



**Commonwealth of  
Virginia (CoVA)  
Presentation  
May 20, 2025**

**voltus**  
BETTER ENERGY • MORE CASH



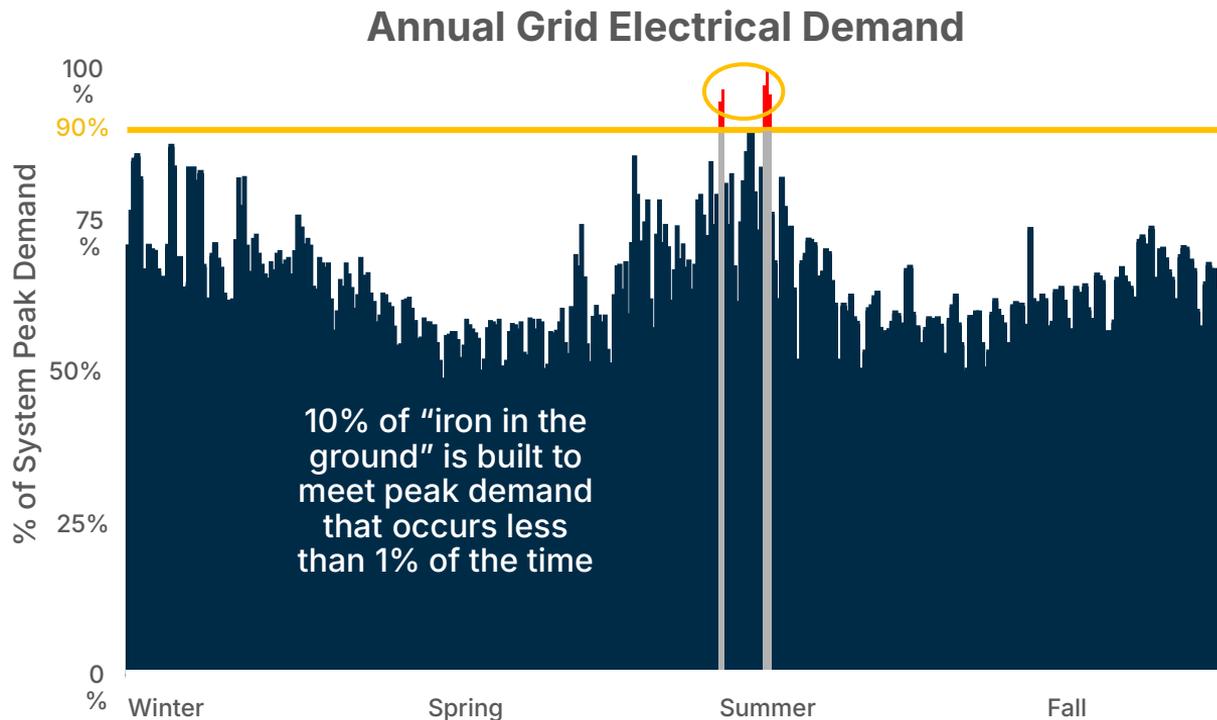
# Agenda

1. Who is Voltus - what we do
2. Why CoVA chose Voltus
3. CoVA Progress and Performance to date
4. Curtailment deep dive
5. Case studies
6. Opportunities available to you

# What is **demand response**?

A **reliable, cost-effective** way to meet peak electrical demand.

Demand response (DR) pays Commonwealth of Virginia buildings and facilities to conserve or shift electricity use in response to grid needs.



# Why do 482 sites in Virginia do demand response?

Reduced emissions

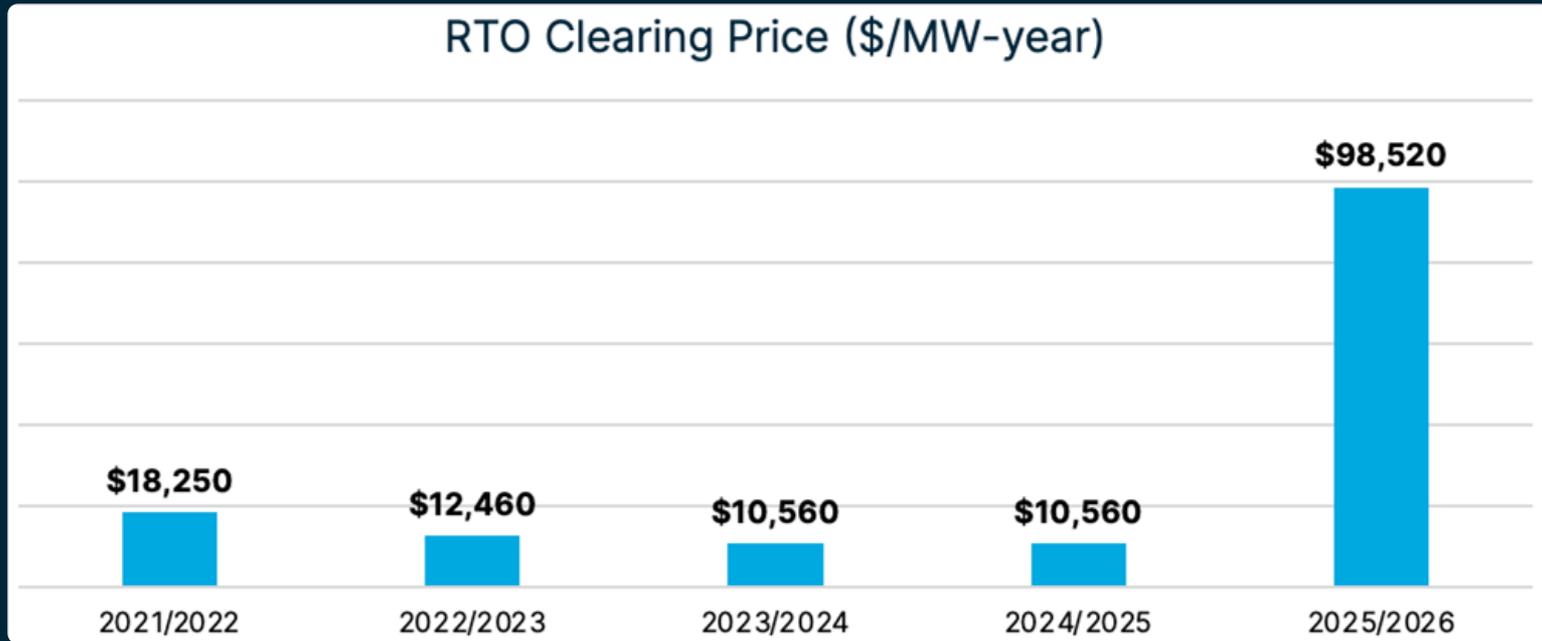


Chance to supporting the local community

Cash for their organization

Avoided blackouts

# Demand response participation can offset record high capacity prices



# Why **CoVA** chose Voltus

## More CASH

Better DR revenue-share agreements  
AND more program opportunities.

## Real-time energy data

Site-level energy usage and dispatch performance via 30-second interval data.

## Streamlined participation

One Curtailment Service Provider enabling 400+ CoVA organizations to reduce their energy usage and get paid cash.

# Your Voltus team



**Hayley Manning**  
Sales Director - PJM  
*Based in Staunton, VA*



**Tyler Davis**  
Director of Sales - PJM  
*Based in Morristown, NJ*



**Emily Orvis**  
VP of Energy Markets  
*Based in Arlington, VA*



**Ryan Kelley**  
Senior Dispatch Operations Manager  
*Based in Norfolk, VA*

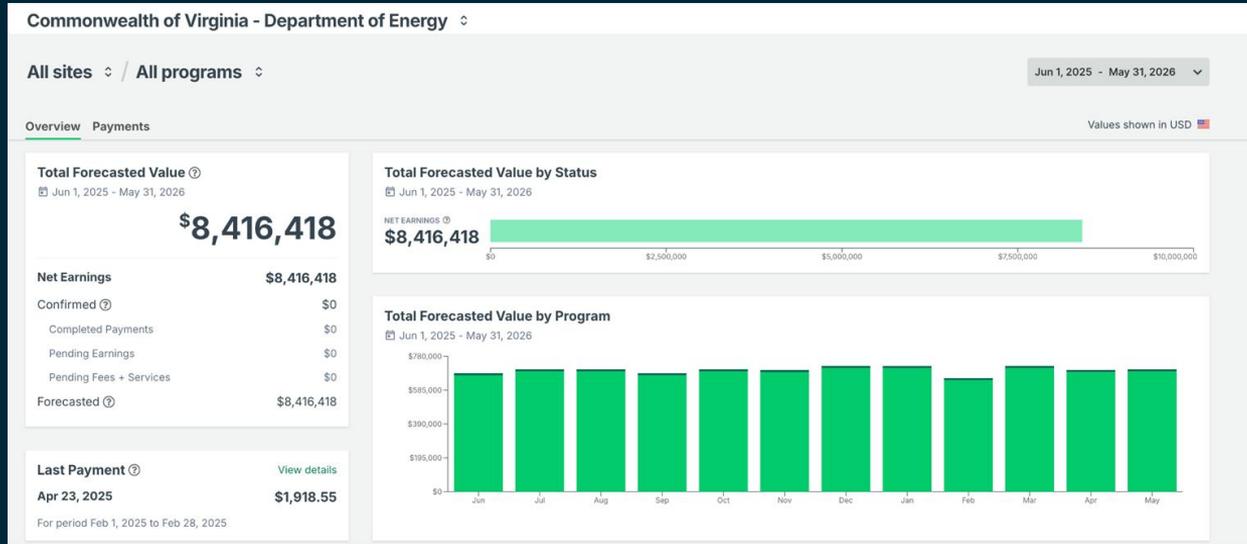


**Kelsey Partin**  
Director, Customer Success  
*Based in Roanoke and Vienna, VA*



**Yinka Ajibade**  
Field Engineer Manager

# \$8.4M in earnings for CoVA in FY'25/26



## The CoVA portfolio

- 62 organizations
- 480 sites
- 119 MWUM

# CoVA Environmental Impact

## CO<sub>2</sub> Impact Report

Commonwealth of Virginia - Department of Energy

Net Avoided  
Carbon Emissions  
2023 - 2025

**48.1**  
metric tons of CO<sub>2</sub>

### Equivalent to avoided emissions from:



**119,315**  
Miles driven by  
a gas vehicle



**53,235**  
Pounds of coal  
burned



**5,531**  
Gallons of  
gasoline  
consumed



**111**  
Barrels of oil  
consumed

### Equivalent to carbon sequestered by:



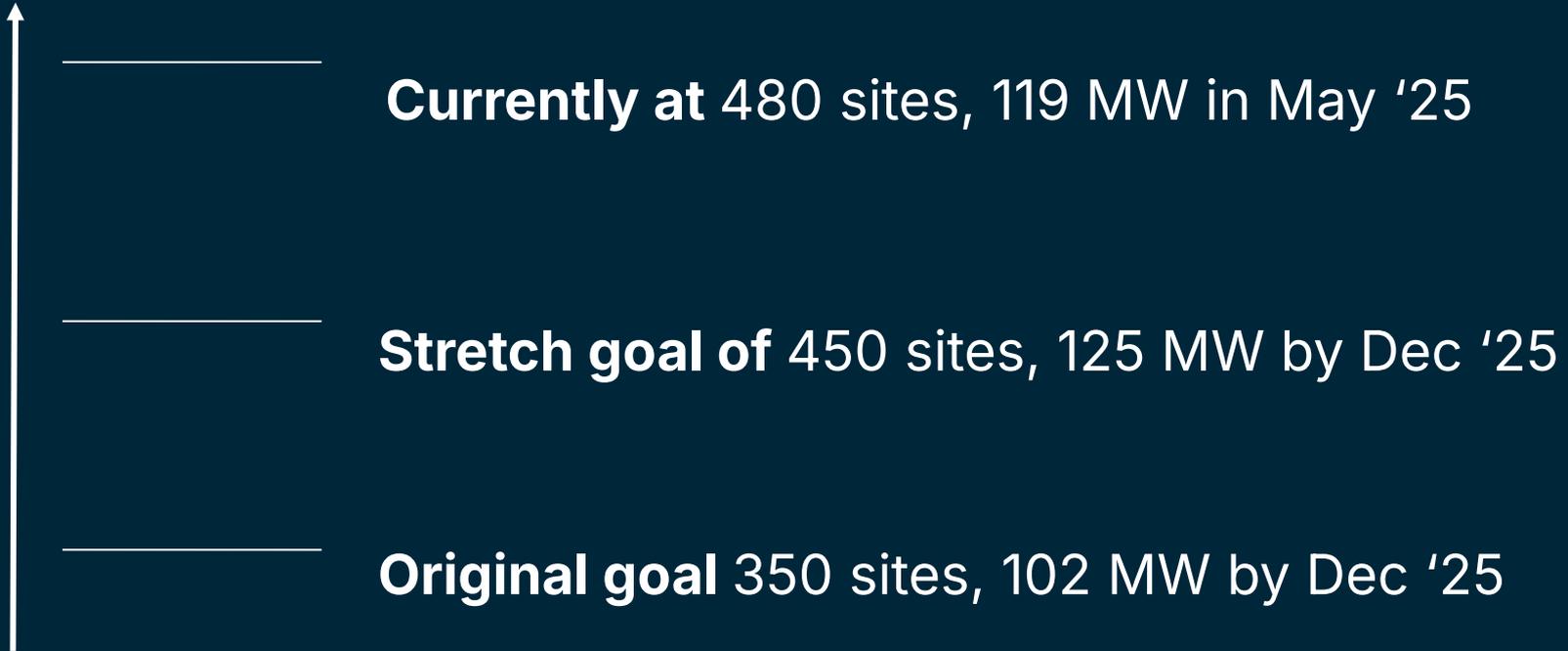
**795**  
Tree seedlings  
grown for 10  
years



**57**  
Acres of US  
forests in one  
year

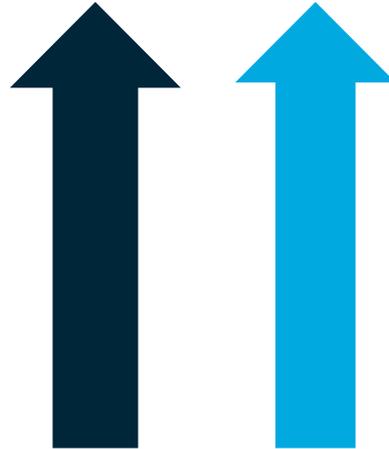
Time Period (2023 - 2025)	Total Load Reduction (MWh)	Net Avoided Emissions (metric tons CO <sub>2</sub> )
2023	0.0	0.0
2024	11.1	5.4
2025	98	42.8
<b>Total</b>	<b>109.1</b>	<b>48.1</b>

# Pacing to beat stretch goals



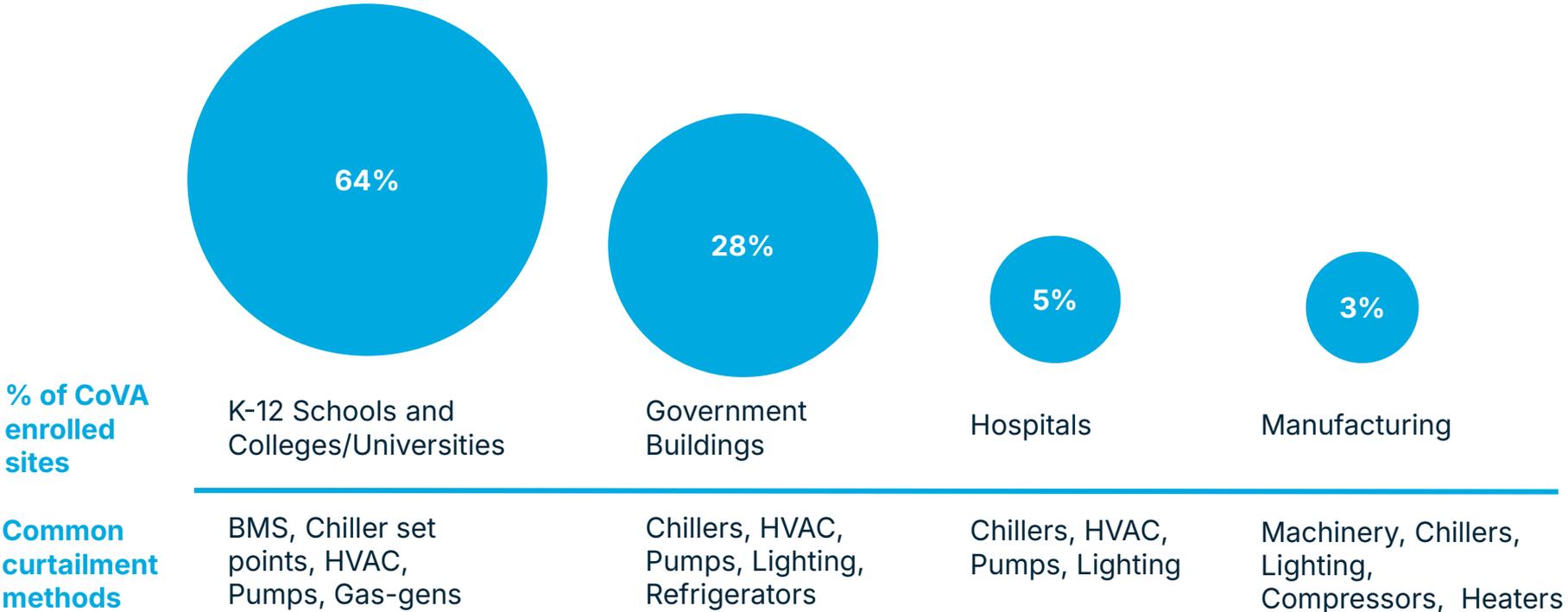
# CoVA shows up for the grid

79% portfolio performance on average during **ELRP dispatch events** in FY'25



64% of the CoVA portfolio hit **100% or more** of their curtailment target during ELRP dispatch events this year

# Schools and governments lead the CoVA portfolio and use **HVAC + Chillers** to curtail

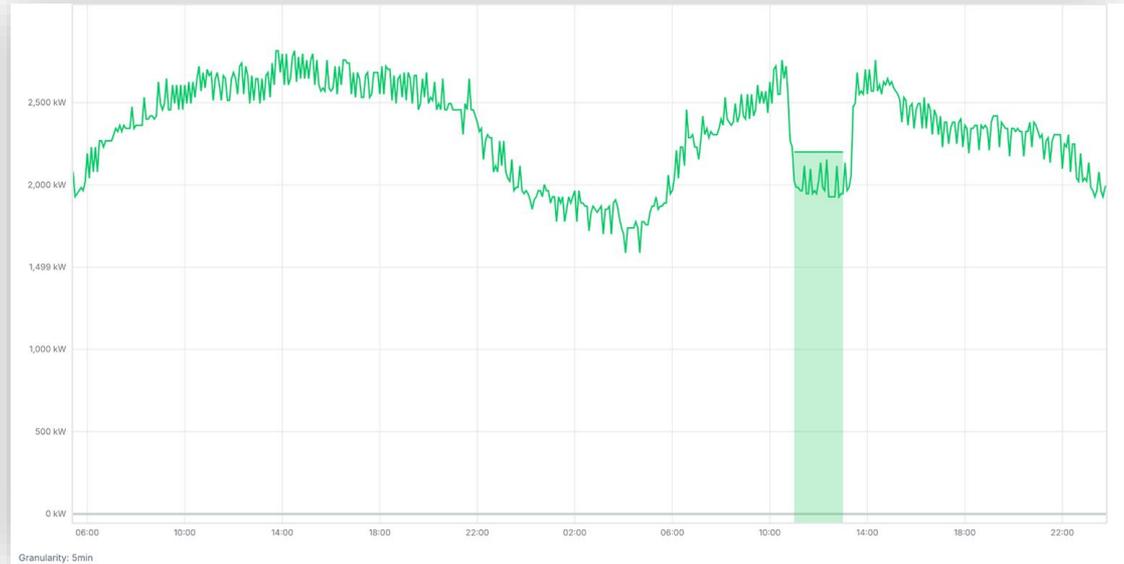


# Curtailment strategies turn CoVA sites into **power supply for the grid**

How a University “created” 600 kW of power supply for the grid in 15 minutes

Load shedding methods:

- HVAC Loads: Setpoint resets
- Plug Loads: De-energize circuit panels
- Consumption behavior: Campus wide email



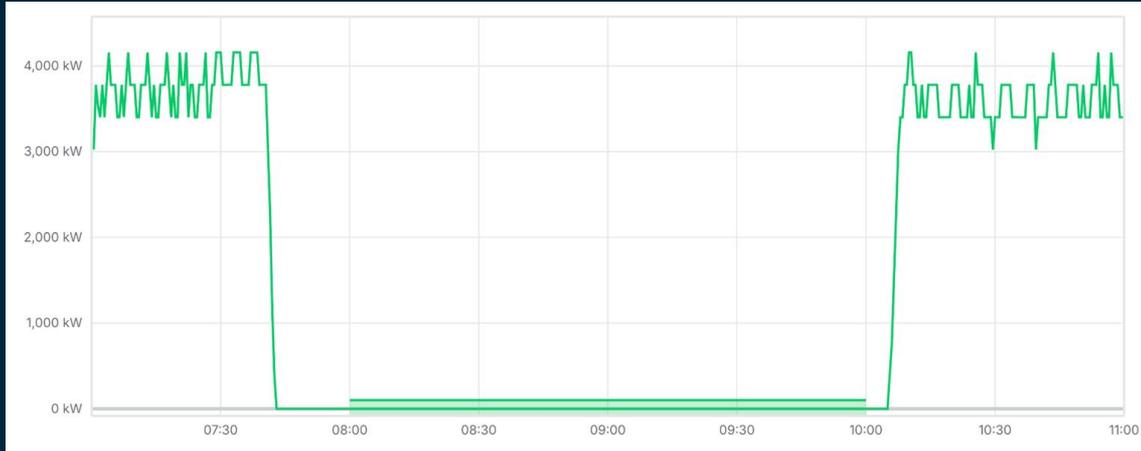


1,197% year over year **increase**  
**in energy revenue.** How?

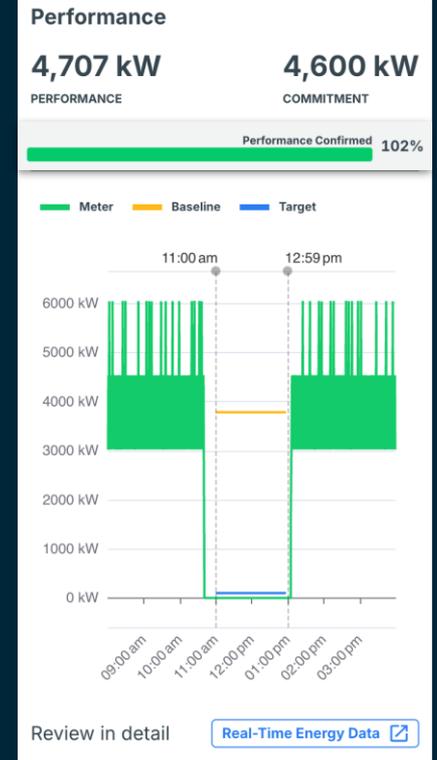
BRA pricing up 9x + UVA added 2 MW of SRM + Voltus increased ELRP nomination by 1 MW + 3.7 MW Gen enrollment.

*"Voltus provides the best transparency of our active dispatches and past performance."*

-Arlington County Wastewater Team



Real-time energy usage view during DR dispatch



Past dispatch performance

# \$184k/MW-yr in revenue to your organization

**\$184,482**



**Program stack**

## Our differentiation

- Nomination right sizing
- Program access
- Dedicated account management

Thank you!

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voltus™