



Community Solar Value Project

Extensible Energy, LLC, with Cliburn and Associates • Olivine, Inc. • Navigant Consulting
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Community Solar Value Project Program-Design Workshop • June 22-23, 2015 Sacramento Municipal Utility District

Monday, June 22

Special Session for Utility Forum Guests

- 2:45 pm Meet at Holiday Inn Express Sacramento Convention Center, 728 16th Street; walk to nearby Regus meeting site at Esquire Plaza, 1215 K Street, 17th Floor.
- 3:00 Introductions—What brings you here?
- 3:30 Wiki Agenda—Directing team support to your questions and needs
- 3:50 Solar Shares Update with Stephen Frantz, SMUD Distributed Energy Strategy Group
- 4:15 SMUD Market Segmentation with Roopali Shah, Strategic-Development Market Manager; followed by Q&A
- 4:40 New Mexico's Prosperity Energy Storage Project; Jon Hawkins, Manager of Advanced Technology and Strategy, PNM
- 5:00 Final Q&A – Cash Bar Reception On-site

Tuesday, June 23

Morning Tour for Utility Forum Guests and Hosts

- 8:00 am Meet in the Holiday Inn Express lobby after breakfast.
Tour Sutter's Landing 1-MW Infill Solar Site; SMUD/local Hosts.

Program-Design Workshop

Guests and baggage will arrive from tour at the SMUD Customer Service Center, Lighting Classroom.

- 10:30 am **Welcome: Community Solar Value Program-Design Workshop**
- Team and Participant Introductions
 - Recognition of Guests, including Angela Crooks, Solar Market Pathways Program Manager (Lead Program Analyst, Mantech International)
- 11:00 **A Changing Landscape for Utility Community-Solar Program Design.**
- *Community Solar Made Better*, Jill Cliburn, CSVP Project Manager
 - *Turning Disruptive Developments in Solar-Plus-Batteries-Plus-DR to Your Benefit*, Chris Robertson, CSVP Team Associate

- *Integration of Renewable Resources in California and Beyond*,
Beth Reid, CEO, Olivine, Inc.
- *How Efficiency and Load Management Can Reduce Solar Variability Impacts*,
Tom Hoff, CEO, Clean Power Research

12:30 pm Lunch

1:30 **Introducing: “Powerful Program Design”**

- Program design framework
- Four elements of High-Value Community Solar Programs
- Iterative design between market drivers and utility drivers

Table 1: A Program for High-Bill Residential Customers

Table 2: A Program for Neighborhood-Redevelopment Customers

Table 3: A Program for Key Accounts, including health care or data centers

1:45 **First Round: Market Segmentation and Improving the Offer**

With CSVP Topic Advisors and Guest Experts

2:45 Break

2:55 **Second Round: Strategic Value Options and Project Procurement**

With CSVP Topic Advisors and Guest Experts

4:00 **Table Summaries**

4:30 **Huddle: Discuss Next Steps with CSVP Team**

Table 1: SMUD Staff

Table 2: Utility Forum

By 5 pm **Adjourn**