



2024

MEMBERS MEETING & Fall Workshop

HOSTED BY ICF

**OCTOBER 16-17
RESTON, VIRGINIA**



SMART ENERGY
CONSUMER COLLABORATIVE

#SECCMM24

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The Energy Evolution Continuum

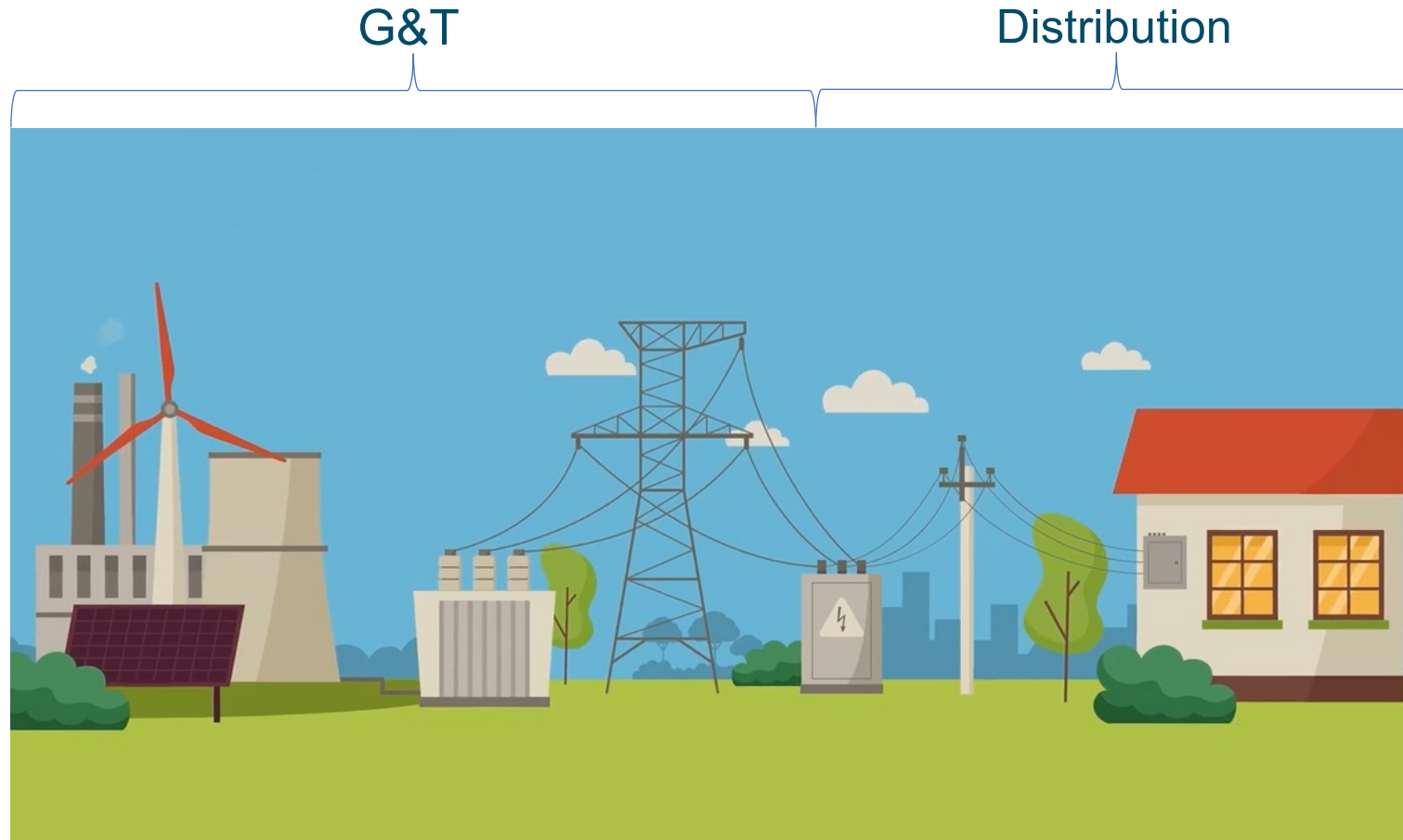
Alison Kaufmann

VP, Member Services & Strategic Electrification














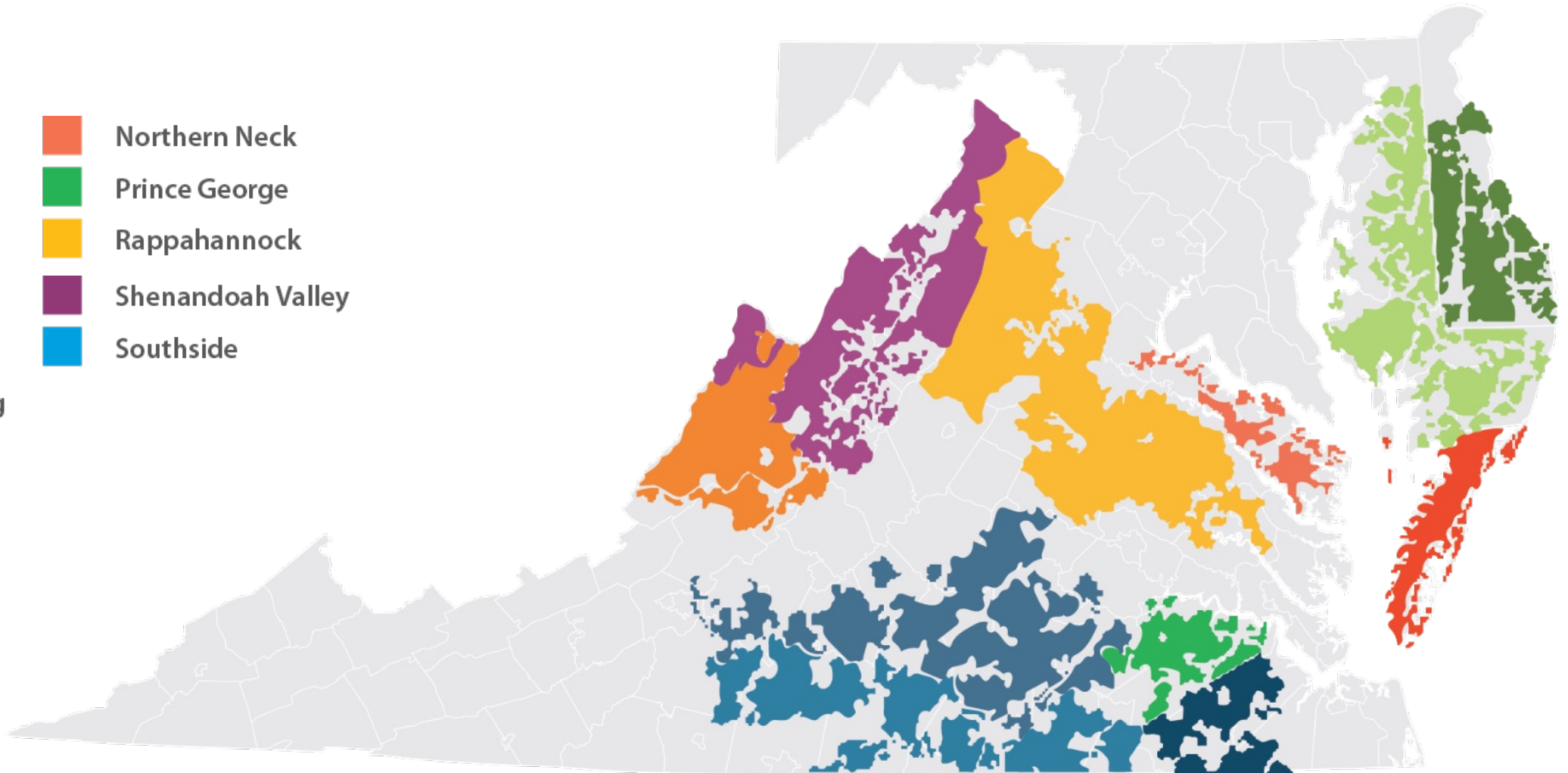
About ODEC

Old Dominion Electric Cooperative is a member-owned, not-for-profit wholesale generation and transmission electric cooperative. ODEC supplies power for 11 not-for-profit retail distribution cooperatives in Virginia, Maryland and Delaware, serving 1.5 million people. ODEC's No. 1 priority is serving members and their communities.



Our Membership Territories

- | | | | |
|-----------------------------------------------------------------------------------|-------------|-----------------------------------------------------------------------------------|-------------------|
|  | A&N |  | Northern Neck |
|  | BARC |  | Prince George |
|  | Choptank |  | Rappahannock |
|  | Community |  | Shenandoah Valley |
|  | Delaware |  | Southside |
|  | Mecklenburg | | |

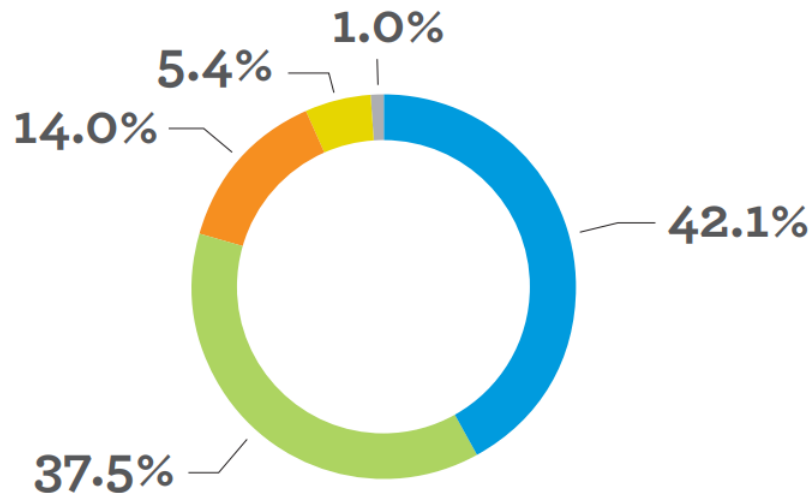


The Importance of Keeping the Lights On

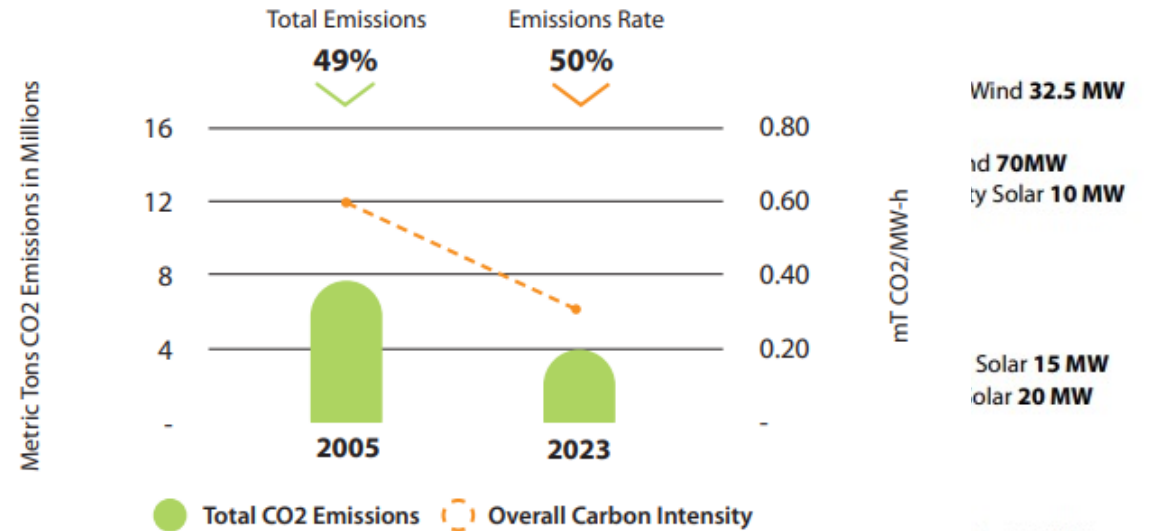
2023 Energy Resources

13,093,340 MWh

- Purchased - other than renewable
- Purchased - renewables
- Natural Gas
- Coal
- Nuclear



CO2 Reduction



- Wind
- Solar

- Wind **32.5 MW**
- Wind **70MW**
- Utility Solar **10 MW**
- Solar **15 MW**
- Solar **20 MW**
- Solar **10 MW**

“What’s the Biggest Difference You’ve Experienced Going from an IOU to a Cooperative?”



Common Phrases:

“If you’ve seen one co-op, you’ve seen one co-op.”

“We all have the same last name.”

7 Cooperative Principles



**VOLUNTARY AND
OPEN MEMBERSHIP**



**DEMOCRATIC
MEMBER CONTROL**



**MEMBERS' ECONOMIC
PARTICIPATION**



**AUTONOMY AND
INDEPENDENCE**



**EDUCATION, TRAINING
AND INFORMATION**



**COOPERATION AMONG
COOPERATIVES**



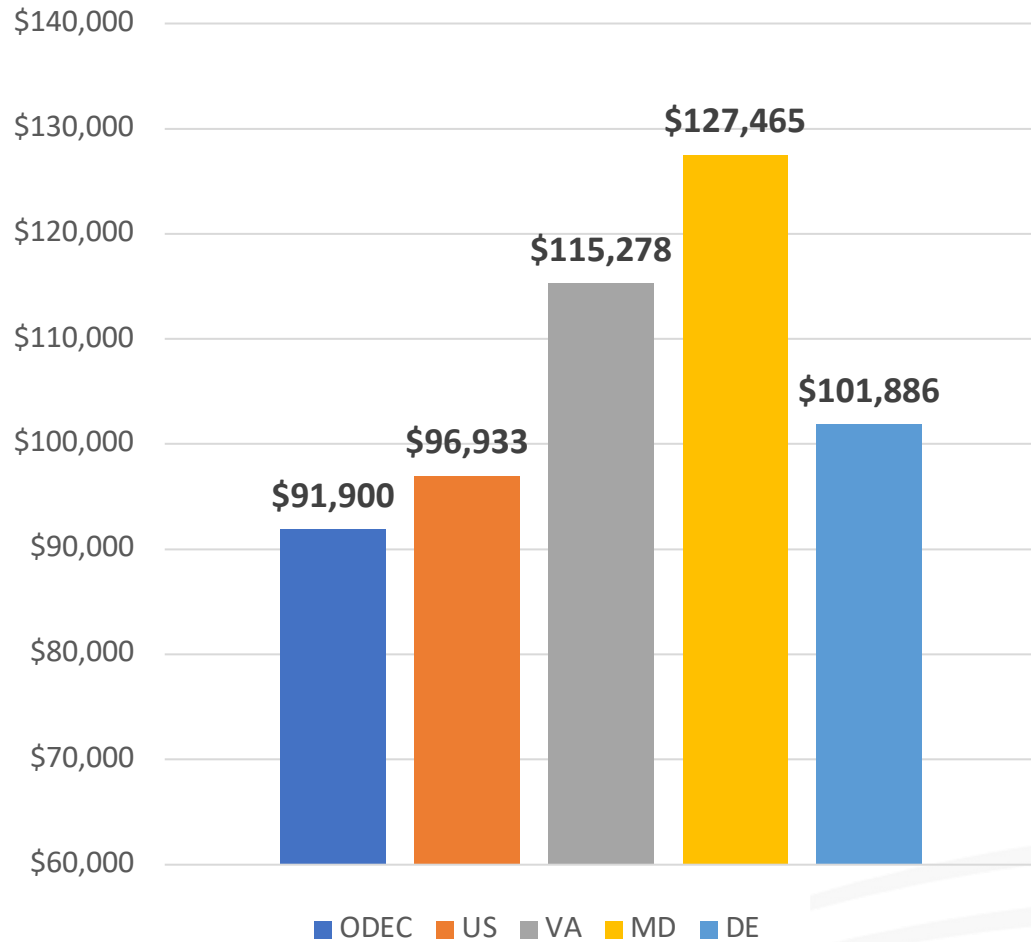
**CONCERN FOR
COMMUNITY**

ODEC's Strategic Electrification

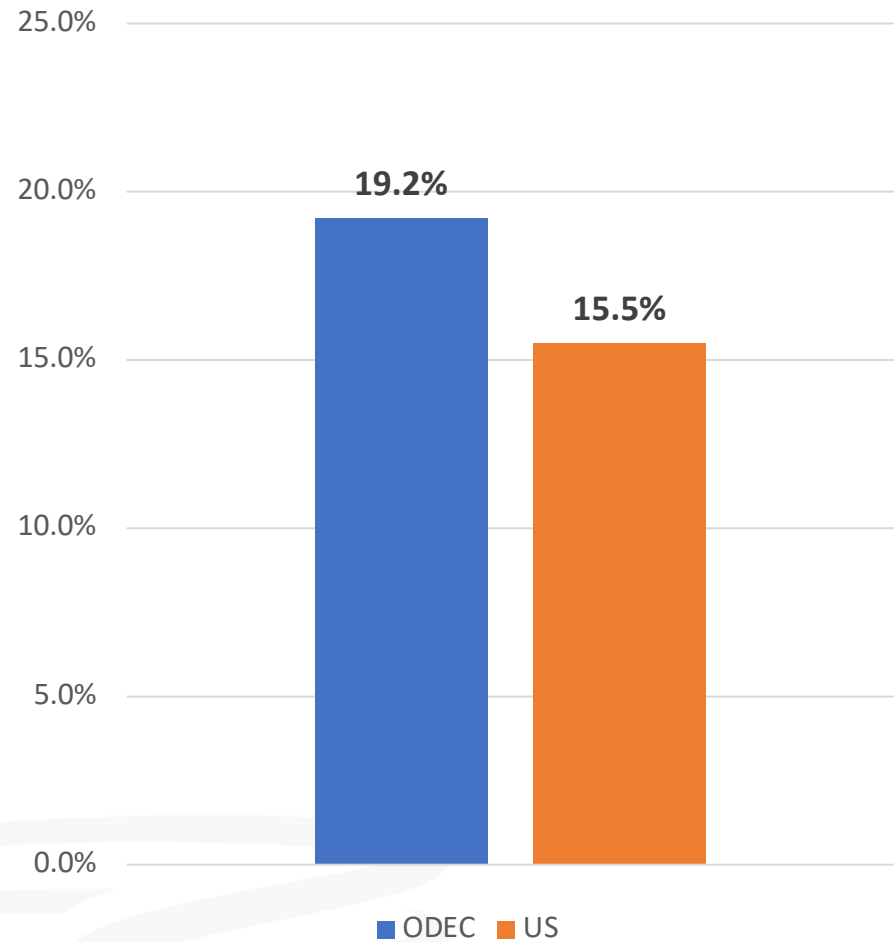


Profile: Our Members' Member-Consumers

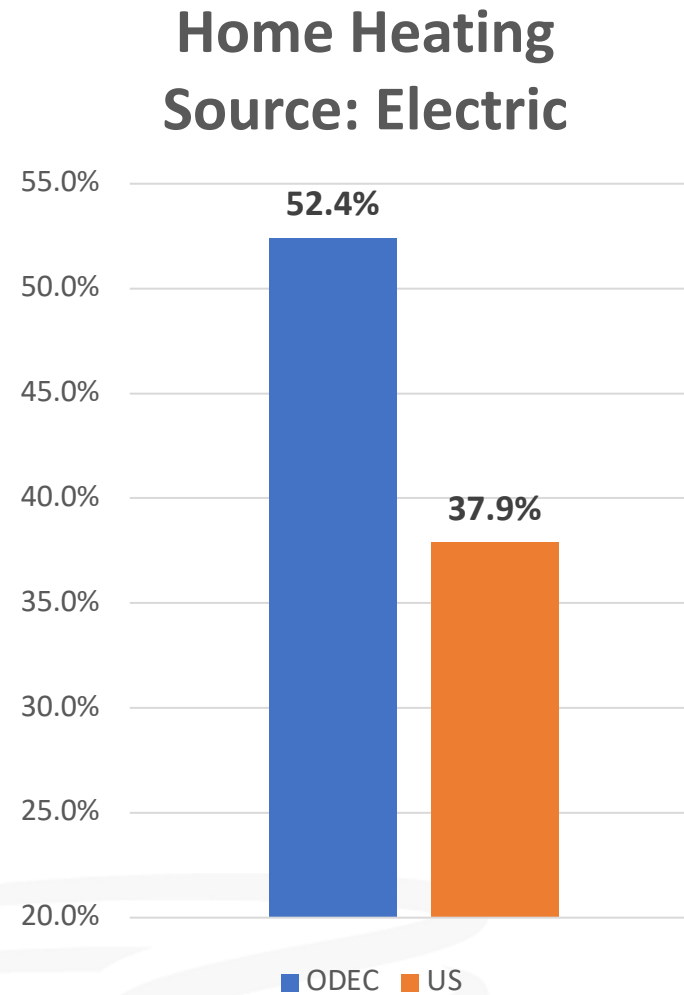
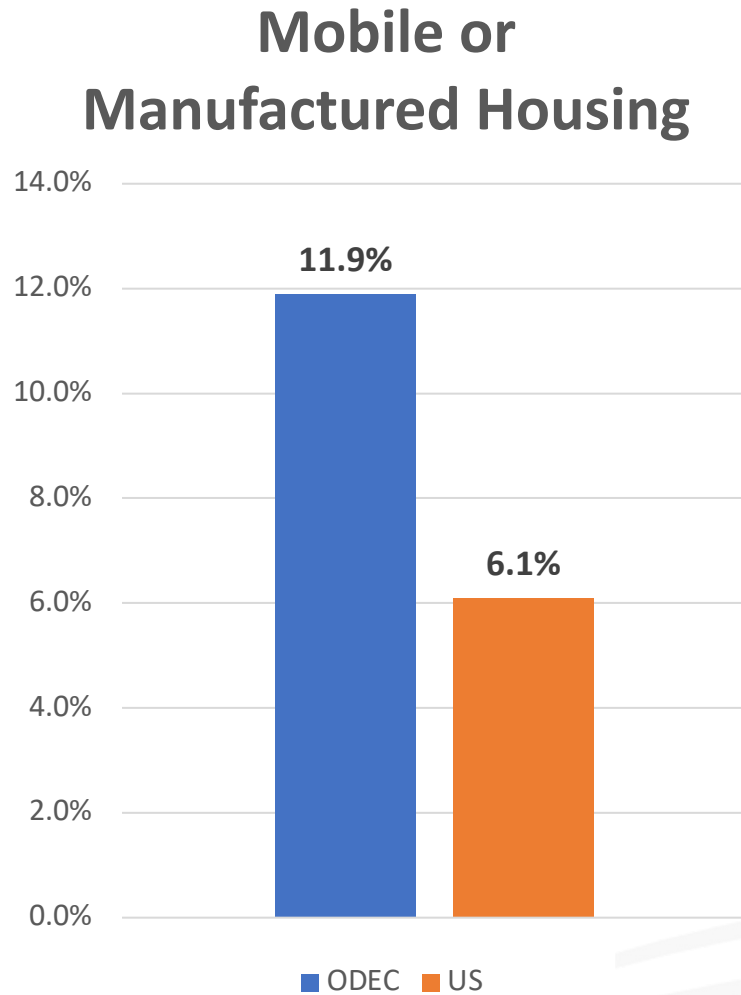
Annual Household Income



Population Age 65+



Profile: Our Members' Member-Consumers



Strategy



**Pursue
electrification
opportunities,
readiness**



**Identify ways to
manage/save
energy (overall
energy efficiency)**



**Look towards
future benefit and
value of DER by
building
foundation**



Demand Response and Energy Efficiency Annual Report

2023

ODEC Journey in this Space

First launch of DR program (A/C switch)

2009



2009

First launch of EE program (energy calc)

First launch DR thermostat (entry to DER)

2015



2011

Launch Energize Efficiently micro-site

First launch of EV program(s)

2018



2018

Weatherization Assistance Program Launches

A Variety of Program Offerings

Energy Efficiency

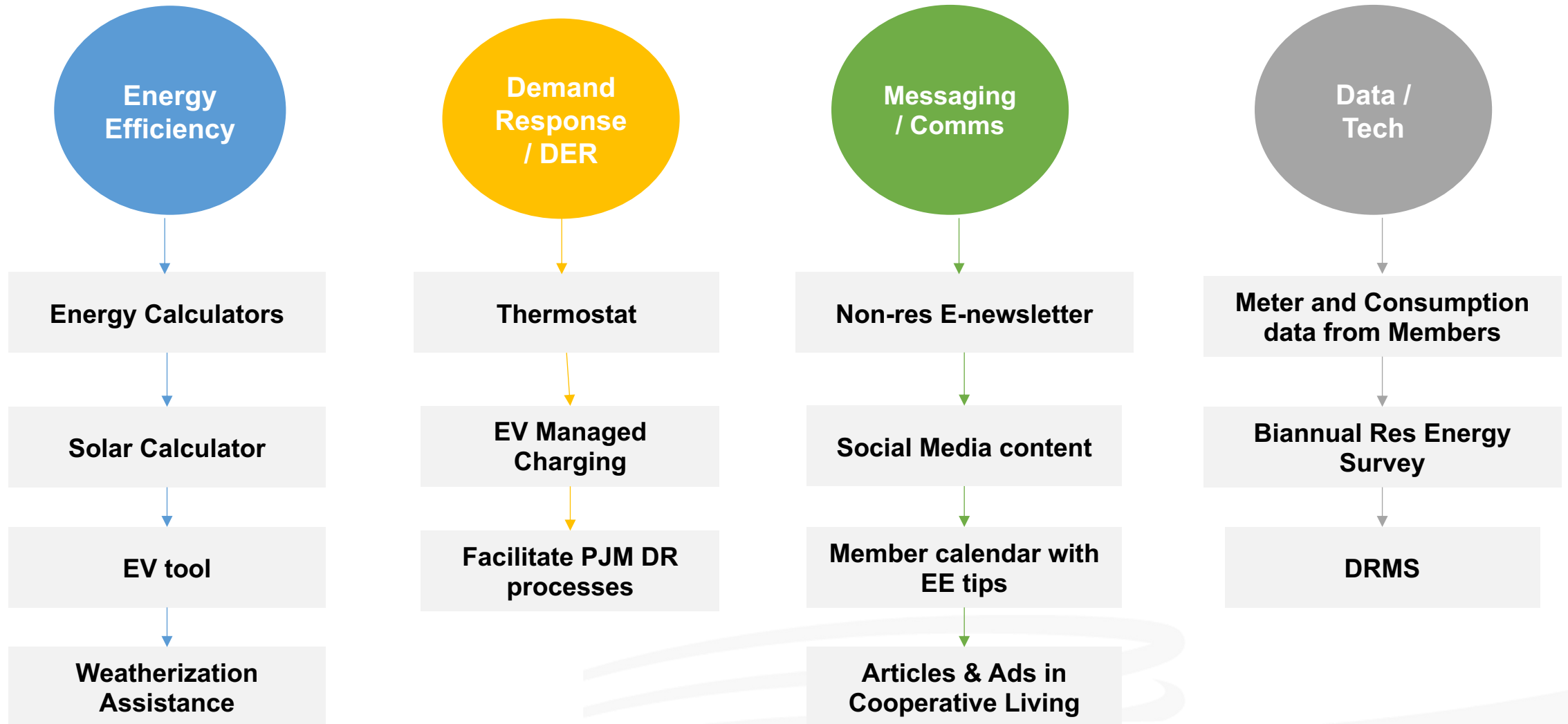
Messaging / Communication

Demand Response / DER

Data / Technology



Program Offerings



What makes the Co-Op Business Model Unique

G&T umbrella program, Distribution member implements

- Success story example



- Approach to DERMS / DRMS



■ Takeaways

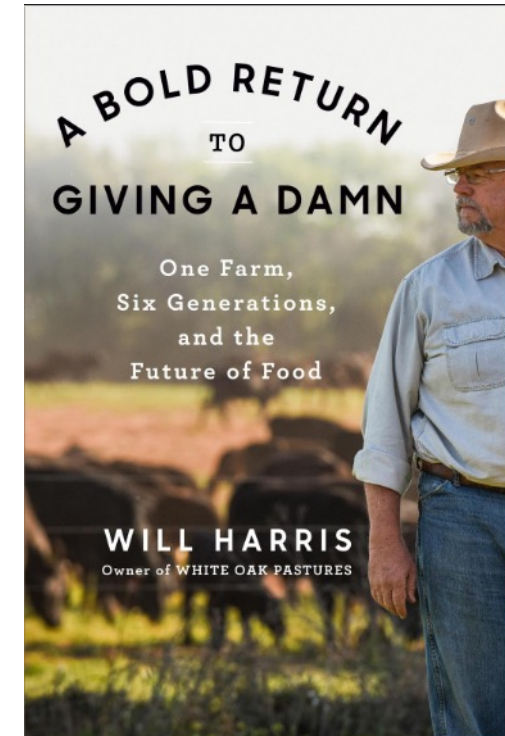
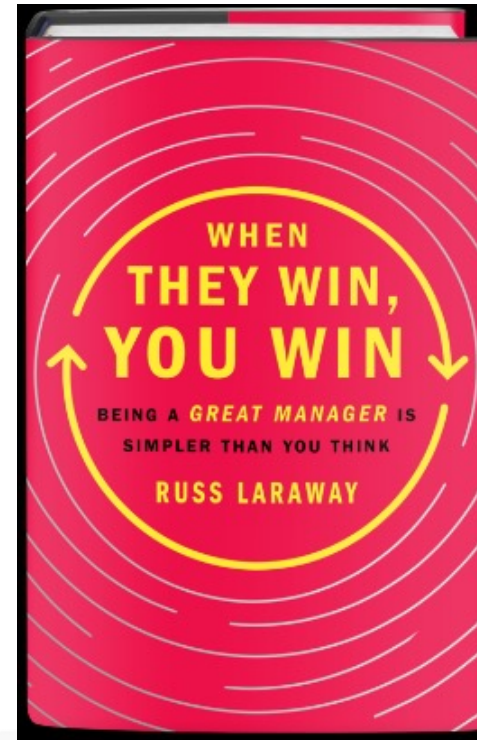
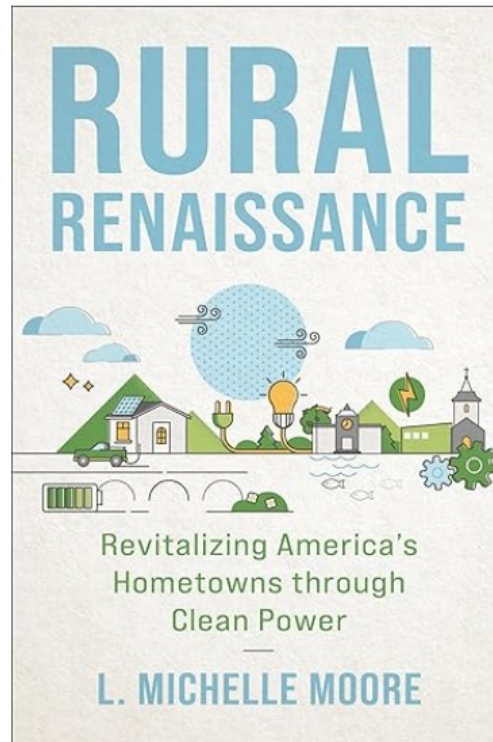
- Servant Leadership
 - All in service to members
- Nothing Constant but Change
 - Nimble, adapt, ability to influence change
 - Social capital

What I'm reading and listening to

Podcasts



Books



Contact



Alison Kaufmann

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