SAVING ENERGY TODAY FOR BEST USES TOmmorow
There has never been a more exciting time to be part of the energy storage industry. The way we deliver and consume electricity is rapidly changing, and the need for flexible and dynamic resources that can enable a more resilient and responsive electrical grid has never been more readily apparent.

The Energy Storage Association (ESA) is the voice of our industry—representing stakeholders from every facet of energy and ensuring that storage is an active participant in fair and competitive energy markets around the country and across the globe.

ESA is the only member-led, independent association focusing exclusively on the commercialization and deployment of energy storage technologies and products. We work together to make energy better, smarter and more efficient.

For the past 25 years, our members worked together to create market opportunities, harmonize standards and codes, and ensure that energy storage technology is deployed safely. Today, we continue to expand member opportunities for engagement, networking and education, and we have never been more active in regulatory and legislative policy at the federal level and in key markets across the country.

Energy storage is quickly becoming as commonplace as any other energy infrastructure investment. Join us today in making that happen.

Who We Are

In 1989, when few policymakers understood that energy could be ‘warehoused’ on an industrial scale, eight pioneering U.S. power utilities dispatched their executives to Washington, DC to form what they called the Utility Battery Group. Their goal, to promote the development and use of energy storage technology in the U.S. electrical grid.

Today, we are known as the Energy Storage Association (ESA), and we have grown to serve the interests of all kinds of storage solutions—from pumped hydro to compressed air, to thermal energy, advanced batteries and flywheels.

The ESA is comprised of over 120 member companies, non-profit organizations and individual experts working together to educate the public and inform regulators and legislators about the importance of energy storage technologies.

Our member companies include:
• Technology Manufacturers
• Utilities and IPP’s
• Finance and Legal
• Research Organizations
• Non-profits
• Project Developers
• System Integrators
• Renewable Energy
• Government Agencies
• Universities and Students

ESA’s Mission—To promote the adoption of competitive and reliable energy storage systems for electric service.
A Global Voice

The Energy Storage Association (ESA) is a powerful voice and indispensable resource for the global energy storage industry.

Through partnerships across the country and agreements with global organizations, the ESA is able to give our members a voice at every level. The ESA partners with regional groups in California and New York to support local development. Internationally, ESA partners with groups throughout Europe and Asia, helping to foster global information sharing and collaboration.

Sharing best practices, providing international insights, and working with local and global partners—ESA provides our members with access to world-class resources and the ability to understand and engage in markets of all sizes.

Unlike any other organization in energy storage, the ESA is truly member-led from the ground up—and our Board of Directors is no different. The Board is responsible for driving the strategic operations of the organization, and ensuring that the value that ESA delivers for all of our members continues to grow.

All full members of the ESA in good standing are eligible to serve on the Board, and candidates are selected through an open nomination process with Directors being elected at our Annual Members Meeting.

The ESA thrives through engagement with our members, and our Board of Directors is another way our members take on a leadership role in the industry.

Continuous Education, Networking

The ESA provides year-round access to educational content and networking opportunities. From our Annual Conference and Policy Forum, to regional market summits and workshops—our multi-event platform for engagement and education provides the most in-depth focus available.

Throughout the year, the ESA also hosts informative webinars and develops insightful reports—keeping you up to date on breaking issues and the forces driving change in the industry.

- **Annual Conference**  There is no event like it, ESA hosts the most impactful event in the industry attended by hundreds of the most influential decision makers. Our conference features three days of education and networking with the largest exhibition hall featuring the latest energy storage systems, project developers, and customers.

- **Policy Forum**  ESA is the leader in energy storage policy at every level, and each year we gather together policymakers, legislators and regulators with the stakeholders to craft a path forward for the industry.

- **EESAT Technical Conference**  In collaboration with the Department of Energy, this biannual event focuses on technology research and development.

- **Regional Events and Workshops**  The ESA also hosts a series of technical conferences, regional events and workshops every year that focus on in-depth subject matter and targeted markets.

- **Webinars**  Every month our members take advantage of our educational webinar series featuring informative discussions of key market developments, policy initiatives, and current industry trends with topics and speakers chosen by our members.
Working Groups

At ESA, members collaborate through our many Working Groups to discern, understand, and address challenges faced by all of our members. These are targeted, member-led forums that are focused on industry-wide problem solving—tackling the issues that have the greatest impact. With scheduled meetings each month, members are able to network with peers and experts on a regular basis to collaborate.

Policy Working Group
The voice of energy storage before policymakers, regulators, legislators, and commissioners across the nation—the Policy Working Group allows members to engage locally, regionally, nationally, and internationally. Through our Policy Director, ESA works at the national level with FERC, DOE, EPA and Congress to progress our platform of issues and initiatives. ESA also engages in state and regional activities with representatives on the ground working with local decision makers and regulators in key states and markets across the country.

Technical Working Group
Harmonization of codes, safety standards, and translating technical information for the public, customers, and regulators—the Technical Working Group serves as the forum for industry to put forth recommendations with a clear and consistent voice. The group helps to translate and decode technical information to increase the understanding of the benefits and value of energy storage.

Programs Working Group
The ESA's Annual Conference is the most impactful event in energy storage, but the opportunities for education and networking continue throughout the year. From regional events focused on policy, finance and technology, to monthly webinars and workshops on breaking issues—our Programs Working Group creates a wealth of member-only educational resources and networking opportunities year round.

Market Analytics Working Group
Emerging market insights, market opportunity analysis, and articulating the value of energy storage—the Market Analytics Working Group focuses on developing a greater understanding of the factors driving opportunities in the industry and how to participate in markets. Each month, the group discusses active markets, highlights RFPs and other procurements, and invites key decision makers and market influencers to present and host Q&A sessions.

Industry Leaders —ESA's Working Groups are the forum through which our members drive change, and are created by our members to solve specific industry challenges and speed progress for all energy storage companies. Learn more about taking a leadership role in the energy storage industry on our website, at www.EnergyStorage.org
Benefits of Membership

As an ESA member, you enjoy the considerable benefits of access to key decision makers, exposure to timely and critical issues, and expert analysis to help your business or organization succeed in the fast-growing energy economy.

We are your direct line to centers of influence in Washington and around the country.

- **Advocacy**  We work together on national and state energy storage policy to help your business grow.
- **Working Groups**  Participation provides a valuable leadership experience for you and your team, along with unique opportunities to grow your business.
- **Members-Only Website**  EnergyStorage.org is the nexus of industry news, information, and resources. Through our members-only site you can access white papers and research not available anywhere else, archived webinars and presentations from our conferences, resources from our Working Groups, and our integrated members-only calendar. An indispensable resource for everyone in the industry.
- **Newsletters**  Our suite of newsletters every month keeps you abreast of breaking news, policy alerts, education, and real-time access to RFP’s and other energy storage procurement announcements.
- **Event and Report Discounts**  Members receive generous discounts on registration and exhibiting space at numerous events each year, and access to discounted rates on reports and white papers.

Membership Structure

Membership in ESA is designed to fit your specific needs. ESA has a tiered dues structure based on energy industry revenue for corporate members, and categories for non-profit organizations, government, regulated utilities, and individuals.

**Leadership Circle**—ESA’s highest level of membership, for companies who want to take a lead in the energy storage industry and undertake a leadership role in shaping the vision of ESA. Our Leadership Circle has extensive access to ESA staff and Board of Directors, and are an integral part of shaping the vision and strategy for the organization and the entire industry.

**Full Membership**

ESA has tiered membership dues based on energy industry revenue for all of our corporate members, and specific rates for regulated utilities, non-profit organizations, government, and individuals. This level of membership comes with full access to everything ESA has to offer and the ability to serve on our Board of Directors and have leadership roles within Working Groups.

**First-Time Membership**

For those new to ESA, we provide a discounted membership rate for your first year so you can have the chance to learn more about the organization and see all that we have to offer.

**Associate Membership**

Associate members are provided access to ESA newsletters, webinars and resources, as well as discounts on ESA events and reports but are not eligible to serve in leadership positions.
What Lies Ahead

The energy storage industry is evolving at a rapid pace—with a robust market developing today and projections for accelerated growth in the future. Realizing the market’s full potential is going to take the collaborative effort of all stakeholders in the energy industry working together to promote the adoption of competitive and reliable energy storage systems for electric service.

The Energy Storage Association (ESA) is continuing to grow and evolve to meet your changing needs, and it is through the active participation of our members that we are paving the path forward. We are providing more opportunities for engagement and networking and delivering more value for your investment than ever before.

The energy industry is changing rapidly and energy storage is becoming a critical component of that evolution - there has never been a better time to be actively engaged. But there are many challenges that lie ahead that will require the industry to work together, and speak with a clear and impactful voice to create fair and competitive market opportunities for everyone.

Join today—be a part of shaping the energy storage industry by becoming a member of ESA.

How to Join

Membership in ESA is designed to fit your specific needs. ESA has a tiered dues structure based on energy industry revenue for corporate members, and categories for non-profit organizations, government, regulated utilities, and individuals.

<table>
<thead>
<tr>
<th>Membership Category</th>
<th>Revenue from Energy Related Business</th>
<th>Annual Dues</th>
<th>First-Time Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate—Level 1</td>
<td>$1–$9,999,999</td>
<td>$5,000</td>
<td>$2,500</td>
</tr>
<tr>
<td>Corporate—Level 2</td>
<td>$10,000,000–$49,999,999</td>
<td>$7,500</td>
<td>$3,750</td>
</tr>
<tr>
<td>Corporate—Level 3</td>
<td>&gt; $50,000,000</td>
<td>$10,000</td>
<td>$5,000</td>
</tr>
<tr>
<td>Regulated Electric Utilities</td>
<td>N/A</td>
<td>$3,000</td>
<td>$1,500</td>
</tr>
<tr>
<td>Nonprofit/Government/Academic</td>
<td>N/A</td>
<td>$3,000</td>
<td>$1,500</td>
</tr>
<tr>
<td>Individual</td>
<td>N/A</td>
<td>$1,000</td>
<td>$500</td>
</tr>
<tr>
<td>Student (Undergrad/Grad Full-time)</td>
<td>N/A</td>
<td>$150</td>
<td>N/A</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Membership Category</th>
<th>Annual Dues</th>
<th>First-Time Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate (Company)</td>
<td>$500</td>
<td></td>
</tr>
<tr>
<td>Associate (Individual)</td>
<td>$150</td>
<td></td>
</tr>
<tr>
<td>Associate (Student)</td>
<td>$50</td>
<td></td>
</tr>
</tbody>
</table>

You can apply for membership through our website: EnergyStorage.org/join-esa. Or, you can request more information by emailing us at join@EnergyStorage.org.

*First-Time Membership is available to companies and organizations that have not been members of the ESA in the last 5 years.