The Business of Local Energy Symposium

May 5, 2017

Greg Thomson
VP, Program Development
PATHION Inc.
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.*