

THE LEADING PROVIDER OF DEMAND RESPONSE RESOURCES IN THE UNITED STATES

DEMAND RESPONSE OVERVIEW

Demand Response is the temporary reduction of electrical usage by a customer for an economic or emergency response. DR programs are designed to contribute to energy load reduction during times of high prices, critical peak demand, or supply shortfalls on the electric grid.

ABOUT NORTH AMERICA POWER PARTNERS

North America Power Partners is a leading provider of Demand Response resources across the United States. We enable our customers to participate in a range of programs including Capacity, Reserves, and Self-Scheduled Energy. Our DR solutions include advanced metering with web-based reporting tools for all our customers. NAPP provides engineering audits, automation, and controls for customers who want to automate their demand response.

BENEFITS TO OUR CUSTOMERS

Revenue

Create a significant recurring new revenue stream for your business

Grid Reliability

Reduce the likelihood of a blackout in your community

Environmental

Offset the need for new generation plants; reduce GHG emissions

Usage Reports

Customers can access valuable electric usage reports every hour to monitor energy use and manage utility costs

NAPP works with our customers to identify the portion of electric load at each facility that will be reduced – aligning our customers' objectives to generate revenues while limiting impact on facility operations. Ways that facilities reduce their energy usage include idling equipment, shutting down processes, raising thermostats, utilizing building automation and energy management systems, or reducing lighting. NAPP will provide the metering technology and transaction systems required to participate in our DR programs.

New Jersey

308 Harper Drive, Suite 320, Moorestown, NJ 08057
(856) 439-0800 or 1-(888) 476-7764

California

400 Continental Blvd, Suite 600, El Segundo, CA 90245
(310) 426-2966



Municipal Case Study: Municipal Authority of Westmoreland County

The Opportunity

For over 30 years, Municipal Authority of Westmoreland County (MAWC) has continued to grow into one of the largest water treatment plants in Pennsylvania, managing growing demand through strategic acquisitions of systems and water line extensions. As a result, they now serve 400,000 customers throughout Western Pennsylvania with three modern treatment centers. With the ability to treat over 60 million gallons of water per day, these three treatment plants rely on excessive amounts of energy from the electric grid to maintain production. By joining North America Power Partners (NAPP), MAWC took its first step towards energy efficiency and became a reliable resource for the electric grid during times of stress.



A Quick Look at Municipal Authority of Westmoreland County...

- Founded: 1970
- Industry: Utilities
- Headquarters: New Stanton, Pennsylvania
- Number of Facilities: 3

A Deeper Look at the Numbers...

- Revenue: More than \$75,000
- Peak Load: More than 4000 KW
- Curtailement: 1000 KW- 4000 KW
- Years with NAPP: 3 Years

"We use the extra revenue for our operating funds and to offset any rate increases our customers might pay"

-Operations Manager, MAWC, on how they use revenue earned from NAPP's demand response programs

The NAPP Solution

After hearing about demand response, the Municipal Authority of Westmoreland County (MAWC) did their homework. They analyzed competitor rates, customer care, and overall satisfaction and tied each factor into their decision. "We did compare other competitors to see which program fit better with how we needed to run our system". After considering all the above factors, Municipal Authority chose NAPP as their demand response provider. Earning revenue up to \$100,000 a year from NAPP, "we use the extra revenue for our operating funds and to offset any rate increases our customers might pay". When asked for some feedback about our services he replied, "[Our] relationship is very good, NAPP communicated very well with us not only from a standpoint when there is going to be a shutdown but also to keep us well informed."

New Jersey

308 Harper Drive, Suite 320, Moorestown, NJ 08057
(856) 439-0800 or 1-(888) 476-7764

California

400 Continental Blvd, Suite 600, El Segundo, CA 90245
(310) 426-2966

