

Community-Solar Value Map

| | | Established | Piloted | Emerging |
|---|--|---|---|---|
| Improving Procurement | Local soft costs and customer acquisition | <ul style="list-style-type: none"> • Leverage economies of scale • Leverage utility and community networks | <ul style="list-style-type: none"> • Replication of standardized designs • Customer recognition, value-added to community • Adapt successful green power marketing tactics | <ul style="list-style-type: none"> • Specify cost-reduction goals or specs for 3rd-party provider • Build project into local development or redevelopment plans • New site-lease arrangements with utility partners |
| | Financing and acquisition | <ul style="list-style-type: none"> • Utility enters PPA with third-party project developer • Leasing models | <ul style="list-style-type: none"> • Crowd-source variations • Financing models favoring long-term utility ownership | <ul style="list-style-type: none"> • Utility leverages new financing models • Solar-plus projects with added development partners |
| Increasing Net Solar Production Benefits | Timing | <ul style="list-style-type: none"> • Solar designed for optimal tracking | <ul style="list-style-type: none"> • Site projects for maximum (peak) value • Add flexible generation (i.e. battery storage) • Incorporate thermal storage | <ul style="list-style-type: none"> • Integrate flexible demand with DR; possibly EE, EVs • Engage customers in storage strategies |
| | Location | <ul style="list-style-type: none"> • Focus on visibility and ease of interconnection | <ul style="list-style-type: none"> • Passive capacity deferral • Targeting locations based regional (LMP) value | <ul style="list-style-type: none"> • Active deferral of distribution upgrades or inclusion in new development plans • Active deferral including storage; DR • Address integration needs with DR/storage locally |
| Improving the Offer | Pricing and program design | <ul style="list-style-type: none"> • Credit based on rate • Virtual net-energy metering • Compensated for generation aspects while charging for power delivery | <ul style="list-style-type: none"> • Value-based pricing approaches • Participants encouraged or required to opt-in to time-of-use rate | <ul style="list-style-type: none"> • Price discounts or credit enhancements based on complementary resources (DR, EE) installed • Integrated DR/solar program designs |

Source: RMI ISBM Project, 2014 - with modifications by the Community Solar Value Project. June 2015.