Big Picture, Bright Future!

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Community Solar Procurements, Programs and Pricing
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• Led by Extensible Energy, with funding from US DOE SunShot. Jill Cliburn, CSVP Project Team Leader, comes from Cliburn and Associates, one of four firms supporting this effort.

• CSVP works with utilities, industry innovators, and community partners. The Project provides demonstration and documentation of four ways to make utility-led community solar better, including:
  • strategic design
  • target marketing
  • procurement and pricing
  • solar-plus integration

www.communitysolarvalueproject.com
A new century is once again fraught with great challenges and great hopes
What you can do – and why

- Focus on collaboration among local/regional utilities, solar developers, customers, communities at large
- Design for diversity, flexibility, future
- Tap the most affordable, appropriate technologies
- Often that means customer-side DR and storage…
- (But not necessarily at the same site/s as the solar)
- And capture the marketing synergy of solar ++
- DER integration supports goals for a clean, affordable, resilient, open, and forward-leaning energy industry
- It’s better to solve a problem near its source
Duck!

Source: CA ISO, April 2017
A Different Outcome

Source: AEO 2015, NREL 2016, The Brattle Group analysis
Compatible Trajectories?

<table>
<thead>
<tr>
<th>Technology</th>
<th>Decrease significantly</th>
<th>Decrease moderately</th>
<th>Stay about the same</th>
<th>Increase moderately</th>
<th>Increase significantly</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rooftop &amp; other distributed solar</td>
<td>2%</td>
<td>4%</td>
<td>16%</td>
<td>51%</td>
<td>27%</td>
</tr>
<tr>
<td>Behind-the-meter storage</td>
<td>1%</td>
<td>3%</td>
<td>28%</td>
<td>51%</td>
<td>19%</td>
</tr>
<tr>
<td>Distributed wind</td>
<td>2%</td>
<td>7%</td>
<td>59%</td>
<td>27%</td>
<td>5%</td>
</tr>
<tr>
<td>Demand response &amp; demand-side management</td>
<td>2%</td>
<td>3%</td>
<td>21%</td>
<td>58%</td>
<td>17%</td>
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<tr>
<td>Combined heat &amp; power</td>
<td>2%</td>
<td>6%</td>
<td>56%</td>
<td>31%</td>
<td>5%</td>
</tr>
<tr>
<td>Distributed geothermal resources</td>
<td>2%</td>
<td>7%</td>
<td>74%</td>
<td>15%</td>
<td>3%</td>
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<tr>
<td>Community shared renewables</td>
<td>2%</td>
<td>3%</td>
<td>29%</td>
<td>51%</td>
<td>15%</td>
</tr>
<tr>
<td>Smart inverters &amp; other grid communication techs</td>
<td>2%</td>
<td>1%</td>
<td>15%</td>
<td>49%</td>
<td>32%</td>
</tr>
</tbody>
</table>

Utility Dive
Utility Survey 2017