

# OG&E Business Demand Response Program

## Market Partner Referral Bonus Incentive Terms & Conditions

Businesses registered and approved for the OG&E Business Demand Response (BDR) Program as a Market Partner have the opportunity to earn a referral bonus for educating and inducing new, qualifying OG&E Oklahoma customers (referred to herein as “customer”) to enroll and participate in the BDR Program through at least one applicable Summer Season (June 1 – September 30).

Participating Market Partners must:

- Ensure that all Market Partner staff members engaged in customer education and enrollment activities have completed training with the Program Administrator.
- Utilize communication standards and materials provided by the Program Administrator in all customer engagement activities.
- Behave in accordance with the [Market Partner Code of Conduct](#) in all customer interactions.

The Referral Bonus is a one-time payment equal to **\$5,000 per megawatt (MW) of eligible load** and is subject to a cap of 10 MW for all Market Partners. Market Partners engaged in BDR participant referrals should work with their BDR program representative to monitor the referral pipeline. If more than 10 MW of eligible load is referred, bonuses will be awarded on a first-come, first-served basis, as determined by the enrollment date of the referred participants.

Eligible load will be calculated on or before July 31 of the applicable Summer Season, based on the following criteria:

- Load and/or Participant was not enrolled in BDR during the prior Summer Season.
- Load is equal to the average of the Participant’s performance during any curtailment events dispatched on or before July 18<sup>th</sup>, capped at 110% of the enrolled curtailable load, and subject to a floor of 40%.
  - o If the Participant referred by the Market Partner achieves less than 40% of their enrolled curtailable load, the Trade Ally is not eligible for any referral bonus payment.
- Load must exceed 500 kW.
- Load may be aggregated across multiple sites and multiple Participants.
- Load may not be claimed as a referral by another Market Partner. *Market Partners should work with their BDR program representative to ensure referral attribution is appropriately accounted for.*

Referral bonus payments shall be issued within two months of the eligible load calculation date to Market Partners that have submitted all required payment information, including payee business name, address for check issuance, and payee’s W-9. Payments to eligible Market Partners will be made in the form of a check, are considered non-employee compensation and will be reported to the IRS on Form 1099-NEC, and the Market Partner is responsible for all applicable taxes.