

Smarter Procurement for Community Solar Programs

CSVP Webinar Series
December 1, 2016

Andrea Romano, Navigant Consulting
Erin Buchanan, Cedar Falls Utilities • Karen Poff, Austin Energy
Ricardo Luna, CPS Energy



Community
Solar Value
Project

CommunitySolarValueProject.com





THE COMMUNITY SOLAR VALUE PROJECT (CSVP)

- Led by Extensible Energy, w/ expertise of 3 additional firms
- Funded by U.S. Department of Energy SunShot Initiative
- Utility-led community solar programs, using a variety of project ownership options and program innovations.



www.communitysolarvalueproject.com



CSVP RESOURCES

Community Solar
Program-Development Landscape
A Brief for Utility Program Designers

Community Solar Value Project
December 2016

Andrea Romano and Karin Corfee
Navigant Consulting
Jill Cliburn, Cliburn and Associates, LLC
John Powers, Extensible Energy



- Community Solar Program-Development Landscape (Dec.1)
- Resource Guide for Local Solar Procurement (Dec.1)
- Building a Customer-Centric Community Solar Program Through Market Research and Market Segmentation (Dec. 7)
- Program Strategies for Community Solar Plus Storage (Jan. 2017)

**News, resources, and solutions
most relevant to utility-led programs**

www.communitysolarvalueproject.com/library

AT THE TURN OF THE YEAR

- Upcoming Conferences! [CONTACT](#)
- Webinars return in February:
 - Market Research, Segmentation
 - SMUD Solar Shares
 - Getting At Price
 - PNM Solar-Plus Modeling
 - Internal Marketing Solutions
- Thanks to Stacey Hobart, of Olivine for managing our webinars
- Get Ready for New Partnerships, New Solutions – April 2017
- Thanks to Andrea Romano, of Navigant for today's Panel



MODERATOR & PANELISTS



Moderator

Andrea Romano, *Managing Consultant, Navigant*

With a background in solar project development, Andrea's work focuses on business and technology strategy, market and policy assessments, due diligence, potential studies and helping utilities and developers engage in the burgeoning community solar market. Her work on the Community Solar Value Project centers around financing and business models, the value chain, and developing best practices for community solar development and procurement.



Panelist

Karen Poff, *Project Manager, Austin Energy*

Karen Poff has worked in the sustainable development field for over 20 years with extensive experience in the fields of energy efficiency, demand response, renewable energy, green building, water conservation and sustainable wastewater treatment. Ms. Poff is currently a Project Manager in the Solar Energy Services Division of Austin Energy, focused on the development and implementation of Austin Energy's community solar program.



Panelist

Ricardo Luna, *Sr. Manager, Product Development, CPS Energy*

Rick Luna is Sr. Manager of Products and Services for CPS Energy. Rick manages a product portfolio that includes energy efficiency, demand response, distributed solar and electric vehicles. He has 20 years of experience in the electric utility industry in product development, key accounts and economic development.



Panelist

Erin Buchanan, *Energy Services Coordinator, Cedar Falls Utilities*

Erin currently works at CFU and has 11 years of utility energy efficiency, electric and gas load forecasting, and distributed generation experience. She has managed various pilot projects, including smart thermostats, aerial thermal imaging, and a residential HVAC QI program transition. Erin was the project manager for CFU's Simple Solar community solar installation, which came online in 2016.



AUSTIN ENERGY – COMMUNITY SOLAR PROGRAM

Key Program Characteristics

Key Program Objectives	<ul style="list-style-type: none">• Provides access to solar energy for customers unable to install solar panels on their own homes or dwellings.• Supports Austin's Climate Protection Plan, and local solar goal of 200 MW by 2025.
Program Size	The program is currently in development and will be rolled out in January 2017. Two projects: Palmer Auditorium Project (185 kW AC) and the Kingsbery Community Solar Project (2 MW AC). We have not started signing up customers yet.
Procurement Approach	Austin Energy is administering the program internally. Released a Request for Proposal (RFP) for community solar PPAs.
Program Model	Subscription model. Currently \$0.015/kWh premium; however, the community solar adjustment (CSA) charge is fixed for 10 years so there is an opportunity for customers to save money in the future. No contract: customers can un-enroll at any time.
Other	Early enrollment opportunity for neighbors and discounted rate for low-income customers.

CPS ENERGY– SIMPLY SOLAR

Key Program Characteristics

Key Program Objectives	<ul style="list-style-type: none"> Offered as a pilot program to test market acceptance. Broaden solar offerings to renters, non-profits, and homeowners in older neighborhoods.
Program Size	The 1.2 MW DC is currently fully subscribed. About 250 customers involved, mostly residential and a few commercial customers.
Procurement Approach	Issued an RFP; Partnered with Clean Energy Collective.
Program Model	Customers purchase their panels up-front, then receive a fixed rate on production (\$/kWh) for 25 years.
Other	Despite some initial delays in locating a final site, the pilot program has been a success overall.



CEDAR FALLS UTILITIES – SIMPLE SOLAR

Key Program Characteristics

Key Program Objectives	<ul style="list-style-type: none">• Aimed to provide publically available and local solar.• Voluntary pilot program; needed a critical mass of participating customers in order for project to happen.
Program Size	<ul style="list-style-type: none">• 1.48 MW AC• Participation open to all customer classes (retail, wholesale, residential, nonresidential). 1,250 customers participated from all customer classes. Project is fully subscribed.
Procurement Approach	Developed through the collaboration with staff, consultants, and community-based solar experts. Program procured the PV system through an RFP.
Program Model	Each solar project unit costs \$270, which could be spread across 12 installments. Each unit is 170 Watts of the PV system. Credit is based on value of solar (avoided wholesale energy, generation capacity, and transmission capacity costs) and is currently estimated at about \$0.055/kWh. Customers receive 20 years of monthly bill credits for the kWh generated by their proportionate share of the system.
Project Energy Dashboard	Provides real-time project energy production: Dashboard

PANEL DISCUSSION QUESTIONS

1. What measures did you take to increase the net value of your project or program? What do you think lowered your project costs and what one or two things did you do to add value to the program for the utility or its customers?
2. If there is one thing that you wish you would done differently in the design and procurement of your community solar project/program, what would it be?
3. Do you have any best practices or lessons learned related to procurement of community solar that you would like to share?
4. Audience Questions?

THANK YOU!

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