



Community Solar Value Project

Extensible Energy, LLC, with Cliburn and Associates • Olivine, Inc. • Navigant Consulting
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FINAL AGENDA FOR THE CSVP CONFERENCE ON

Community Solar Procurements, Programs and Pricing

Western Area Power Administration

Golden, Colorado • June 7-8, 2017

DAY ONE

2:00 pm **Registration Opens**

3:00 pm **Welcome**

- John Powers, CSVP Project Officer leads a review the agenda and brief participant introductions
- Odette Mucha, U.S. Department of Energy, SunShot Initiative: Spotlight on *Utility-Led Programs to Broaden Solar Access*, including Poudre Valley REC, others

4:00 **Big Picture; Bright Future!**

- Jill Cliburn, CSVP Project Manager, (moderates)
- Kelly Murphy, Steffes Corp.
- Greg Miller, Ice Energy
- A.J. Howard, Olivine

5:00 **Energy Geek Relief**

- Walk-through of Western's EPTC Dispatch Training Simulator
- Adjourn by 5:30 to a nearby bistro for more casual introductions

DAY TWO

7:15 am **Registration and Refreshments**

8:00 **Opening**

- John Powers, CSVP Project Officer, emcee
- Odette Mucha, U.S. Department of Energy, SunShot Initiative, provides an update on SunShot's Solar Market Pathways and the Community Solar Challenge
- Randy Manion, WAPA, Renewable Energy Program Manager introduces WAPA Renewable Energy projects and resources

8:15 **You Can Make Community Solar Better**

Jill Cliburn, CSVP Project Manager, engages participants in a discussion of how to adapt community solar best practices and innovations to each utility situation. Jill also unlocks CSVP's newest online resources, aimed at overcoming top challenges—including those in procurement, pricing, and establishing cross-departmental program support.

- 9:00 **Your Options for Program Design and Delivery**
Andrea Romano, CSVP Team member from Navigant Consulting, introduces a key set of community-solar planning decisions, around whether and how to tap outside service-packages and expertise. This panel discusses the trade-offs between in-house program design and delivery and partnering with outside providers. It offers a chance to ask hard questions of leading industry experts and to envision how different choices affect the procurement and program-delivery process.
- Carmine Tilghman, Tucson Electric Power
 - Amanda Mortlock, 3Degrees
 - Dan McIlroy, Clean Energy Collective (CEC)
- 10:00 **Break**
- 10:15 **Solve for Solar: A Streamlined Utility Analytic Process**
Joe Bourg, CSVP Team member from Millennium Energy, in Golden, presents a new process for utility economic analysis. The process is designed to help build cross-departmental agreement on strategic local-solar design, costs and benefits, and pricing indicators. Three utility cases demonstrate how this process adapts to different resource conditions and market realities. Includes Q&A.
- 10:45 **Table Talks: Procurement, Pricing and Program Challenges**
Four small groups, with support from speakers/panelists, discuss their procurement, pricing and program-design challenges. The goal is to draw at least two best practices from each group and to list at least three good questions.
- What do you want to accomplish—and how?
 - Preparations for procurement
 - Pricing, rates, and billing
 - Your process, your market, your offer
- 11:45 **Lunch (Provided by Extensible Energy, LLC)**
- 12:45 **Challenge Results and Remaining Questions**
A representative from each of the morning Table Talks will share two best-practices and a short list of questions to be addressed later in the day.
- 1:10 **Getting to the RFP—And Beyond**
Jill Cliburn introduces a panel on improving the procurement process, with practical eye toward internal and external stakeholder involvement, sound specs, evaluation scoring, planning for scale, and negotiation to achieve a best-cost development.
- Kevin Brehm, Rocky Mountain Institute
 - Luis Reyes, Kit Carson Electric Cooperative
 - Eric Van Orden, Xcel Energy
- 2:15 **Getting to Price—And Beyond**
John Shenot, Senior Associate of the Regulatory Assistance Project joins John Powers to discuss rate-design principles as they apply to different utility-led community-solar models, including some innovations that support more integrated DER programs. Powers presents three recommended ways that utilities can deliver

competitive community-solar pricing, with Shenot responding with pointers on the strengths and pitfalls of each, in different policy environments.

3:00 **Break (Provided by Cliburn and Associates, LLC)**

3:15 **Utilities Wrestle With Community Solar Pricing—And Everybody Wins**

John Powers facilitates this panel, featuring utility program planners who describe how their pricing models solve specific pricing problems. Then participant questions, which were identified earlier in the day, will be presented, along with new questions, in a lively Q&A.

- Lease or purchase model with financing (Erin Buchanan, Cedar Falls Utilities)
- Rate model and low-income variation (John Phelan, Fort Collins Utilities)
- Flat-price rate model (Carmine Tilghman, Tucson Electric Power)
- Solar-plus models for now and the future (Jon Hawkins, PNM Resources)

4:30 **Final Remarks**

5:00 **Adjourn**