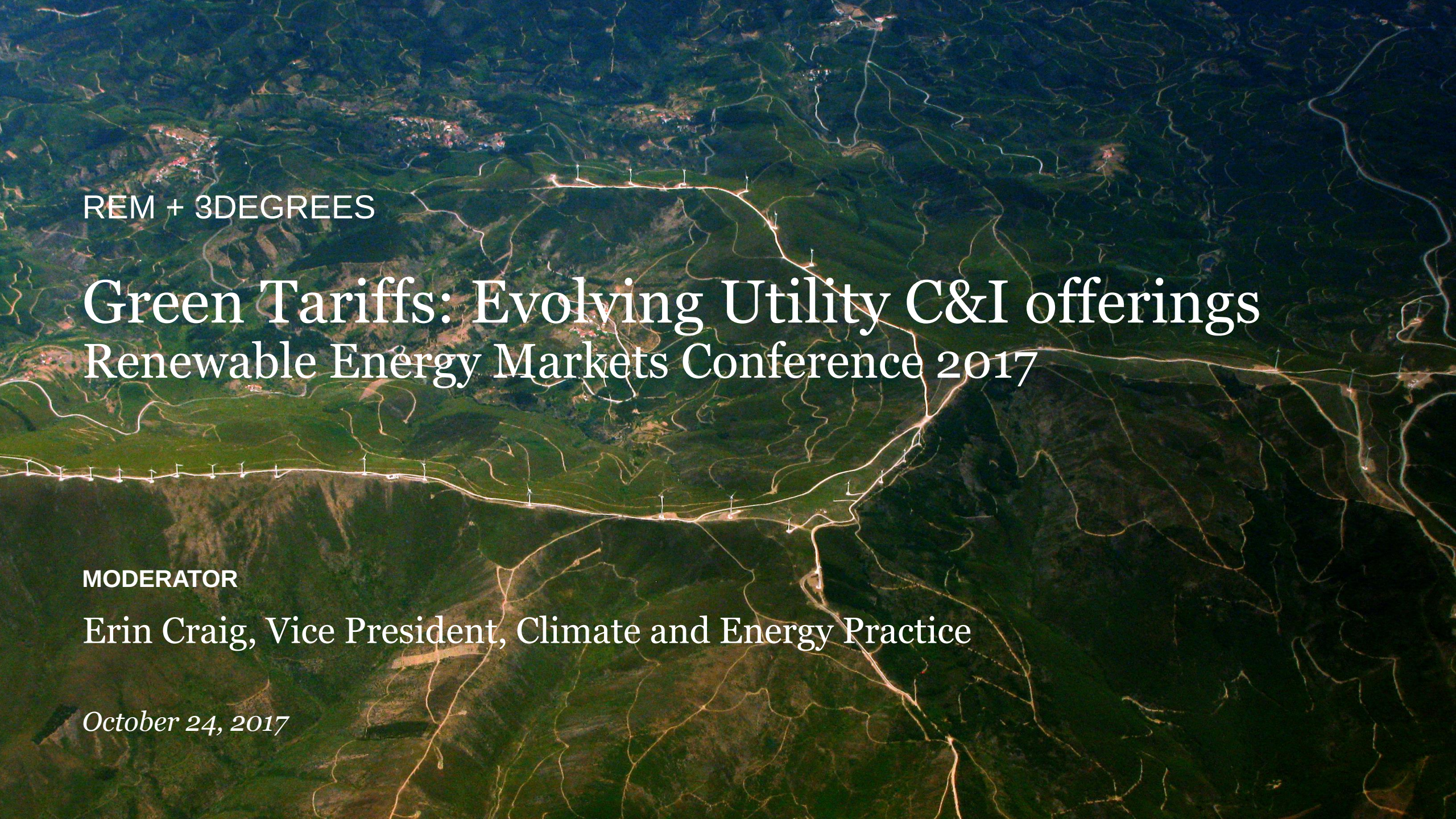


REM + 3DEGREES

Green Tariffs: Evolving Utility C&I offerings

Renewable Energy Markets Conference 2017

MODERATOR

Erin Craig, Vice President, Climate and Energy Practice

October 24, 2017

Your speakers

ERIN CRAIG, MODERATOR

Vice President, Energy & Climate Practice

3Degrees

HOLLY LAHD

Lead Energy Program Manager

Target Corporation

HEATHER MULLIGAN

Market Manager

Puget Sound Energy

JACLYN WEBB

Product Manager

Xcel Energy

Corporate Buyers Seek To Increase Their Impact

Renewable Energy Impact Scale

Actions that
demonstrate support for
renewable energy;
may help drive future projects

Actions that
bring specific new
renewable energy to the grid

Types of Utility Green Power Offerings

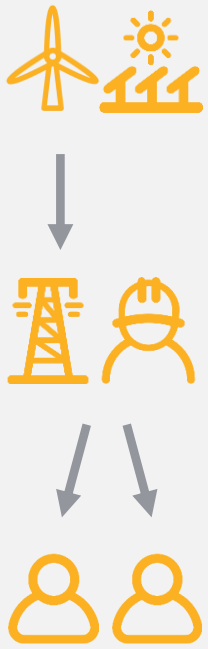
GREEN POWER PROGRAM

- REC-based program (e.g., unbundled RECs, utility portfolio)
- Utility provides green energy for a premium
- Available to multiple customers

COMMUNITY SOLAR

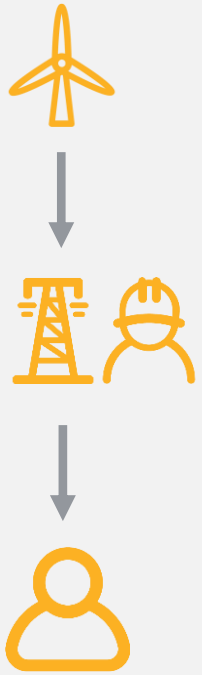
- Small solar projects; subscription offering; often w/participation limits
- Costs vary by program design; often RECs aren't included
- Available to multiple customers

TARIFF



- Dedicated new renewable resource
- Utility takes on risk and commitments
- Aimed at a select subset of customers

PPA SLEEVE



- Utility agrees to a specific project for a specific customer
- All costs and commitments are passed directly to customer
- Available to a specific customer

Comparison of Tariff Net Costs

Estimated Net Cost Per kWh

SUCCESSFUL TARIFFS

Tend to cluster around a 0¢ to 1.5¢/kWh estimated net premium

UNSUCCESSFUL TARIFFS

Tend to have higher premiums

Current estimates change over time, as credits fluctuate, and some tariff's ultimate net cost depends on load profile

3Degrees

Your speakers

ERIN CRAIG, MODERATOR

Vice President, Energy & Climate Practice

3Degrees

HOLLY LAHD

Lead Energy Program Manager

Target Corporation

HEATHER MULLIGAN

Market Manager

Puget Sound Energy

JACLYN WEBB

Product Manager

Xcel Energy

Thank You

ERIN CRAIG

VP, Energy and Climate Practice

ecraig@3degreesinc.com