



AMERICAN DEVELOPMENT
INSTITUTE

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SUMMARY

ADI Energy developed and designed the proposal for a residential, small/large commercial and municipal demand response program. Application and ECMs are confidential and cannot be disclosed.

ADI Energy designed and developed the proposal including demographic analysis of the various market sectors, potential saturation rates of various demand resources presently employed in the target area and the price elasticity of each technology versus target market sector.

SERVICES

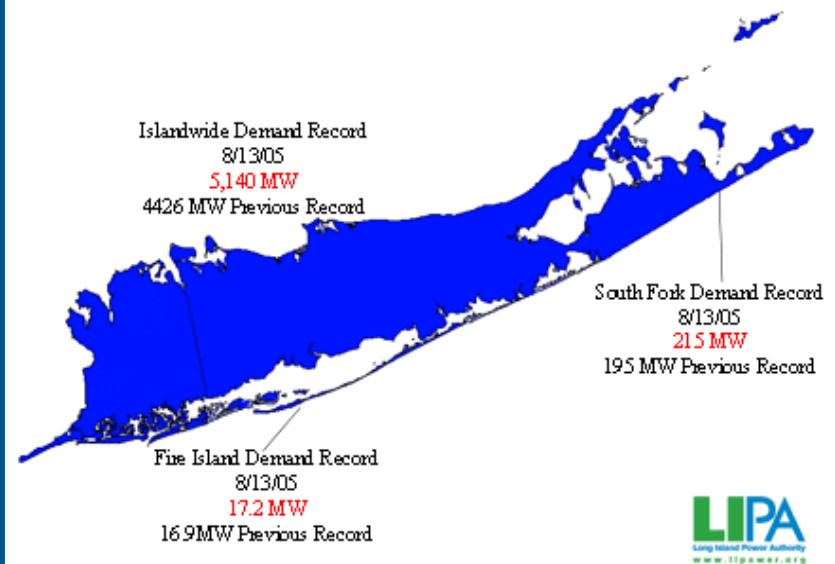
- Energy audit
- Energy savings analysis
- Demographic analysis
- Energy Trending
- Energy modeling

MEASURES

- Lighting Fixture Upgrades
- Refrigeration
- HVAC Upgrades
- Variable Frequency Drives
- Premium Efficiency Motors
- Renewable Energy Systems

Long Island Power Authority Clean Energy Initiative

Summer 2005 Weekend Demand Records



UNIQUE VALUE TO CUSTOMER

Long Island Power Authority needed help from outside energy companies to reduce its peak energy load and advertised a request for proposals for energy demand resources. An ADI Energy client wanted to provide services to the Long Island Power Authority and asked ADI Energy to design an effective response to the Long Island Power Authority Request for Proposal.

ADI Energy developed a program that was larger and more ambitious than all other competitors in the space whereby its client was selected for 22 percent of the entire market. In a market sector filled with competitors of multi-billion dollar companies, ADI Energy services allowed the Long Island Power Authority to select its client even though the client's balance sheet was less than \$100 million.

ADI Energy developed the overall program including the technology offerings, market sector penetration rates, host facility acceptance and multiple price-elasticity pricing schemes to the awarding authority and applicable host facility. This offering was designed using ADI Energy proprietary systems for Awarding Authority versus Host Facility acceptance technology matrix.