



Future of Distributed Energy Resources in NE

Raab Roundtable

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December 13, 2019

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“Capital Free” Solar + Storage

Making PV+S pencil for the University of Massachusetts, Boston



0.5 MW/2 MWh

lithium-ion battery storage system



1 MW

rooftop solar PV system



11

smart electric vehicle charging stations for public use



\$1.9M

in projected financial value for UMass Boston



120-acre campus in Boston, MA

- **Zero upfront capital investment by UMass** that will deliver almost **\$2M in energy savings**.
- **Enel's fees are entirely performance-based with fully aligned incentives.** Particularly important with complex Application Stacking.
- While TPO solar with performance-based commercials (e.g., PPA) is not new, much of the BTM storage space still requires customers to bear merchant or performance risk.
- **Revenue Stacking, underwritten by Enel X:**
 - Demand charge management
 - Coincident peak management
 - ISO-NE capacity + energy + reserves
 - Utility demand response
 - ITC, SMART compliance
- Grid services revenues realized via **smart EV chargers** also shared between Enel and UMass Boston.

NWS via Customer-Sited FTM Storage

Innovative project represents potential for New England



- NWS solutions with C&I customers have historically focused on BTM projects. Limited market and suitability.
- **Customer-sited FTM divorces business case from customer load profile** and demand level, increasing addressable market and enabling economies of scale.
- Under this model, **Host receives lease payment**, not energy management services.
- **Monetizes unused facility footprint**, allowing Related to increase asset value while simultaneously contributing to a cleaner, more reliable electric grid.
- Gateway Mall is the **largest energy storage system in NYC**, a uniquely challenging permitting environment.
- Beyond providing NWS contracted capacity to ConEd, the project also participates in **additional grid services**.

The infographic is divided into four vertical columns, each with an icon and text. The background is a photograph of a white corrugated metal roof with several battery storage units. The units have logos for 'enel x', '1', and 'RELATED'.

Icon	Text
Battery icon	4.8 MW/ 16.4 MWh front-of-the-meter lithium-ion battery storage system
Lightning bolt icon	Supports grid reliability via participation in Con Edison's Non-Wires Solutions Program
Map of New York icon	100+ MWh delivered to Con Edison electric grid system in summer 2019
Money icon	\$50M+ estimated network investments prevented for Con Edison

Gateway Center shopping complex in Brooklyn, NY

Strong regulatory frameworks enabled this cost-effective alternative to a \$1.2B substation.