

CPower Retained By Commonwealth of Virginia To Provide Demand Response Services

BALTIMORE, MD, Richmond, VA — CPower Energy Management has received a Notice of Intent to Award from the Commonwealth of Virginia to provide curtailment and demand response (DR) services to facilities statewide. This is CPower's third consecutive demand response contract with Virginia.

The renewed contract was awarded through a competitive procurement process. It will cover 135 accounts across the state, including K-12 schools, public universities, airports, and municipal buildings. The program is managed and overseen by the Virginia Division of Energy's Department of Mines, Minerals and Energy (DMME).

In 2017, CPower enrolled 78 MW in PJM Interconnection's demand response program on behalf of the state. CPower also enrolled 7 MWs of additional capacity in the form of completed energy efficiency projects that qualified to earn additional revenue from the forward capacity market.

"We are proud to have CPower as our partner again for the next three years," said Nam Nguyen, manager of DMME's Virginia Energy Management Program. "The whole CPower team, and Leigh Anne [Ratliff] in particular, has always been dedicated to both providing the best service and increasing enrollment to benefit the state."

"DMME works with state agencies and public localities who are willing and able to reduce electrical load when grid reliability is threatened. They can play a pivotal role in maintaining the grid," Mr. Nguyen said. "The demand response program is a valuable resource option to manage the electric grid during critical times, with the help of CPower to administer the program."

"We're very pleased that Virginia has chosen to continue our successful partnership," said John Horton, president and CEO of CPower. "Over the past three years alone, Virginia's demand response participation has generated more than \$10 million in revenue for the state. We're proud that we have been able to help the state come closer to meeting its sustainability goals, and support the programs that benefit Virginia's citizens every day."

Leigh Anne Ratliff, CPower's account manager for Virginia, said that CPower's ability to provide a comprehensive suite of demand-side solutions exemplifies CPower's dedication to their customers' success. "Our ability to offer additional services such as energy efficiency greatly enhances the value we bring to our customers," she said. "Our focus is, and will always be, finding ways to help customers like the state of Virginia meet or exceed their energy goals and maximize their results."

ABOUT CPOWER

CPower is a demand-side energy management company. CPower creates optimized energy management strategies that help organizations streamline their energy usage, offset energy costs, and reach their sustainability goals. For more information please visit CPowerEnergyManagement.com.

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