

Best Steps You Can Take Toward Solar Plus

CSVP Webinar Series
May 11, 2017

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Rich Barone, Hawaiian Electric



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CommunitySolarValueProject.com



- Led by Extensible Energy and cosponsored by US DOE SunShot, with top-notch consulting support



- Demonstration and documentation of four ways to make utility-led community solar better:

- strategic design
- target marketing
- procurement and pricing
- solar-plus

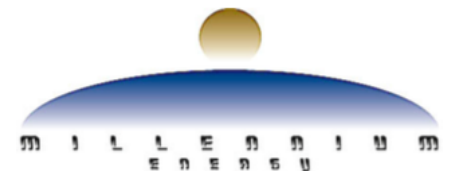


- Utility participants, industry players, community partners



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Up Next

Register now for June 7-8: Procurements, Programs, and Pricing
See www.communitysolarvalueproject.com

June Webinar: Update on Community Solar Economics

July Webinar: Greatest Hits and New Releases

Meet Ups

Solar Southeast, Atlanta (this week!)

PLMA Storage & DER Integration
Interest Groups

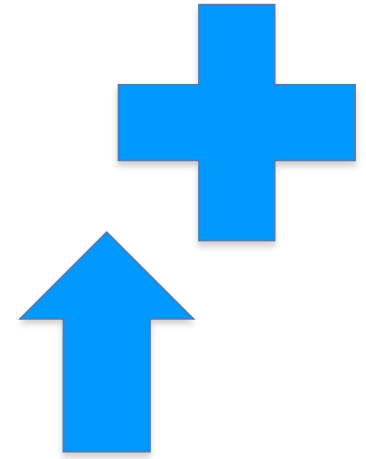
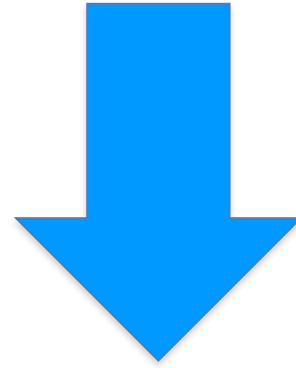
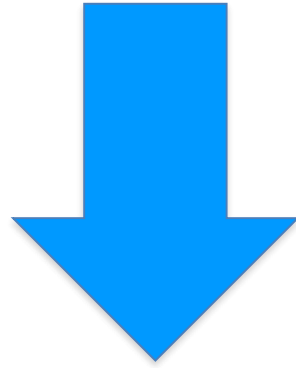
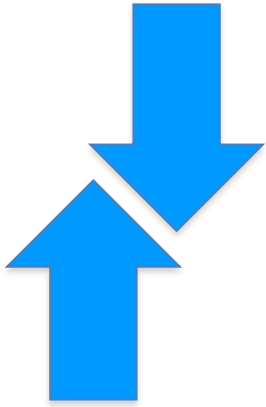
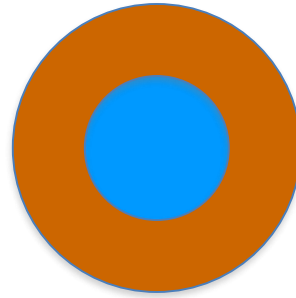
National Solar Conference
www.ases.org

APPA Customer Communications Conf



**News, resources, & solutions
most relevant to utility-led programs**

CSVP Driving Net Solar Cost Reduction



Strategic solar design/specifications

Best-practice project financing/procurement

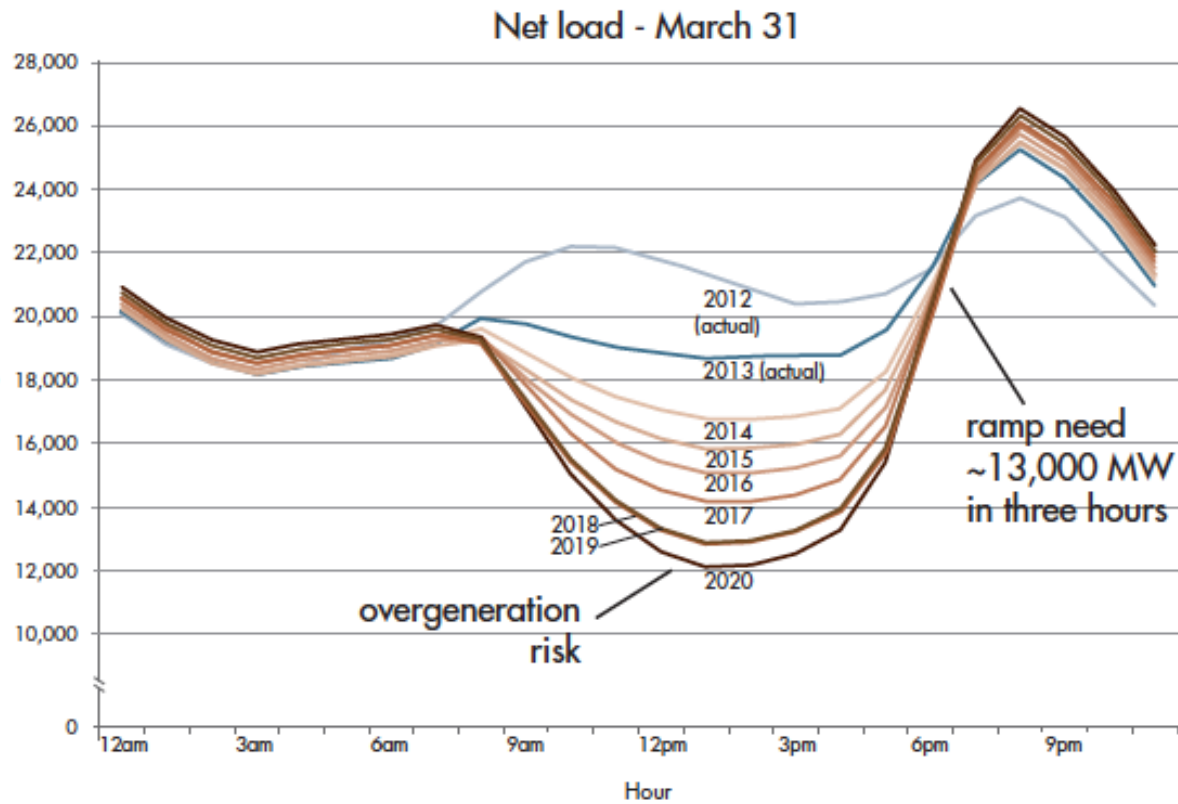
Utility-driven target market development & a more customized offer

DR and storage companion measures add net solar value



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The Blind Men and the Duck



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PNM: Prosperity Energy Project



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The Solar Triple Play:

Our Story So Far

- Companion Measures Guide, Part I: Demand Response (Released 2016)
 - Technologies
 - Case Studies
 - Economics
 - Program Design Considerations



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The Solar Triple Play:

Preview of Coming Attractions

- Companion Measures Guide, Part II: Storage (Coming June, 2017)
 - Configurations
 - Case Studies
 - Economics
 - Program Design Considerations
- Storage Resource Guide (or, *Let Me Google That For You*)
 - Categorized
 - Curated
 - Annotated



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Companion Measures Guide, Part II: Storage

- Highlights:
 - Batteries are Not the Whole Story
 - Thermal Storage: Innovations are Everywhere
 - Water Heaters: the 540 GWH Secret
 - Better Instrumentation and Communication
 - Market Barriers Vary Widely
 - Ice Storage: Steady Progress
 - Large Custom Solutions Continue to Dominate
 - HVAC Package Units: Residential and Commercial Solutions Gaining Market Acceptance
 - Grocery Refrigeration: The Next (Giant) Frontier



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Companion Measures Guide, Part II: Storage

- Highlights:
 - OK, Batteries Too
 - Innovations Continue on Both Sides of the Meter
 - Major Investments by VCs, Startups, Established Multinationals
 - Cost Curve Starting To Look Like That of PV
 - Case Studies
 - Austin Energy
 - Green Mountain Power
 - PG&E
 - Electric Vehicle Smart Charging
 - Still Very Early Days...



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Storage Resource Guide

- Five Primary Sections
 - Portals
 - Guidance Documents
 - Solar Plus Storage: Industry Context
 - Field Notes / Case Studies
 - Utility / Grid Planning
- Annotations for Program Planners
 - What to Expect from Each Source
- Careful Exclusion
 - Please Note the Billion Documents Purposely Omitted



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