

# Business of Local Energy Symposium

Urvi Parekh, Director of Origination, Western Region, U.S. Utilities and Power Plants

March 2016

# RESIDENTIAL



**\$2.6B**

2015  
Revenue<sup>1</sup>

**7+ GW**

Solar PV  
Deployed

# COMMERCIAL



**> 7K**

SunPower  
Employees

**22.4%**

Record  
Efficiency<sup>2</sup>

# POWER PLANT



**6**

Continents  
Covered

**>450**

Patents  
Secured

# Large-Scale Solar PPAs with Municipal Utilities

Modesto Irrigation District (MID), 31 MW | Modesto, CA, USA  
Turlock Irrigation District (TID), 68 MW | Turlock, CA, USA

- 31 MWp McHenry Solar Plant for MID
  - Completed in October 2012
  - Sited in MID service territory
- 68 MWp power plant for TID
  - Construction started in January 2016
  - Sited away from service territory in a sunnier part of the state



# City and County Projects to Offset Energy Costs

Yolo County, 6.8 MW | Turlock, CA, USA

- Yolo County is using virtual net metering to aggregate its load and produce 152% more energy than it uses
- Solar installations have not only eliminated the county's electric bill, but generate revenue for the County—an estimated \$60 million over the next 35 years—while avoiding 12,000 metric tons of CO<sub>2</sub> emissions annually.
- In 2010, collaborative financing effort resulted in first 1 MW installation requiring no capital investment from the County
- In 2013, three additional arrays were installed, totaling 5.8 MW
  - 0.8 MW installed on the county government campus, reducing the campus' electric bill by 75%
  - Two 2.5 MW arrays sell power back to the local utility
  - Projects also installed with no upfront capital



# Distributed Generation Projects for Grid Benefit

SCE, 62 MW | Southern California, USA

- Southern California Edison required local preferred resources, like distributed generation
- Sites solar where it's needed most, targeting specific distribution lines and substations, in specific regions
- Sites systems behind-the-meter on the sites of C&I customers with large power demands



# School District Projects to Offset Energy Costs

Mt. Diablo Unified School District, 12.1 MW | Concord, CA, USA

- In 2012, SunPower constructed 51 individual solar installations across district schools and facilities.
- Aggregation of campus sites enabled the school district to maximize energy output
- Cumulatively, the systems, which leveraged innovative financing, are expected to reduce the district's electricity costs by more than \$3 million per year, and save \$220 million over the next 30 years



# Thank You

Let's change the way our world is powered.