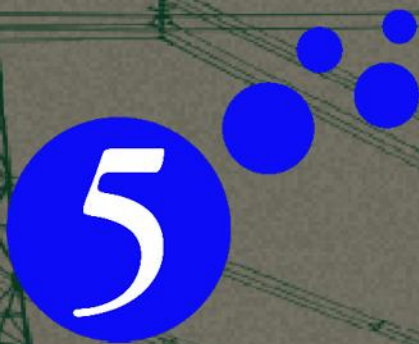


Climate Week Networking Evening: Buildings as Grid Assets



As New York's electricity demand grows, buildings have a critical role to play in supporting a resilient, reliable grid. This Climate Week, join Building Energy Exchange and Energy by 5 for an evening bringing together building owners, energy professionals, and industry leaders to explore how buildings can move from passive energy consumers to active grid participants!

speakers:

Ryan Baxter, Carbon Strategist, Energy by 5

Alex Blumberg, Co-Founder & CEO, DaisyChain Energy

Andrew Kern, Vice President of Strategic Industry Relations, Bright Power

Alexander Potulicki, Section Manager, Demand Response, Con Edison

Chase Mendez Totoris, Senior Project Development Engineer, Ecosystem

Umair Surani, Director, Energy & Sustainability Solutions, Environ Energy

31 Chambers Street
New York, NY

Sep 22nd, 2026
5:30 pm to 7:30 pm



DaisyChain

Making it a financial no-brainer for buildings to electrify.

The Integration and Control Layer for electrifying the built environment

Buildings face three barriers to electrification.

1

Limited data

Many building operators lack even the most basic usage and performance metrics.

A hospital network may get one monthly bill for an entire campus; a 185-unit building has no view of its own load.

2

Split incentives

Owners pay for efficiency upgrades, but the savings flow to residents' utility bills.

Even cost-effective projects have 20+ year paybacks from the owner's perspective — so they don't get built.

3

High operating costs

Without tools to shift demand away from peak pricing windows, operating costs for heat pumps and EV chargers can be 2–3x higher than necessary.

The result: electrification that makes climate sense doesn't make financial sense — so it stalls.

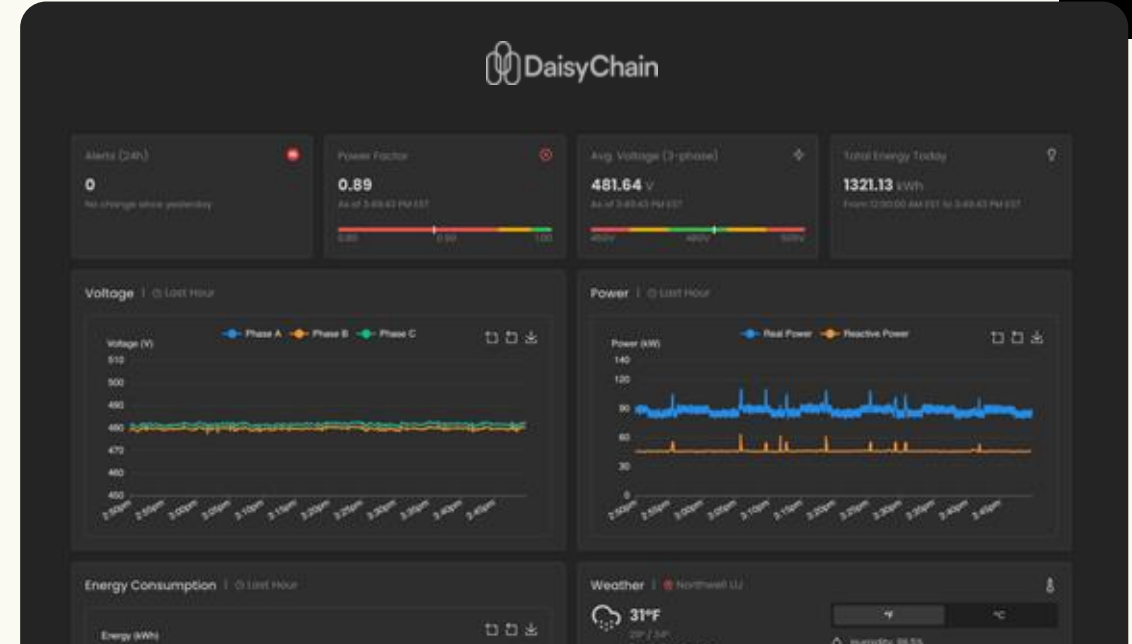
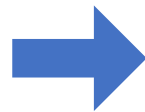
Today:

**Residents pay the
utility company
directly**



With DaisyChain:

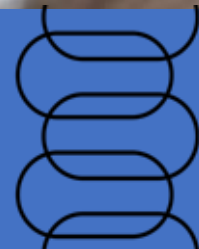
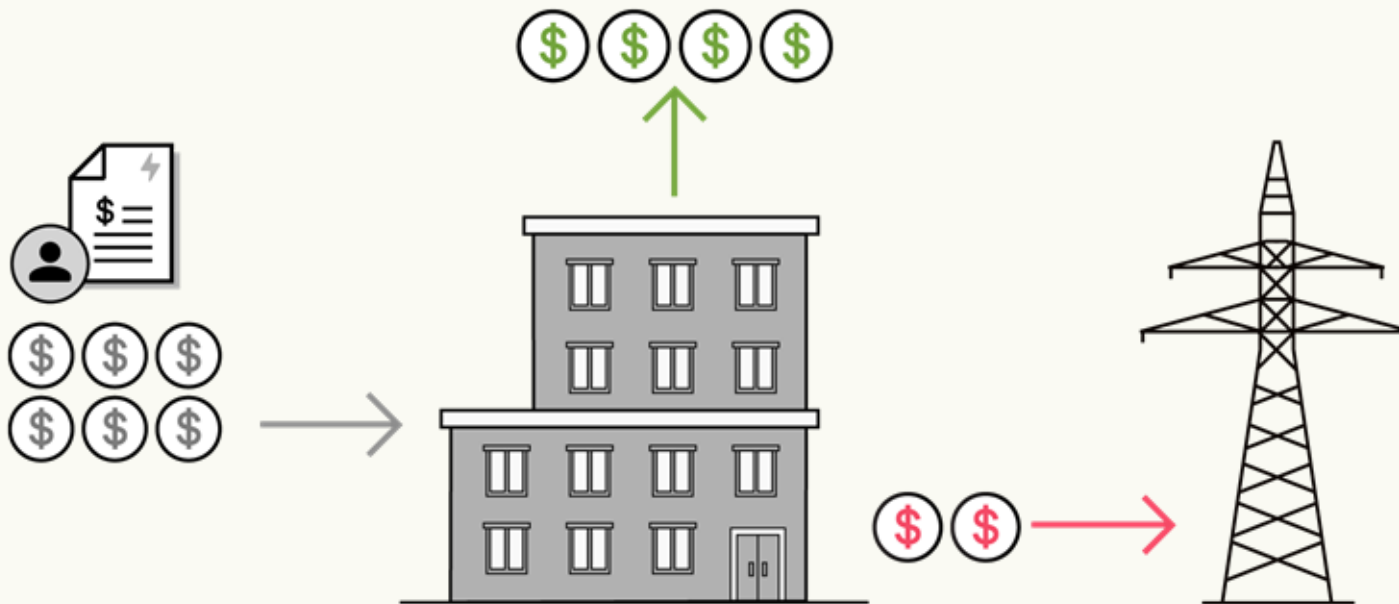
Residents now pay the building



After submetering:

Residents pay the building at the standard residential rate;

the building pays the utility at a lower commercial rate & keeps the difference.



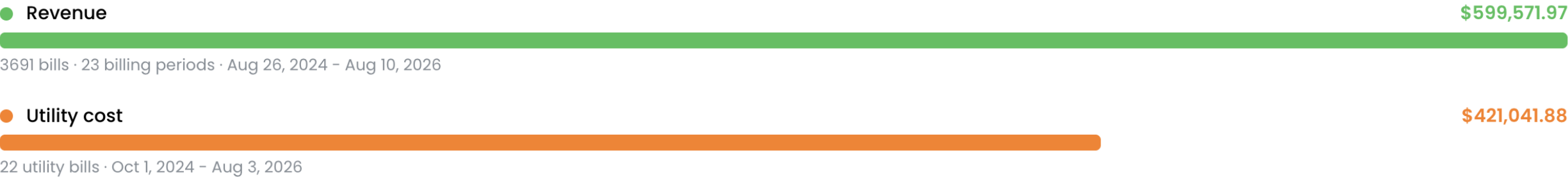
Customer case: Two Charlton Co-op adds \$95,000 a year in operating income from submetering



NET MARGIN

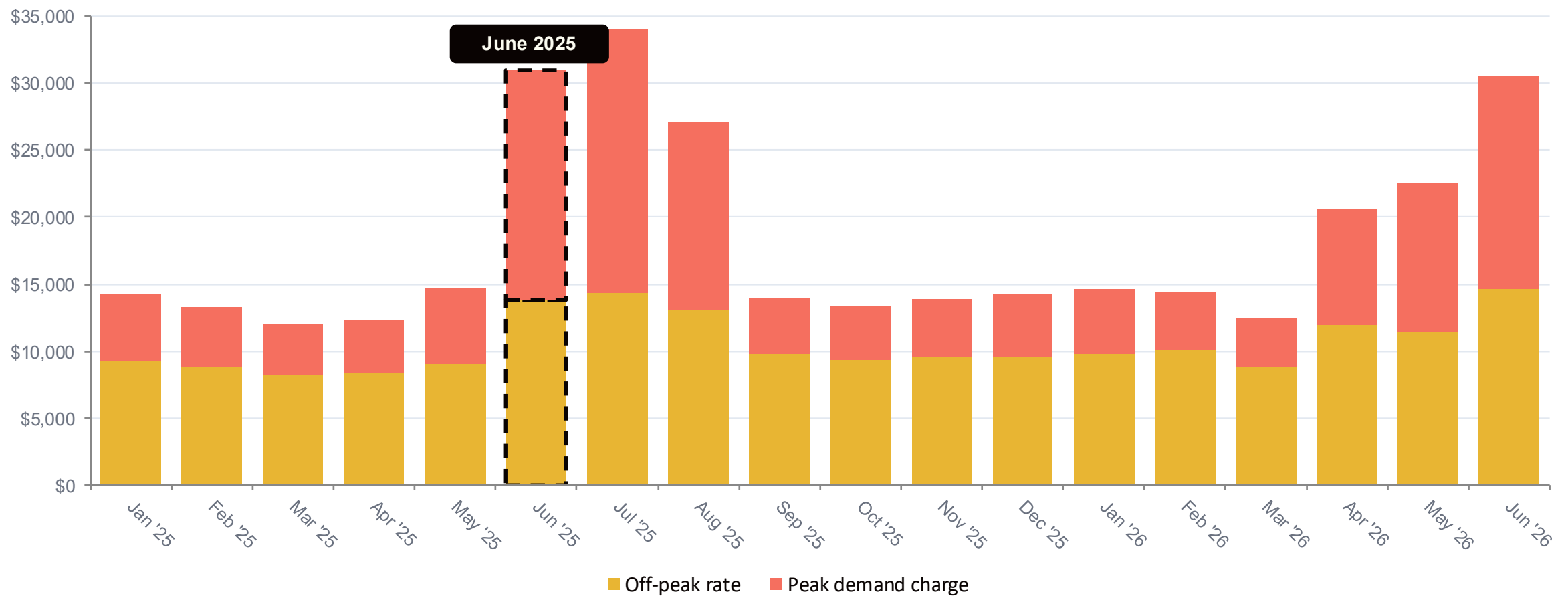
+\$178,530.09 29.8% margin

revenue net of utility cost



Monthly Electricity Costs: Peak vs. Off-peak

180-unit residential cooperative · actual bill components · **\$13,758 off-peak + \$16,925 peak = total \$30,683**



June 2025: the peak demand charge alone was **\$16,925 — 55% of the \$30,988 bill** · 315.6 kW peak × \$53.63/kW

Bill components computed by applying the ConEd tariff to metered interval data; June 2025 shown exactly (\$30,988 total).

June 2025: The Building's Actual Load Profile

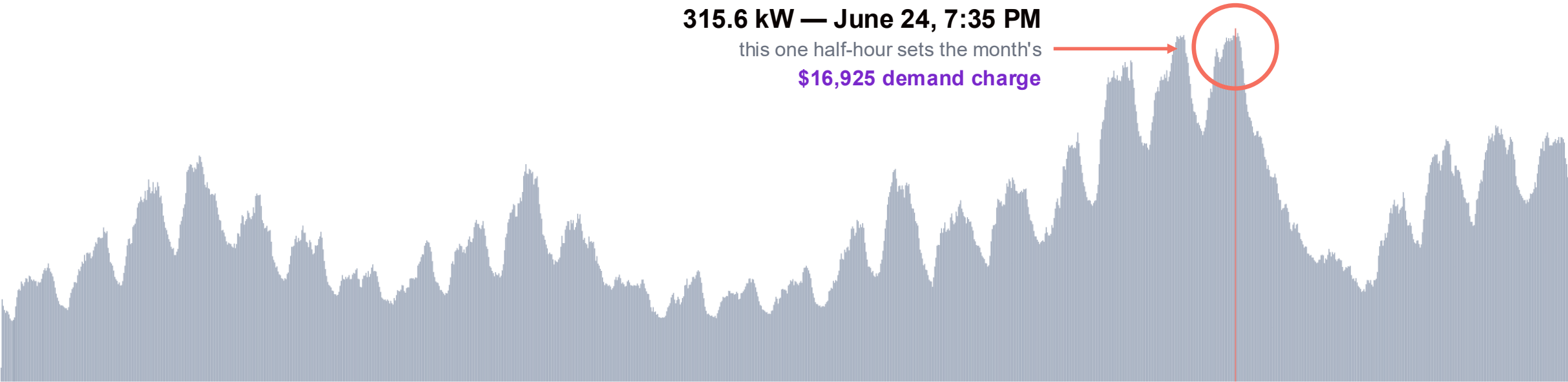
Peak Demand

Jun 3 - Jul 2, 2025 · \$16,925.83



315.6 kW — June 24, 7:35 PM

this one half-hour sets the month's
\$16,925 demand charge



Jun 2 Jun 5 Jun 7 Jun 10 Jun 12 Jun 14 Jun 17 Jun 19 Jun 22 Jun 24 Jun 27 Jul 1

Billed (peak) demand



315.6 kW

Jun 25, 7:35 PM – 8:05 PM ET

Demand charge

\$16,925.83

!

Average demand

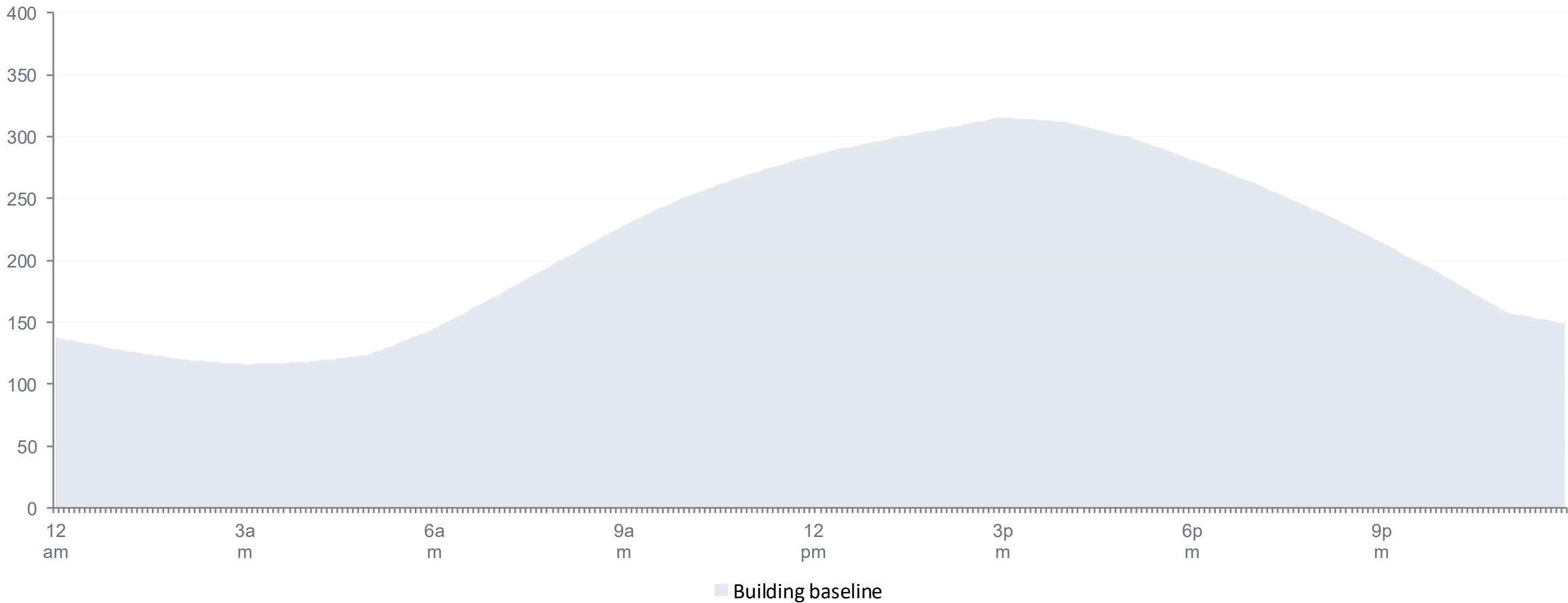
142.97 kW

Load factor

45%

avg ÷ peak demand

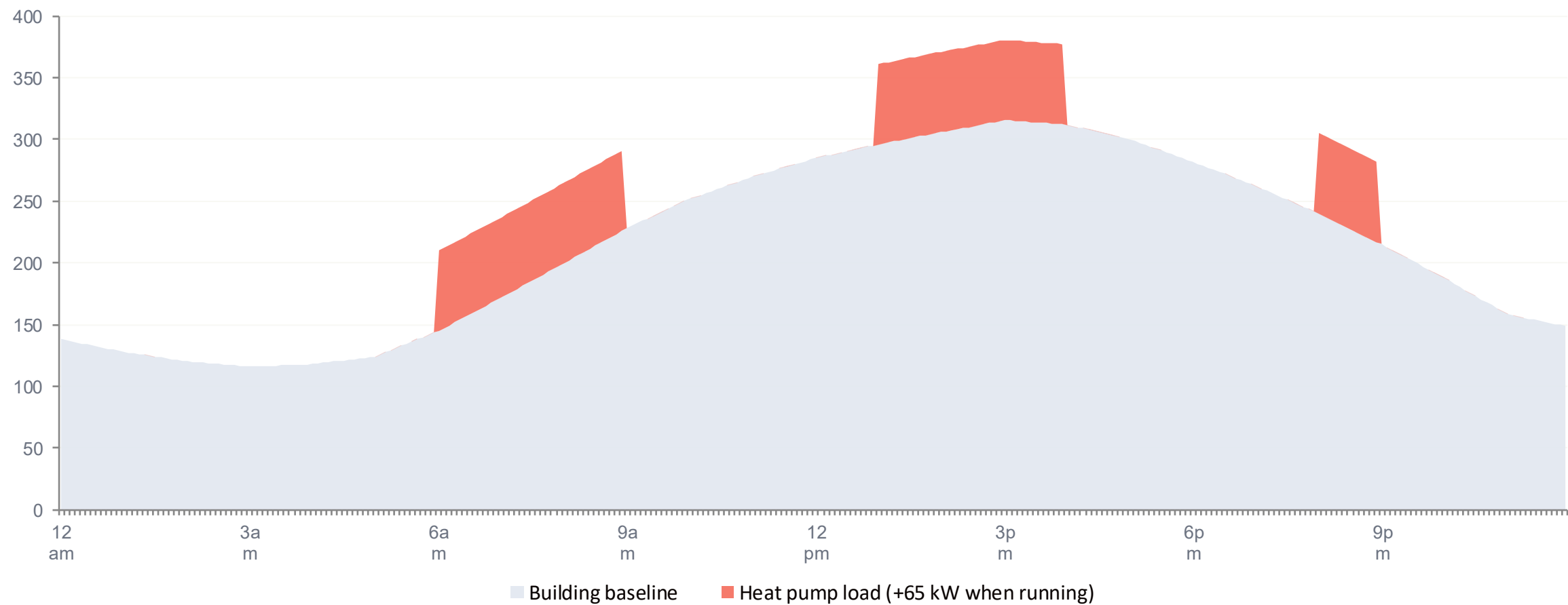
Peak Day: June 24th



An afternoon cycle coincides with the building's peak half-hour — one hour of bad timing costs \$3,538 every month.

Unmanaged: Load Lands on the Peak

65 kW hot-water heat pump cycles whenever there's demand — shaded blocks are heat pump load

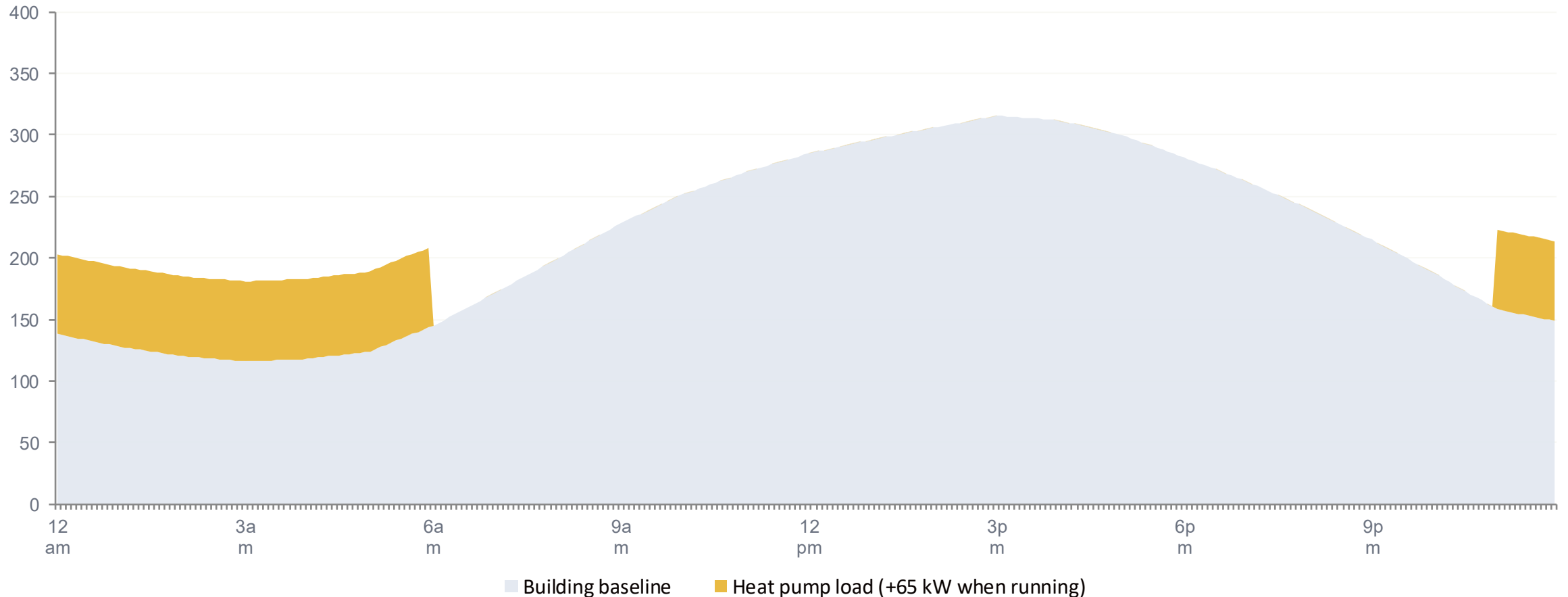


New peak: **380.6 kW** (315.6 + 65) · \$54.43/kW demand rate · Added demand charge: **+\$3,538 / month**

An afternoon cycle coincides with the building's peak half-hour — one hour of bad timing costs \$3,538 every month.

Managed: Same Load, Shifted Off-Peak

Peak day (June 24), identical baseline · heat pump charges thermal storage overnight — shaded blocks are heat pump load



Peak: **315.6 kW — unchanged** · Added demand charge: **\$0 / month** · Same hot water, same kWh — different hours

DaisyChain's controls pre-charge the thermal storage overnight; the building draws hot water from the tank through the peak.

Unmanaged Electrification costs **3X more** than managed

UNMANAGED

Demand charge impact

\$3,538 /mo

Energy cost (~13,400 kWh)

\$1,850 /mo

TOTAL / MONTH

\$5,388

vs.

MANAGED

Demand charge impact

\$0 /mo

Energy cost (~13,400 kWh)

\$1,850 /mo

TOTAL / MONTH

\$1,850

Unmanaged operation costs **2.9×** as much — demand management saves **\$3,538 / month (≈ \$42,000 / year)** on a single heat pump

Assumptions: 65 kW electrical draw (COP ≈ 3), ~13,400 kWh/mo · demand rate implied by the June 2025 bill ($\$17,178 \div 315.6 \text{ kW} = \$54.43/\text{kW}$) · blended energy rate \$0.138/kWh — off-peak rates are typically lower, so savings shown are conservative.



Thank you!

To learn more, please email:

Alex@daisychain.energy
Valentina@daisychain.energy

Con Edison Demand Response Programs

Smart Usage Rewards

2026



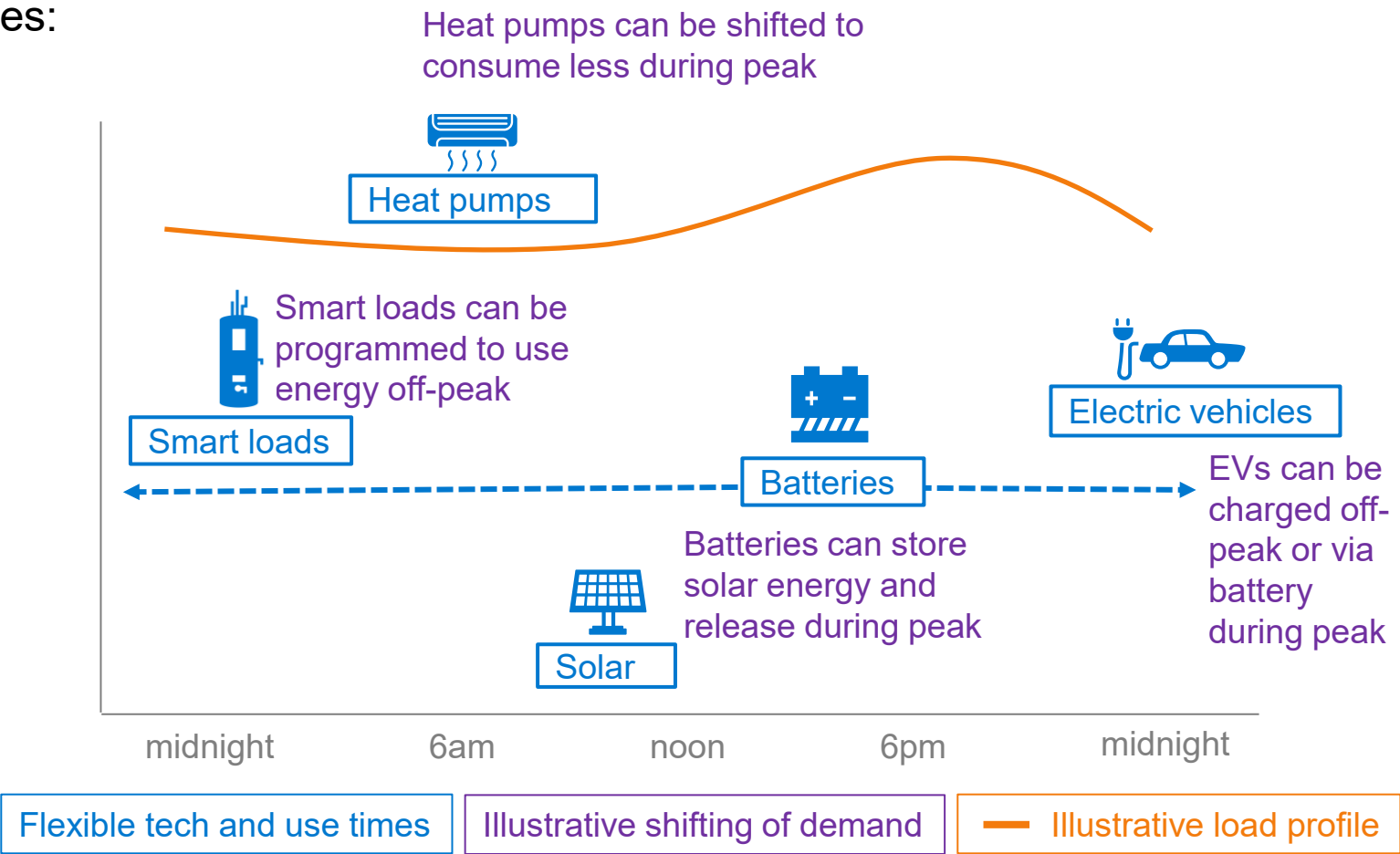
New York Clean Energy Goals and Changing Grid Needs

- CLCPA sets out ambitious goals to reach **70% clean electricity generation by 2030** and **100% by 2040**
- As a result, Con Edison and New York State will have to navigate the following challenges:
 - **Increased penetration of renewables** to meet CLCPA goals, resulting in more distributed and intermittent power generation
 - **High load growth** primarily driven by transportation and building electrification, resulting in **increased reliability needs**
 - Building electrification is **increasing winter peak loads** in addition to summer peaks
- Recognizing these challenges, Con Edison is interested in the **role of grid flexibility in balancing intermittent renewable generation**, maintaining a **high level of reliability** (or even increasing reliability) through the clean energy transition, and enabling a transition that is **efficient, orderly, and cost effective**

The Role of Flexibility in the Grid of the Future

An orchestrated portfolio of flexible resources on the grid of the future can help shape load profiles

Example use cases:



The Role of Flexibility in the Grid of the Future



Targeted demand
management (demand
response, non-wires solutions)



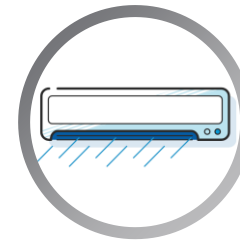
EV managed charging



Energy storage (utility
dispatch rights)



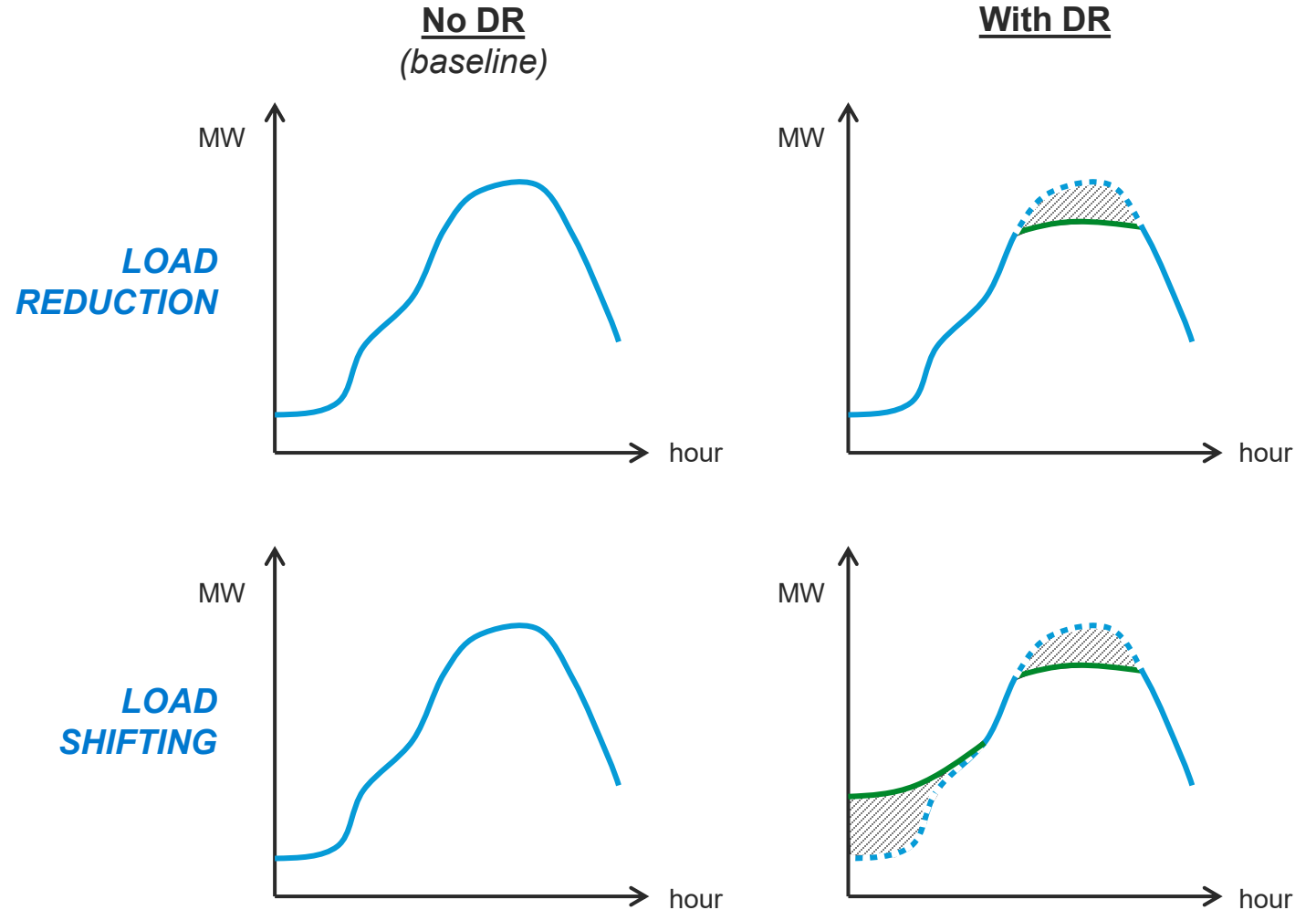
DERMS



Energy efficiency
incentives (building
controls, heat pumps)

DR is the short-term reduction in electricity to support system planning and operations

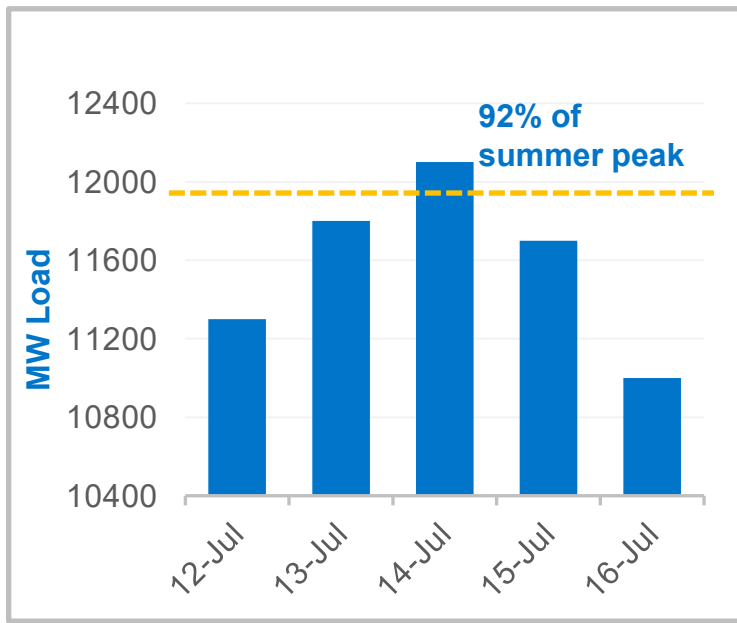
- DR program incentivizes customers to adjust their energy use to support the distribution grid at times of need
- Dispatched during “events” that are triggered either due to high demand on the distribution system during hot days (peak shaving event), or during distribution system contingencies (reliability event)
- Can be achieved either through load reduction (e.g., turning off equipment) or load shifting (e.g., using energy storage during events)



Triggers that can cause an event

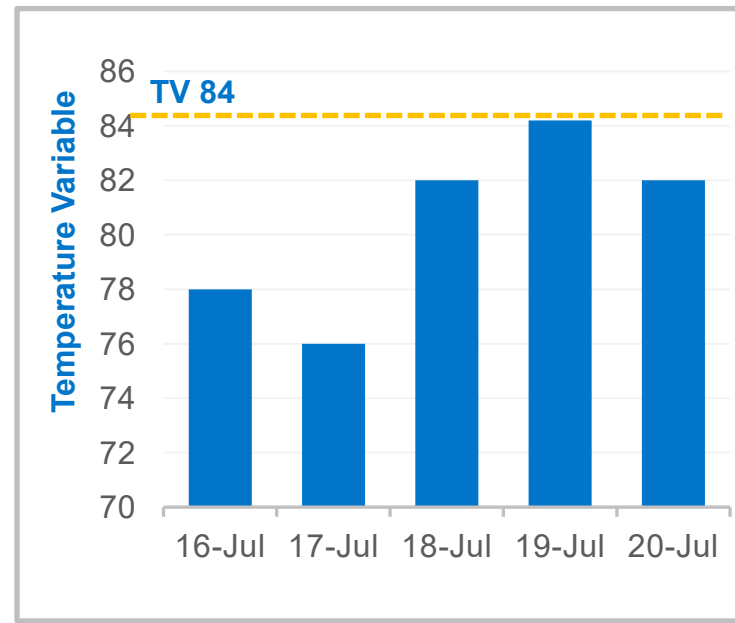
Forecasted Load at 92%

Established load is calculated based on the annual forecasted peak summer load



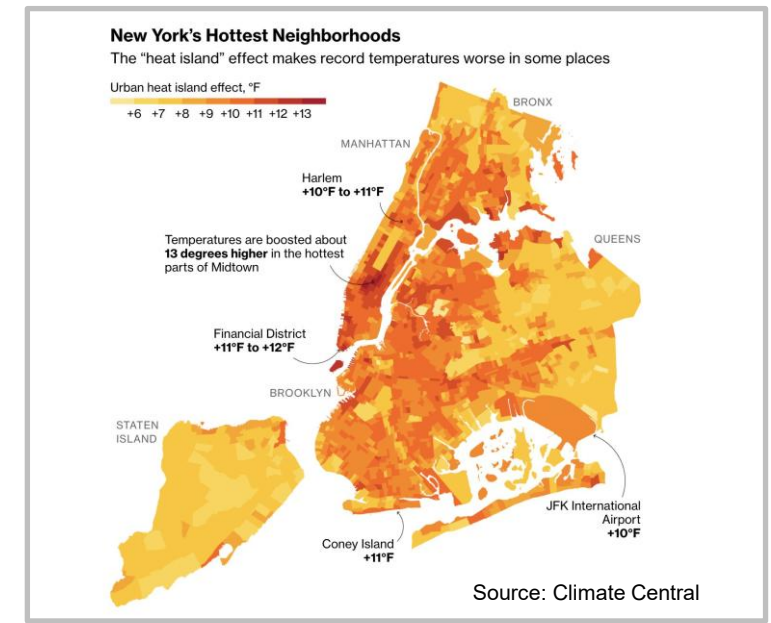
Temperature Variable > 84

Indicates increased demand for electricity due to building cooling usage (like AC) in high temperature conditions



Condition Yellow

Determined with increased stress to a local area to minimize risk of customer outages or utility equipment being overworked



Common ways to reduce energy consumption

Residential and Small Med Businesses

- Turn off lights and unplug unused electronics
- Reduce AC usage or switch to fan mode
- Shift use of large appliances to after event hours
- Switch to an on-site generator

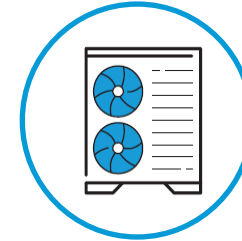
Commercial and Industrial

- Use energy management systems to control HVAC system and additional electric load
- Minimize non-essential operations such as turning off industrial equipment or switching to lower power mode if not in use

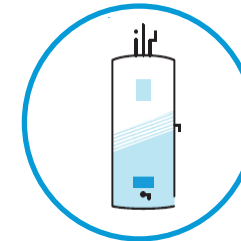
Below list is not exhaustive as energy loads are technology agnostic. Anything that reduces load applies to these programs.



Lighting & Controls



Heating, Cooling, Ventilating (HVAC)



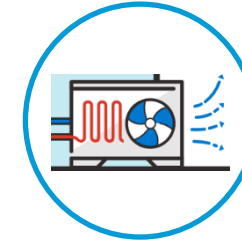
Hot Water System



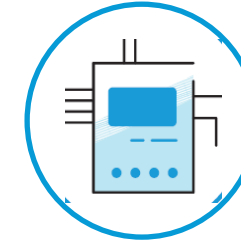
Generator



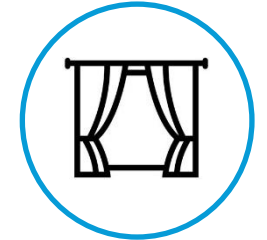
Refrigeration



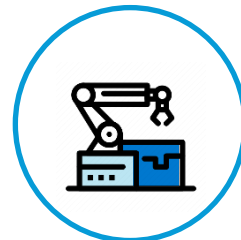
Heat Pumps



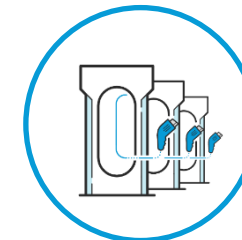
Energy Management System



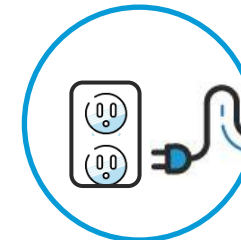
Window treatment



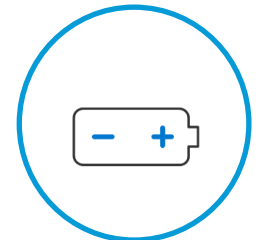
Industrial equipment



EV Charging



Plug load



Storage

Con Edison DR portfolio has close to 1 GW of enrolled capacity across all programs¹

Tarriff leaf	Rider T		Rider AC (Dynamic Load Management)		Rider L (Direct Load Control)	
Program	Commercial System Relief Program (CSRP)	Distribution Load Relief Program (DLRP)	Term-DLM	Auto-DLM	Bring Your Own Thermostat (BYOT)	Bring Your Own Battery (BYOB) <i>[NEW in 2026]</i>
Dispatch need	Peak shaving	Reliability	Peak shaving	Peak shaving & reliability	Peak shaving & reliability	Peak shaving & reliability
Technology	Technology-agnostic				Thermostats	Batteries < 50 kW
2025 enrolled MW	441 MW	445 MW	21 MW	18 MW	28 MW	N/A
2025 enrolled customers/projects	~44,000	~43,000	~140	6 projects ²	~37,000	N/A

1. Some customers are enrolled across multiple programs (Max dispatchable capacity ~500 MW).
 2. As of 2025, all active Auto-DLM contracts are for front-of-the meter energy storage projects.

Electric vehicle managed charging programs encourage grid beneficial charging behavior

	SmartCharge New York For residential EV drivers and fleets		SmartCharge Commercial For commercial EV station owners/operators		SmartCharge Tech For commercial EV station owners/operators
Passive program which focuses on reducing SYSTEM peak.		Passive program which focuses on reducing NETWORK peak.		Funding to offset costs of load management systems/battery storage to enable EV load shift	
Eligible drivers charge in Con Edison territory.		Eligible stations can be all types of fleets, public, retail, workplace, multifamily dwellings, etc.		Eligible stations can be all types of fleets, public, retail, workplace, multifamily dwellings, etc.	
Data is provided through EV's telematics		Data is provided through participant charging data (15-minute interval or session data) or meter data		Participation through SCC or EV Phase-In Rate – provide interval data through same pathway	
Includes peak avoidance and off-peak charging incentives.		Includes peak avoidance and off-peak charging incentives.		Up to 90% of costs can be covered depending on technology	

Program Resources

Resource	Details
<u>For Customers from Small/Medium Businesses and Renters/Homeowners</u>	Website to learn more about the program
<u>Find a Smart Usage Partner</u>	Matching tool for customers to find an eligible partner

Contact us at demandresponse@coned.com with any questions about our DR programs

Buildings as Grid Assets

September 2026

BRIGHT P  **OWER**

About Us

Bright Power helps real estate owners, investors, and operators reduce their building's energy and water usage and control utility costs, while improving occupant comfort.

- Completed 500+ high-performance building certifications
- Bright Power is a registered ENERGY STAR Service and Provider Partner (SPP)
- Our benchmarking proprietary database includes 100,000+ buildings at 15,000+ properties
- Performed 2,800+ energy audits
- Completed 600+ energy efficiency retrofits
- Secured over \$6M in sales tax overpayment refunds
- Manage energy supply for 76k utility accounts using
 - 1.3 billion kWh of electricity and
 - 157 million therms of natural gas.



Our Approach



FIND

ENERGYSCORECARDS

- Data Collection
- Benchmarking
- Portfolio Energy Needs Prioritization
- Utility Bill Auditing
- Energy Master Planning
- Electrification Feasibility
- Comprehensive Auditing



FIX

- Incentive Analysis
- High-Performance Design Consulting
- Energy Supply Management
- Sales Tax Recovery
- Retrofit Consulting & Project Engineering
- Commissioning
- O&M Improvements



FOLLOW

ENERGYSCORECARDS

- Measure & Verification Reporting
- Continuous Analysis & Alerts
- On-going Performance Optimization
- Demand Management
- Compliance



Con Edison Bill – Capacity & Demand Costs

Name

Account number:

Page 2 of 2

Your electricity breakdown

Rate: EL9 General Large

Electric Meter Detail - billing period from April 7, 2026 to May 6, 2026 (29 days)

Current Contract Demand

292.8 kW

Meter #	New Read	Read Type	Date	Prior Read	Read Type	Date	Read Diff	Multiplier	Total Usage kWh	Total Demand kW
	11139.97	Actual	May 06	10988.7	Actual	Apr 07	151.26	800	121,014	249.12 - Actual

Your Supply Charges

Supply 121014.00 kWh @14.128¢/kWh

Demand supply 249.12 kW @\$7.855/kW

Merchant Function Charge

GRT & other tax surcharges

Sales tax @4.5%

Total electricity supply charges

\$20,745.59

Your total electricity supply cost for this bill is 16.40¢ per kWh. You can compare this price with those offered by energy services companies (ESCOs). For a list of ESCOs, visit [PowerYourWay.com](#) or call 1-800-780-2884.

Your Delivery Charges

Customer charge

Energy delivery 121014.00 kWh @2.574¢/kWh

Demand delivery 249.12 kW @ \$34.855/kW

System Benefit Charge @0.410¢/kWh

System Benefit Charge @155.632¢/kW

Billing and payment processing charge

GRT & other tax surcharges

Sales tax @4.5%

Total electricity delivery charges

\$13,974.64

Your electricity total

\$34,720.23

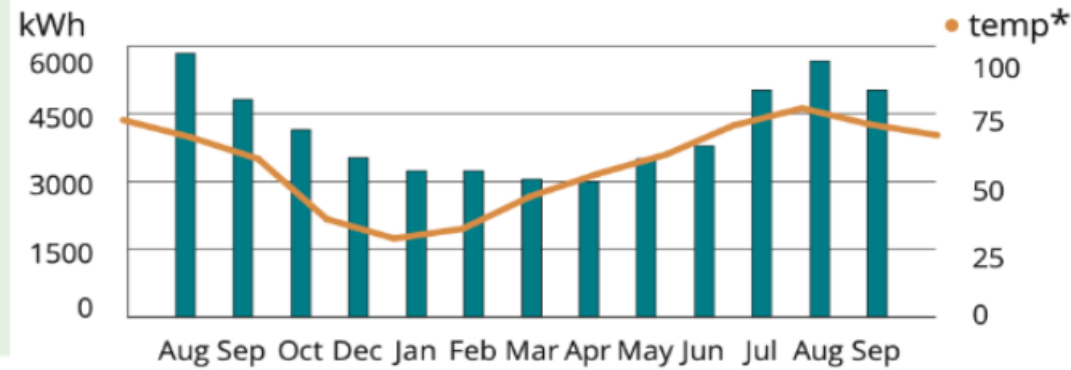
Can affect a building’s available supply rate options.

Capacity & demand costs make up 15-35% of the client's utility bill

Your average daily electric usage



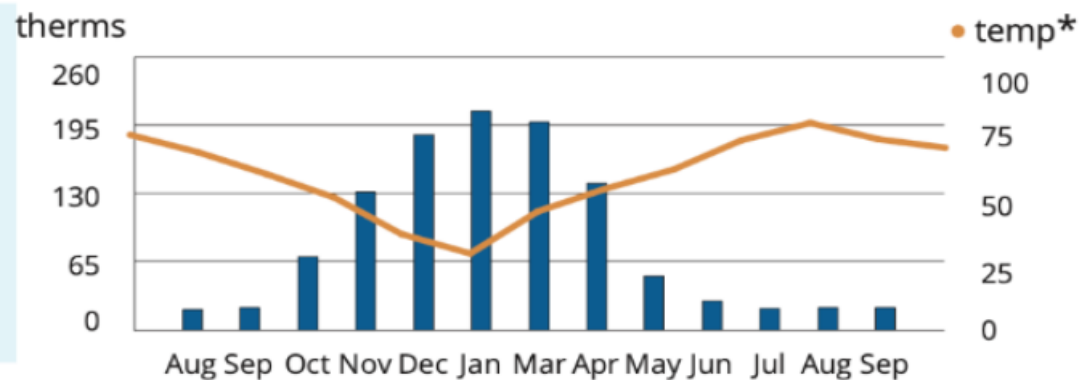
5,028.47
kWh



Your average daily gas usage

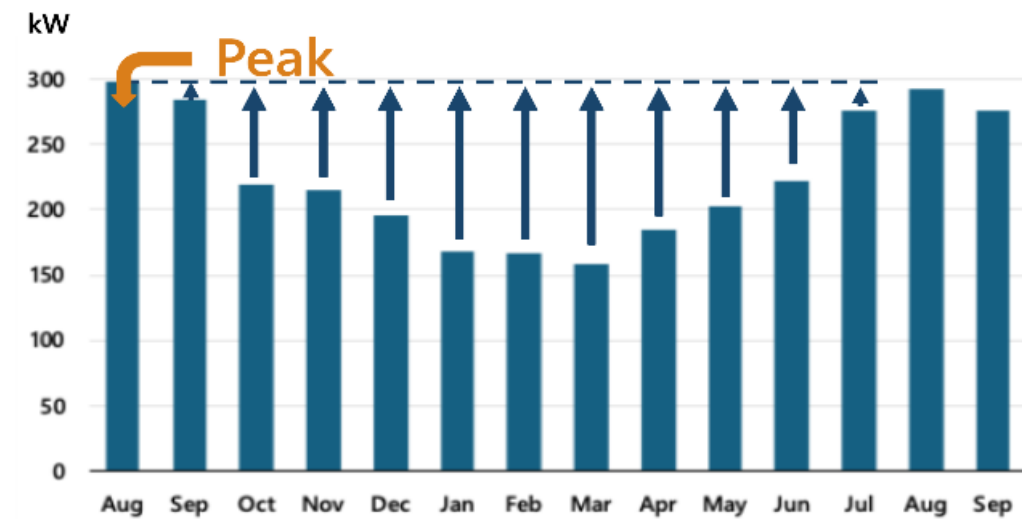


22.09
therms



Load Factor

Suppliers need to have peak demand available 24/7/365



$$\text{Load Factor} = \frac{\text{Actual Demand (kW)}}{\text{Contracted Demand (kW)}}$$

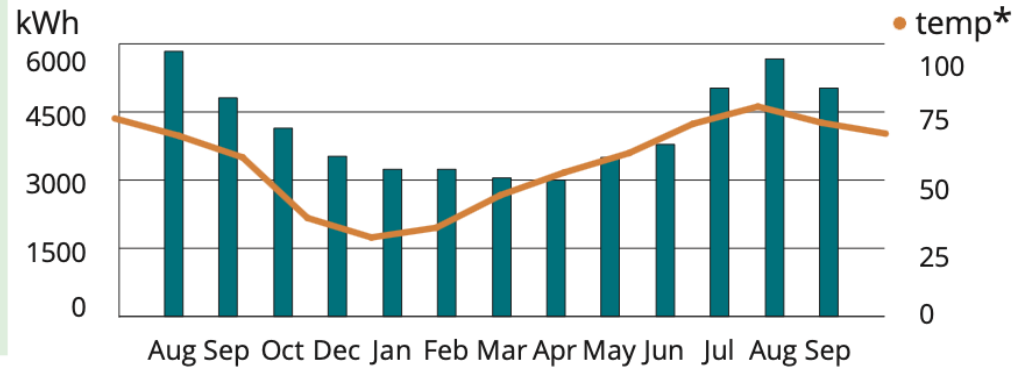
Con Edison Bill



Your average daily electric usage



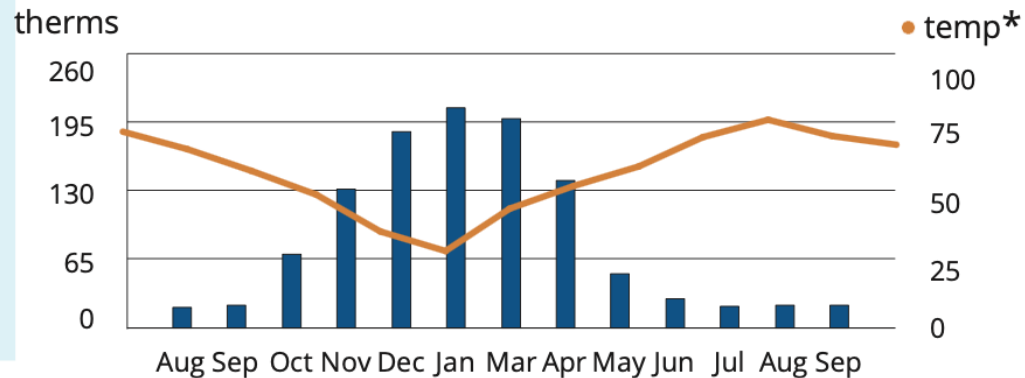
**5,028.47
kWh**



Your average daily gas usage



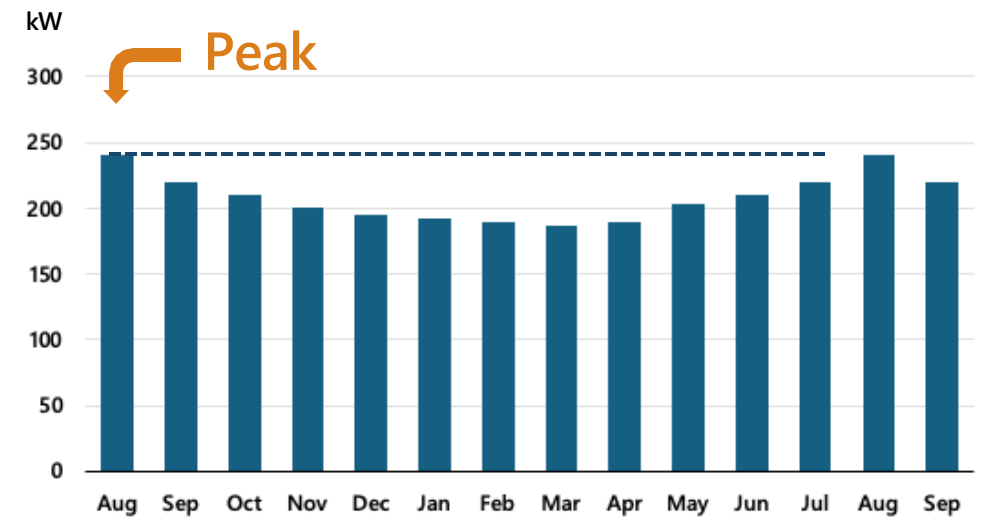
**22.09
therms**



Con Edison Bill

Load Factor

Suppliers need to have peak demand available 24/7/365



$$\text{Load Factor} = \frac{\text{Actual Demand (kW)}}{\text{Contracted Demand (kW)}}$$



Challenges with Traditional Demand Response



Resident Comfort

Building owners cannot reliably commit to load reduction at a given time, since they must maintain comfortable living conditions.



Limited Data

Without a detailed building analysis, the greatest sources of energy usage may go unnoticed or unchanged.



Minimal Return on Investment

Program incentives oftentimes do not outweigh related purchases such as building automation systems.





Ways residential buildings can still reduce demand & associated costs

Take measures to increase load factor.

Replace outdated & inefficient equipment.

Prepare for annual Demand Measurement Days

Encourage changes in resident behavior, such as
setting thermostats

Your End-to-End Building Partner

Bright Power supports your buildings at every stage — from today's compliance to tomorrow's carbon goals

COMPLIANCE



EnergyScoreCards & Navigate

Utility data collection & dashboard to ensure LL84 benchmarking & compliance. We file on your behalf and flag issues before they become fines.

AUDITING



Building Audits

On-site expert audits give you the real building data that powers everything downstream.

FORECASTING



Bright Power AI: Predict Platform

Carbon emissions forecasting & scenario planning powered by your actual building data — not generic models.

EXECUTION



Retrofit Support

From capital planning through project oversight and final system commissioning, our services provide increased ROI on your investment.

✦ Having an audit completed allows for more unique demand reduction solutions specialized to the building



Audit ↓ Demand Reduction

As part of all Bright Power energy audits, we can create a step-by-step checklist of demand reduction measures for your building.

A bespoke checklist reduces the training and effort needed for staff to implement the measures, allowing for equipment-specific directions.

Capacity Optimization Checklist Example



Capacity Optimization

Your Demand Measurement Checklist

New York ISO measurement events typically occur on hot summer afternoons or evenings, spanning from June to August. You will receive notification from us prior to a potential event. It is important to complete as much of the checklist below to ensure maximum cost reduction for your accounts.

- 1. Pre-Cooling**
Schedule air conditioning systems to run the morning of a potential measurement day. Throughout the day, gradually increase the building's temperature every two hours. This technique utilizes cooler morning temperatures for comfort, while saving usage during peak evening hours.
- 2. Scheduling Facility Processes**
Time facility processes to occur outside of peak evening hours. This might include shutting down equipment systems for commercial buildings or





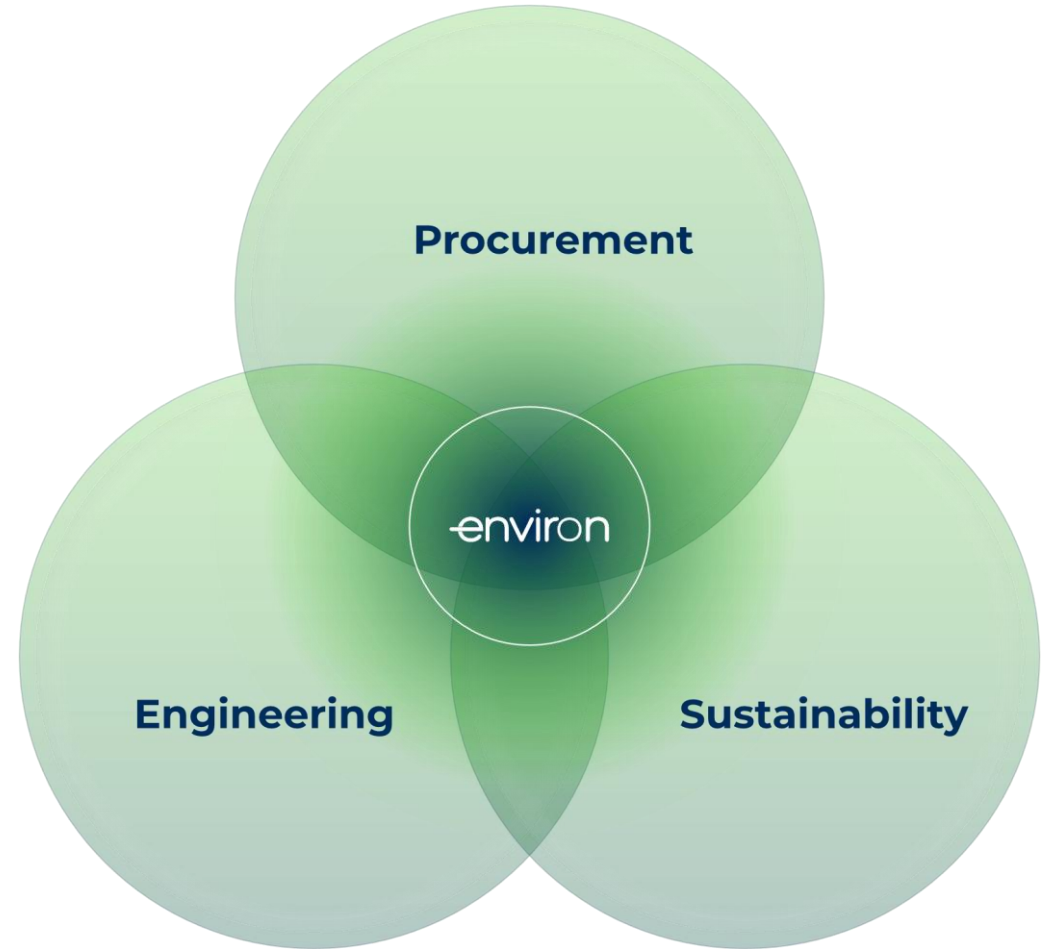
BRIGHT POWER

Andrew Kern
Vice President, Strategic Industry Relations
akern@brightpower.com



Buildings as Grid Assets

Sep 22, 2026



What is a grid asset?

AN ASSET

Anything you'd invest in – It earns money (stocks, real estate, people) or lets you operate (infrastructure, systems).

THE GRID'S JOB

Provide power reliably and affordably. A grid asset is anything that helps it do that job.

ASSET BUILDING

Energy efficient and, above all, flexible: aligning its consumption with available capacity.

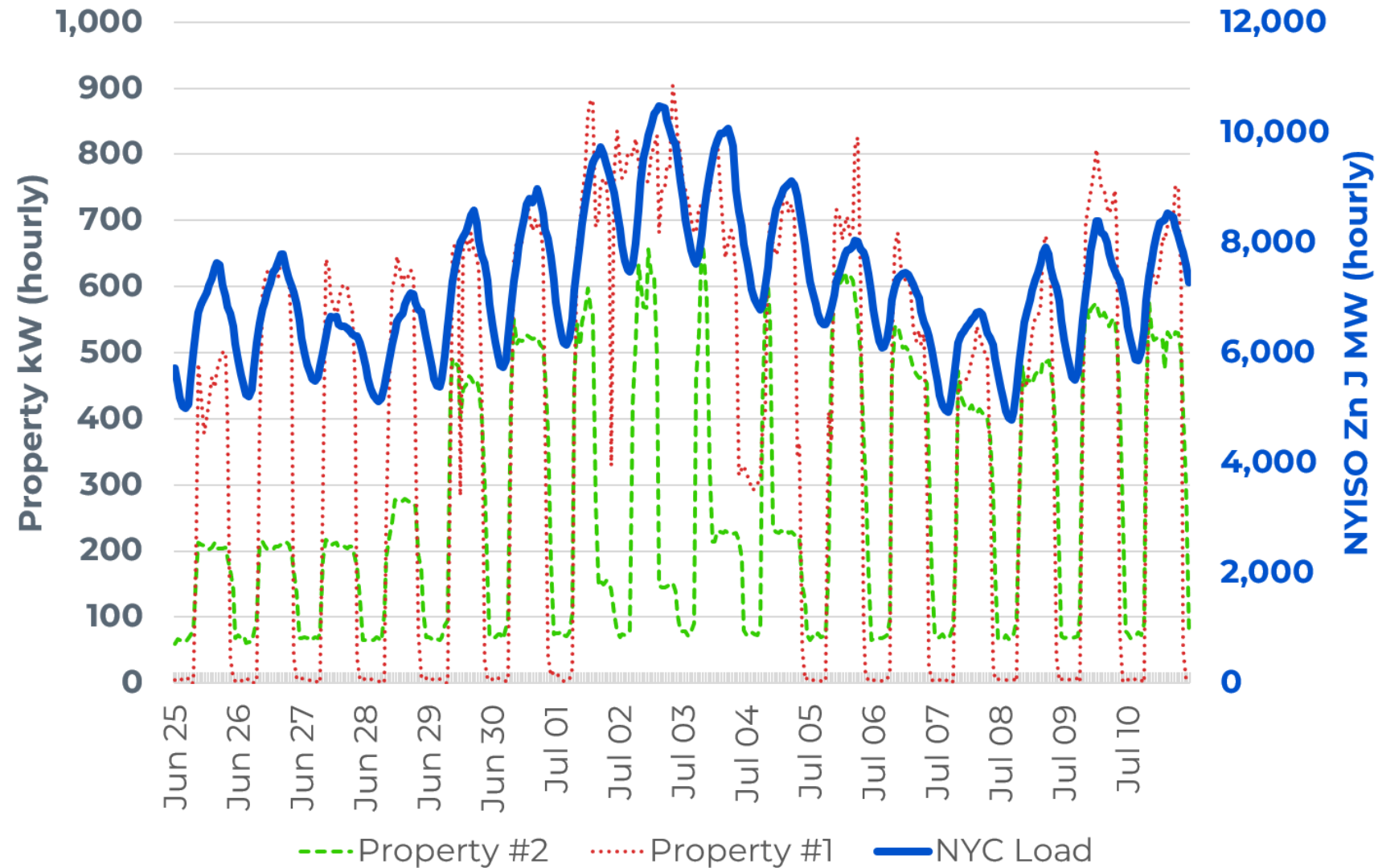
WHY NOW

Electrification can strain the grid unless it's done strategically. Flexibility is how it's done beneficially.

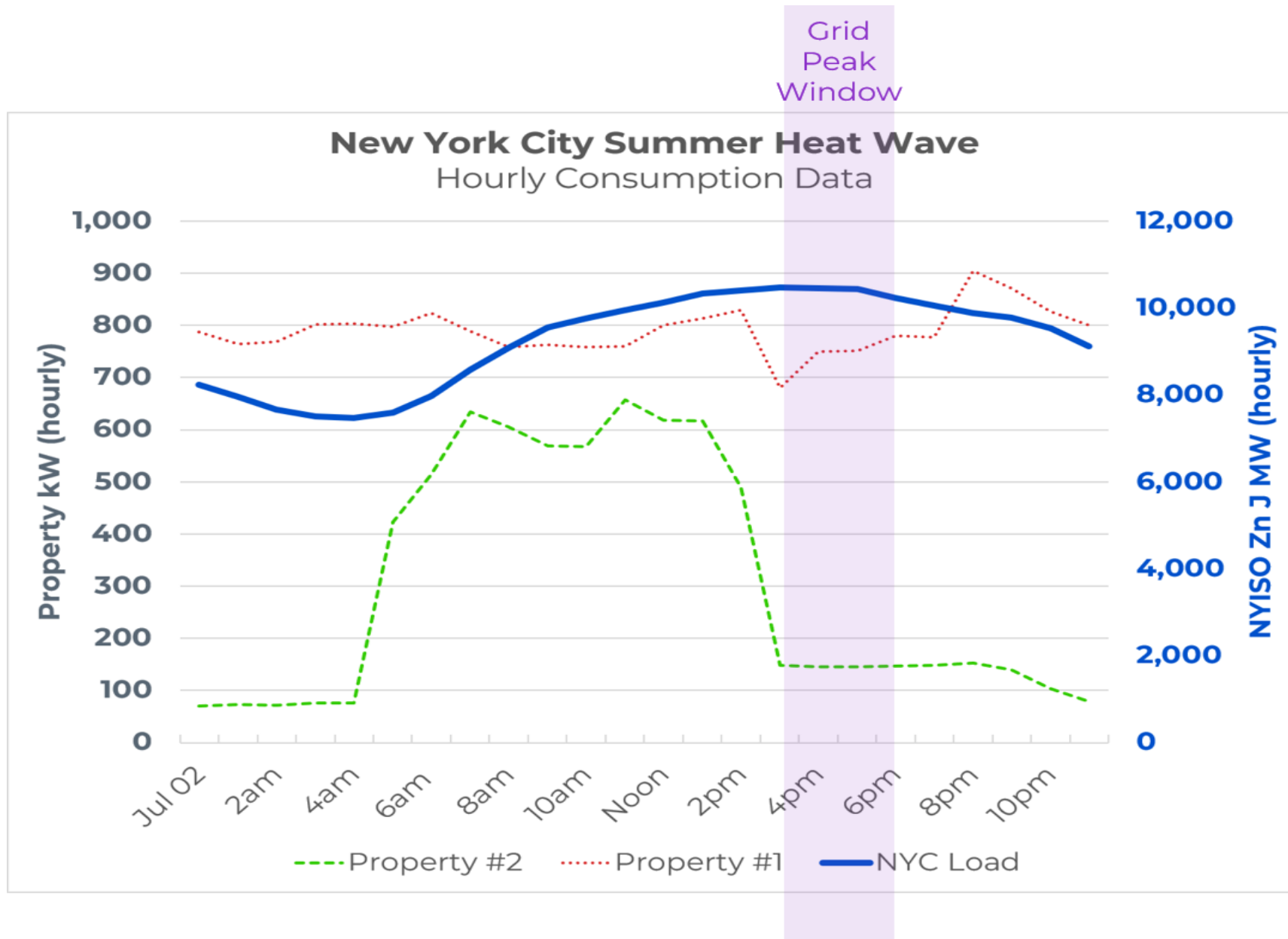
In the first week of July 2026, an extended heat wave strained NYC's electric system

New York City Summer Heat Wave

Hourly Consumption Data



Which property served as a grid asset?



Some technologies that can help buildings become grid assets



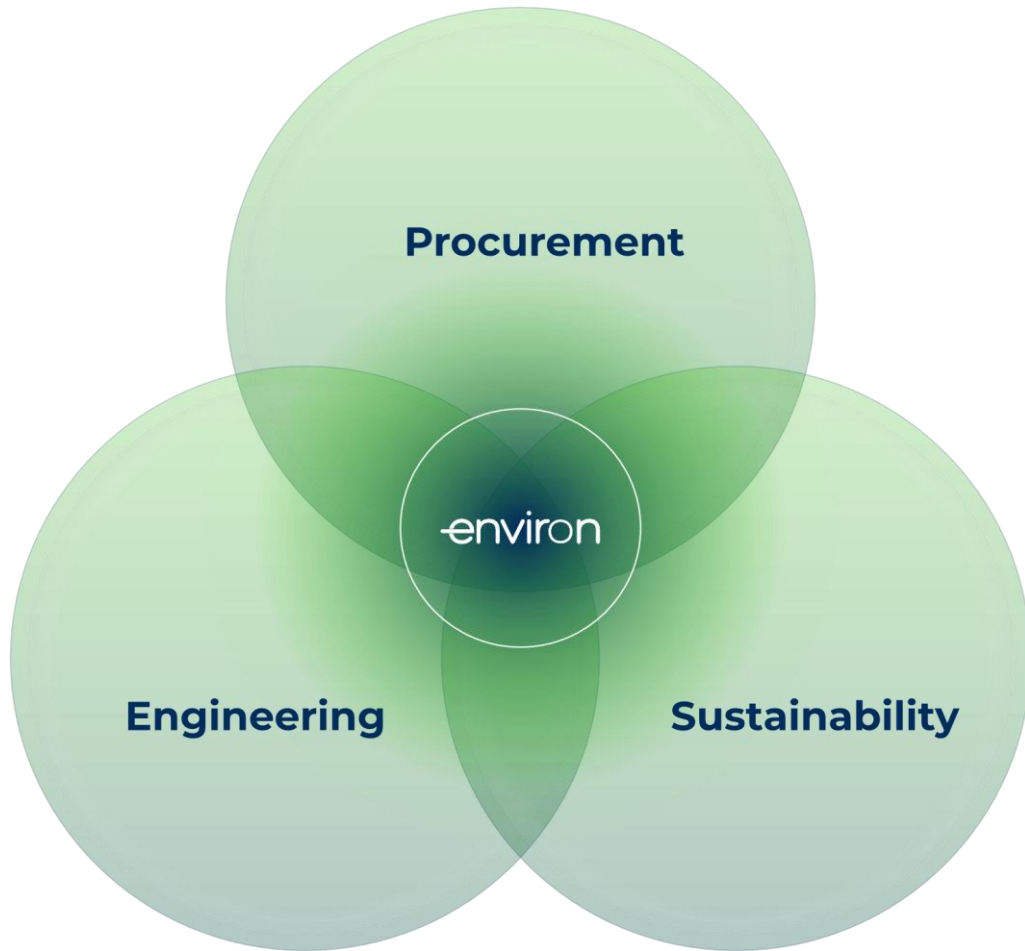
Battery Storage



Thermal Storage



**Sensor-based
Performance
Optimization**



Umar Surani

Director, Energy & Sustainability Solutions

E: usurani@environenergy.com

W: environenergy.com



Buildings as Grid Assets

Climate Week at Building
Energy Exchange

September 22 2026

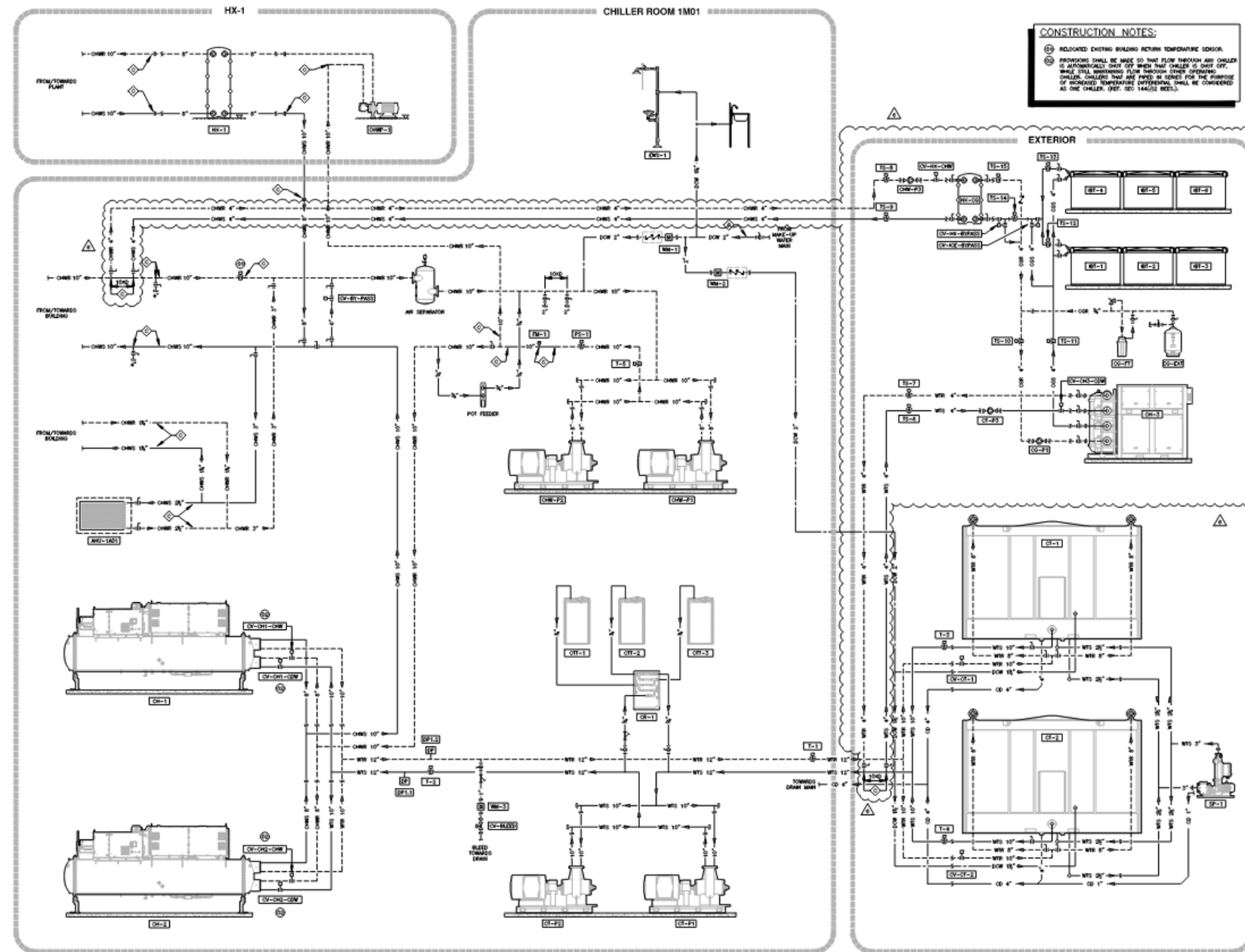


PADRES STADIUM

Technologies

- New central chiller plant
- Integration into building management system
- Ice storage / peak load management





Combined Chiller Plant & Ice Storage Mechanical Diagram



ENERGY DASHBOARD

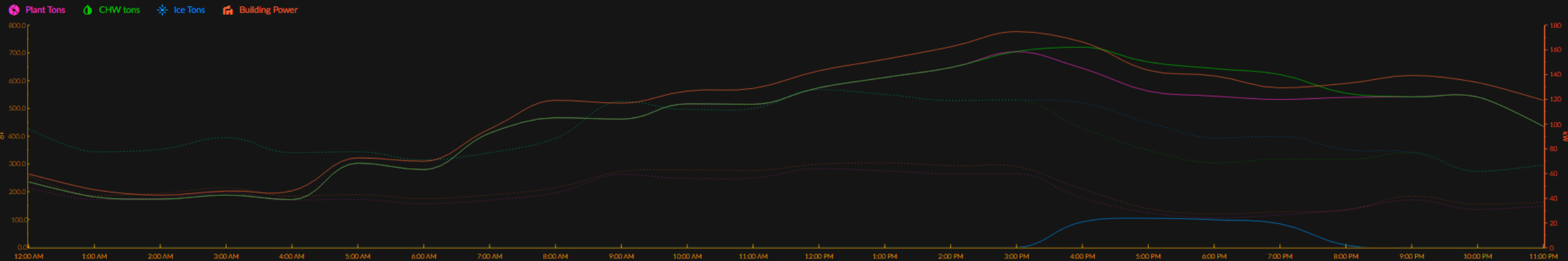


COOLING TONNAGE

Summary Electrical Gas Water **Central Plant** Events

Comparison Mode: Day

12 Sep. 2026 - 12 Sep. 2026 vs 13 Sep. 2026 - 13 Sep. 2026



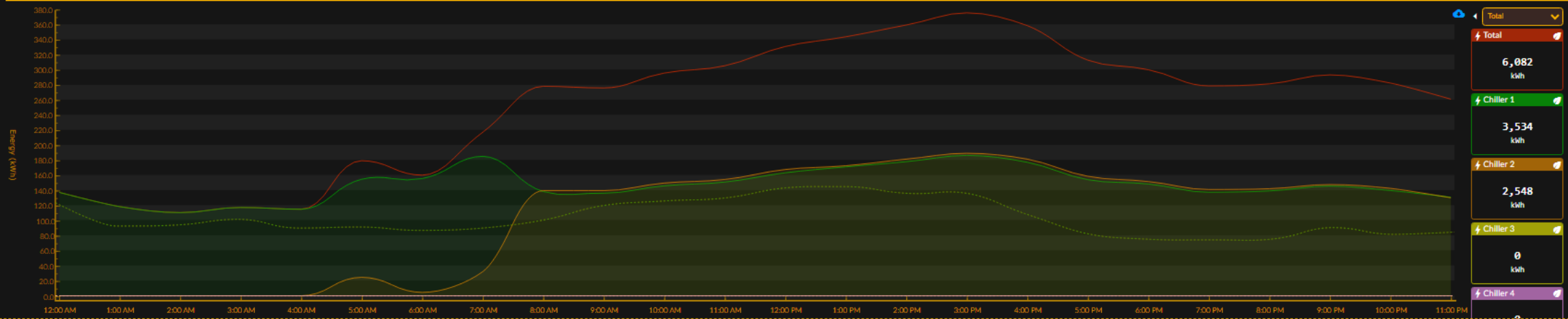
PLANT EQUIPMENT

Show outside temperature ☐ Units: Energy

reset selection

- > Chillers
- > Pumps
- > Cooling Towers
- > Boilers
- > Exhaust Fans

PLANT EQUIPMENT



favorites (6)

Total
6,082 kWh
Chiller 1
3,534 kWh
Chiller 2
2,548 kWh
Chiller 3
0 kWh
Chiller 4
0 kWh

Ontario Global Adjustment (GA) Costs

CLASS A – WHEN You Use

Coincident peak exposure

- Class A customers participate in the Industrial Conservation Initiative (ICI).
- Your Peak Demand Factor (PDF) is your share of Ontario demand during the five highest system peak hours in the May 1–April 30 base period.
- High load during those same five hours increases your GA allocation for the following billing period.
- The final top-five hours are confirmed after the fact, so operators forecast likely peaks and reduce load when a potential peak is developing.

CLASS B – HOW MUCH You Use

Volumetric exposure

- All other customers are treated as Class B for Global Adjustment.
- $GA = \text{monthly electricity consumption} \times \text{the applicable Class B GA rate}$.
- Your coincidence with Ontario's top-five annual peaks does not affect the Class B GA allocation.
- Reducing kWh reduces GA. Shifting load to another hour does not directly reduce GA if monthly kWh is unchanged.

For Class A customers, batteries or thermal storage can discharge during likely provincial peak hours to reduce the facility's Peak Demand Factor — and therefore its future share of GA costs.

CLIMATE WEEK NYC 2026 AT BE-EX

More to See on Thursday

Scan the QR code to register for our upcoming programs!

Buildings and the Grid: Clipping the Wing of the Falcon Curve

Thu, Sept 24 | 9:00 – 11:00 AM

WISE Women in Waste: Turning Trash into Opportunity

Thu, Sept 24 | 5:30 – 7:30 PM

SCAN TO REGISTER

