



## ELCON Membership Its Value To Member Companies

ELCON was established in 1976 as large industrial electricity users recognized that they needed to form a united front as the federal government began to address electricity issues. Through the years, ELCON has represented the views of industrial consumers whose objective is to competitively source their power requirements and not be captive to high-cost, inefficient monopoly suppliers.

Today, ELCON remains a leading advocate of competitive change -- articulating and promoting policies that help to transform the electricity industry and increasingly make it possible for buyers and sellers of electricity to negotiate reliable, affordable arrangements in an open market. ELCON member companies are increasing their understanding of the market and technologies and taking an active role in shaping the form and substance of the restructured electricity industry.

ELCON members are acting today to prepare for the electricity market 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 -- expert presentations on skills needed to succeed in electricity markets.
- Regular news bulletins on current events of interest to large electricity consumers.
- Monthly legal updates to keep abreast of regulatory activities.
- Regular memos on legislative activities.

### **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 share the cost of legal interventions of critical importance to industrial electricity consumers -- which will only increase in number as competition is implemented.
- Forums for in-depth discussions of legal cases, allowing for clarification and prioritization of pending issues.

## **Advocacy, Federal Affairs**

- Opportunities to help develop policies for the nationally recognized association of large industrial electricity users.
- Opportunities to meet on a regular basis with policy makers – at FERC and in Congress – who will determine the electricity market of the future.
- Opportunities to help stimulate and formulate large, seamless, nondiscriminatory electricity markets.
- Participation in cutting-edge advocacy on issues such as market design and customer load response programs.
- Speaking and advocacy opportunities at national conferences, seminars and technical sessions.
- Representation at and participation in meetings of NERC and NAESB as they develop new “rules of the road” for grid governance and operation in emerging markets.

## **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.

That company paid \$35,000 in annual ELCON dues.