



TRI-STATE



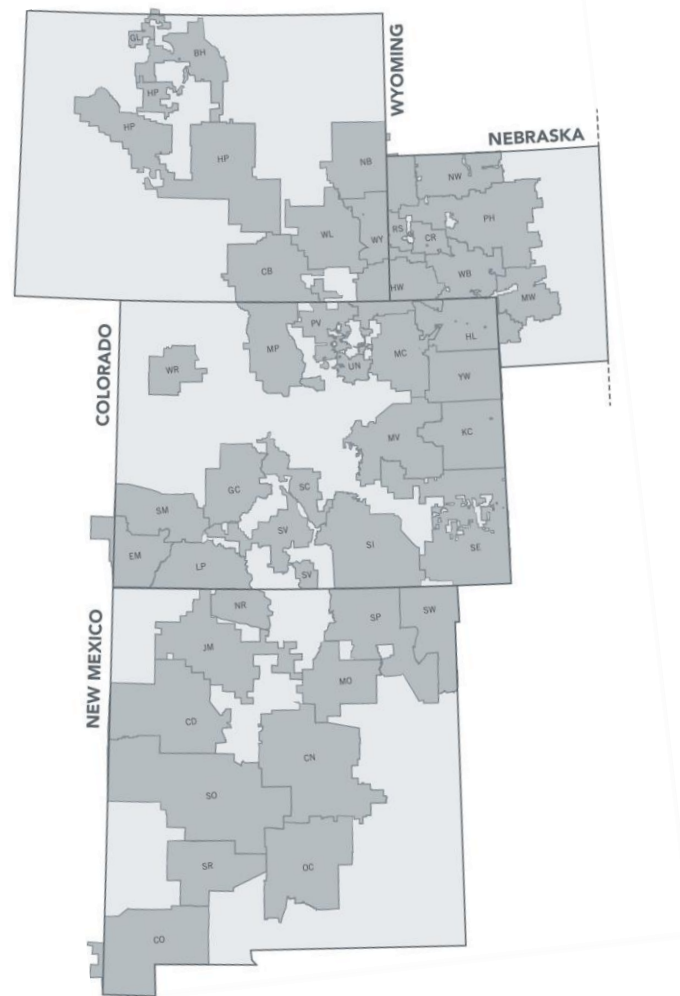
Building the Cooperative Energy Ecosystem

Reg Rudolph, SVP and Chief Energy Innovations Officer

WHATEVER THE FUTURE HOLDS,
WE'LL POWER IT.

Tri-State at-a-glance

- G&T Cooperative
- 42 Members (Cooperatives & PPD's)
- 4 States (hence the name Tri-State)
- 200,000 square miles
- 650,000+ retail meters
- Various levels of regulation at the retail level, resource regulated in Colorado
- Absolutely no diversity of opinion



Our Why...Create value and meet regulatory goals

- Approximately 385,000 people are classified as “Disadvantaged”
- 51% of consumers in the service territory are above 50% for energy burden.
- 14% of our members live below the poverty line.
- Energy Efficiency and Demand Response Goals in Colorado

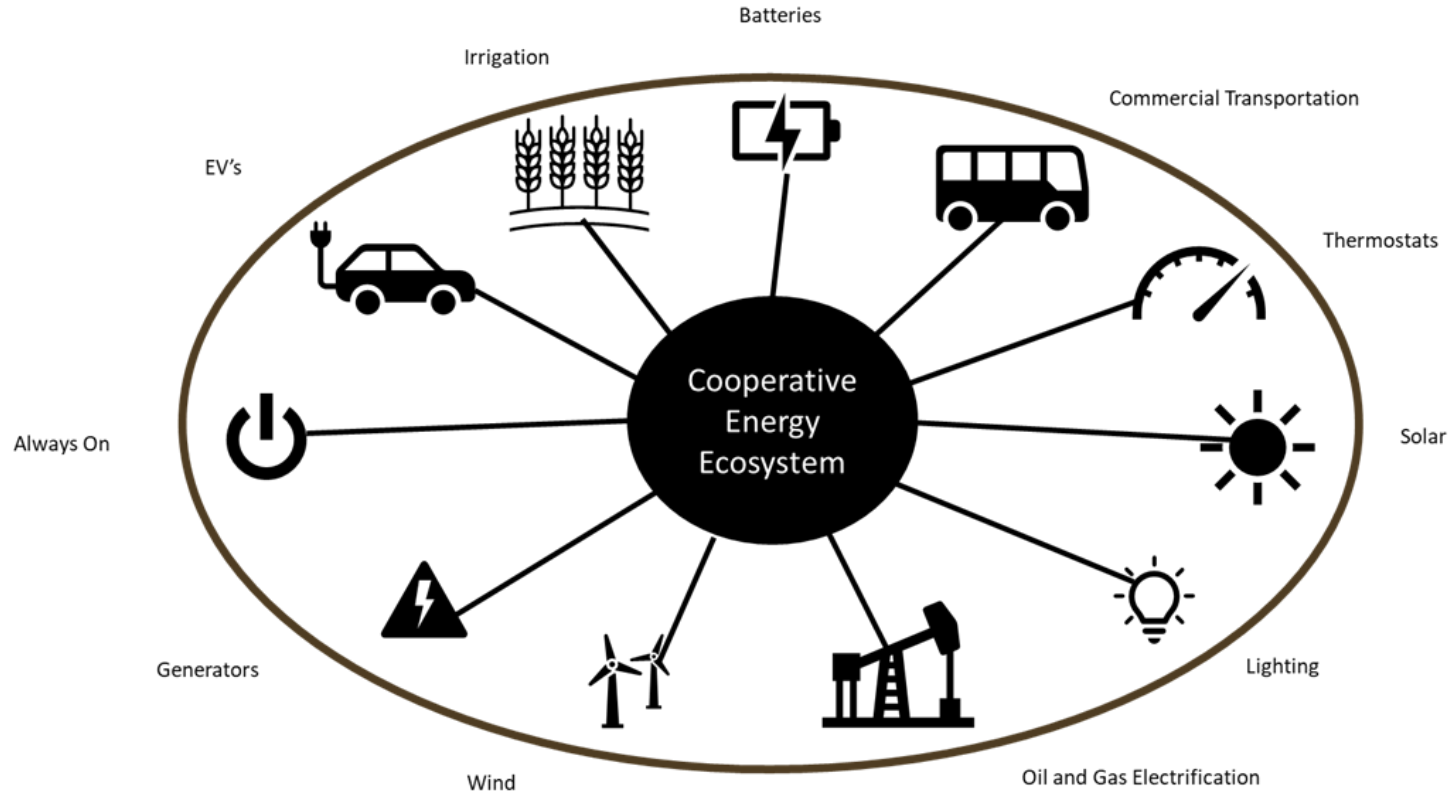


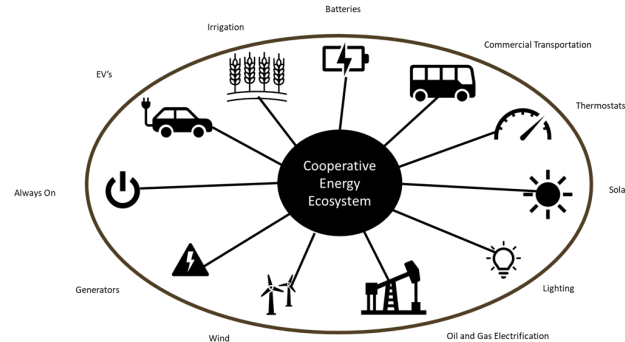
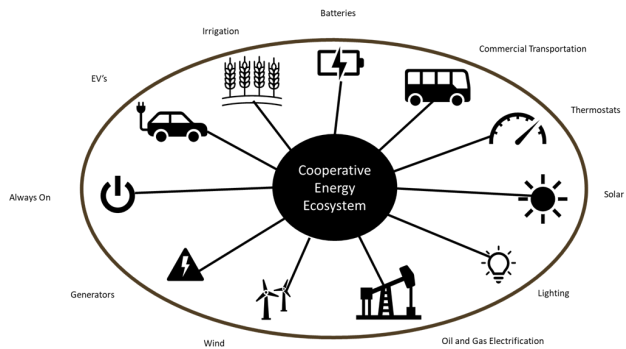
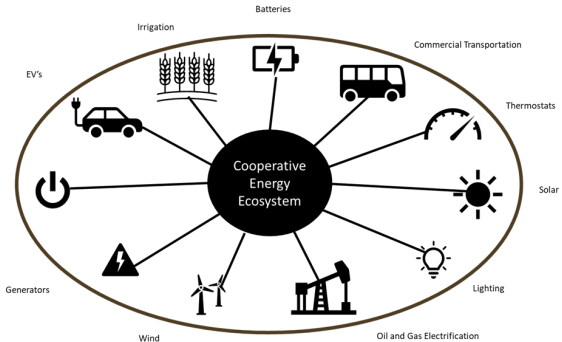
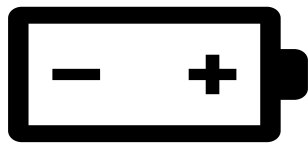
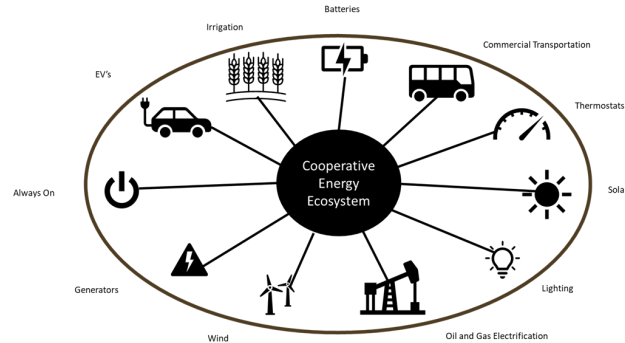
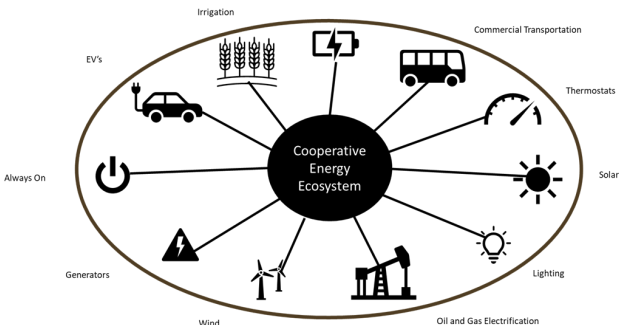
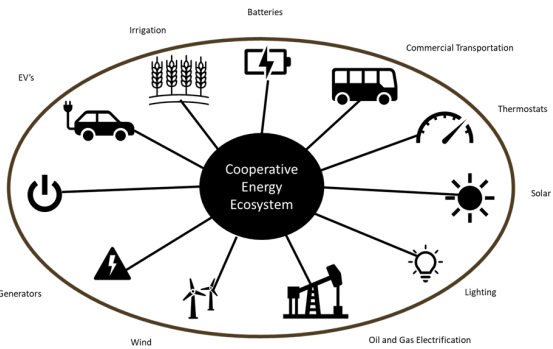
Cooperative Energy Ecosystem

- Mission: Optimization of the Cooperative Energy Ecosystem in coordination with our membership
- Building a bridge FROM the demand side
- Find and monetize distributed energy resources to create local value
- Create a vertically coordinated system



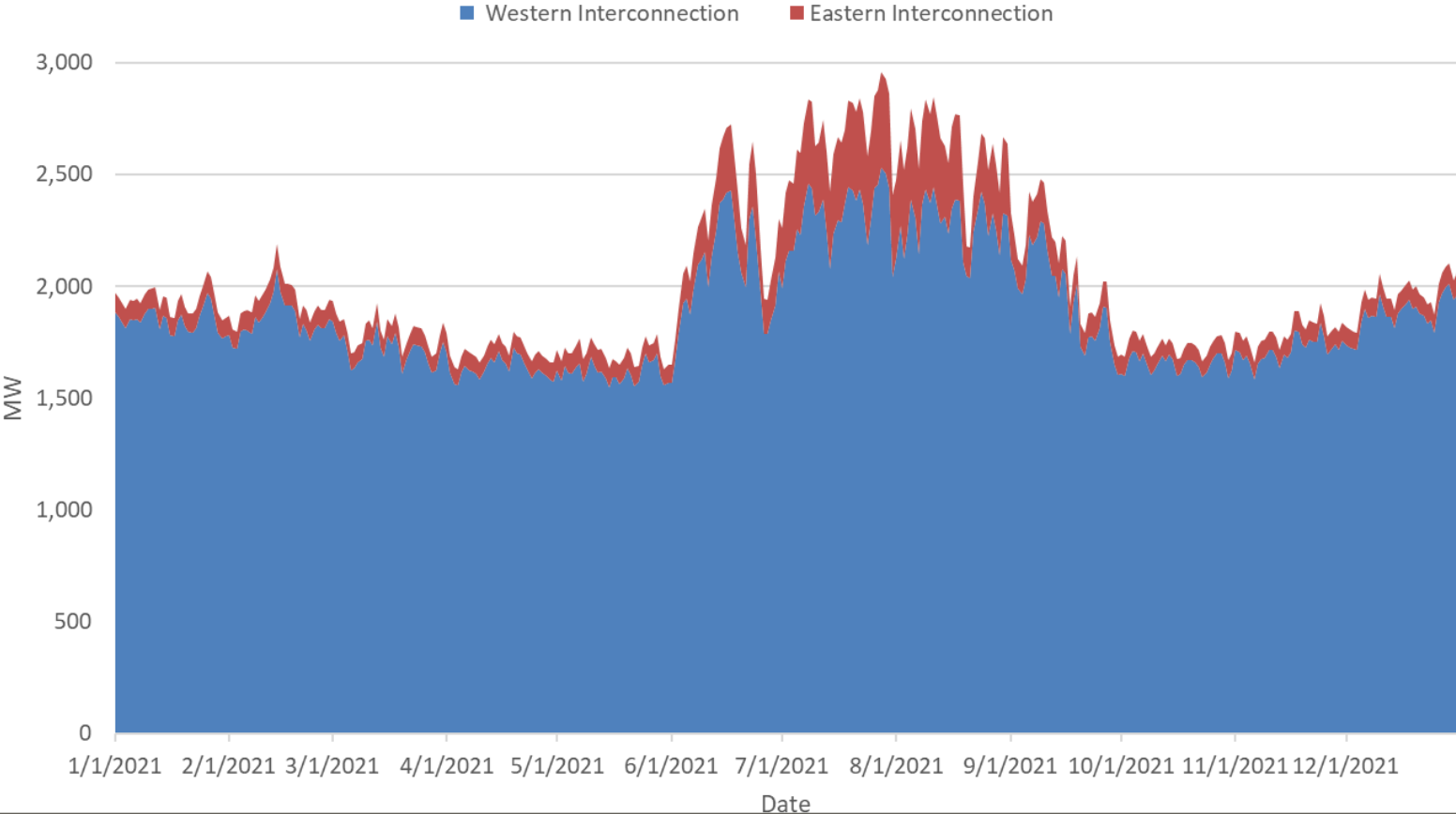
What is the Cooperative Energy Ecosystem?





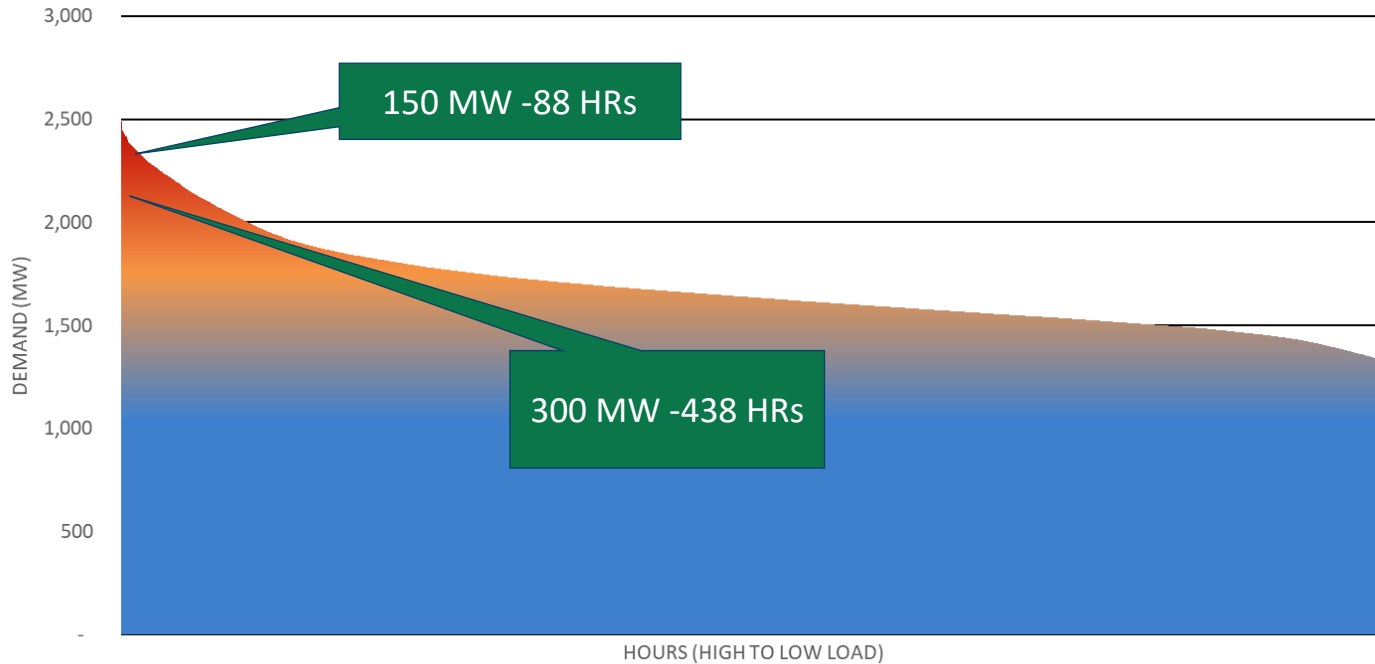
Tri-State Load Profile

Tri-State System Daily Maximum Demand (2021-MW)



Tri-State Load Duration Curve – Western Interconnect

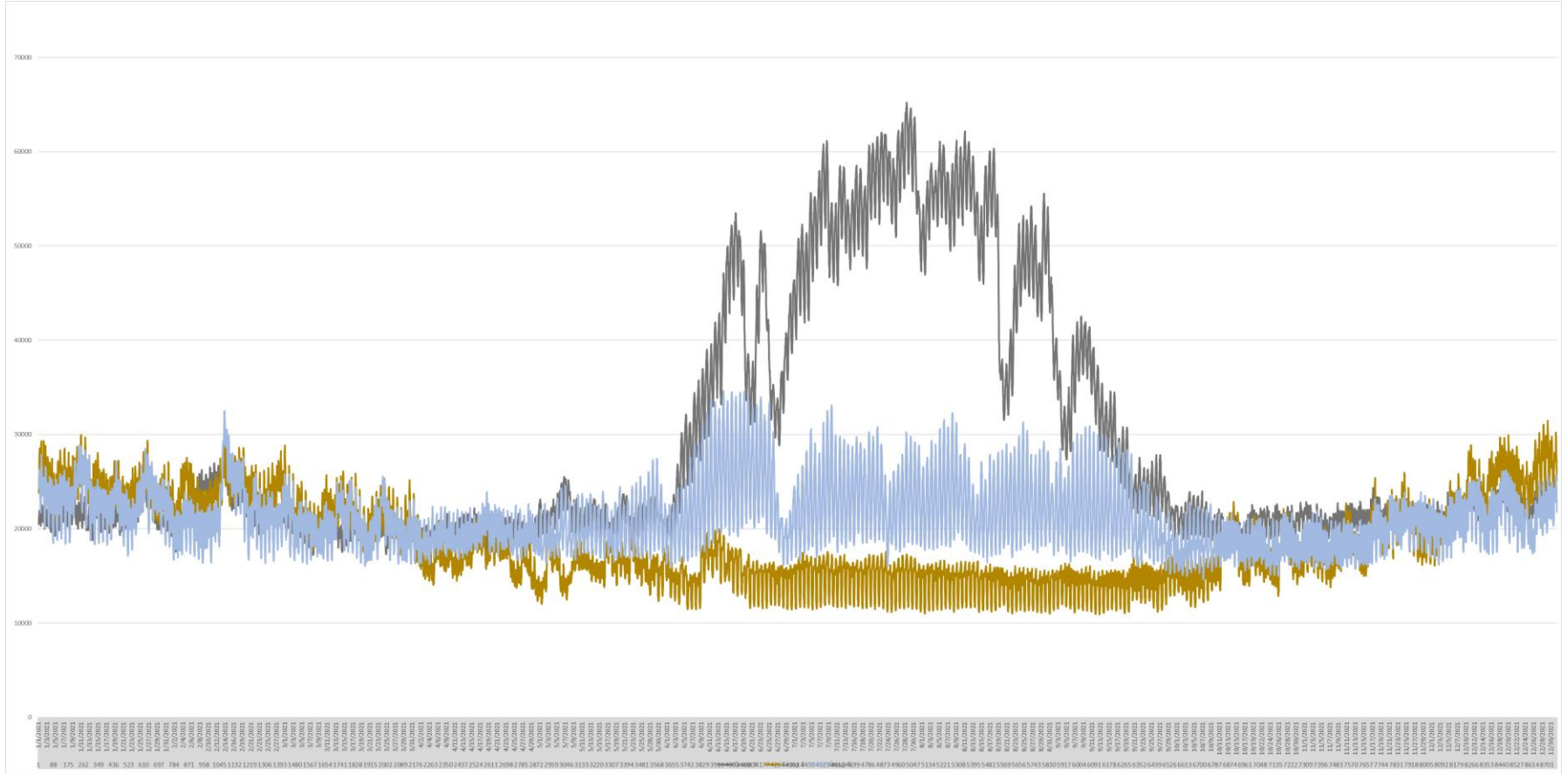
Tri-State System Load Duration Curve
(2021-Western Interconnection)



Finding the opportunity-The Market



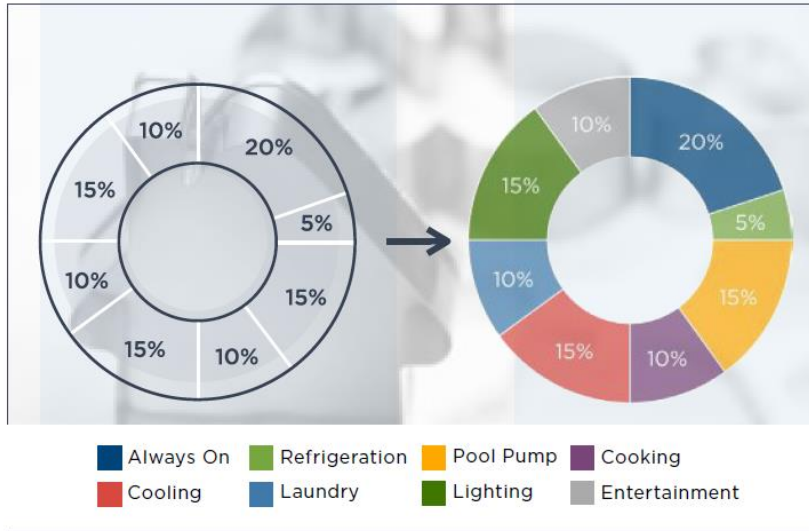
Macro-Level Data Analytics



Micro-level Data Analytics

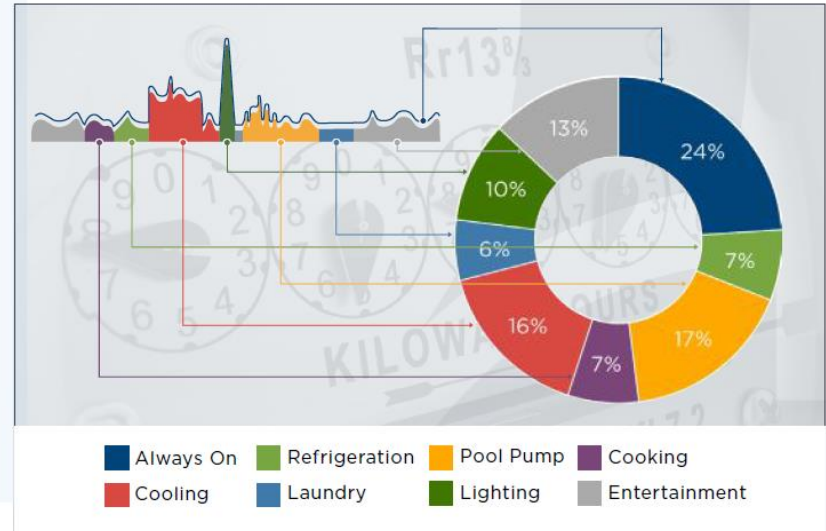
STATISTICAL DISAGGREGATION

Shows vague typical-home usage



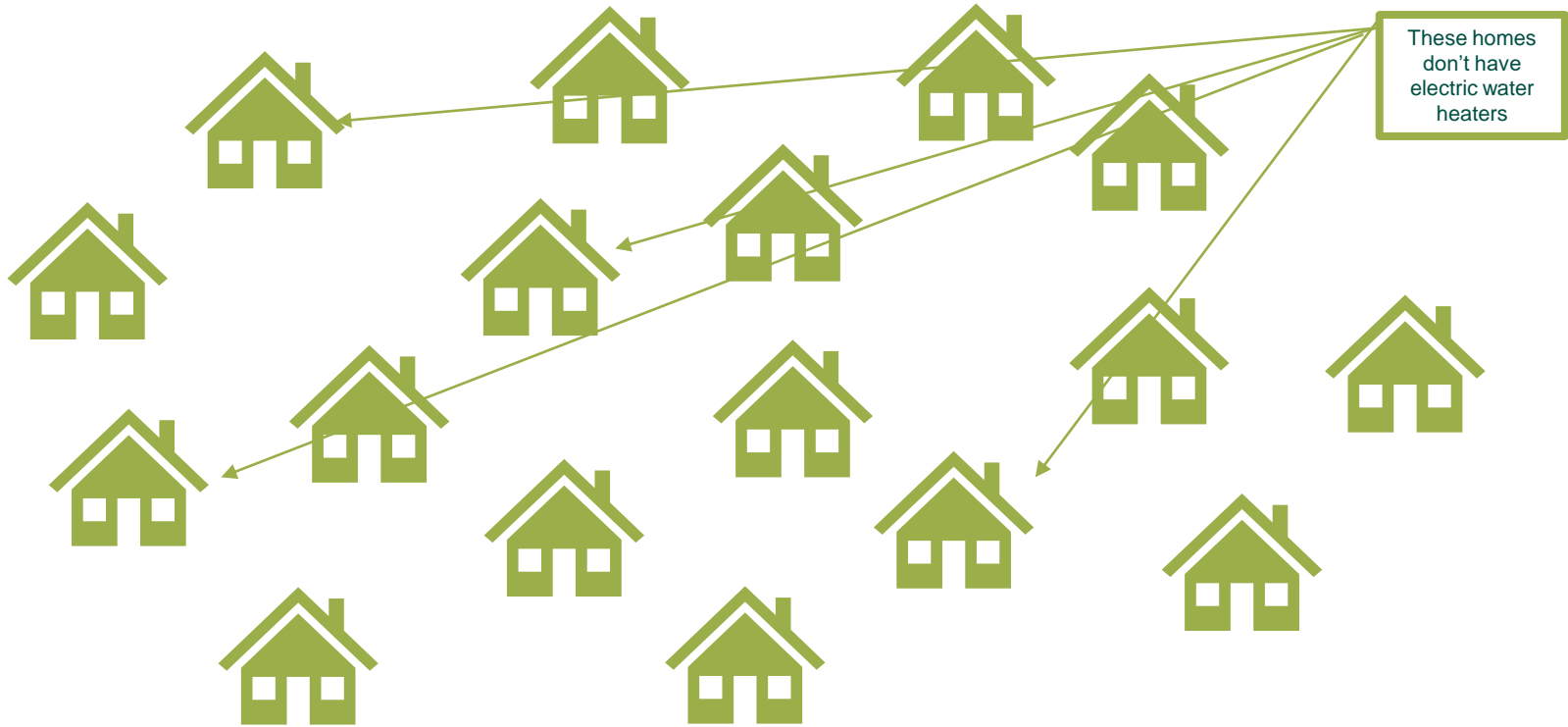
TRUE DISAGGREGATION

Shows actual home usage



Data Analytics – Water Heaters





Eliminate the Barriers



LACK OF PROGRAM
AWARENESS



NO UPFRONT CAPITAL
AVAILABILITY



LIMITED ACCESS TO
TRADE RESOURCES

Raising Awareness

The screenshot shows the homepage of the 'Electrify and Save' program. At the top, there is a navigation menu with links for 'About Us', 'Responsible Energy Plan', 'Media', 'Renewable Energy', 'Cooperative Benefits', 'Operations', and 'Careers'. The main header features the program's logo and the text 'Electrify and Save on efficiency upgrades for your home or business.' Below this, a smaller line of text states: 'Funded by Tri-State and the Colorado Clean Energy Fund, Electrify and Save is a statewide loan program that makes energy efficient home and business upgrades more attainable.' The lower half of the page is split into two sections: on the left, a text block explains that from windows and doors to heat pumps, there are many affordable upgrades available, and encourages users to take advantage of the program's financing options; on the right, a video player shows a landscape with wind turbines under a cloudy sky, with a play button icon overlaid.

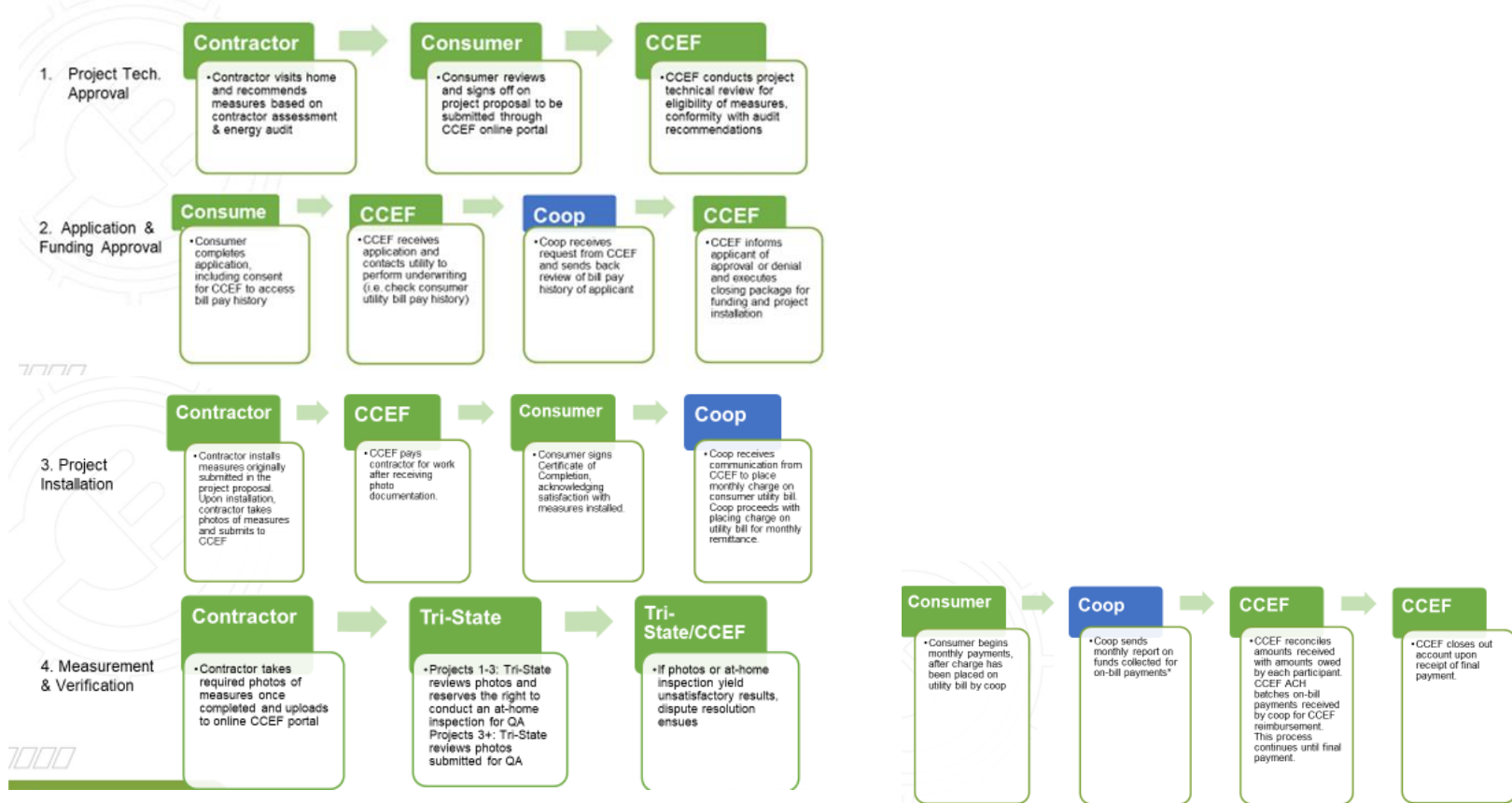
This advertisement features a man and a woman standing behind a large, jagged block of ice that has formed in a room. The headline reads 'WINTER LEAVE YOU FROZEN SOLID?'. Below the headline, there are images of a ductless heat pump unit and a furnace. Labels point to these units: 'DUCTED AND DUCTLESS SYSTEMS' points to the heat pump, and 'HEATS AND COOLS' points to the furnace. The bottom right section has a green background with the text 'BREAK THE ICE, DON'T BREAK THE BANK WITH A NEW HEAT PUMP'. Below this, it says 'Get financing for energy efficient upgrades for your home or business with no money down, no credit check and low-interest rates. Together, we can Electrify and Save.' and 'LEARN MORE AT SLVREC.COM'. The REC logo and the 'ELECTRIFY AND SAVE' logo are at the bottom.

Lack of Upfront Capital

- Need to create a portfolio solution to leverage tools
 - On bill repayment
 - Local, State, and Federal Programs
 - Rebates



On-Bill Repayment – Need to make it easy



Limited Access to Trades

- Rural trade networks are especially sparse
- Educate on electrification
- Develop local trade relationships
- Upstream network development and education



How to Build?



Start with your why, what's the desired outcome



Be flexible



Be prepared for a lot of hard work



Find your opportunities



Working together isn't just a novel thought



TRI-STATE



WWW.TRISTATE.COOP

