



Community Solar Value Project

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The Community Solar Value Project Presents

Community Solar Procurements, Programs and Pricing

Western Area Power Administration Electric Power Training Center

Golden, Colorado • June 7-8, 2017

DRAFT AGENDA

DAY ONE

3:00 pm Jump Start Session

- Quick introductions to the agenda and those in attendance, showcasing 3 CSVP Utility Forum members, who will share utility program updates
- Walk-through of Western's EPTC Dispatch Training Simulator
- Adjourn at 5:30pm to a nearby bistro for more casual introductions

DAY TWO

7:30 am Registration and Refreshments

8:00 Opening

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

8:20 5 Ways to 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. She unlocks CSVP's new online resources and flexible "Outside the Box" approach to overcoming top challenges, including those in procurement and pricing.

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. A panel, representing a turnkey development provider, a company that supports specific program-delivery task/s, and utility that developed most aspects of its program in-house, discusses the trade-offs between in-house program design, development and implementation and

partnering with outside providers This panel offers a chance for participants to ask hard questions of leading industry experts, and to envision how different choices affect the procurement and program-delivery process.

- Utility as turnkey developer (Carmine Tilghman, Tucson Electric Power)
- Third-party as turnkey developer
- Select services provider

10:00 Solving for Solar: A Streamlined Utility Analytic Process

Joe Bourg, CSVP Team member from Millennium Energy, 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 cases from around the Western region demonstrate how this process adapts to different strategic opportunities, resource conditions and market realities. Includes ample Q&A.

10:30 Break

10:45 Table Talks: Procurement and Pricing Challenges

The group divides into four discussion circles to discuss their own procurement and pricing challenges. Speakers from throughout the day will help facilitate and provide expertise. After 45 minutes, each group will share two best-practice scenarios and a short list of questions for panelists, to be addressed later in the day.

- Siting, sizing, and setting the specs
- Writing and evaluating the RFP
- Customer price-points and promises
- Utility internal-stakeholder issues

11:45 Lunch (Provided by Extensible Energy, LLC)

12:45 Reconvene

1:00 Getting to the RFP—And Beyond

Jill Cliburn introduces a panel on improving the procurement processes, with practical eye toward internal and external stakeholder involvement, sound specs, evaluation scoring, and negotiation to achieve a best-cost development.

- Kevin Brehm, RMI Shine Program
- Luis Reyes, Kit Carson Electric Cooperative
- Innovative utility (TBA)
- Outside perspective (TBA)

2:15 Getting to Price—And Beyond

John Powers, CSVP, and John Shenot of the Regulatory Assistance Project, discuss rate-design principles as they apply to different utility-led community-solar models, including some innovations that support more integrated DER programs. John Powers, CSVP, 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. Take-home resource materials will be provided.

- 3:00 **Stretch Break • Refreshments Will Be Available All Afternoon**
- 3:10 **Community Solar With Integrated DERs**
John Powers talks with representatives of CSVP's two primary partner utilities. With PNM/New Mexico, we discuss a program model that includes demand-response and water-heater storage as distributed-solar companion measures. With SMUD, we discuss why community solar is directed by the distributed energy resource strategy group, and how one component offer promotes carport solar projects with EV charging.
- 3:50 **Utilities Wrestle With Community Solar Pricing—And Everybody Wins**
Jill Cliburn facilitates this panel, featuring utility program planner 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.
- Rate model
 - Flat-price rate model (Tilghman, TEP)
 - Lease or purchase model with solar-plus
- 4:45 **Final Remarks**
- 5:00 **Adjourn**