

Tailored Consulting Services for the Energy Industry

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# Total Energy Planning©

## A Decision-Making Process for the Cooperative



As various government requirements and available technologies for meeting customers' energy needs change rapidly - locally and nationally - utilities are facing important decisions regarding their future energy supply needs. Utilities need to consider Energy Innovation (EI) programs - such as energy efficiency, demand response, conservation, DSM, etc. - as well as Renewables and REC strategies to combine with their traditional generation resources.

To add further to the mix, the high cost associated with potential legislation means that carbon and other greenhouse gas impacts need to be addressed as well. To assist our clients, EnerVision offers our "Total Energy Planning" - a decision-making process offered to our clients to help with defining their energy resource strategies and goals.

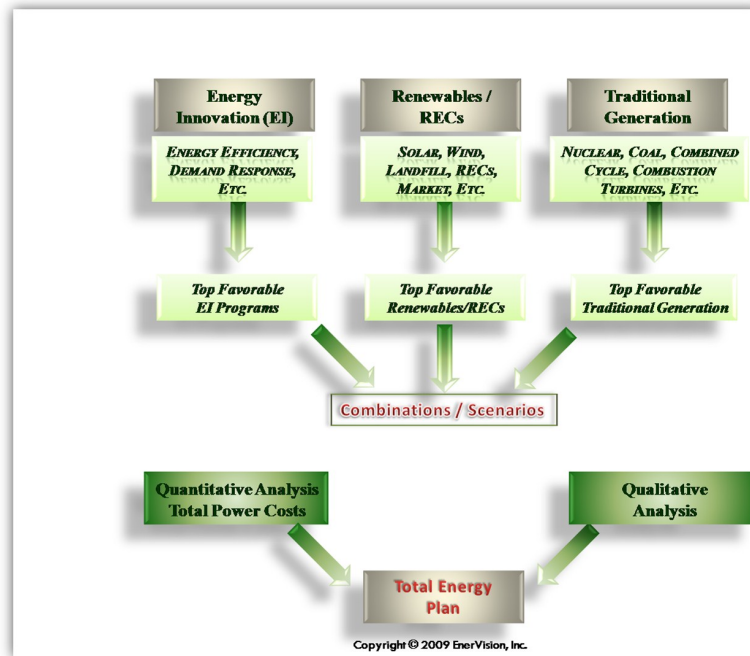
### The Process

Total Energy Planning incorporates Energy Innovation, Renewable Energy and Traditional Generation resources in defining *the utility's energy services for its customers with:*

1. High level screening of options within each category above and determining which are feasible to evaluate.
2. Quantitative analysis: Defining scenarios of options across the categories and performing an economic analysis of each scenario. The impact of each scenario will be determined by the total cost to meet customers' needs.
3. Qualitative analysis: Facilitate a discussion to identify the Pros and Cons of each economic scenario along with the following attributes:
  - A. Reliability;
  - B. Community/Political;
  - C. Suppliers Creditworthiness;
  - D. Economic Development
  - E. Others as determined

For additional information, contact Nelson Hawk at 1-888-999-8840 or e-mail him at nelson.hawk@enervision-inc.com.

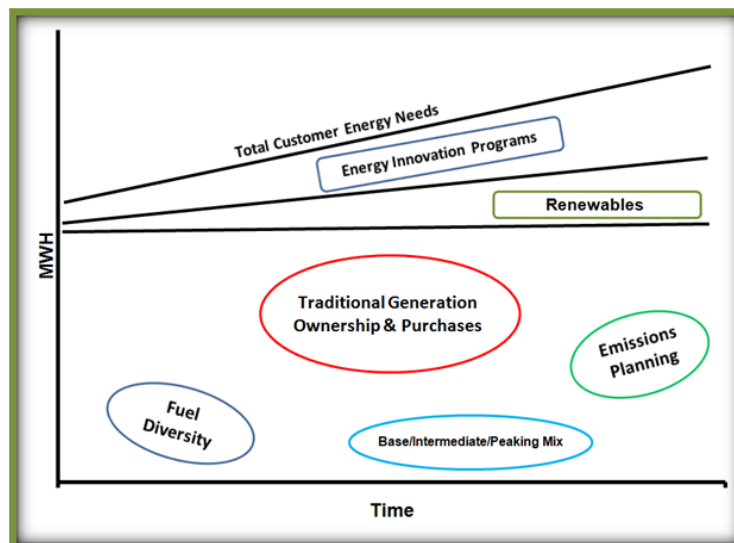
The chart below illustrates EnerVision's Total Energy Planning process to determine the best combination of Energy Innovation Programs and Renewables/REC opportunities along with Traditional Generation resources in order to develop a viable and beneficial Total Energy Plan tailored to meet each client's individual energy needs.



EnerVision understands the various components in each aspect involved in making these critical power supply choices. There is not one simple or easy solution since many areas need to be considered to comprise the best options for our clients.

Energy Innovation and Renewables will more than likely be mandatory for electric utilities in the future - changing what traditional generation looks like. The trick will be to be ahead of government regulation.

The chart below illustrates how, with the many legislative regulations being implemented over the next few years, the need to plan for Energy Innovation and Renewables / RECs solutions will increase over time with traditional generation options becoming harder and harder to implement.



For further information regarding EnerVision's Total Energy Planning services, please contact Elaine Johns at (888) 999-8840.