SGIP 2.0 BUSINESS SUSTAINMENT PLAN

John McDonald, Board Chairman
SGIP 2.0 Transition Plan Status

- Feb. 23- SGIP Governing Board formed the BSPWG
- Version 1.0
  - April 13- Posted on TWIKI
  - April 20- Webinar
  - April 27- Comments from Plenary & Others
- Version 2.0
  - June 8- Posted on TWIKI
  - June 15- Webinar
  - June 20- Comments from Plenary & Others
- Final Recommendation
  - June 29- posted on TWIKI
  - Governing Board Voted to Support on July 10th
SGIP 2.0 Transition Plan Comments

- Most Major Comments Resolved
  - 3 Tier Dues Structure Removed
    - Alleviated Play to Pay Concern
  - Regulatory Advisory Committee Reporting to the Board Removed and Set Aside for Future Consideration
  - 401 (c)3 Changed from 401 (c)6
    - Addressed Concern Regarding Lobbying
    - Allows NIST to Participate and Fund
- NIST Spelled Out to Continue Leadership Roles
- Organization Governance Similar to SGIP 1.0
- Major Trade Utility Trade Organizations Indicate Support
The SGIP shall support NIST in its fulfillment of its responsibilities pursuant to the Energy Independence and Security Act of 2007 (“EISA”).

The SGIP 2.0 has five principal responsibilities:

- To provide the technical guidance and coordination necessary to facilitate standards development for Smart Grid interoperability
- To identify and specify the necessary testing and certification requirements, including providing the underlying rationale, to assess the achievement of interoperability using Smart Grid Standards
- To oversee the performance of these activities to maintain momentum and achievement
- To proactively inform and educate smart grid industry stakeholders on the definition of and the benefits attributable to interoperability (greater emphasis)
- To conduct an outreach to similar organizations in other countries to help establish global interoperability alignment
SGIP 2.0 *Principals*

- **Appropriate Openness**
  - Digital and Face-to-Face Opportunities for Engagement by All
  - Access defined by Membership Commitment Level

- **Balance**
  - An equal seat at the table available to each and all industry categories
  - Voting Rights and Access defined by Membership Commitment Level

- **Aiming for Consensus**
  - Every effort made to gain general agreement on issues
  - Vote taken if required for timely decisions

- **Harmonization of Standards**
  - Seamless interoperability of standards is our goal
SGIP 2.0 Value

- Self-Sufficiency and Sustainability Requires
  - Clearly Defined and Compelling Value Propositions for SGIP 2.0 Overall and for Each Stakeholder Category
  - More Direct Involvement by the Membership
  - Multiple Revenue Streams
SGIP 2.0 Structure

Note: All SGIP Board Members Invited to Serve as SGIP 2.0 Board Members
## SGIP 2.0 Membership Fee Schedule

<table>
<thead>
<tr>
<th>Member Category</th>
<th>Global Revenue</th>
<th>Participating</th>
<th>Observing</th>
</tr>
</thead>
<tbody>
<tr>
<td>For profit</td>
<td>≥$1 billion</td>
<td>$22,500</td>
<td>$7,500</td>
</tr>
<tr>
<td>For profit</td>
<td>$≥500M to &lt;$1B</td>
<td>$15,000</td>
<td>$5,000</td>
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<tr>
<td>For profit</td>
<td>$≥100M to &lt;$500M</td>
<td>$12,500</td>
<td>$2,750</td>
</tr>
<tr>
<td>For profit</td>
<td>$≥ 50M to &lt;$100M</td>
<td>$ 7,500</td>
<td>$2,500</td>
</tr>
<tr>
<td>For profit</td>
<td>$ ≥ 10M to &lt;$ 50M</td>
<td>$ 3,000</td>
<td>$1,000</td>
</tr>
<tr>
<td>For profit</td>
<td>$≥500K to &lt;$ 10M</td>
<td>$ 1,500</td>
<td>$ 500</td>
</tr>
<tr>
<td>For profit</td>
<td>&lt;$500,000</td>
<td>$  750</td>
<td>$ 250</td>
</tr>
<tr>
<td>Non-Profit</td>
<td>&gt;$10 million</td>
<td>$ 3,000</td>
<td>$1,000</td>
</tr>
<tr>
<td>Non-Profit</td>
<td>≥$500K to &lt;$10M</td>
<td>$ 1,500</td>
<td>$ 500</td>
</tr>
<tr>
<td>Non-Profit</td>
<td>&lt;$500K</td>
<td>$  750</td>
<td>$ 250</td>
</tr>
<tr>
<td>Universities</td>
<td>ALL</td>
<td>$ 3,000</td>
<td>$1,000</td>
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<tr>
<td>Foreign Gov’t</td>
<td>n/a</td>
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<td>$1,000</td>
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<tr>
<td>Federal Gov’t</td>
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<td>$1,000</td>
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<tr>
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</tr>
<tr>
<td>Municipal Gov’t</td>
<td>n/a</td>
<td>$  750</td>
<td>$ 250</td>
</tr>
</tbody>
</table>
SGIP 2.0 Initial 2013 Revenue Budget

- Membership Revenue - $2,000,000 to $3,000,000
- Sponsorships - $1,000,000 to $2,000,000
- Government - $500,000 to $1,500,000
- Grants (foundations/endowments) - $750,000 to $1,500,000
SGIP 2.0 Next Steps

- July 11, 2012 – BSPWG Developed Detailed Implementation Plan Work Items
  - Assigned to and Oversight by New Board Committees
  - Continued Work on Items for Future Consideration
- July 20, 2012 – SGIP 2.0 “Shell” Legal Entity Formed
- July 2012 – Begin Seeking Seed Funding to Assist in Membership Campaign and Other Launch Activities
- August 2012 – Begin Seeking Sponsorships and Grants from Endowments
- August 3, 2012 – SGIP 2.0 First Board Meeting Scheduled to Commence
  - Every Other Week Board Meetings During Transition
- September 14, 2012 – Launch Membership Recruitment Campaign
  - Soft launch prior
- October 1, 2012 – Revise SGIP 2.0 Charter & Bylaws
  - Reflects Operational Organization
- January 2, 2013 – SGIP 2.0 Operational

**CHALLENGE – no dedicated resources; no start-up funding**