

EMerge Alliance 2019 Highlights



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EMerge Alliance

Reinventing Building, Campus & Community Power

A Non-profit Alliance Creating Standards for and promoting the commercialization of DC and Hybrid AC/DC Microgrid Power Systems





- World's largest professional organization advancing the use of **direct current and hybrid ac/dc technology** in power systems and microgrids.
- Facilitate greater energy **resiliency, reliability, efficiency, safety and sustainability**
- Maximizing the potential use of clean, renewable **on-site** energy.
- **Open industry association** of collaborating commercial, government and academic organizations
- Developing DC & hybrid AC/DC microgrids standards for **Commercial, Residential, Industrial and Technical buildings**, for campus/community and/or remote location use.

<http://www.emergealliance.org>





CONSIDER JOINING THE INDUSTRY'S LEADING BUILDING POWER STANDARDS AND TRADE ORGANIZATION...

If your company is focused on the commercial and/or residential building industry, consider joining the EMerge Alliance today as a new era in power sourcing, distribution and management in buildings is underway. The EMerge Alliance promotes better and more practical ways of getting the most out of both AC and DC power systems.

The Alliance is a nonprofit open industry association established to promote the adoption of safe, low-voltage hybrid ac/dc microgrids and other evolving power collection and distribution systems used in buildings. The Alliance develops and maintains open standards that integrate power sources, wiring infrastructures, controls and a wide variety of load devices, such as lighting, HVAC, appliances, IT gear and the connected Internet of Things in a common platform that adds flexibility, resiliency, economy, safety and sustainability for new and existing buildings. EMerge is focused on the building side of the utility meter. With a keen eye on renewable and site based distributed energy sources, the Alliance is helping prepare buildings for new energy platforms as part of an evolving new energy network, or Enernet.



EMerge “Vanguard” Standards?

A Vanguard standard...

- Leads instead of follows market adoption
- Creates market leadership opportunities
- Captures the leading edge of technologies and new use cases
- Proceeds traditional Standards Development Organization (i.e. IEEE, IEC, NEMA, NFPA, etc.) standards (1-2 yr. vs 3-6+ yr. cycle)
- Subordinate to existing regulations and listing (code) requirements
- Used to trigger regulatory and other standards updates
- Recognizes existing technologies & products to highest degree possible
- Does not depend upon new science or future inventions
- Has a bias toward minimization of requirements
- Allows for the maximum opportunity for future innovation



BUSINESS OPPORTUNITY

In the next five years, Microgrids will grow into a \$40+ billion market. And, the forecast of Solar powered systems in buildings is expected to grow into a \$10+ billion market by 2020.

Smart Energy Microgrid Tradeshows



To ensure your company is leading the way, EMerge facilitated tradeshows will provide unique opportunities to showcase your products and systems that serve these growing markets.

2019 North America Smart Energy Week

September 23-26, 2019

Salt Palace Convention Center Salt Lake City, UT



SHOW FLOOR LAYOUT
AND PRIMARY SMART ENERGY -
MICROGRID FEATURES

SOLAR
POWER
INTERNATIONAL

ES
ENERGY STORAGE
INTERNATIONAL

SMART
ENERGY
MARKETPLACE+MICROGRID

H₂fc
Hydrogen+
Fuel Cells
International

SOLAR
POWER
INTERNATIONAL

ES
ENERGY STORAGE
INTERNATIONAL

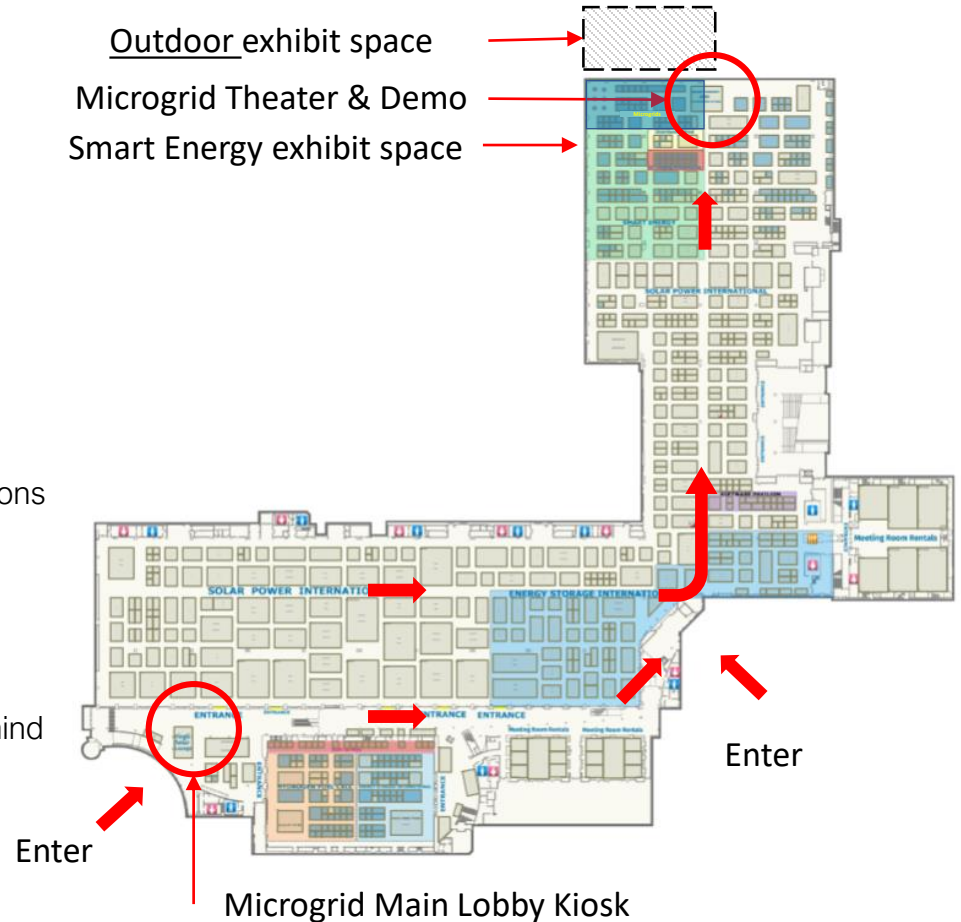
SMART ENERGY
MICROGRID
MARKETPLACE

HYDROGEN
FUEL CELLS
NORTH AMERICA

Smart Energy - Microgrid Show Floor Features

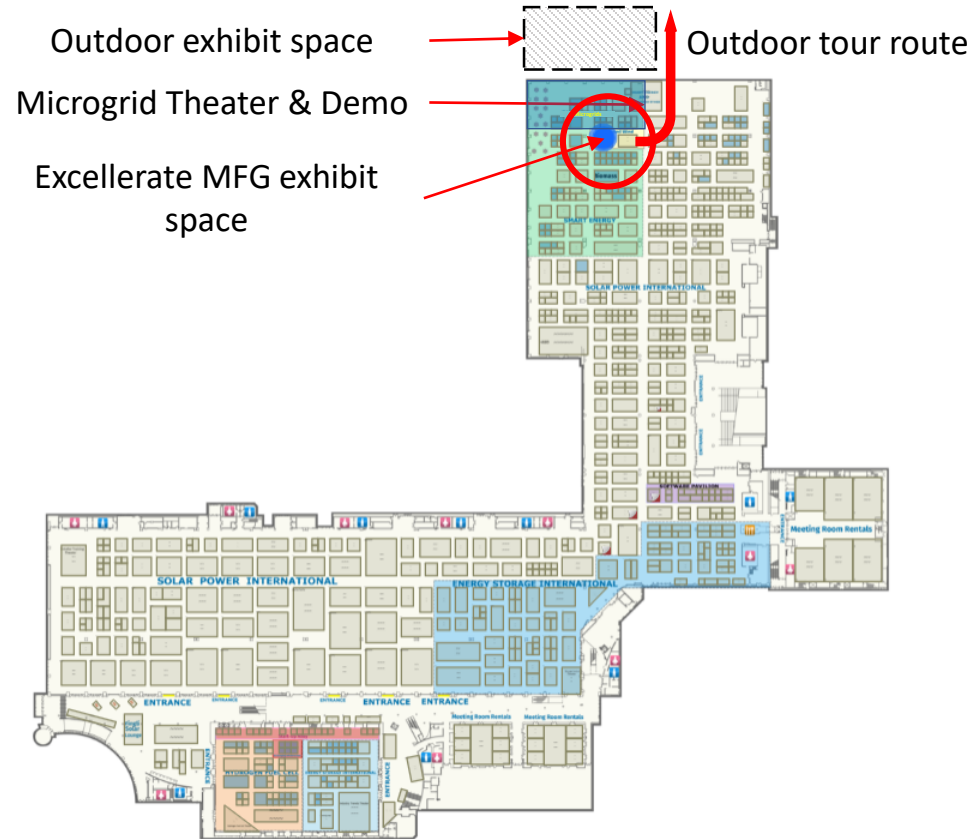
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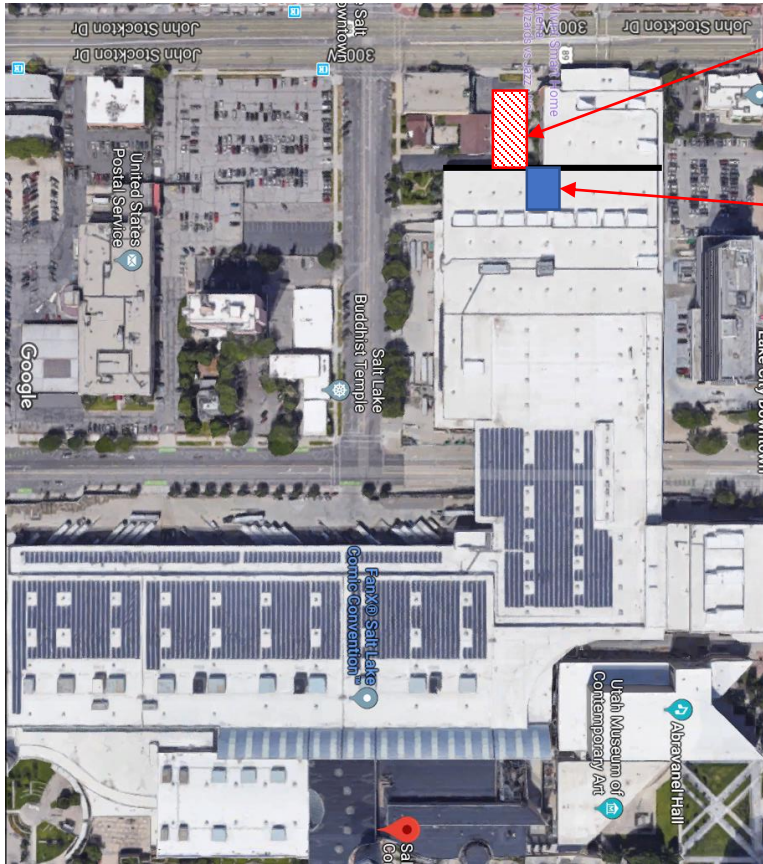
- Live microgrid (fishbowl) incl. Power Flow Monitoring
- EMerge Micro-pedia
- EMerge .3D Virtual Microgrid Table Demo
- NASEW Presentation Theater – 3 Days, 25+ presentations
- Digital Power Demo
- Networking area (inside Theater and in adjacent area)
- Microgrid Power Fed (Smart Energy Exhibitors Space) Community (see floor plan)
- Outdoor DER area (solar array, wind turbine, etc. – behind Theater)
- SEPA/DoE Plug 'n Play Challenge DER ESI Demo



Excellerate MFG Exhibition Opportunities:

- Recommended Booth for WindStax® Energy: 5754
- 10 x 10 in the Distributed Wind Section of Smart Energy
- Adjacent to the Microgrid Demo and Theater Area
- Outdoor Space in Microgrid Area
- Scheduled/Guided tours of outdoor area

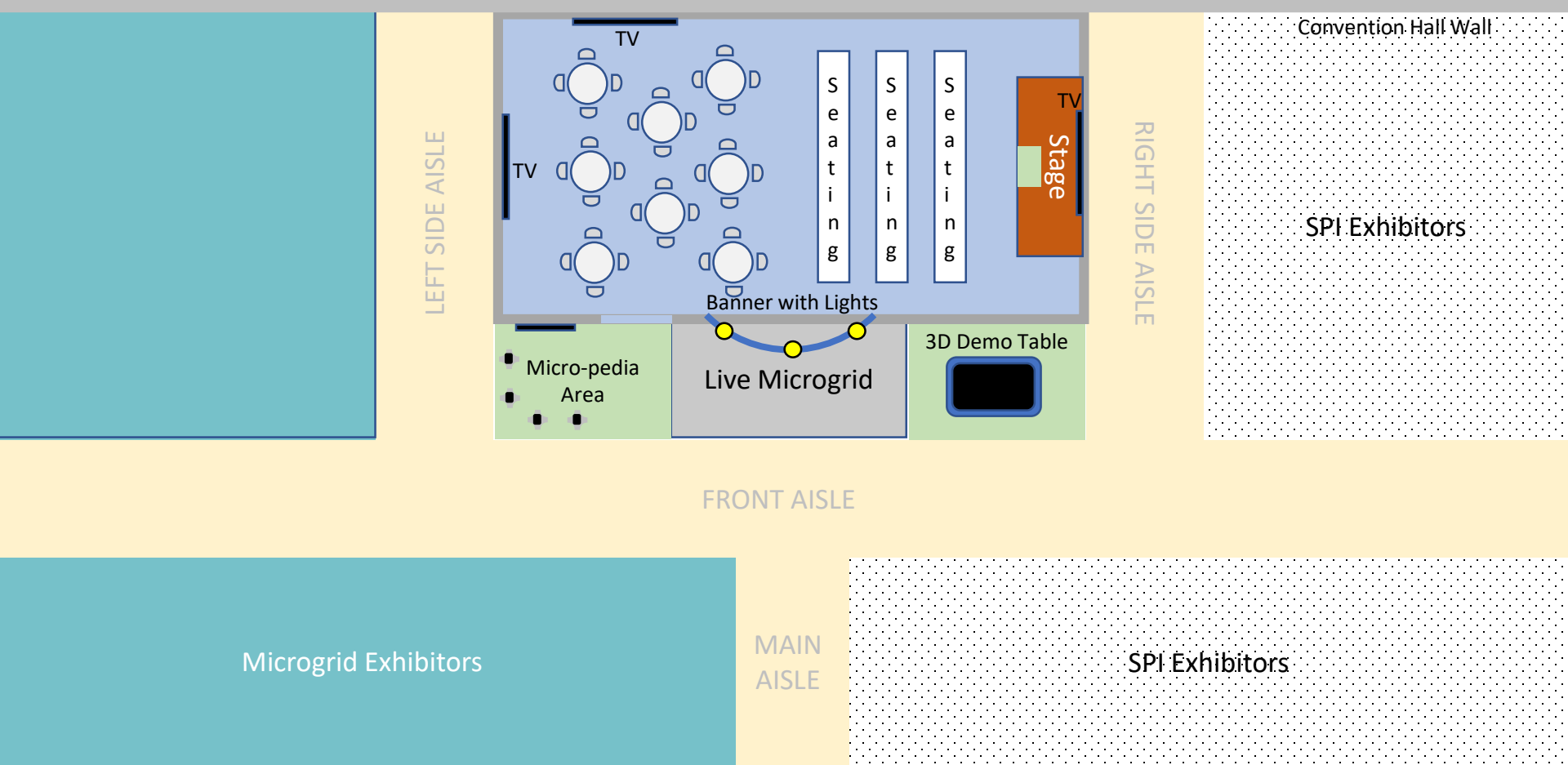




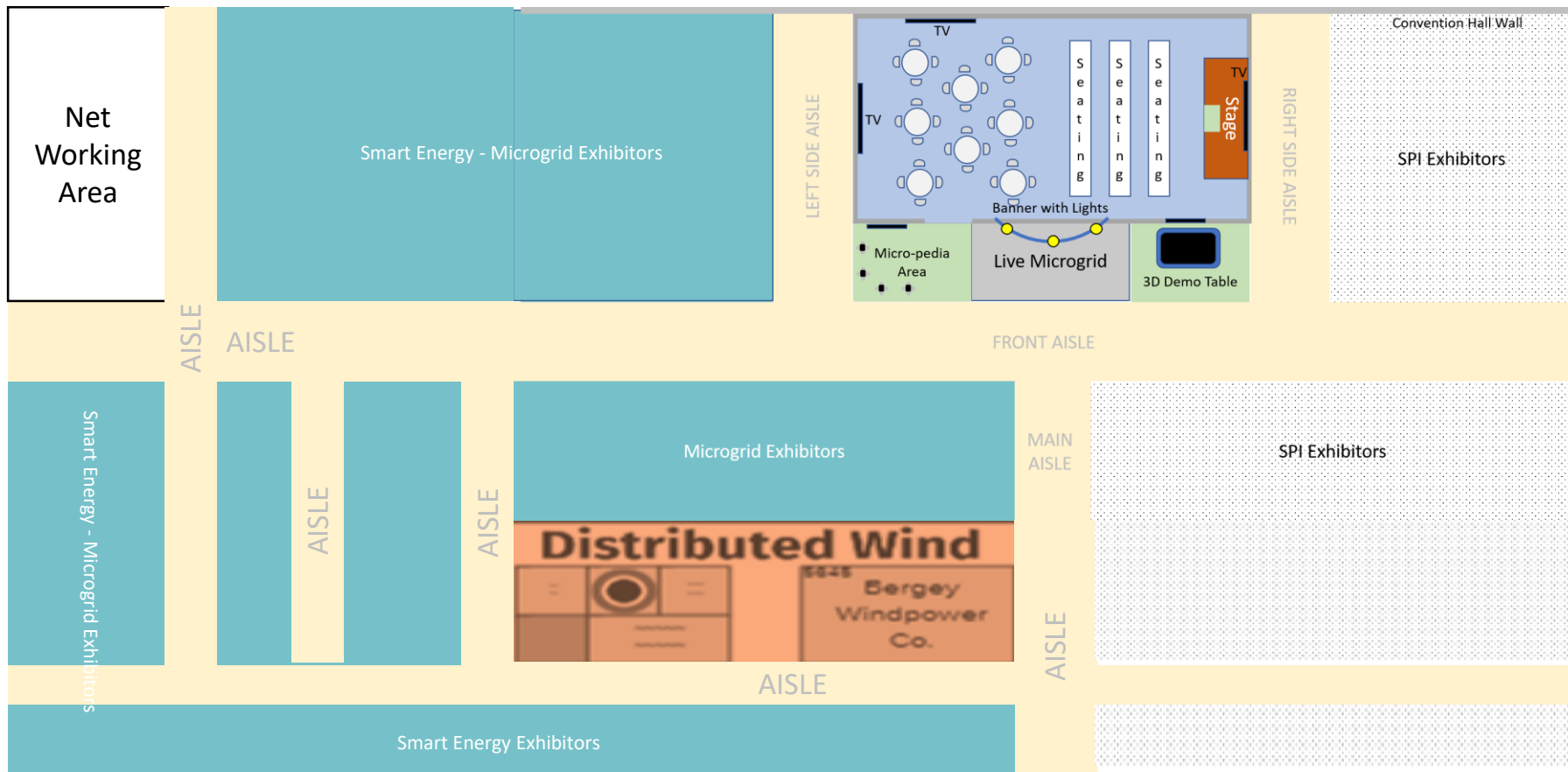
PV & Wind Outdoor Exhibit Space

Microgrid Theater & Indoor Demo

Smart Energy/Microgrid Theater Area Layout



Suggested WindStax® Energy Exhibit Layout



Featuring...

The Award Winning “LIVE Microgrid” Demonstration



Top 100 Tradeshows - *Best Technology Integration Award*
USGBC-GBCI/PEER Microgrid Performance Evaluation Demonstration – *Platinum Capability*

Evolution and Functionality of the “Grid of Grids”

using the

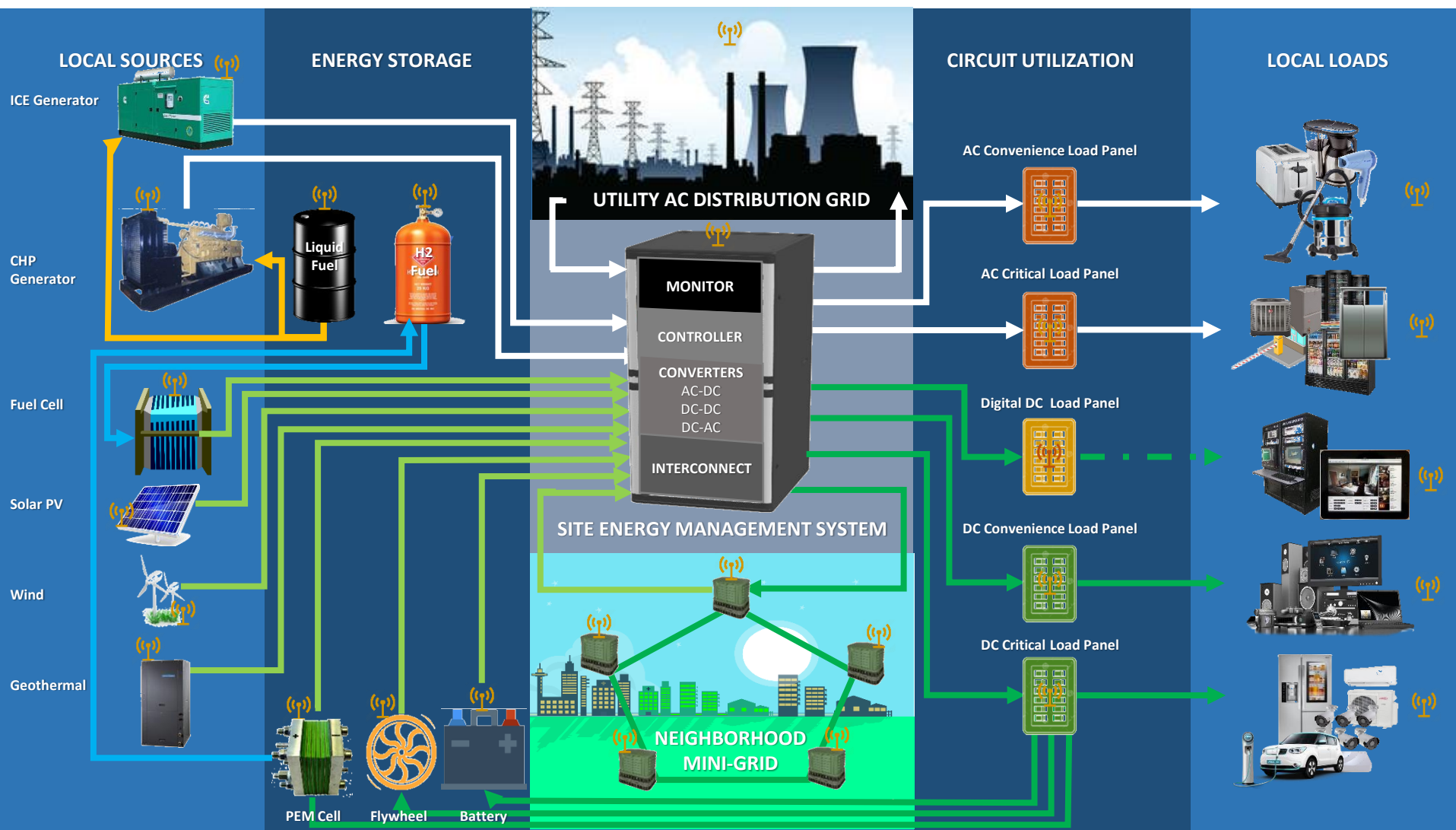


Virtual Microgrid 3D Demonstrator

Introducing at this year's trade shows and conferences...

Virtual Microgrid Demonstration Table

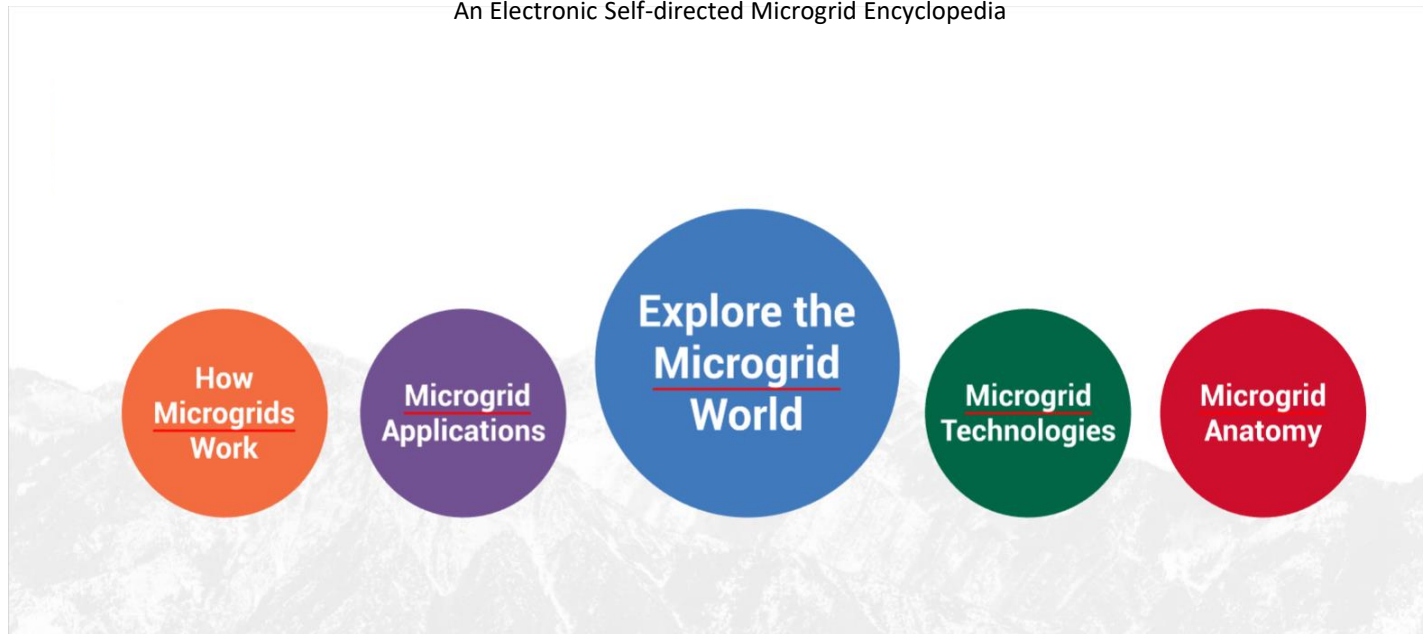




Also introducing at this year's trade shows and conferences...

The
MICRO-PEDIA

An Electronic Self-directed Microgrid Encyclopedia



Major Tradeshow Participation



Conference Participation

SEIA/SEPA Sponsored Regional Conferences:



Regional Conferences include EMerge Presentations, EMerge Virtual Microgrid and the EMerge Electronic Micro-Pedia™

Other Conference participation is ad hoc by invitation.

Conference Participation

<i>National Tradeshow Events (with EMerge Involvement)</i>	<i>Start Date</i>	<i>End Date</i>	<i>Location</i>	<i>Industry</i>	<i>Sponsor</i>	<i>Show Mgmt</i>
NASEW/SPI	September 23, 2019	September 26, 2019	Salt Lake, Ut	Renewable/Distributed Energy	SEIA/SEPA	SETS
Cable-Tec	September 30, 2019	October 3, 2019	New Orleans, LA	Cable/Telecomm	SCTE/ISBE	Self
Greenbuild	November 19, 2019	November 22, 2019	Atlanta, GA	Green Building Industry	USGBC	Informa
NAHB	January 21, 2020	January 23, 2020	Las Vegas, NV	Home Builders	NAHB/IBS	Self
NASEW/SPI	September 14, 2020	September 17, 2020	Anaheim, CA	Renewable/Distributed Energy	SEIA/SEPA	SETS
Greenbuild	November 4, 2020	November 6, 2020	Sab Diego, CA	Green Building Industry	USGBC	Informa
MJBIZcon	December 11, 2020	December 13, 2020	Las Vegas, NV	Marajuana Growers	Marajuana Business Daily	Self
Cable-Tec	TBD	TBD	TBD	Cable/Telecomm	SCTE/ISBE	Self
MJBIZcon	TBD	TBD	TBD	Marajuana Growers	Marajuana Business Daily	Self

<i>Regional Conference Events (with EMerge Involvement)</i>						
2019 SEPA Grid Evolution Summit	July 29, 2019	August 1, 2019	Washington DC	Renewable/Distributed Energy	SEPA	SEPA
Smart Energy Midwest	November 14, 2019	November 15, 2019	Chicago, IL	Renewable/Distributed Energy	SEIA/SEPA	SETS
Smart Energy Northern California	January 16, 2020	January 17, 2020	San Francisco, CA	Renewable/Distributed Energy	SEIA/SEPA	SETS
Smart Energy Northeast	February 19, 2020	February 20, 2020	Boston, MA	Renewable/Distributed Energy	SEIA/SEPA	SETS
Smart Energy Florida	March 12, 2020	March 13, 2020	Ft. Lauderdale, FL	Renewable/Distributed Energy	SEIA/SEPA	SETS
Smart Energy Southeast	May 29, 2020	May 30, 2020	Atlanta, GA	Renewable/Distributed Energy	SEIA/SEPA	SETS
2019 SEPA Grid Evolution Summit	July 28, 2020	July 29, 2020	Washington DC	Renewable/Distributed Energy	SEPA	SEPA
Smart Energy Midwest	November 17, 2020	November 18, 2020	Chicago, IL	Renewable/Distributed Energy	SEIA/SEPA	SETS
Smart Energy Canada	TBD	TBD	TBD	Renewable/Distributed Energy	SEIA/SEPA	SETS

For Questions & Information



EMerge Alliance

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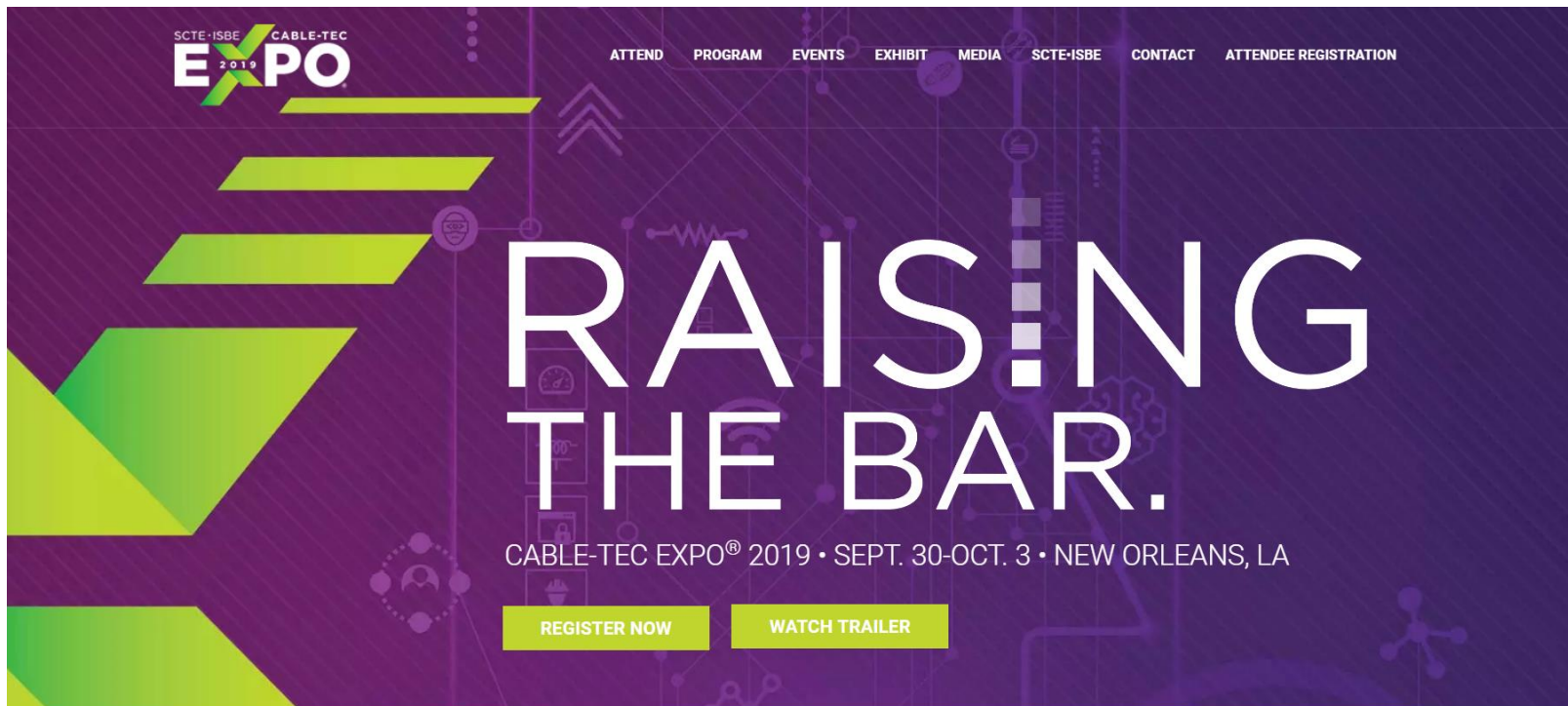
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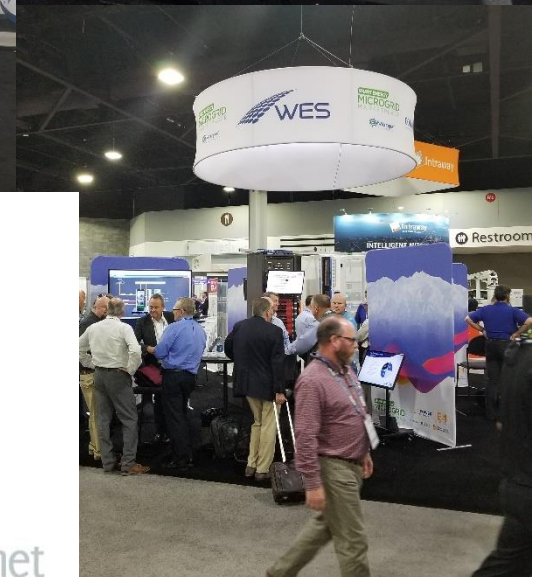
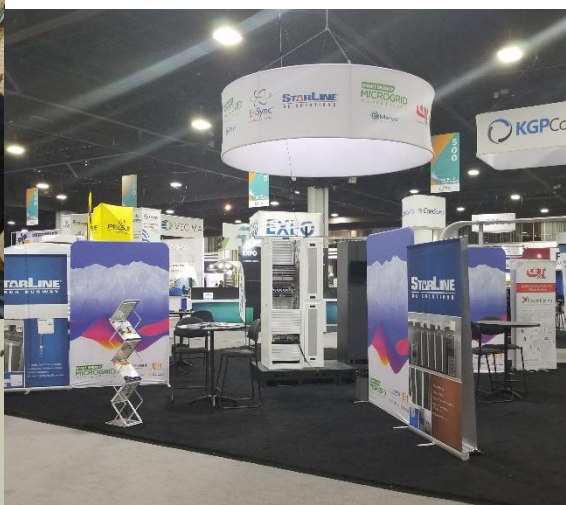


ENERGY⚡2020
MICROGRID
Pavilion

Presented by
SCTE · ISBE.

In association with





Produced in association with



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How is EMerge funded?

- 100% by membership fees (See chart)
- Donations are accepted

What are the principle costs to run the Alliance?

- Admin Cost
 - Executive Office & G&A (volunteer – no salaries)
 - Officer out-of-pocket expense stipend
 - Contracted services – Website, IT, Marketing Support
 - Legal, Insurance
- Standards Work
 - Attendance at liaison meetings with IEEE, IEC, NEMA, NFPA, CABA, SEIA, SEPA, Universities, DoE, National Labs, etc. (Travel and fees only)
- Tradeshow and Education Work
 - Common Freight (varies by show/conference)
 - Engineering & Admin. support – T&E
 - Common Misc. Show Materials (printing, etc.)

What we receive as “Complementary” contributions:

- Commercial Office Space - curtesy of SETS in Alexandria, Va.
- Tradeshow floor space and services - SETS, Informa, SCTE•ISBE, CES, NAHB, MJBizCon
- Marketing Support – SETS

MEMBERSHIP IN THE EMERGE ALLIANCE

The EMerge Alliance has over 100 members representing a wide variety of industry stakeholders, including:

Equipment Manufacturers • Architecture/Design Firms • Electrical and Mechanical Engineering Firms
Sustainability & Energy Consultants • Energy Providers/Utilities • Building Owners/Developers/Contractors
Related Trade Organizations • Code & Regulatory Officials • Government • Academics

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EMerge Membership Benefits

The EMerge Alliance has created a variety of membership opportunities to create a robust ecosystem of organizations that influence the residential & commercial building arena.

<p>Governing Member: Founding and/or Board Members who provide significant resources to establish and grow the Alliance</p> <p>Rights: Full voting and membership rights, budget oversight, strategic planning, committee creation and chair appointments, final standards approval. Priority member promotion and media participation.</p>	<p>Annual Membership Dues: \$25,000 Regional; \$50,000 Global <small>Requires approval by EMerge Board of Directors</small></p>
<p>Participating Member: Key suppliers of product and services in the domains covered by EMerge Standards</p> <p>Rights: Technical committee voting & full participation in committee proceedings, with a direct role in development of standards. Total access to all draft & final standards; Registered product listings and events/promotional activity participation in website, tradeshows and conferences; Committee Chair eligibility. Member promotion.</p>	<p>Annual Membership Dues: \$1,000 - \$10,000 *</p>
<p>General Member: Organizations wanting to use existing Standards</p> <p>Rights: Access to completed standards provided prior to public availability; attend general meetings; registration and web listing of products. Member promotion.</p>	<p>Annual Membership Dues: \$750 - \$5,000 *</p>
<p>Corresponding Member: Non-product manufacturers (including consultants/design and construction firms)</p> <p>Rights: voice in development of Standards and access to all draft and completed Standards; proposal and comment but no voting rights; Member promotion.</p>	<p>Annual Membership Dues: \$500 - \$2,000 *</p>
<p>Supporting Member: All others wishing to support and promote the EMerge platform</p> <p>Rights: No voting rights, may attend general meetings as determined by Board; marketing recognition for your support of the Alliance mission. Organization Logo display.</p>	<p>Annual Membership Dues: \$350</p>
<p>Liaison Member: Designed for other standards organizations, government, academic, and not-for-profit organizations to facilitate mutual development, cooperation and integration of the EMerge Alliance standards.</p> <p>Rights: No voting rights; may attend meetings/serve on selected panels, officially listed as part of the Alliance.</p>	<p>Annual Membership Dues: No Charge</p>

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*Note: Fees are based on Gross Revenue. Consult the EMerge website or call for details for your organization.

Introductory Bundle Offering:

- Pro-rated 2019 Membership
- Early-bird 2020 Membership Rate
- Special Newsletter Announcement
- New Website Announcement & Highlight
- NASEW & SCTE-ISBE Recognition
- New Print Collateral
- Preferential Tradeshow Opportunities

Member Level	Participating			
Qualifying Annual Revenue	>\$100 Mil	\$10-100 Mil	\$1-10 Mil	< \$1 Mil
Introductory Bundle	\$ 2,500	\$ 1,250	\$ 625	\$ 250
Annual Fee	\$ 10,000	\$ 5,000	\$ 2,500	\$ 1,000
Chair Eligibility	Yes	Yes	Yes	Yes
TSC Attendance	Yes	Yes	Yes	Yes
Marketing	Yes	Yes	Yes	Yes
Committee Proposals	Yes	Yes	Yes	Yes
Committee Voting	Yes	Yes	Yes	Yes
Product Listings	Yes	Yes	Yes	Yes
Service Listing	Yes	Yes	Yes	Yes
Product Display	Yes	Yes	Yes	Yes
Member listings	Yes	Yes	Yes	Yes
Event Discounts	15%	15%	15%	15%
Web Site Listing	Yes	Yes	Yes	Yes
Print Collateral	Yes	Yes	Yes	Yes
Newsletters Subscription	Yes	Yes	Yes	Yes
Events Invites	Yes	Yes	Yes	Yes
Promotions (Ad Hoc)	Yes	Yes	Yes	Yes
Sponsor Banner Ads	Yes	Yes	Yes	Yes