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Welcome, everyone, to Dominion Energy Virginia's virtual power plant webinar.

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We are absolutely thrilled to have you join us today as we embark an exciting journey into the future of energy.

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00:00:08,800 --> 00:00:10,240

This is not just another webinar.

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00:00:10,240 --> 00:00:14,800

This is a moment where innovation meets opportunity and where your voice helps inform the grid of tomorrow.

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00:00:15,600 --> 00:00:22,000

Today, we'll explore how Dominion Energy Virginia is building a smarter, more flexible grid through cutting-edge programs and technologies.

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00:00:22,400 --> 00:00:25,839

We'll dive into our approach to a virtual power plant, or VPP.

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00:00:26,320 --> 00:00:39,120

We'll explain how customers can participate in the VPP and the role of a new control platform called Distributed Energy Resource Management System, or DERMS, that will orchestrate and optimize the performance of grid-tied devices.

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00:00:39,760 --> 00:00:49,120

And we'll discuss how recent legislation in the Commonwealth of Virginia, specifically House Bill 2346 and Senate Bill 1100, is paving the way for transformative change.

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00:00:49,760 --> 00:00:51,440

We're joined today by three speakers.

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From the company, Courtney Young, Director of Customer Energy Programs, who will walk us through legislative updates, VPP vision, timeline, and stakeholder engagement through opportunities.

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00:01:02,960 --> 00:01:07,840

Also from the company is Santosh Veda, Manager of Distribution Grid Solutions, DERMS,

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00:01:08,120 --> 00:01:10,680
who will break down DERMs in a simple and accessible way.

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00:01:10,680 --> 00:01:20,320
And Peter Shaw from Guidehouse, who will kick us off with what is a virtual power plant and provide subject expertise on the national perspective of VPPs.

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00:01:20,720 --> 00:01:21,600
So let's get started.

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00:01:22,160 --> 00:01:30,800
Peter, would you mind giving us a quick rundown of what even is a virtual power plant and what Guidehouse as an industry leader is doing in the space and is seeing across the country?

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00:01:32,880 --> 00:01:34,080
Yes, glad to, Brady.

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00:01:34,120 --> 00:01:37,960
And thank you for the opportunity to be here with stakeholder

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00:01:38,040 --> 00:01:38,320
group.

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00:01:39,600 --> 00:01:41,120
As Brady mentioned, I'm Peter Shaw.

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00:01:41,120 --> 00:01:42,320
I'm with Guidehouse.

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00:01:42,960 --> 00:01:55,320
Our company does a lot of work with utilities around the country, ranging from old school demand response programs to some of the newer models and the cutting edge applications of what are being called virtual power plants.

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00:01:55,320 --> 00:02:04,480
So I've got a slide here and I'm going to use this to provide hopefully a little bit of level setting around what do we mean by a virtual power plant.

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So

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Generally speaking, the definition of a virtual power plant is an aggregation of distributed energy resources to provide grid services.

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So there's a lot of words and industry acronym in there.

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Distributed energy resources refer to any resource or device that can be controlled within a customer premise.

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00:02:30,320 --> 00:02:32,560

that can deliver grid services.

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What do we mean by grid services?

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Grid services range from sort of old school definitions of reducing capacity costs by shedding load during system peak time, all the way to shedding load that can impact positively the operation of the very local grid as well.

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So when we talk about sort of a basic version of a VPP,

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I'm going to describe that and you're probably going to feel like it's reminiscent of what the utility industry has been doing for 30 years.

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So a basic VPP starts with, generally speaking, a single device that's being controlled.

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So let's take the example of a thermostat.

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Lots and lots of utilities have programs that involve controlling A customer's thermostat by setting it up, let's say 2 degrees in the example on the left, which results in reducing system

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00:03:30,240 --> 00:03:34,960

peak impact by reducing the load of that thermostat.

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00:03:35,600 --> 00:03:40,159

So that thermostat can deliver system peak reduction benefits.

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00:03:40,560 --> 00:03:45,040

It's generally a single option type of a program.

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There's not just, by the way, thermostats, lots of other devices are also controlled by programs today.

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00:03:52,480 --> 00:03:56,560

Generally speaking, it's a fixed incentive that customers receive.

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So it's a monthly benefit or maybe even an annual benefit that they receive.

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00:04:02,159 --> 00:04:10,800

And in exchange for that, the utility customer is relinquishing control to the utility to provide benefit to the grid.

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Generally speaking, these are manually dispatched as opposed to highly automated types of programs.

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And over time, these technologies have advanced.

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So if you look at the left side, you can see that

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00:04:27,040 --> 00:04:52,720

In the old school definition of a demand response program, what we'll call an old school VPP, the peak part of the system grid is reduced by harnessing all of these thermostats that the utility can control, reducing the impact on the system peak, and that results in lower capacity costs and thus savings for all customers.

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Now let's think about what the advanced version of a VPP looks like.

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And what we're seeing around the country and the clients that we're working with is that more and more utilities are taking these concepts of how to control devices and producing what are called virtual power plant results, which scale the level of resources and grid services that can be accomplished.

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So leading utilities around the country,

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are using device agnostic approaches to doing this.

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So in other words, they can enable participation with a wide variety of eligible devices, not just thermostats, not just other consuming devices in a business or in a home, but also things like electric vehicle batteries and battery systems that are in homes and businesses.

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00:05:51,520 --> 00:05:57,360

So it's a very much advanced and wider range of devices that can be controlled.

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These are all, as I mentioned, versions of what we call distributed energy resources.

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They can also deliver multiple grid services.

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So we talked about reducing system peak and how that results in avoiding costs associated with avoiding the need for new generating capacity while going beyond reduction of peak to reduce local peaks.

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So avoiding the need to upgrade a local distribution feeder is a crucial benefit that enabling these devices to be controlled or dispatched during times of day or evening when the local grid may be experiencing some congestion.

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And that allows for the ability to avoid additional construction and investments in the local grid

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as well as balancing the grid during times of day when there's a need to balance power supply and demand.

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There's also the ability for utilities to allow aggregators to participate in the program.

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program as well as customers dealing directly with the utilities.

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So in other words, customers can enroll directly with the utility program and they can also participate via what's called a third-party aggregator.

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Third-party aggregators may offer different kinds of programs or program features, sometimes different kinds of incentives to customers to participate by

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relinquishing control of their devices and allowing that third-party aggregator to step in and dispatch or shed the use of those devices during different times of day.

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Utilities are also utilizing more creative incentives to drive different kinds of participation, different kinds of program performance.

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For example, pay for performance incentives are increasingly popular because they are more flexible.

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and they pay customers who own those devices for the value of the resource that they're relinquishing control over to the utility.

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So instead of a monthly fixed payment or an annual fixed payment, they're now being paid by that third-party aggregator or the utility

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for the demand that they're relinquishing during different times of day, during different times of year.

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So that flexibility allows for a lot more capability to scale the kinds of resource that can be accomplished here.

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They're also leveraging different kinds of technology.

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So it's important

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to operate VPPs at scale in a manner that maintains system reliability and maximizes the value that can be delivered by participating DERs.

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And that requires a level of technology sophistication.

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So in addition to the new kinds of incentives and the new kinds of systems that can control devices in the home, technology is required on the back end.

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And the back end is a software system that operates in real time with the power grid to maintain both reliability, but also maximize the amount of resources that a virtual power plant can harness in the demand side of the grid.

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So those are examples of how utilities around the country are moving towards a more advanced model of virtual power plants.

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So what are the benefits?

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To what end are utilities and aggregators doing all this?

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Well, on the slide, you can see a few examples on the bottom there.

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VPPs can deliver great levels of visibility and communication so that they can enable greater adoption of all of those distributed energy resources that are out there while ensuring

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greater and maintaining reliability of the power grid.

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Customers participating in VPPs can better manage their own power consumption and benefit from reduction in their bills or earning additional income by allowing utilities to take control of those devices.

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And by providing A variety of grid services at scale, VPPs can reduce both infrastructure

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local distribution grid infrastructure, as well as system supply costs.

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All of these things help to keep electricity costs affordable for all ratepayers.

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And as I mentioned...

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that technology required for enabling all of the virtual power plant controls is often referred to as a distribution resource management system.

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And Santosh will speak to a little bit more about what that technology looks like.

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But before Santosh speaks, I'm going to hand it over to Courtney to talk a little bit about sort of the context for this particular virtual power plant program that we're talking about today, a little bit

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about Dominion's perspective on how they should do it.

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Courtney?

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Thanks, Peter.

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Let's dive into two pieces of legislation, House Bill 2346, which was championed by Delegate Hernandez, and Senate Bill 1100, led by Senator Hashmi.

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These bills aren't just legislation.

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They're a launchpad for innovation, equity, and continued grid modernization.

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They're the driving force behind Dominion Energy Virginia's Virtual Power Plant, or VPP pilot,

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and they open the door to a future where distributed energy resources, or DERs, play a central role in how we power our communities.

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Under the legislation, the company is required to file its VPP pilot by December 1st, and the legislation lays out a bold framework for what the pilot must include.

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First, it must include aggregator access for customer-owned DERs, enabling third parties to help unlock grid value.

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Secondly, it must offer pay-for-performance models that reward actual contributions to grid reliability and flexibility.

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It also must include proposals for new programs of at least 15 megawatts, incentivizing residential battery capacity, as well as offering and providing incentives for the purchase of batteries for

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our customers in historically economically disadvantaged communities.

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And it also asks that we provide a variation of a tariff by November 1st of 2026.

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00:12:49,320 --> 00:12:51,680
So this is more than just a pilot.

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00:12:51,680 --> 00:12:53,040
It's really a proving ground.

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We'll be analyzing grid services, defining key metrics, and evaluating what works.

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The insights we gain will help us scale DERs, improve customer programs, and build a more, excuse me, build a resilient, responsive grid.

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The opportunity here is enormous.

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We're talking about reshaping how energy is generated, stored, and shared, while empowering customers to be active participants in the energy ecosystem.

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It's a chance to test new business models, to foster innovation, and to lay the groundwork for long-term success.

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We're energized by the possibilities and proud to be a part of this forward-looking effort.

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The future of energy is data-driven and customer-centric, and this legislation puts us on the path to get there.

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Now let's talk about Dominion's VPP approach and how we're turning this vision into action.

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So we're not starting from scratch.

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We're building on a strong foundation of legacy demand response programs that have delivered value for years.

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But now we're really entering a new era, one where DERMS, the technology, becomes the operational backbone that connects it all.

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Our goal is to create a flexible, scalable virtual power plant.

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a system where customers can enroll their DERs, their distributed energy resources, like batteries, smart thermostats, and EVs, to provide real-time grid services.

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So this is more than just being about enrolling devices.

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It's about orchestrating them intelligently, at scale, and in a way that supports grid reliability and customer empowerment.

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And that's really where DERMS comes in.

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It's the engine that powers transformation.

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DERMS allows us to coordinate across programs which link existing and new initiatives into a unified platform.

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It allows us to respond in real time to grid conditions, dispatching DERs when and where they're needed the most, as well as enable customer participation at scale with transparency, automation, and performance-based incentives.

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00:15:08,720 --> 00:15:18,080

It will also allow us to unlock new value streams by stacking services like peak shaving, frequency regulation, and voltage support.

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We're moving from a world of siloed pilots and isolated programs to form a cohesive, dynamic system that adapts to grid needs and customer behavior.

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It's a big leap forward, and it positions us to lead in a rapidly evolving energy landscape.

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This is really a moment of opportunity.

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And with the right technology, the right partnerships, and the right policy, we're not just building a VPP.

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We're building the grid of the future.

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00:15:48,080 --> 00:15:50,640

So Santosh, would you explain DERMS?

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Absolutely, Courtney.

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DERMS stands for Distributed Energy Resource Management System.

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Like you mentioned, it is a fundamental capability that will help us manage all types of distributed energy resources.

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It manages devices like the solar panels, the batteries, the EV chargers, and that are connected across the grid.

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Think of drums like a conductor in a music orchestra, and each type of DER being a musical instrument in the orchestra.

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The DERs comes in all types, shapes, and sizes.

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Like the conductor in the orchestra, drums understands what each type of DER is, what it can do, and its limitations.

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Accordingly, it coordinates all these DERs to ensure that the grid services are performed while also meeting the program constraints.

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Can you imagine an orchestra without a conductor?

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00:16:44,240 --> 00:16:52,960

But with the DERs in place, we get a symphony from coordinating all of these DERs to provide these different grid services, like reliability, lowered costs, and so on.

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00:16:53,680 --> 00:17:00,720

DERs will help manage all these DERs across that service territory, deliver grid services, and create value for our customers.

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If we go on to the next slide, we are laying out our deployment approach here.

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Given the complexity of the platform, we are undertaking a phased deployment of our DRMS platform.

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This three-phased approach provides us the necessary system readiness to meet our current operational needs, while also supporting future initiatives like the virtual power plants.

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On the left is phase one.

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00:17:24,800 --> 00:17:30,240

During phase one of the deployment, we have integrated with the existing demand response programs.

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and are also monitoring utility scale and rooftop solar sites.

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They're also able to utilize our DRMS platform right away for monitoring DERs and dispatching the current programs, while also integrating with our technology pilots.

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With that, we move on to phase two.

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During phase two of the deployment, we'll integrate with newer demand response programs and with newer customer technologies.

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Phase two will also support integration with our back office systems, including our operational technologies,

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to get real-time grid awareness and being able to dispatch these DERs for a limited set of grid services.

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Phase 3 would build up.

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upon phase one and phase two, and it would lead to a fully integrated ROMS platform that enables grid optimization by dispatching DERs for multiple different grid services.

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It'll also integrate with the energy market PJM systems for market operations.

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With that phased approach, we are able to take care of our immediate needs, but also build a system that will meet our future needs as they continue to evolve, as we continue to learn from the VPP pilot and all these programs.

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With that, I'll pass it back to Courtney to help us with the timeline on the VPP deployment.

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Thanks, Santosh.

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So we recognize that the timeline is incredibly tight, but we are energized by the challenge.

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This is a unique opportunity to rise to the occasion and deliver innovative,

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customer-focused solutions that support the grid in new and exciting ways.

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00:19:04,880 --> 00:19:11,120

Our team is fully committed to meeting these milestones with creativity, collaboration, and a deep sense of purpose.

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00:19:11,200 --> 00:19:12,640
We're not just meeting deadlines.

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00:19:12,640 --> 00:19:14,880
We are shaping the future of energy.

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00:19:15,360 --> 00:19:16,560
So here's the timeline.

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00:19:16,960 --> 00:19:24,160
Earlier this year, in May of 2025, House Bill 2346 and Senate Bill 1100 was signed by Governor Younkin.

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00:19:25,360 --> 00:19:33,040
As of September 15th of 2025 through October 6th, we'll kick off a stakeholder engagement period.

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And we'll discuss that in just a moment.

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00:19:36,000 --> 00:19:39,440
All in time to file our pilot by December 1st.

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00:19:40,320 --> 00:19:46,960
So as of November 15th of 2026, a tariff or variation of tariff must be filed.

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00:19:47,760 --> 00:19:55,920
And then in Q4 of 2026 through Q1 of 2027, we will launch our new VPP programs.

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00:19:55,920 --> 00:19:58,720
That's all subject to SEC approval.

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00:19:59,760 --> 00:20:10,720
In July of 1st of 2028, our pilot must conclude, and the SEC will initiate a proceeding for evaluation and permanent program design.

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After the pilot concludes, our journey is far from over.

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In fact, it's really just the beginning.

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00:20:18,240 --> 00:20:31,440

Dominion Energy is fully committed to building a long-term strategy that doesn't just optimize the grid with DERs, it transforms how we think about energy delivery, customer engagement, and grid resilience.

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We envision a future where grid services are not only expanded, but reimaged.

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New programs will be introduced that empower customers to participate in energy markets, support grid stability, and contribute to sustainability goals.

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Through DERMS, we'll unlock location-specific and market-responsive capabilities, allowing us to dispatch resources intelligently and flexibly across our service territory.

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Once the State Corporation Commission reviews our pilot and recommends a permanent program, we'll be ready to launch a flexible, scalable, virtual power plant.

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It's really about giving customers more control, more value, and more opportunities to support a cleaner, smarter grid.

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00:21:19,680 --> 00:21:22,160

This isn't just a technical evolution.

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00:21:22,160 --> 00:21:23,360

It's a cultural shift.

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00:21:23,800 --> 00:21:32,080

And we're building a future-ready grid that's resilient to change, responsive to demand, and centered around the customer experience.

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00:21:32,480 --> 00:21:40,360

The future is bright, and Dominion Energy Virginia is proud to lead the way with bold ideas, collaborative spirit, and a deep commitment to

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00:21:42,553 --> 00:21:47,033

We're genuinely excited to hear from you because your voice matters more than ever.

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00:21:47,513 --> 00:21:59,353

At Dominion Energy Virginia, we believe that the best ideas come from collaboration, and stakeholder input is absolutely essential to shaping the success of our VPP pilot.

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This is your opportunity to help us build something transformative, whether you're a customer,

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00:22:06,433 --> 00:22:13,113

an aggregator, a community advocate, or energy enthusiast, we want your thoughts and your insights.

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00:22:13,353 --> 00:22:15,833

We want your questions and your creativity.

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00:22:16,633 --> 00:22:21,513

There are multiple ways to participate, and we've made it easy and accessible.

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We welcome your feedback on the overall pilot structure, how we're complying with House Bill 2346 and Senate Bill 1100, any learning objectives that you would like us to consider,

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00:22:35,033 --> 00:22:43,193

and any general suggestions that you have by visiting our website at domainenergy.com/vpp.

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00:22:43,753 --> 00:22:46,713

There you can learn more and get involved.

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Our feedback portal is located on our website, and it will be open from September 15th through October 6th.

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00:22:56,713 --> 00:23:01,673

There you can submit your thoughts directly and help us shape the future of energy.

197

00:23:03,113 --> 00:23:09,433

You can also reach us anytime at virtualpowerplant@dominionenergy.com.

198

00:23:10,233 --> 00:23:24,473

This process is designed to be thoughtful and organized, ensuring that the pieces of feedback that we receive are captured, considered, and used to inform our pilot design and our long-term strategy.

199

00:23:24,953 --> 00:23:30,873

We're not just collecting comments, but we're building a foundation for innovation through your input.

200

00:23:32,313 --> 00:23:53,433

If you have questions or thoughts on the specifics to the programs that will fall within the VPP, those programs like residential batteries, managed EV charging, or aggregator access, we'll kindly ask that you hold those to be included within our DSM-14 stakeholder meeting.

201

00:23:53,913 --> 00:23:59,593

That meeting is tentatively scheduled for October 21st from 9 A.m.

202

00:23:59,673 --> 00:24:00,753

to 1230.

203

00:24:01,513 --> 00:24:10,873

We'll also be sending out a dedicated feedback portal ahead of that meeting so that you can participate fully and thoughtfully.

204

00:24:11,513 --> 00:24:22,473

If you'd like to be a part of that process and are not currently on our stakeholder list, please reach out again to virtualpowerplant@dominionenergy.com.

205

00:24:23,353 --> 00:24:25,913

We're not just listening, we're collaborating.

206

00:24:26,313 --> 00:24:32,953

And your ideas will help us design programs that are smarter, more inclusive, and more impactful.

207

00:24:33,273 --> 00:24:36,393

Let's make this pilot extraordinary together.

208

00:24:38,033 --> 00:24:40,473

I'll turn it back over to Brady for closing comments.

209

00:24:41,433 --> 00:24:41,753

Great.

210

00:24:41,753 --> 00:24:42,393

Thank you, Courtney.

211

00:24:42,793 --> 00:24:48,473

And thank you to our speakers and everyone listening in, especially those who will participate in our stakeholder process.

212

00:24:48,793 --> 00:24:52,473

Dominion Energy is proud to lead the way in building a smarter, cleaner grid.

213

00:24:52,993 --> 00:24:56,953

Our VPP strategy is bold, innovative, and grounded in collaboration.

214

00:24:57,593 --> 00:25:00,873

We're thrilled about this opportunity and eager to hear your insights.

215

00:25:01,113 --> 00:25:03,353

Let's shape the future of the grid together.

216

00:25:03,953 --> 00:25:04,313

Thank you.