



KEYS TO ACCESSING COMMUNITY-SCALE SOLAR AT WHOLESALE PRICES

ROCKY MOUNTAIN INSTITUTE

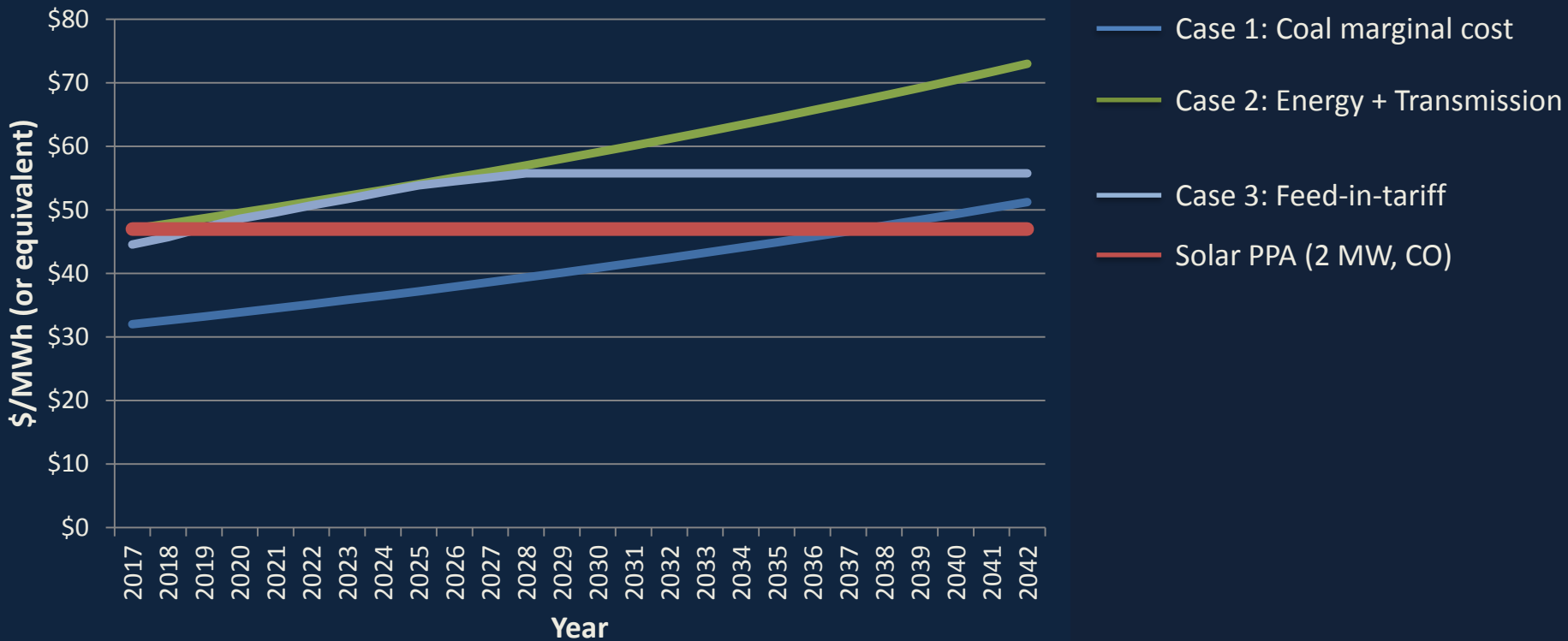
Kevin Brehm | June 8, 2016 | Golden, CO



Transforming global energy use to create a clean, prosperous, and secure low-carbon future.

Community-scale Solar Has Achieved Parity With Wholesale Power

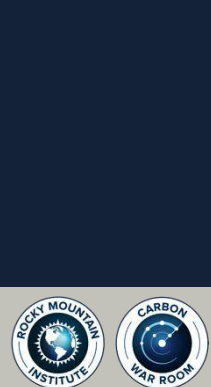
Community-scale Solar Value vs. Wholesale Power



Utilities can save money through community-scale solar

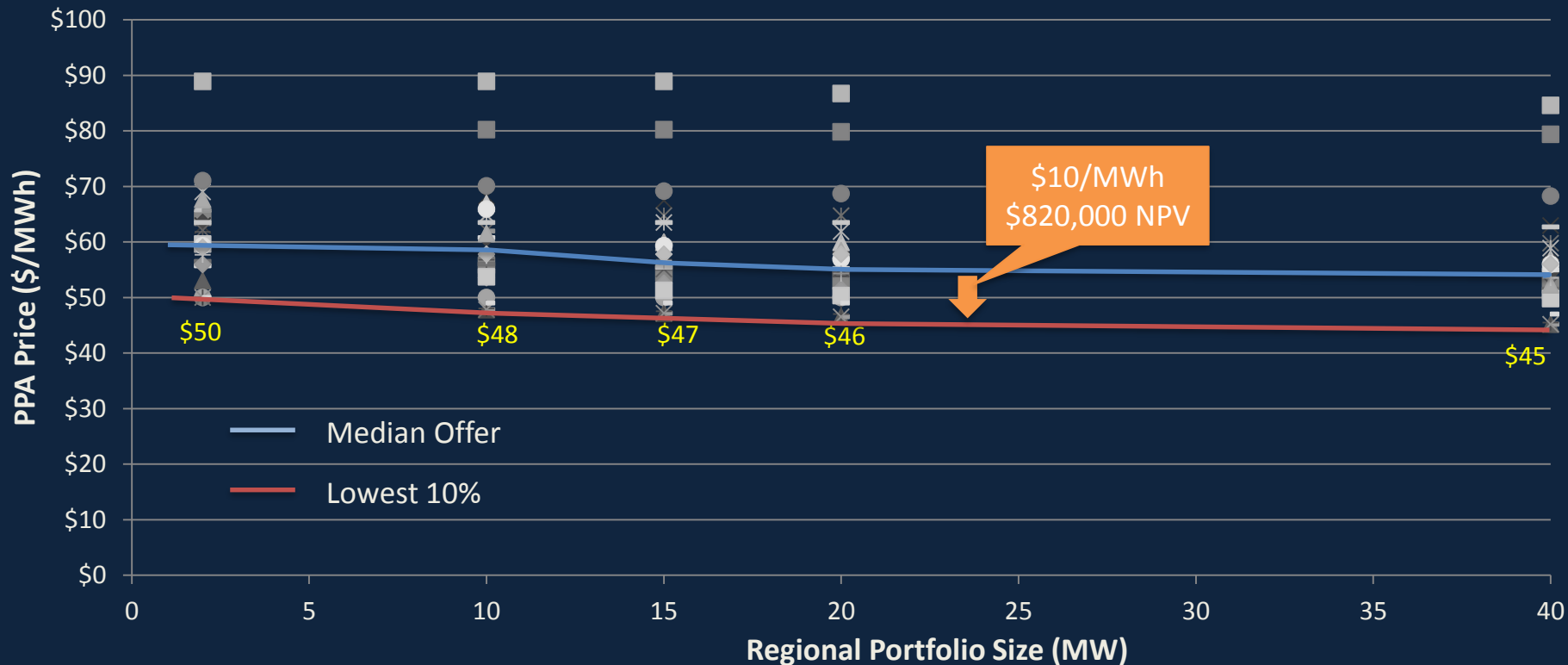
KEYS TO ACCESSING LOW-COST COMMUNITY-SCALE SOLAR

1. Run a competitive request for proposals
2. Collect data to inform decisions
3. Screen vendors against delivery risk
4. Aggregate demand into portfolios



Key 1: Run a Competitive Request for Proposals

PPA offer by Portfolio Size for 2 MW Project in Eastern CO*



* \$70k interconnect; \$1,500/acre/yr land

KEY 2: DATA-DRIVEN DECISION MAKING

UTILITIES HAVE MANY CHOICES IN SOLAR PROCUREMENT

Project size?

PPA duration?

Escalator?

PPA or own?

Rate-base or community solar?

Provide land, interconnection, site maintenance?

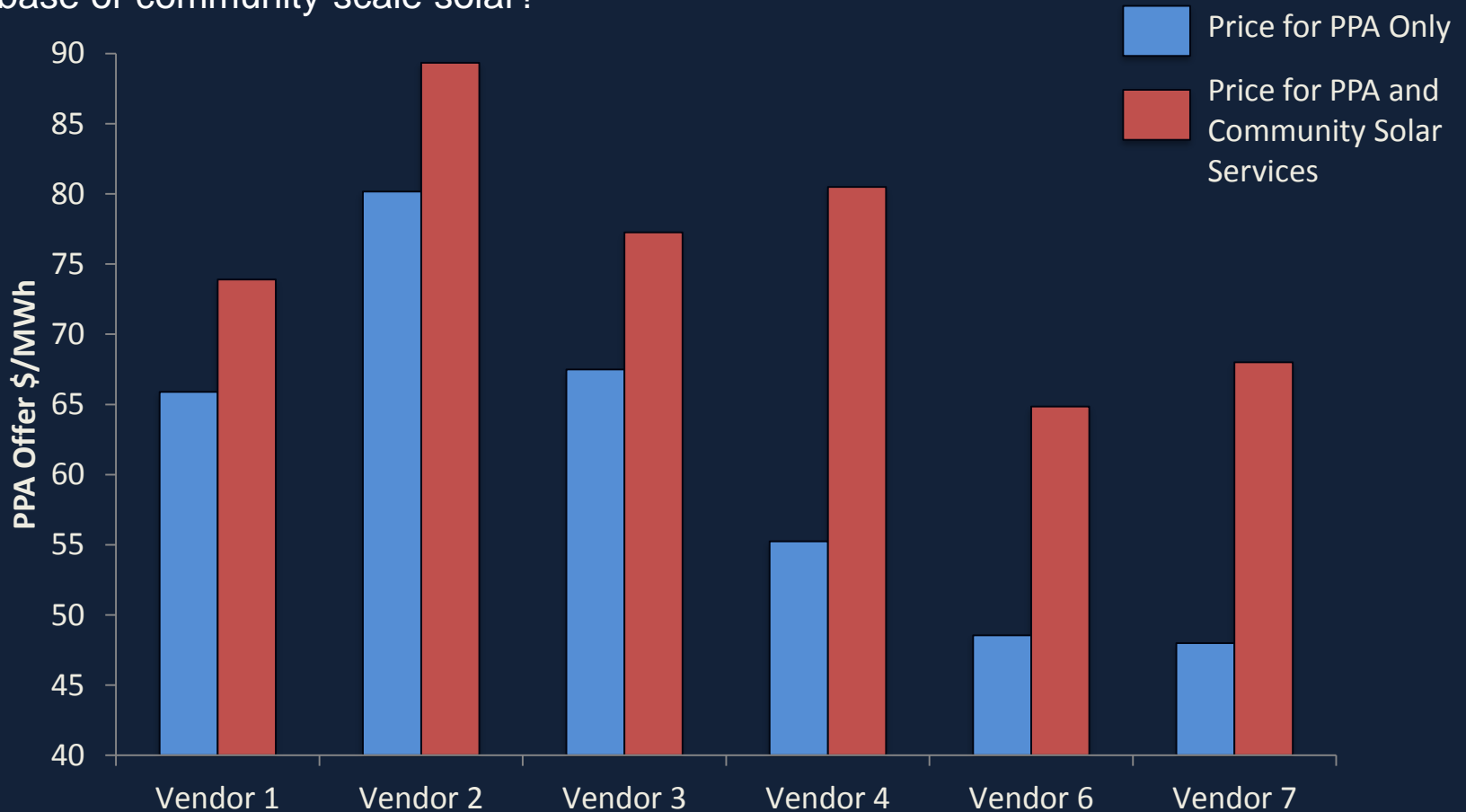
Integrated developer or multiple providers?

RMI collects data to support utility decision making



KEY 2: DATA-DRIVEN DECISION MAKING

Rate-base or community-scale solar?



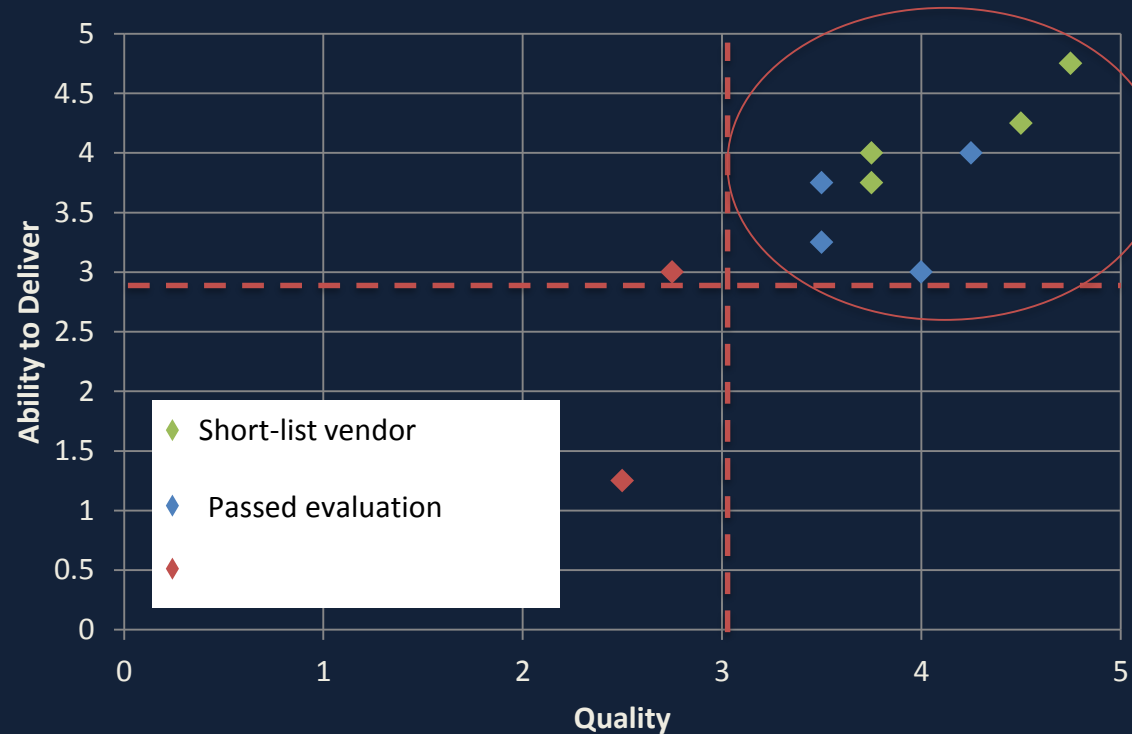
KEY 3: SCREEN VENDORS AGAINST DELIVERY RISK

Reasons Vendors Fail to Deliver on Time/ Budget:

- Unable to secure finance
- Unable to procure hardware, land, or services at target price
- Aggressive/ dishonest pricing strategy
- Development and project management challenges

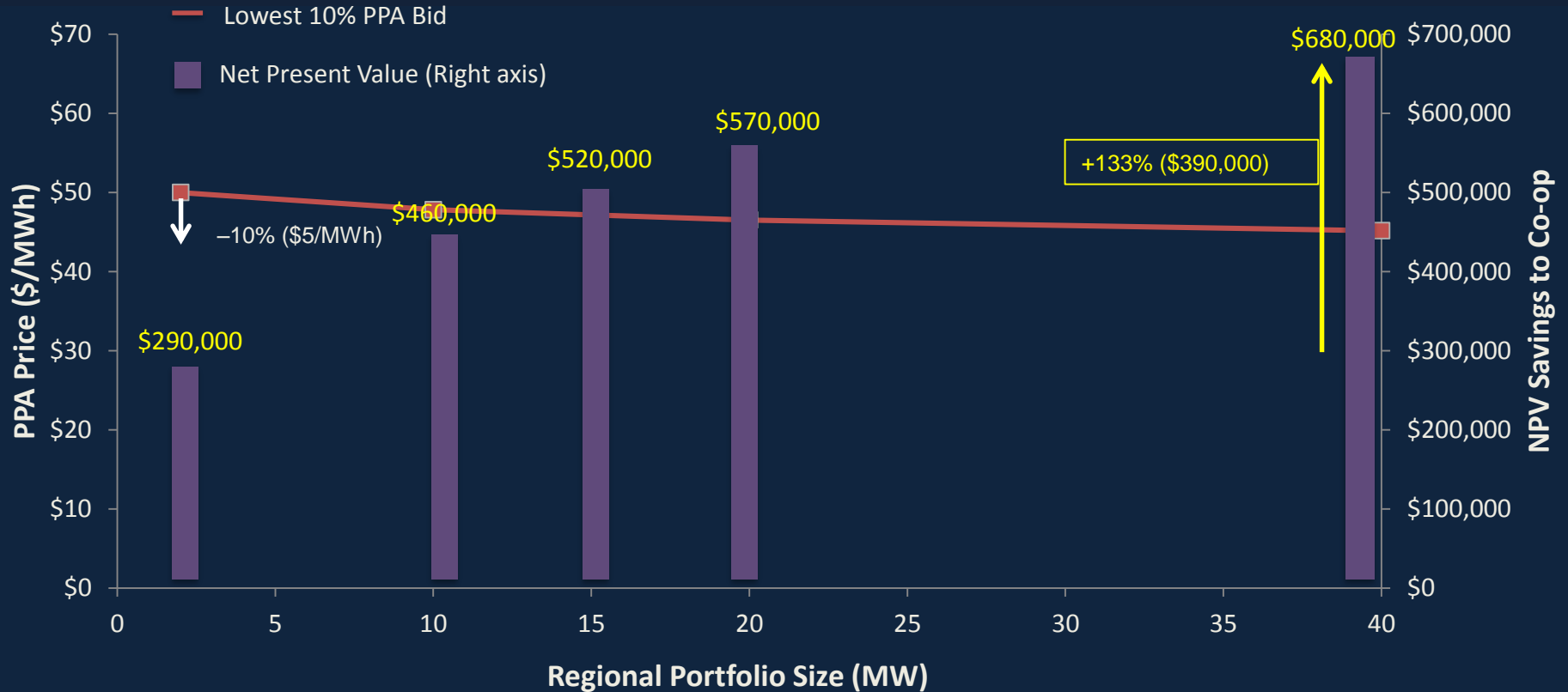
Quality Concerns:

- Inverter, module, tracking



KEY 4: AGGREGATE DEMAND INTO PORTFOLIOS

PPA Price and NPV by Portfolio Size (2 MW Project in Eastern CO)



- Current portfolio includes ~10 MW from 4 CO co-ops in Northern and Eastern CO
- RMI and co-ops invite other solar buyers to join regional portfolio



THANK YOU!

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