

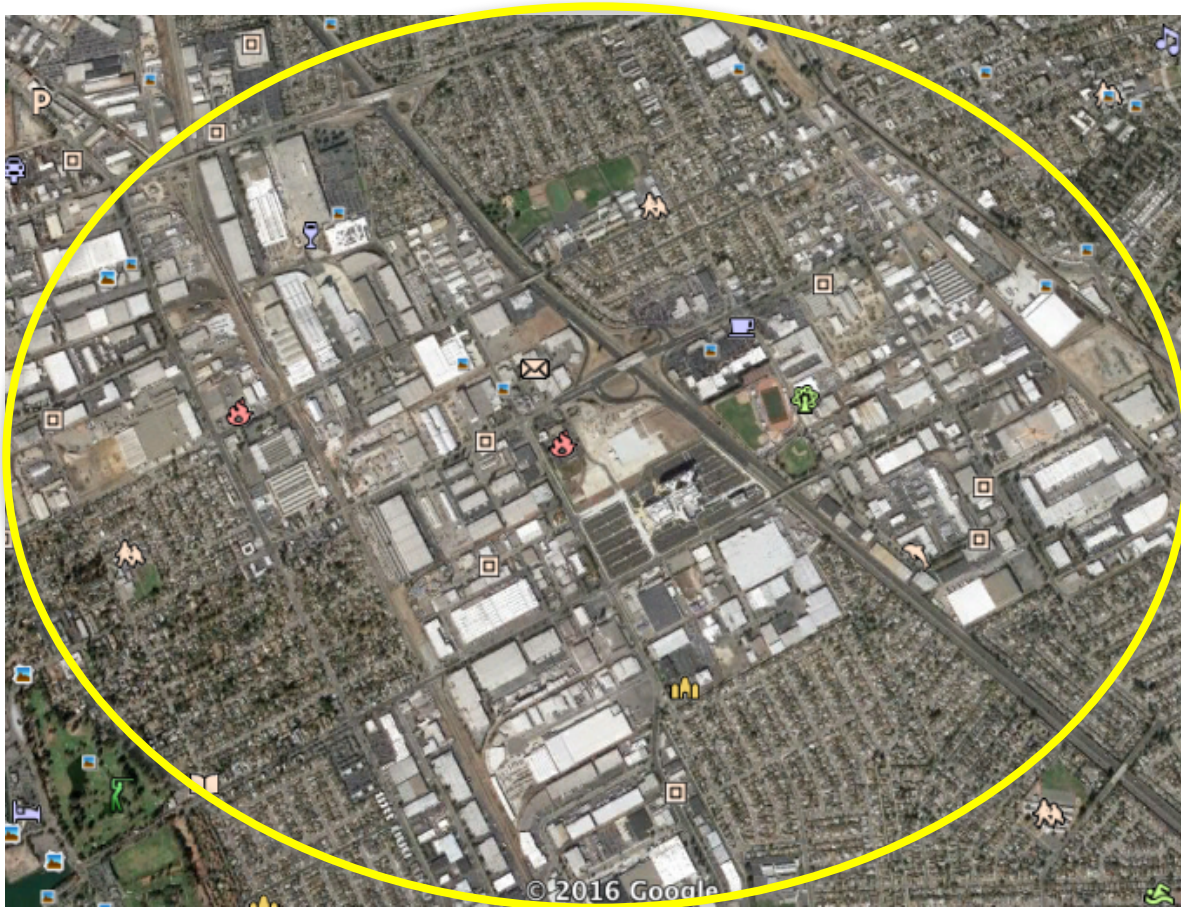
The Business of Local Energy Symposium

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Community Energy Opportunity

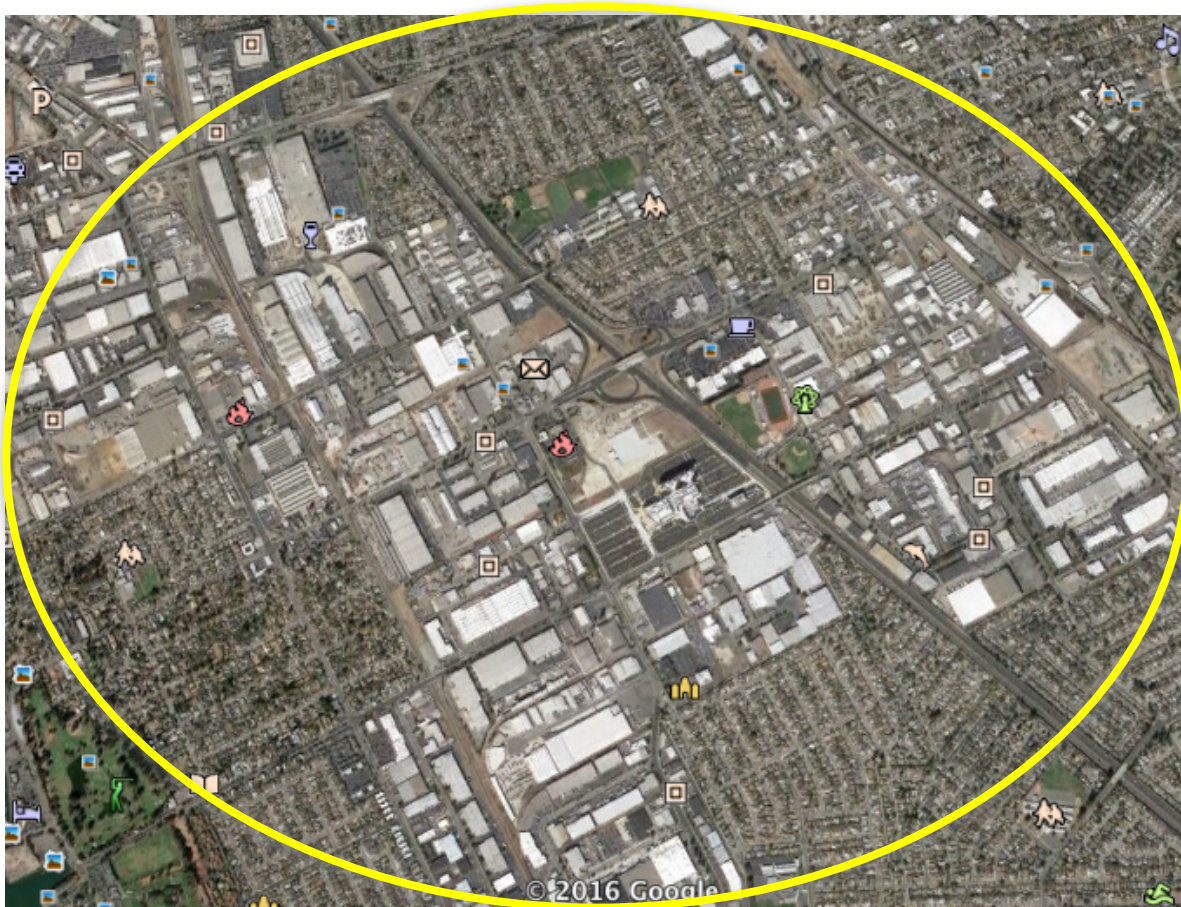


Vastly Untapped Commercial & Industrial Energy Assets

100K Population = 100MW Local Energy

- ✓ Large spaces for local generation
- ✓ Large daytime loads, matching solar
- ✓ Large GHG reductions
- ✓ Motivated property owners.... \$\$\$
- ✓ Grid value: solar + storage peak reduction and other grid services

Community Energy Opportunity



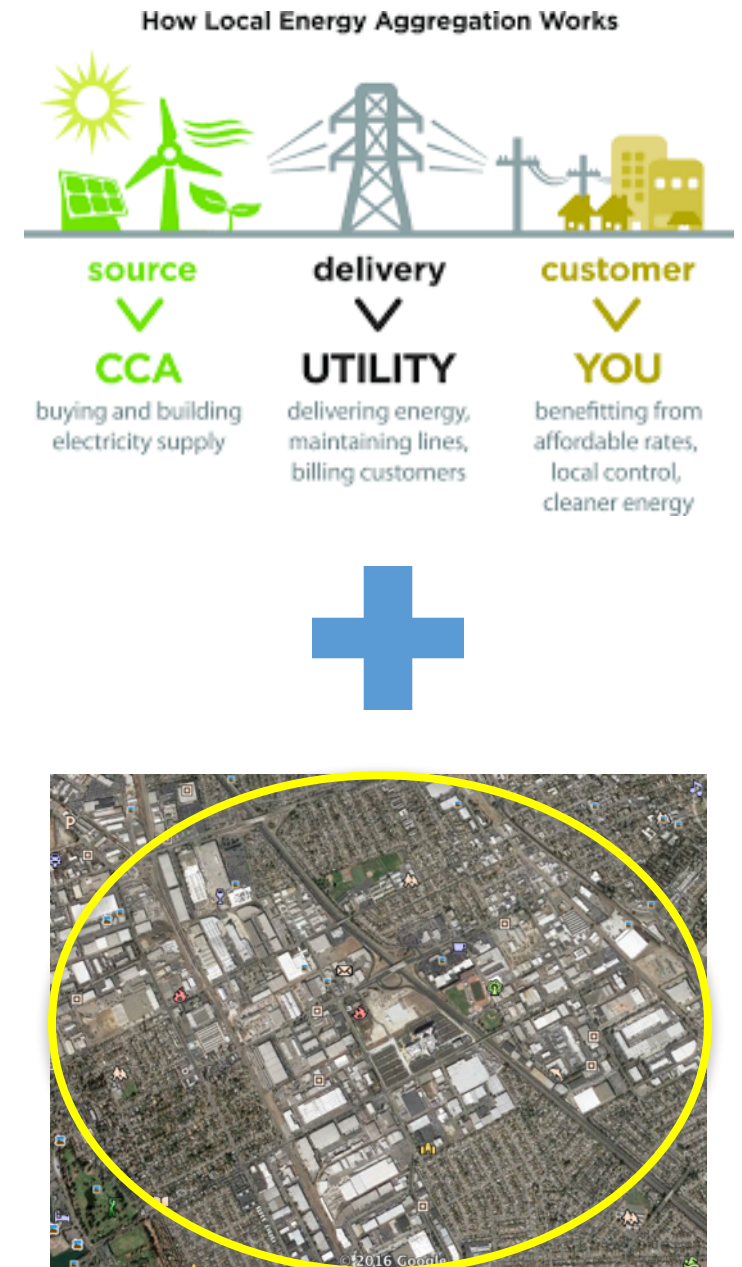
Vastly Untapped Commercial & Industrial Energy Assets

Benefits of 100MW Local Energy

- **\$520M** spent on local energy vs. remote
- **\$200M** added local and regional wages
- **3,400** added local and regional job years
- **156M** lbs. annual GHG reductions
- **30M** gallons annual water savings

Why CCAs? CCA + DER...

- **Empowered:** Governing authority to procure community-wide local energy solutions – targeted, and at scale
- **Cost Reduction:** Achieve new economies of scale via community-wide programs and targeted procurement
- **Financial Strength:** Strengthen long-term CCA business model. Hedge against volatility. Control costs.
- **Customers as Partners:** Property owners and ratepayers benefit from local Shared Energy & Economic Resources. Brand recognition!
- **Large GHG Reductions:** By CCAs acting on the above



CEC Grant Project – Making it Real

*“Local Government Challenge” Grant Awarded in April.
MCE Leading Experienced Grant Team.*

Project Scope:

1. **Design & Deploy Replicable Model** such that CCAs can identify optimal DER locations, utilize favorable financial models, and accelerate adoption
2. **Optimize System Value** by implementing DER to address CCA-area loads, reducing aggregate peaks and other inefficiencies in today’s centralized grid
3. **Lower All Costs** across acquisition, financing, materials, and installation by aggregating deployments across the CCA territory as economic leverage
4. **Eliminate Existing Barriers** to broad deployment that have restricted distributed solar, for example, to today’s ~2% penetration in CA. *This is about utilizing a community-wide resource, not about behind-the-meter or FiT.*

