



# NEW ENGLAND ROUNDTABLE — SOLAR AND STORAGE

ILAN GUTHERZ, SENIOR DIRECTOR OF POLICY AND STRATEGY

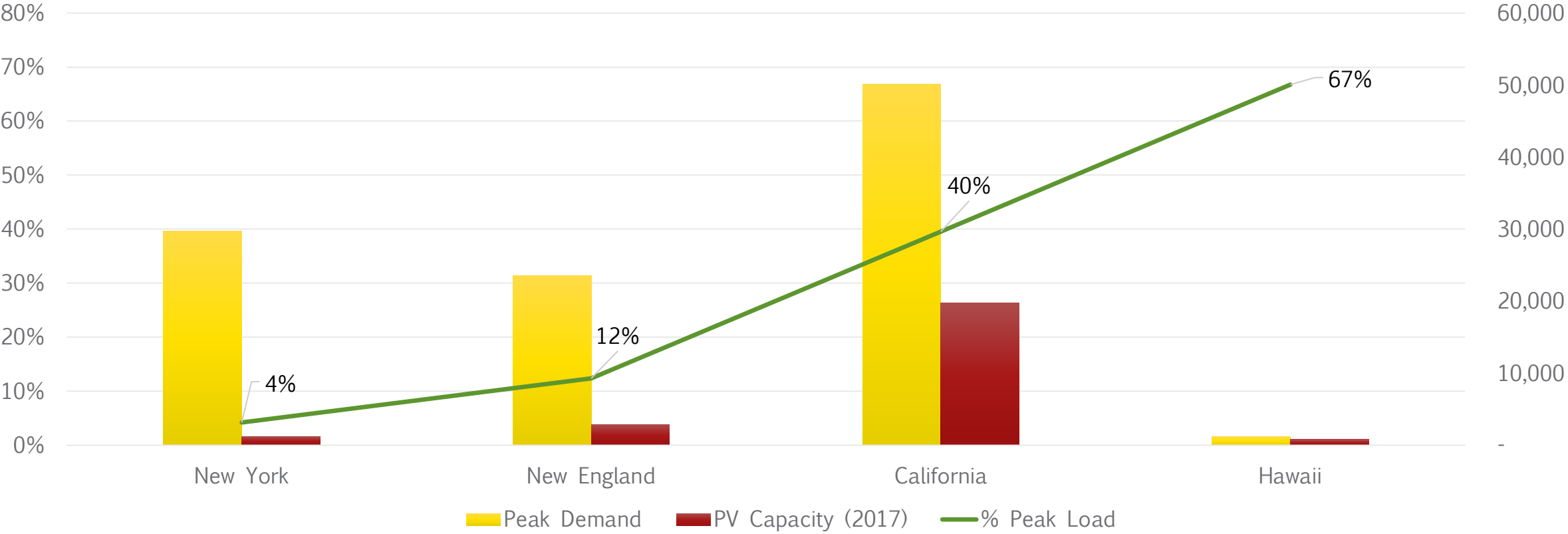


# BORREGO SOLAR

- **History**
  - Founded 1980
  - Entered New England in 2007
  - Launched Energy Storage Division in 2016
  - Currently focused on C&I, community, and small utility solar and storage
- **Services:**
  - EPC
  - Development
  - O&M

# HOW MUCH IS TOO MUCH?

## PV Capacity vs. Peak Load



# WHAT VALUES DO SOLAR AND STORAGE PROVIDE?

Services & Benefits	DG Solar	Storage	Utility Solar
Energy	✓		✓
Peak Energy Reduction	✓	✓	✓
Generation Capacity	✓	✓	✓
Transmission Capacity	✓	✓	✓
Reduced Long-Term Transmission Cost	✓	✓	
Avoided Transmission Line Losses	✓	✓	
Reduced Distribution Costs	✓	✓	
Ancillary Services	✓	✓	✓
Demand Charge Reduction	✓	✓	
Greenhouse Gas Reduction	✓	✓	✓
Conventional Pollutant Reduction	✓	✓	✓
Jobs & Economic Investment	✓	✓	✓
Fuel Security and Hedging	✓	✓	✓



# HOW DOES MASSACHUSETTS STACK UP?

Services & Benefits	DG Solar	Storage	Utility Solar
Energy	✓		✓
Peak Energy Reduction	✓	✓	✓
Generation Capacity	✓	✓	✓
Transmission Capacity	✓	✓	✓
Reduced Long-Term Transmission Cost	✓	✓	
Avoided Transmission Line Losses	✓	✓	
Reduced Distribution Costs	✓	✓	
Ancillary Services	✓	✓	✓
Demand Charge Reduction	✓	✓	
Greenhouse Gas Reduction	✓	✓	✓
Conventional Pollutant Reduction	✓	✓	✓
Jobs & Economic Investment	✓	✓	✓
Fuel Security and Hedging	✓	✓	✓



# HOW DOES NEW YORK STACK UP?

Services & Benefits	DG Solar	Storage	Utility Solar
Energy	✓		✓
Peak Energy Reduction	✓	✓	✓
Generation Capacity	✓	✓	✓
Transmission Capacity	✓	✓	✓
Reduced Long-Term Transmission Cost	✓	✓	
Avoided Transmission Line Losses	✓	✓	
Reduced Distribution Costs	✓	✓	
Ancillary Services	✓	✓	✓
Demand Charge Reduction	✓	✓	
Greenhouse Gas Reduction	✓	✓	✓
Conventional Pollutant Reduction	✓	✓	✓
Jobs & Economic Investment	✓	✓	✓
Fuel Security and Hedging	✓	✓	✓



# WHERE TO FROM HERE?

	Current State	Future State
Utility Distribution Planning	Focused on serving load; DG viewed as a burden	Focused on serving load and DG, DG viewed as essential customer/component of the grid
Utility Compensation	Returns based on construction of large new physical assets (poles, wires, transformers)	Returns based on customer service, reliability, and providing fair, open access to the grid
DG Compensation	Rough justice (NEM) with policy supports to address missing values or “Value of Solar” tariffs with significant flaws	Fully actualized markets or tariffs for most DG benefits + alternative mechanisms to compensate DG for other benefits





BORREGO SOLAR

# CULTIVATE POTENTIAL

