

Community Solar Made Better

Jill K. Cliburn, CSVP Program Manager

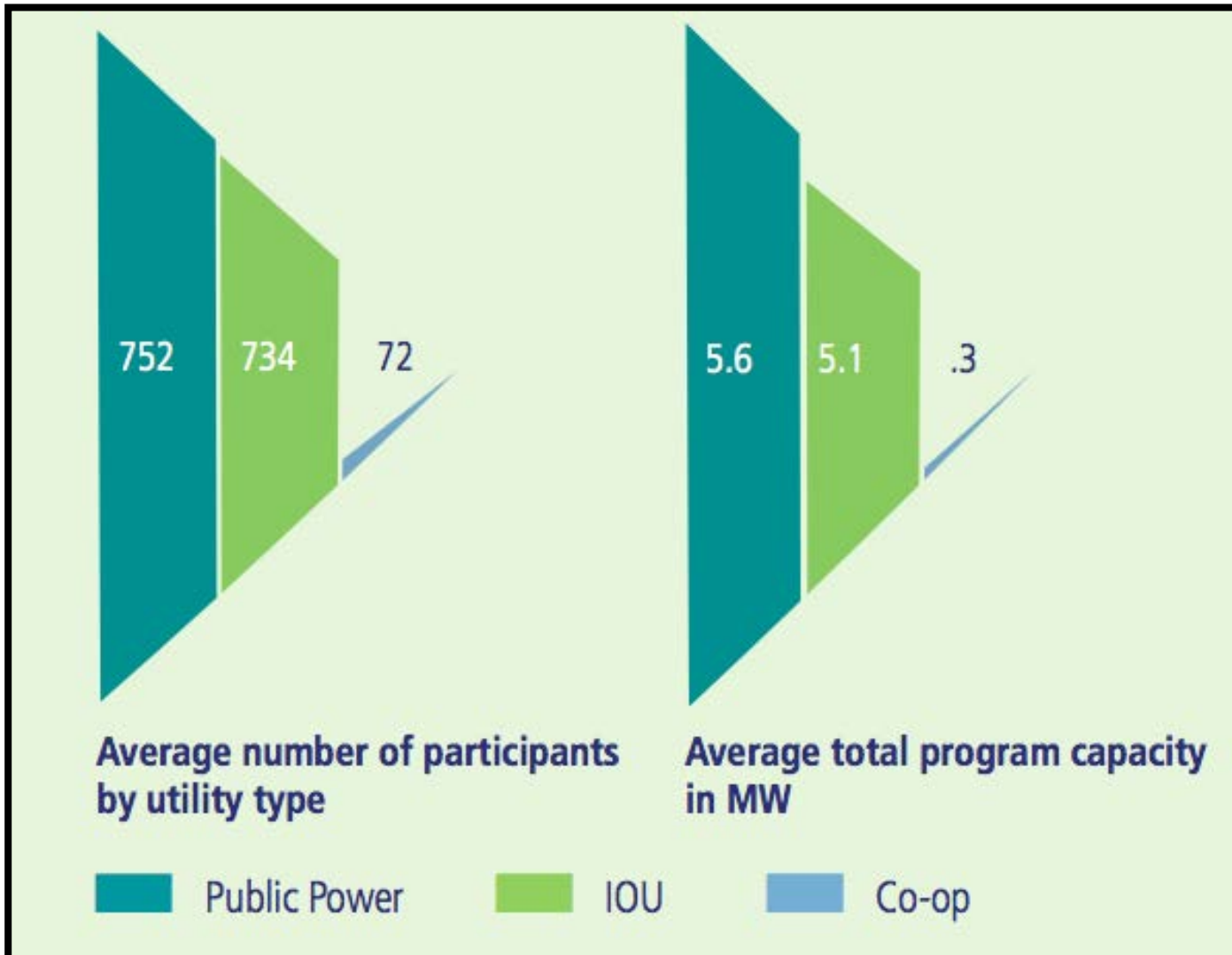
June 23, 2015



Community
Solar Value
Project



Change This

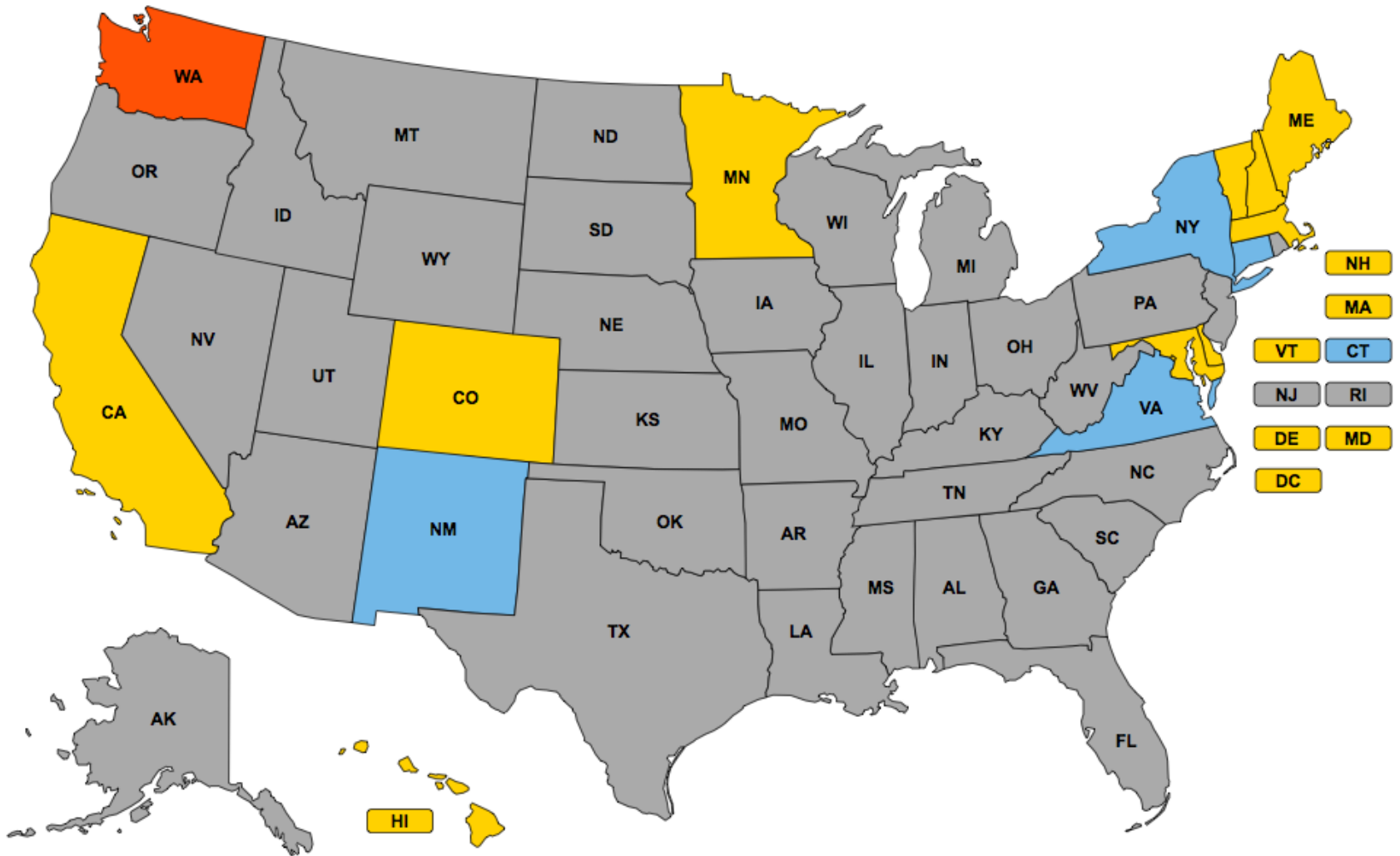


Source: SEPA September 2014

Community Solar Game-Changers 2014-15

- Shifting focus, from civic to economic drivers
- Building interest, beyond earliest adopters
- Now 11 states with specific policies, but utility-led programs may happen anywhere
- Public anticipation





11 STATES & D.C.

Over the past several years, shared renewables has grown quickly into a mainstream movement. Today, 11 states and the District of Columbia have shared renewables policies in place, and many more are considering programs to expand consumer access to clean energy.

Source: VoteSolar June 2015

Community Solar Game-Changers 2014-15

- Minnesota, Massachusetts
- California: 600 MW – Green Tariff & “Enhanced”
- SunShare attracts NRG
- Clean Energy Collective attracts First Solar
- SolarCity enters the community solar space
- Utilities headline community-solar and roof lease
- Storage partners and some DR emerging

Utility Industry Game Changers 2012-15

88% of utility execs ranked distributed energy resources as their greatest opportunity, but 63% weren't sure how to build a good business around it*

* Utility Dive, 2014 Annual Survey

Community Solar as a Laboratory *IN* the Marketplace

- Utility can steer
- It can change the conversation...
- ...Demonstrate best practices for solar & DER integration
- ...Demonstrate best practices for cross-departmental utility management
- Impact: Greater net value of solar
- Impact: Reinventing energy services at the distribution level, through strong engagement

		Established	Piloted	Emerging
Improving Procurement	Local soft costs and customer acquisition			
	Financing and acquisition			
Increasing Net Solar Production Benefits	Timing			
	Location			
Improving the Offer	Pricing and program design			

CSVP to Focus On

- Improving Procurement
- Increasing Net Solar Production Benefits
- Utility Strategic Benefits
- Improving the Offer

The Presenter and the Project

Since 2004, ***Jill K. Cliburn*** has directed her career in renewables and distributed energy resources toward promoting strategic utility solutions. She is principal consultant with Cliburn and Associates, LLC and program manager of CSVP. Contact her at jkcliburn@cliburnenergy.com

The Community Solar Value Project is focused on improving community-solar program value, through solar + storage + demand-response and other strategies, at electric utilities in Sacramento and beyond. It is led by Extensible Energy, LLC, and draws on expertise from three energy consulting firms. Contact John Powers, john@extensibleenergy.com



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