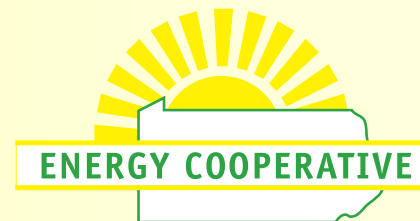


Meeting Federal Renewable Energy Goals

Renewable Power Provider Panel
June 15, 2004

Nadia Adawi
Director of Operations
The Energy Cooperative
(215) 413-2120 direct
nadawi@theenergy.coop

1218 Chestnut Street, Suite 1003
Philadelphia, PA 19107
215-413-2122 Fax: 215-413-2140
www.theenergy.coop



The Energy Cooperative

- Non-profit member owned cooperative
- Founded in 1979, based in Philadelphia
- PUC licensed electricity supplier since 1998
 - Providing renewable and non-renewable electricity
 - Currently only serve PECO service territory
- 6,500 members – households, municipalities, churches, businesses, and nonprofits

1218 Chestnut Street, Suite 1003
Philadelphia, PA 19107
215-413-2122 Fax: 215-413-2140
www.theenergy.coop



Buy Green Tags or Delivered Electricity?

- We provide “delivered” electricity – switch electric account to us for service
- Delivered electricity can cost less than tag product
 - Our delivered electricity allows savings on electrons to be applied to purchase of renewables
- In Philadelphia area, Energy Cooperative serves over 72 businesses, organizations, and municipalities with renewable electricity
 - 0-5% cost premium

1218 Chestnut Street, Suite 1003
Philadelphia, PA 19107
215-413-2122 Fax: 215-413-2140
www.theenergy.coop



Products

■ EcoChoice100SM

- 100% Renewable

10% wind, 0.1% solar, purchased from 20 of our members' rooftop PV systems, 89.9% landfill gas

- Green-e certified

■ Grid electricity plus NewWind Energy^R

- Re-seller of Community Energy NewWind Energy^R

- Switch account to us for service, apply savings to wind

- Innovative model with percentage of wind as a “break even”

- Works best for rate class “GS” accounts with 10-35% load factor

1218 Chestnut Street, Suite 1003
Philadelphia, PA 19107
215-413-2122 Fax: 215-413-2140
www.theenergy.coop



Governmental Purchasers

- NewWind Energy^R
 - Delaware County
 - Radnor, Swarthmore, Media townships
- EcoChoice100SM100% renewable
 - PA DEP Norristown office
 - Served 7 GSA accounts under contract between 2000 and 2002
- Other townships purchasing our non-renewable electricity

1218 Chestnut Street, Suite 1003
Philadelphia, PA 19107
215-413-2122 Fax: 215-413-2140
www.theenergy.coop



Pricing and contract length

- Accounts priced by load profile
 - 100% renewable for 1-5% cost premium
 - 15-30% NewWind Energy[®] at no additional cost
- Calendar year contract ☹️
- Negotiating 2-year power supply contract beginning 1/1/05

1218 Chestnut Street, Suite 1003
Philadelphia, PA 19107
215-413-2122 Fax: 215-413-2140
www.theenergy.coop

