



BARRINGTON HILLS ENDORSEMENT/OPT-IN PROGRAM OPPORTUNITY

Presented by Kevin Ritter and Jean Beacom
Integrys Energy Services

This document serves to provide a brief overview of electricity supply choice and aggregation, an overview of the endorsement/opt-in program offered by IntegrYS Energy Services, and possible next steps.

A Barrington Hills and IntegrYS Energy Electricity Supply Endorsement Program could provide cost savings to residents that choose to participate in the program.

IntegrYS Energy (an Alternative Retail Electric Supplier) is seeking to partner with the Village to put forth an Electricity Supply Endorsement Program.

AGENDA: 4 SECTIONS



1) Electricity Supply Choice:

- How deregulation created electricity supply choice
- Role of the utility (ComEd)
- Role of the Alternative Retail Energy Supplier (ARES or Supplier)

2) Aggregation Overview

3) Endorsement Program:

- Endorsement Program Overview
- Benefits for Participants and the Village

4) About Integritys

5) Next steps & Sample Bills

MARKET & REGULATORY DEVELOPMENTS CREATED
ELECTRICITY SUPPLY CHOICE OPPORTUNITY



- The Illinois electric market has been evolving since the Illinois General Assembly deregulated it in 1997.
- Commercial and industrial customers were the first to take advantage of the ability to choose an Alternative Retail Electric Supplier (“ARES”).
- Today, about **80% of ComEd’s non-residential load is served by an ARES.**
- *Now the opportunity to choose a competitive electric supplier is extended to residential consumers.*



ROLE OF THE UTILITY

- ComEd is responsible for getting energy to you safely and reliably. Residents and small businesses can choose another supplier to provide the electricity that ComEd delivers.
- Electric utilities in the state of Illinois are revenue neutral to the supply of electricity and make a return on the delivery of power.

The utility (ComEd) is still responsible for the safe and reliable delivery of the electricity you purchase, whether you purchase your electricity from the utility or a supplier.

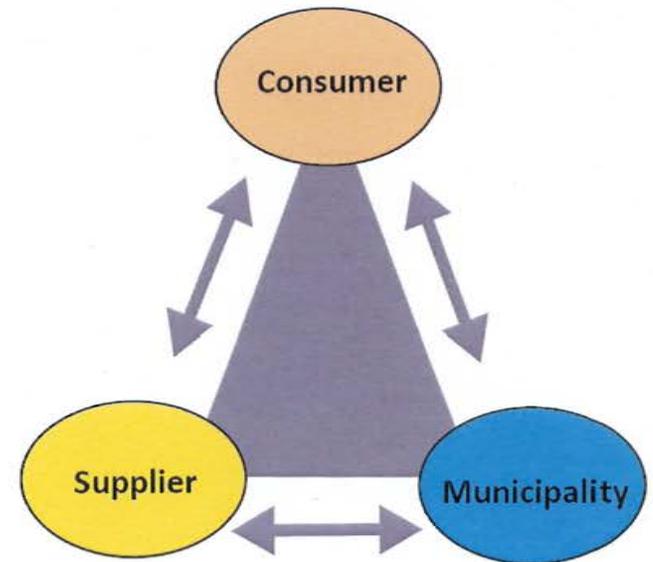
ROLE OF THE ALTERNATIVE RETAIL ENERGY SUPPLIER (ARES)



- Businesses or residents may enter into a contract with an Alternative Retail Energy Supplier (ARES) such as IntegrYS Energy.
- The ARES sells supply to the customer and that supply is delivered by the utility through the utility's distribution system.

AGGREGATION VERSUS ENDORSEMENT PROGRAM

- **Opt-Out Aggregation** programs allow municipalities to buy power on behalf of residents and small businesses in their community except those who choose not to participate or “opt-out” of the program. Opt-out programs require approval by referendum.
- **Endorsement Programs** allow communities to endorse a supplier and residents and small businesses voluntarily sign up or “opt-in”.



OVERVIEW OF ENDORSEMENT PROGRAM



- **IntegrYS is endorsed by the Village to offer a discounted price to residents and small businesses**
 - ✓ IntegrYS price is lower than standard prices that customers may receive by signing up outside of the program
- **IntegrYS will educate residents and small businesses on the benefits of energy choice and the savings opportunity**
 - Mailers sent out on Village letterhead
 - A Landing page (website) and Toll-Free number to enroll
 - IntegrYS pays for these as well as coordinates the activity with Village
 - IntegrYS is open to other partnering opportunities to promote the program

UTILITY & AGGREGATION PROGRAM PRICES (Cents per kWh)



BENEFITS OF ENDORSEMENT PROGRAM FOR RESIDENTS



- \$0.002/kWh Less than IntegrYS Energy posted electricity supply rate for residents
- **27% Savings** versus ComEd Price to Compare*

•*IntegrYS 12-Month Price versus ComEd Price. ComEd Price to Compare based on Illinois Commerce Commission's website PlugInIllinois.com

•ComEd prices can change each June and October. 27.5% savings versus residential rate.

•IntegrYS rate not guaranteed and is market based until enrolling.

INTEGRYS SUPPORT OF ENDORSEMENT PROGRAM



- Enroll via telephone or on-line
- Get answers to specific questions at any time
 - Exceptional 24/7 telephone customer service
 - Custom landing page designed to support Community Education and overall program organization
 - Online chat services for the hearing impaired

Sample 11: Aggregation Program

www.integrysenergy.com/agg-egaston/sample/sample.aspx

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integrYS[®] energy services

Contact Us

Search

Your Town Aggregation Program from Integrys Energy

Integrys Energy Services is providing you the opportunity to join other residents to save money on the electricity you use. Savings are possible through municipal aggregation, where community officials bring community members together to gain group buying power for the purchase of electricity. Your Town formed an aggregation group because voters approved the program in April 2011.

Have questions about enrollment? [View our Your Town Aggregation Program FAQs](#).

Participation Is Easy

There is no cost for enrollment and you will not be charged a switching fee. **You do not need to do anything to participate.** Please browse this page to make an informed decision regarding the aggregation program from Integrys. This year's Opt-Out notice was mailed on or around August 5, 2011, to all eligible residents of Your Town.

If you **do not** want to participate in this program, return the "optout" postcard you received in the mail by **August 23, 2011**.

However, if you **want to be part of this program**, you **do not need to do anything**.

If you have any questions, please call Integrys Energy Services, Inc. toll-free at 888-302-5075. Customer service representatives are available 7 days a week, 24 hours per day. Although the Village of Your Town is offering this program, we ask that you direct all your aggregation program questions to Integrys Energy Services, Inc.

• If you were with another supplier or previously opted-out of the program and would like to enroll, you can enroll now via this website.

Your Town Aggregation Discount Pricing

Select Your Customer Type:

Go

Aggregation Program Info

- [Residential Opt-Out Letter](#)
- [Residential Terms & Conditions](#)
- [Commercial Opt-Out Letter](#)
- [Commercial Terms & Conditions](#)
- [Program FAQs](#)
- Customer Service: 1-888-302-5075

BENEFITS OF ENDORSEMENT PROGRAM FOR RESIDENTS AND SMALL BUSINESSES



- **Better electricity supply rates** (savings over ComEd electricity supply)
- **100% choice to participate**
- **The program can start quickly**
 - Approximately half of all residential power is used between June and September

BENEFITS OF ENDORSEMENT PROGRAM FOR RESIDENTS AND SMALL BUSINESSES



- **Still receive a single ComEd bill**
- **Retain all billing options** (budget bill, on-line bill pay, ect.)
- **Greater education** about energy choice and the savings
- **Budget stability:** IntegrYS' rate is Fixed and is not subject to market fluctuations during the term of the agreement
- No negative affect to ComEd

BENEFITS OF ENDORSEMENT PROGRAM: VILLAGE OF BARRINGTON HILLS



- **No cost to the Village**
- **No drain on resources because IntegrYS will offer education and enroll participants**
- **No referendum is needed and the Village can still pursue an opt-out program in the General Election**
- Goodwill by offering a savings opportunity to residents and small commercial customers
- Typically, 10-25% of residents participate in this type of program
- Periodic reports from IntegrYS on enrollment statistics and estimated savings of the participants

Company Background

- Integrys Energy Services is one of the most respected, trusted energy companies in the United States
- A subsidiary of Integrys Energy Group...
 - Fortune[®] 500 company headquartered in Chicago
 - Over \$9.8 billion in assets
 - 150-year heritage of serving Illinois
 - ≈ 1,900 employees in Illinois
 - Strong credit ratings
- In four of the past five years, our family of companies has been named among the top five “Most Admired Energy Companies in America” by Fortune Magazine.

2010, 2009, 2007, 2006

Four of the past five years,
named one of the World's Most
Admired Energy Companies”

FORTUNE MAGAZINE[®]

INTEGRYS ENERGY SERVICES QUALIFICATIONS & EXPERIENCE



Relevant IL and Public Sector Experience

- Illinois Municipalities - Integrys serves natural gas and/or electric supply to the Municipal buildings of **102 communities** throughout Illinois.
- Illinois Public Sector Customers- the **State of Illinois, Cook County, and Chicago Public Schools** are among the public sector customers we proudly serve.
- Serving the Illinois Business Community - We serve over **1,750** commercial & industrial power customers throughout Illinois (over 8,400 accounts) and over **1,100** commercial & industrial natural gas customers (over 4,500 accounts).
- We presently serve more than **80,000** residential and small commercial accounts under the ComEd and Ameren POR programs (many of which are via municipal aggregation programs).
- Aggregation Experience - Integrys Energy Services has a proven track record establishing successful aggregation programs with **dozens of Midwestern communities**. We currently serve over **200,000** mass market customers in total.



INTEGRYS CORPORATE STEWARDSHIP

- **WPSR Foundation:** The Foundation is funded by Integrys Energy Group stockholders and provides nearly \$1 million annually in contributions to programs that support activities in the areas of arts and culture, community and neighborhood development, education, human services and health, and care for the environment. In 2009, Integrys distributed \$2.1 million to charitable causes.
- **Environmental Stewardship:** We undertake a multitude of activities every day to support our environmental vision: “Creating Energy Solutions for a Sustainable Tomorrow.”
 - We offer environmentally friendly customer programs.
 - We’re active in energy efficiency, conservation and renewable energy.
 - We’re part of environmental organizations that are making a difference.
- **Our Commitment:** We are committed to supporting initiatives that match the economic and environmental needs of the communities that we serve. Some examples are:
 - In Oak Park Illinois, we offer low rates and 100% renewable electric power supplies through a community aggregation program.
 - Near Rockford, Illinois, we operate a landfill gas plant that harvests methane from the Winnebago County landfill and provides power to the grid.
 - In Ohio, we offer the first of its kind Ecovations Renewable Gas Program that provide 8% of enrolling customer’s natural gas from renewable or environmental credit sources at no additional cost to the customer.,
 - Integrys Energy Services has committed \$60 million per year to develop solar photovoltaic and other clean electric power generation through 2016.
 - In Michigan, we are working with non-profit agencies to contribute to their causes for each customer enrollment.
- We would like to work with you to structure a program that meets your community needs.

NEXT STEPS



1. IntegrYS

- Discuss any aspects of or answer questions about the program
- Send Village draft of the endorsement agreement for review

2. Village

- Review draft agreement

3. If Program is established:

- Agree upon communications (letters) to residents and small businesses
- IntegrYS would enroll those who take action to participate
- IntegrYS would send the Village reports on enrollment statistics

THANK YOU



- **Questions / Comments:**

Kevin Ritter

Telephone: 630-319-1215

kritter@naniaenergy.com



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www.comed.com

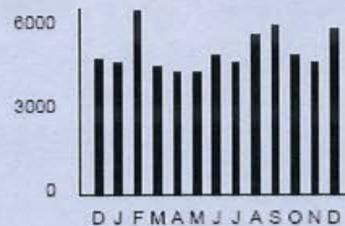
Customer Service / Power Outage

English
1-877-4COMED1 (1-877-426-6331)

Español
1-800-95-LUCES (1-800-955-8237)

Hearing/Speech Impaired
1-800-572-5789 (TTY)

Your Usage Profile
13-Month Usage (Total kWh)



Electric Usage

Month	kWh
Dec-10	4385
Jan-11	4344

ComEd Invoice -Before

Page 1 of 2

Account Number

Name
Service Location
Phone Number

Issue Date July 6, 2011

Bill Summary

Previous Balance	\$127.42
Total Payments	\$127.42
Amount Due on July 28, 2011	\$185.60

Meter Information

Read Date	Meter Number	Load type	Reading Type	Previous	Meter reading present	Difference	Multiplier X	Usage
7/6		General Service	Total kWh	85747 Actual	87188 Actual	1441	1	1441

Service from 6/6/2011 to 7/6/2011– 30 days

Residential - Single

Electricity Supply Services

\$121.35

Electricity Supply Charge	1,441 kWh	X	0.07154	103.09
Transmission Service Charge	1,441 kWh	X	0.00767	11.05
Purchased Electricity Adjustment				7.21

Delivery Services - ComEd

\$47.05

Customer Charge				14.28
Standard Metering Charge				2.86
Distribution Facilities Charge	1,441 kWh	X	0.01949	28.09
IL Electricity Distribution Charge	1,441 kWh	X	0.00126	1.82

Taxes and Other

\$17.20

Smart Meter Program				0.15
Environmental Cost Recovery Adj	1,441 kWh	X	0.00015	0.22
Energy Efficient Programs	1,441 kWh	X	0.0016	2.31
Franchise Cost	46.43	X	2.90400%	1.35
State Tax				4.76
Municipal Tax				8.41



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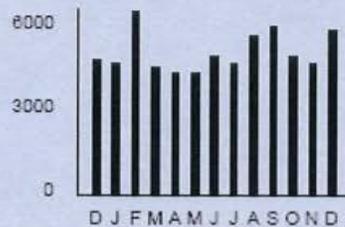
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Your Usage Profile
13-Month Usage (Total kWh)



Electric Usage

Month	kWh
Dec-10	4385
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ComEd Invoice -After

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Account Number

Name
Service Location
Phone Number

Issue Date **July 6, 2011**

Bill Summary

Previous Balance	\$127.42
Total Payments	\$127.42
Amount Due on July 28, 2011	\$147.83

Meter Information

Read Date	Meter Number	Load type	Reading Type	Previous	Meter reading present	Difference	Multiplier X	Usage
7/6		General Service	Total kWh	85747 Actual	87188 Actual	1441	1	1441

Service from 6/6/2011 to 7/6/2011— 30 days

Residential - Single

Electricity Supply Services - Integrys Energy Services Inc **\$83.58**

ENERGY CHARGE 1,441 kWh X 0.0580 **83.58**

Integrys Energy Services Inc 1-888-688-1236 www.integrysenergy.com
Please refer to your supplier contract for details.

Savings of \$37.77!

Delivery Services - ComEd

\$47.05

Customer Charge				14.28
Standard Metering Charge				2.86
Distribution Facilities Charge	1,441 kWh	X	0.01949	28.09
IL Electricity Distribution Charge	1,441 kWh	X	0.00126	1.82

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