



## **ELCON MEMBERSHIP -- ITS VALUE TO MEMBER COMPANIES**

ELCON was established in 1976 as large industrial electricity users recognized the need to form an organization and present a united front as the federal government began to address electricity issues.

ELCON members are companies that want to increase their understanding of the market and technologies and take an active role in shaping the form and substance of electricity markets that seem to be in an endless transition.

ELCON members are acting today to prepare for the electricity markets of tomorrow -- gaining education, networking with their peers, and advocating policies that lead to cost-effective restructuring opportunities. Benefits of ELCON membership include:

### **Education**

- Forums for discussing breaking developments in new and emerging electricity markets.
- Workshops for ELCON members only -- expert presentations on skills and knowledge needed to succeed in today's and tomorrow's electricity markets.
- Regular "info memos" on current events including legislative and regulatory events of interest to large electricity consumers.
- Monthly legal updates to keep abreast of ongoing developments.

### **Advocacy, Federal Affairs**

- Opportunities to help impact national policy by representing large industrial power users in regular meetings regularly at FERC and on Capitol Hill.
- Participate in cutting-edge advocacy on issues such as demand response and greenhouse gas emissions.
- Speaking and advocacy opportunities at national conferences, seminars and technical sessions.

- Representation at and participation in meetings of NERC as it develops new “rules of the road” for grid governance and reliability. NERC has now established its Compliance Registry listing entities which must comply with the standards (and subjects them to large financial penalties for non-compliance) and ELCON worked to ensure that only facilities that had the potential to have a “material impact” on the grid were included.

### **Networking**

- Regular meetings with colleagues in the field to share experiences and discuss common objectives and problems.
- Participation in a wide range of coalitions and other forums where stakeholders from different backgrounds and mindsets work together for mutual benefits.
- Forums for discussing policies and developing consensus positions, papers and issue profiles.

### **Legal Activities**

- Opportunities to join in supporting and sharing the cost of legal interventions of critical importance to industrial electricity consumers.
- Forums for in-depth discussions of legal cases, allowing for clarification and prioritization of pending issues.

### **The Bottom Line**

How do member companies gain from their membership in ELCON? Can these gains be quantified?

One member justified his membership as follows. His corporate electricity bill was approximately \$500 million per year. If the combination of ELCON advocacy and legal interventions, together with the expertise gained by participation, resulted in a savings of one-tenth of one percent, his company would save \$500,000 a year.