

**BEFORE THE  
TENNESSEE REGULATORY AUTHORITY  
NASHVILLE, TENNESSEE**

**In Re:**

**PETITION OF KINGSPORT POWER COMPANY  
FOR APPROVAL OF DEMAND RESPONSE  
PROGRAMS AND ASSOCIATED DEMAND  
RESPONSE TARIFFS**

**DOCKET No. 12-00012**

**In Re:**

**PETITION OF ENERNOC, INC. AND AIR  
PRODUCTS AND CHEMICALS, INC., FOR  
EXPEDITED REVIEW TO ALLOW CERTAIN  
END USE CUSTOMERS OF KINGSPORT  
POWER COMPANY TO PARTICIPATE IN PJM  
INTERCONNECTION DEMAND RESPONSE  
PROGRAMS**

**DOCKET No. 12-00026**

**REQUESTS FOR PRODUCTION OF KINGSPORT POWER COMPANY  
DIRECTED TO ENERNOC, INC.**

Comes Petitioner, Kingsport Power Company d/b/a AEP Appalachian Power ("KgPCo"), and, pursuant to Tennessee Regulatory Authority Rule 1220-1-2-.11 and Tennessee Rules of Civil Procedure 26 and 34, submits the following REQUESTS FOR PRODUCTION to EnerNOC, Inc.:

**A. REQUESTS FOR PRODUCTION**

Produce the following documents/contracts/things within 30 days after the service of these Requests:

1. Produce copies of all current contracts between EnerNOC, Inc. and any EnerNOC,

Inc. customer within the service territory of KgPCo.

2. Produce copies of all current contracts between EnerNOC, Inc. and any EnerNOC, Inc. customers located within the KgPCo service territories which were effective at any time for the six (6) year period prior to the current contracts requested in Request No. 1.

3. Produce records of all demand response service curtailments experienced by each EnerNOC, Inc. customer within the KgPCo service territory for the period 2006-to date.

4. Produce all financial records which disclose the financial cost/benefit received by EnerNOC, Inc. as a result of participation of its customers, located in the KgPCo service territory, in any PJM Demand-Response program for the period 2006-to date.

5. Produce copies of all correspondence between EnerNOC, Inc. and all of its customers located in the KgPCo service territory for the period 2006-present, concerning, in any manner, the FERC rules and the Open Access Transmission Tariff of PJM Interconnection, LLC, requirement that an end-user customer which receives service from an electric distribution company which delivers 4 million MWh or less per fiscal year, must receive approval from the “Relevant Electrical Retail Regulatory Authority” in order to participate in any demand-response program.

6. Provide all rules, regulations, and contract provisions currently used by your Company which detail the respective duties and responsibilities of you as a demand-response provider and those of your customers receiving such services.

7. Produce your Company’s financial statements for 2009-to date.

8. Produce a copy of the contract with TVA referenced at page 4 of the Schisler testimony.

9. With respect to said contract with TVA, produce all analyses, evaluations, and formal reports provided to TVA.

10. Provide a copy of the application submitted by your Company to become a member of PJM. The response should include all attachments and appendices as well as a copy of the financial security (i.e. parental guarantee, letter of credit, etc.) provided to PJM by your Company.

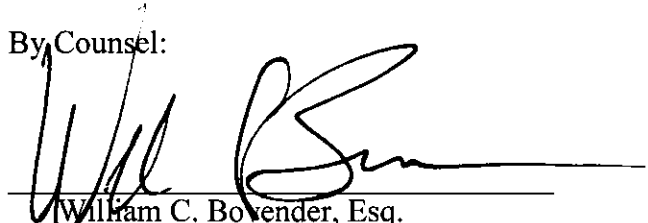
11. Provide a copy of all documents received by your Company in 2011 and 2012 from PJM detailing conditions upon your Company which allow you to continue to be a member in good standing, particularly with regard to financial and technical resources.

12. Produce a copy of the contract with the Memphis City School System referenced at page 4 of the Schlisler testimony.

13. With respect to said contract with the Memphis City School System referenced in Request No. 12 above, produce all analyses, evaluations, and formal reports provided to the Memphis City School System.

Kingsport Power Company, d/b/a AEP  
Appalachian Power

By Counsel:

A handwritten signature in black ink, appearing to read 'W. C. Bovender', is written over a horizontal line.

William C. Bovender, Esq.

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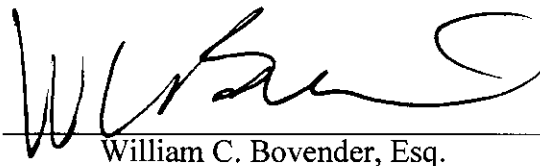
Counsel for Kingsport Power Company

### CERTIFICATE OF SERVICE

I hereby certify that, on June 25, 2012, the foregoing pleading was served via e-mail to all parties of record at their addresses shown below.

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This 25<sup>th</sup> day of June, 2012.

  
William C. Bovender, Esq.