

## Universities/Hospitals Demand Response And EnergyConnect Delivers

By Jim Clark, Director of Engineering, Philadelphia

ECI's participating Universities and Hospitals made significant contributions to balance the grid through the first three quarters of '06, and were paid well for it.

Without ever compromising student, patient or tenant comfort, Universities and Hospitals have been able to deploy a variety of strategies, generally developed with the help of ECI's engineering team:

- Pre-cool or pre-heat buildings
- Setback of Space Air Temperature
- Setback of Chilled Water temp
- Turning down Variable Frequency Drives
- Cut back on discretionary loads/lighting
- Turn off or limit chillers
- Deploying alternatives such as Ice storage or distributed generation
- Initiate control schemes such as optimum start/stop, occupied/unoccupied control, and demand limiting

This approach has generated hundreds of thousands of dollars for these institutions and many of the same strategies would be equally applicable to commercial office buildings too.

**Foundations can benefit too** Some institutions are considering having demand response revenues paid to University or Hospital foundations as unrestricted grants. Others use the revenues to fund upgrades or new systems, while others just appreciate the revenue for general purposes.

### IN THE NEWS

#### COMMONWEALTH EDISON AUCTION INDICATES SIGNIFICANT RISE IN '07 COSTS

BOMA Chicago's recent study projects that N Illinois ComEd consumers with peak loads between 400kW and 3MW could see costs rise as much as 90% if now on the space heated rate and 54% otherwise in 2007.

The key recommendation is to consider all options for electrical supply, including Retail Energy Suppliers, as well as other means of mitigating cost increases, such as Demand Response programs.

### ENERGYCONNECT OPENS VIRGINIA OFFICE ADDS TO PHILADELPHIA, MIDWEST TEAMS

ECI is pleased to announce that George Barnes has joined the firm in Virginia, Jim Clark was hired as Director of Engineering in Philadelphia, and Steve Schafer is on board as VP of Sales and Marketing in the Midwest.

George and Steve will drive promotion of ECI solutions to new participants, while Jim and his team of engineers will primarily work with new and existing ECI clients to develop and enhance Demand Response strategies.

### ENERGYCONNECT LAUNCHES WEB BASED BID GENERATOR TO RAVE REVIEWS

By John Stremel, VP Software Dev, San Jose

EnergyConnect is pleased to announce the successful launch of its Bid Generator Demand Response Solutions suite.



Participant/Client response has been very favorable, finding Bid Generator easy to use, accurate, and highly effective.

Bid Generator allows facility management to quickly select hours for DR on a daily basis by aggregating key elements of the decision, e.g.:

- ✓ **Bid Generator Tab** The manager drills down to the daily bidding page, and sees Baseline, Recent Load and Current Pricing data for any number of sites.
- ✓ **LMP Reporting** Day Ahead, Real Time, and 5 Min daily pricing are available at the manager's finger tips.
- ✓ **Financial Reporting** Provides daily summary with drill down details on hourly activity and CBL calculations.

ECI and PJM are notified immediately when Bids are submitted, and settlement data is updated as soon as 24 hours after the DR event.

Further upgrades are in process; however, the current version is exceeding expectations for Day Ahead and RT bids.

**GET ON BOARD** – Contact Brian Gallagher at 630.327.6908 or [bgallagher@energyconnectinc.com](mailto:bgallagher@energyconnectinc.com) to start earning your own revenue within 3 weeks of registration.