



Community Solar Value Project

Extensible Energy, LLC, with Cliburn and Associates • Olivine, Inc. • Navigant Consulting
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DRAFT AGENDA FOR THE CSVP WORKSHOP

Community Solar Procurements, Programs and Pricing

Western Area Power Administration Electric Power Training Center

Golden, Colorado • June 7-8, 2017

DAY ONE

3:00 pm **Welcome**

- Review of the workshop agenda and brief introductions from each attendee
- Spotlight on *Utility-Led Programs to Broaden Solar Access*, including Poudre Valley REC, Sacramento Municipal Utility District, and others

4:00 Panel on *Solar Integration Strategies Today and Tomorrow*

- Jon Hawkins, PNM
- Kelly Murphy, Steffes Corp.
- A.J. Howard, Olivine

4:45 Energy Geek Relief

- Walk-through of Western's EPTC Dispatch Training Simulator
- Adjourn by 5:30 to a nearby bistro for more casual introductions

DAY TWO

7:15 am **Registration and Refreshments**

8:00 **Opening**

- John Powers, CSVP Project Officer, emcee
- Odette Mucha, U.S. Department of Energy, SunShot Initiative, provides an update on SunShot's Solar Market Pathways and the Solar Community Challenge
- Randy Manion, WAPA, Renewable Energy Program Manager introduces WAPA Renewable Energy projects and resources

8:15 **You Can Make Community Solar Better**

Jill Cliburn, CSVP Project Manager, engages participants in a discussion of how to adapt community solar best practices and innovations to each utility situation. Jill also unlocks CSVP's newest online resources, aimed at overcoming top challenges—including those in procurement, pricing, and cross-departmental program design.

- 9:00 **Your Options for Program Design and Delivery**
Andrea Romano, CSVP Team member from Navigant Consulting, introduces a key set of community-solar planning decisions, around whether and how to tap outside service-packages and expertise. This panel discusses the trade-offs between in-house program design and delivery and partnering with outside providers. It offers a chance to ask hard questions of leading industry experts and to envision how different choices affect the procurement and program-delivery process.
- Carmine Tilghman, Tucson Electric Power
 - Amanda Mortlock, 3Degrees
 - Dan McIlroy, Clean Energy Collective (CEC)
- 10:00 **Break**
- 10:15 **Solve for Solar: A Streamlined Utility Analytic Process**
Joe Bourg, CSVP Team member from Millennium Energy, in Golden, presents a new process for utility economic analysis. The process is designed to help build cross-departmental agreement on strategic local-solar design, costs and benefits, and pricing indicators. Three utility cases demonstrate how this process adapts to different resource conditions and market realities. Includes Q&A.
- 10:45 **Table Talks: Procurement, Pricing and Program Challenges**
Four small groups, with support from speakers/panelists, discuss their procurement, pricing and program-design challenges. The goal is to draw at least two best practices from each group and to list at least three good questions.
- Defining the utility role in siting, design and resource delivery
 - Driving for lower costs and greater value in *your* situation
 - Pricing, rates, and billing
 - Speed bumps in your process
- 11:45 **Lunch (Provided by Extensible Energy, LLC)**
- 12:45 **Challenge Results and Remaining Questions**
A representative from each of the morning Table Talks will share two best-practices and a short list of questions to be addressed later in the day.
- 1:10 **Getting to the RFP—And Beyond**
Jill Cliburn introduces a panel on improving the procurement process, with practical eye toward internal and external stakeholder involvement, sound specs, evaluation scoring, and negotiation to achieve a best-cost development.
- Kevin Brehm, Rocky Mountain Institute, Shine Program
 - Luis Reyes, Kit Carson Electric Cooperative

- Xcel Energy, Eric Van Orden

2:15 Getting to Price—And Beyond

John Powers, CSVP, and John Shenot, Senior Associate of the Regulatory Assistance Project, discuss rate-design principles as they apply to different utility-led community-solar models, including some innovations that support more integrated DER programs. John Powers presents three recommended ways that utilities can deliver competitive community-solar pricing, with Shenot responding with pointers on the strengths and pitfalls of each, in different policy environments.

3:00 Stretch Break • Refreshments Will Be Available All Afternoon

3:15 Utilities Wrestle With Community Solar Pricing—And Everybody Wins

John Powers facilitates this panel, featuring utility program planners who describe how their pricing models solve specific pricing problems. Then participant questions, which were identified earlier in the day, will be presented, along with new questions, in a lively Q&A.

- Lease or purchase model with financing (Erin Buchanan, Cedar Falls Utilities)
- Rate model and low-income variation (John Phelan, Fort Collins)
- Flat-price rate model (Carmine Tilghman, Tucson Electric Power)
- Solar-plus models for now and the future (TBA)

4:30 Final Remarks

5:00 Adjourn

**THIS AGENDA IS A DRAFT AND SUBJECT TO CHANGE
THANKS FOR YOUR INTEREST!**