions	24%	25	104
Other (Please specify)	18%	19	104

What is your preferred choice for the applicable auction?

- “See comments for last question”, presumably the last slide of this presentation.

- Package A not supported because it is too limiting in regards to triggers, supervisory control and limited to only EDC-programs.
- The THI threshold may not cover future scenarios in which the daily peak is shifted due to solar saturation and the highest THI hours do not align with the daily peak of individual zones or RTO.
- The existing PJM Summer and Non-Summer Capacity Performance Resource Aggregation rules are adequate and working. There is no additional value in departing from the status quo. The ranking for the four proposals provided in Q5 (1-2-3-4) is random, as it was not possible to refrain from voting or to enter zero.
- Survey is very confusing, often mixing in more than one issue. Suggest redesigning and resubmitting to better flush out the issues. More discussion is needed before voting no packages.
- We are available to continue the dialogue with PJM and appreciate the tremendous work being done by the PJM team.
- I don't think that PJM can impose allocation of PLC benefits at the individual customer level.