e- Lab Summit

welcome pre-read

NEW MEXICO 2017

welcome

to New Mexico and to our second annual e-Lab Summit — the most expansive convening hosted by Rocky Mountain Institute as part of our Electricity Innovation Lab (e-Lab). Over the next 48 hours, you'll be joining 150 fellow decision makers and practitioners from across the U.S. and around the world to advance the most critical questions we face in transitioning to a cleaner, more distributed, and more resilient electricity system.

As the name suggests, e-Lab is a laboratory, a forum for working together in the spirit of experimentation and co-creation. We will be addressing eight timely topics for transforming the electricity system through discussion "pods." You have been invited to participate because you and your organization bring a unique perspective, critical expertise, and important resources to advance the concepts we will be working to develop.

This year's e-Lab Summit is designed to:

- Frame and advance actionable strategies to address the most pressing industry needs
- Support key individuals and teams to address and affect change
- Create and strengthen relationships amongst industry leaders and innovators to support meaningful action

e-Lab Summit is a unique event, but even more so a unique process. We invite you to be curious, to question your assumptions (and others'), to seek the unique perspectives of your fellow participants, and to critically and honestly assess the strengths and weaknesses of our collaborative work.

We wish you a productive three days and great success, both for work here at e-Lab Summit and beyond.

The e-Lab team

agenda

MONDAY OCT. 2ND

11:00 am / registration
1:00 pm / kickoff
2:00 pm / pod session #1
3:30 pm / break
4:00 pm / plenary
5:00 pm / networking
6:30 pm / dinner
8:30 pm / optional activities

TUESDAY OCT. 3RD

6:30am / optional activities
7:30 am / breakfast
8:30 am / plenary
9:00 am / case clinics
10:00 am / break
10:30 am / pod session #2
12:00 pm / learning sessions
1:00 pm / lunch & paired walk
3:00 pm / pod session #3
5:00 pm / plenary
6:00 pm / break
7:00 pm / dinner
8:30 pm / optional activities

WEDNESDAY OCT. 4TH

6:30am / optional activities
7:30 am / breakfast
8:30 am / plenary
8:45 am / shift & share
10:00 am / break
10:15 am / pod session #4
12:00 pm / plenary close
1:00 pm / adjourn

logistics

TRANSPORTATION — You will be provided a complimentary Uber ride from the airport to the Tamaya Resort (specific instructions were emailed to you). Return shuttle service will be provided to the airport.

REGISTRATION — After checking in with the hotel, please proceed to our registration desk in front of the Tamaya Ballroom. Registration starts at 11 am.

DRESS CODE — e-Lab Summit is a casual event (think: jeans). Mornings and evenings will be chilly and some activities are outdoors, so please plan accordingly.

PARTICIPANT CONTACT BOOK — A full list of participants is included at the end of this document. We will be distributing contact information after the event.

QUESTIONS — For any logistics questions beforehand or en-route, please contact our event services company, Black Badger Events, blackbadger303@gmail.com or (603) 714-0124.

pod topics

Smart Heating Electrification

Infrastructure Planning and New Mobility

Blockchain and Transactive Energy

Rate Design Pathways

Value Stacking for DERs

Distributed Grid Infrastructure

Utility Business Model Pathways

LMI-Focused Utility Business

your pod's pre-read is in next section

LMI-focused utility business models

New opportunities to serve LMI customers

Pod objectives

1. Uncover and understand our underlying beliefs about how low-income households and communities will participate in an energy transition

2. Provide input into a tool to enable stakeholders to frame and prioritize conversations about community control, ownership, and partnership

3. Identify the mutually beneficial opportunities for stakeholders across the system (including communities, utilities, and service providers) in a clean energy transition

Participants

- Danielle Murray, Austin Energy
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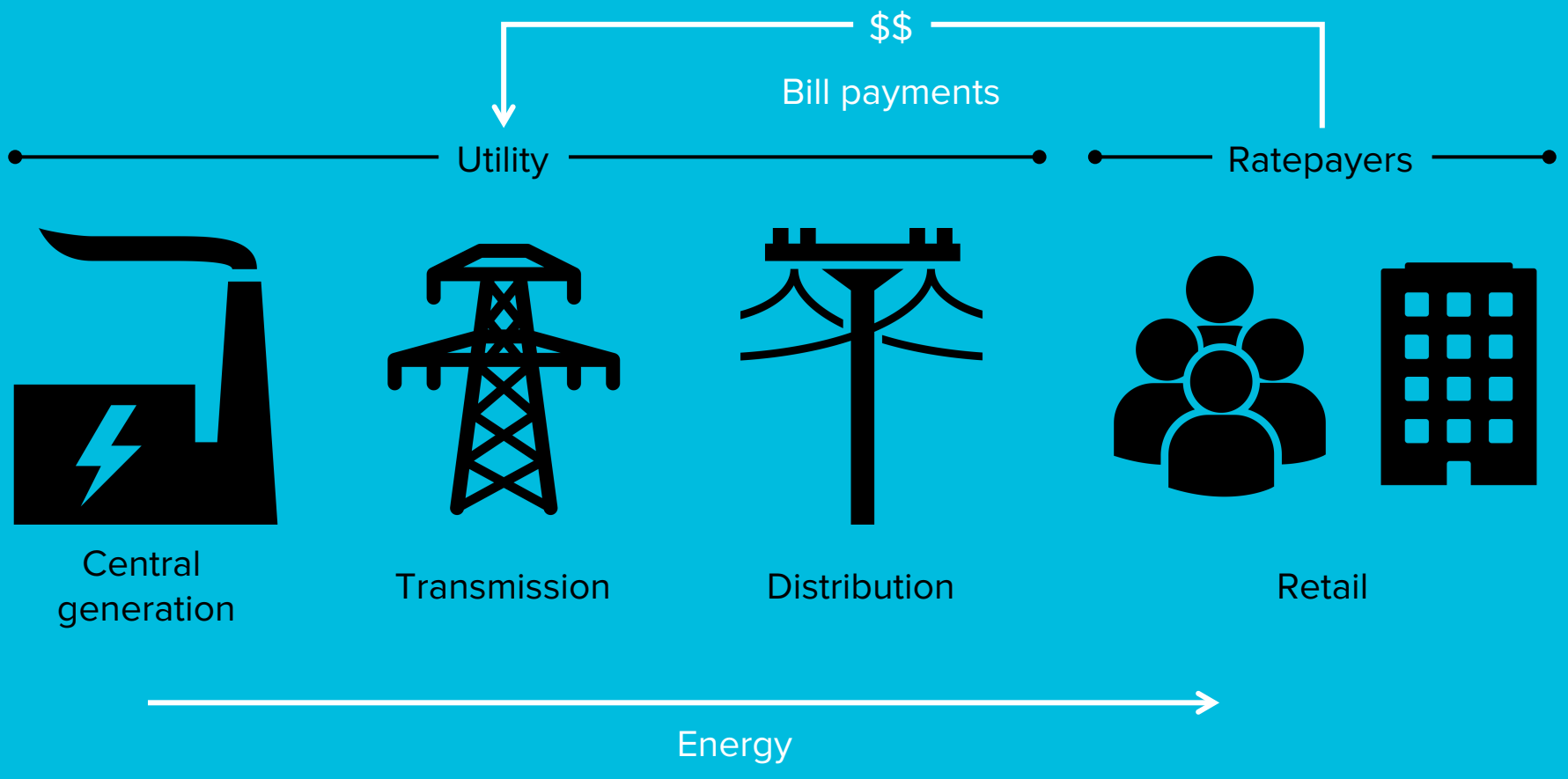
- Eleanor Stein, Albany Law School
- Isabelle Hazlewood, CT Green Bank
- Jeff Mauk, National Caucus of Environmental Legislators
- Jessica Azulay, Alliance for a Green Economy
- John Farrell, Institute for Local Self-Reliance
- Judd Moritz, Simple Energy
- Larsen Plano, PG&E
- Laurie Vaudreuil, Mosaic Power
- Luis Reyes, Kit Carson Electric Cooperative
- Melanie Santiago-Mosier, Vote Solar
- Michael DiRamio, DOE
- Mike Smith, Electric Cooperatives of South Carolina
- Stephan Roundtree, WE ACT
- Tamara Bryan, ConEdison
- Tom Figel, GRID Alternatives

RMI's Leap Initiative

In order to achieve a clean energy future, low- and moderate-income (LMI) customers must play an important role. The e-Lab Leap initiative (Leap) is dedicated to empowering and improving the lives of LMI communities and households through access to clean energy. Leap is fulfilling an unmet need for pre-pilot coaching of teams developing innovative business models that focus on LMI clean energy access. Leap recognizes the importance of utilities and communities working together on these projects, and we are conducting new research to understand how utilities and communities can become partners for inclusive clean energy solutions.

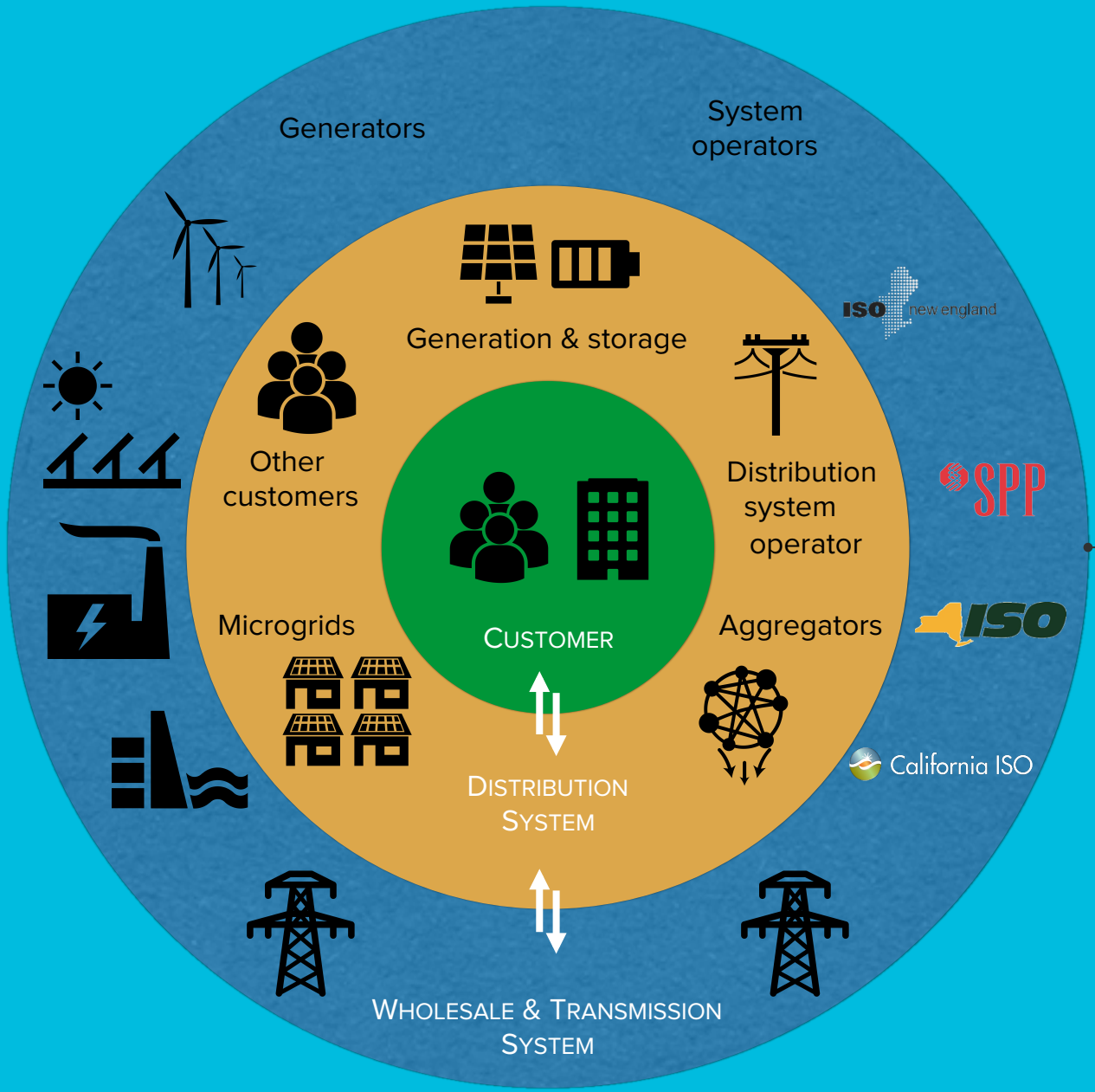
The information in this pre-read is meant to frame our discussions at Summit to help advance business models that are mutually beneficial to communities and utilites.

The energy system is fundamentally changing away from a linear service model...



Customer is a passive consumer of energy, at the end of a linear value chain

...to a multi-directional service model



Customers exchange services & value with each other and the grid

CUSTOMER

$ Energy Resilience ⇅ $ Energy Grid services

DISTRIBUTION SYSTEM

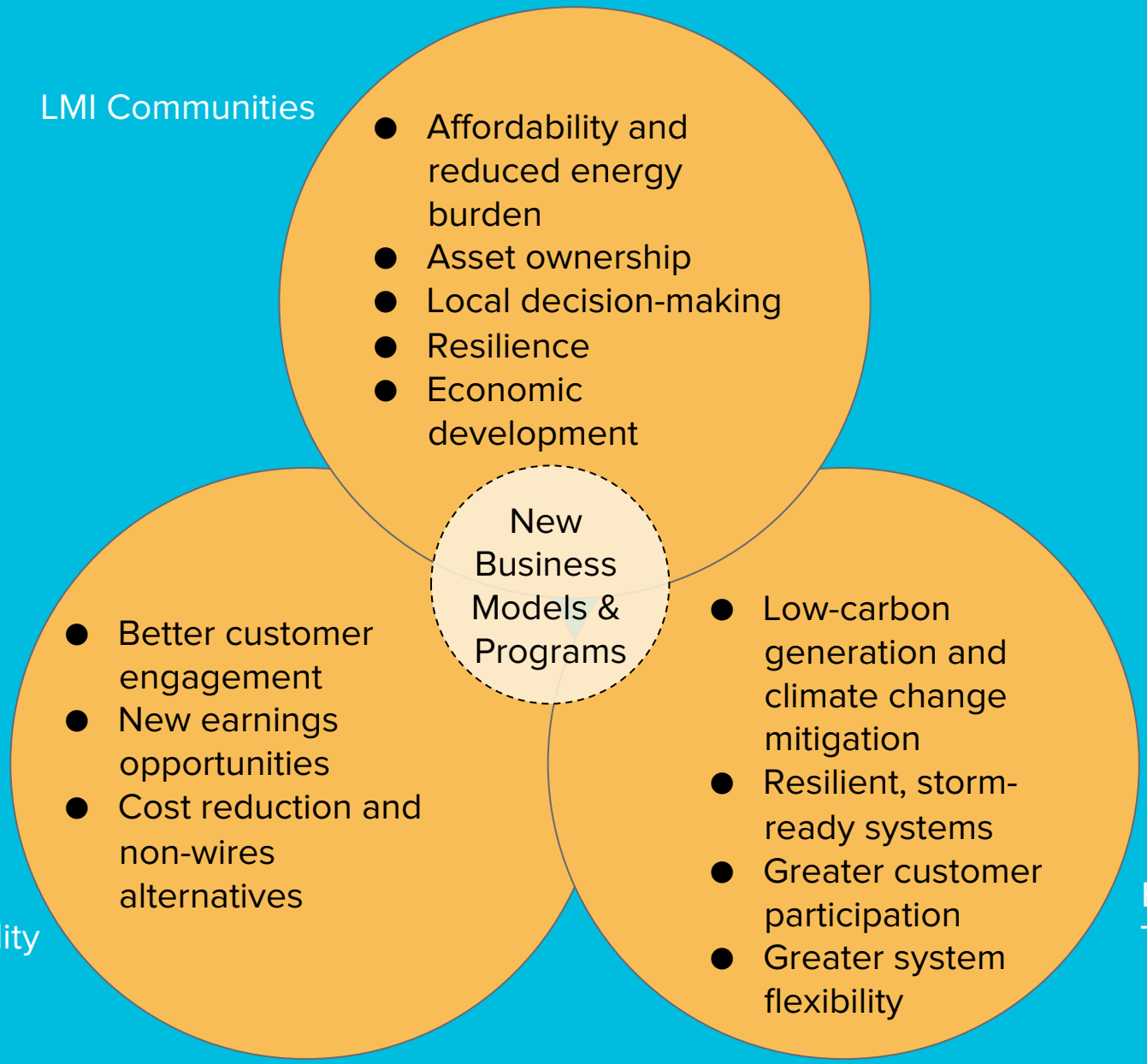
$ Energy Reliability Balancing ⇅ $ Energy Aggregated services

WHOLESALE & TRANSMISSION SYSTEM

This shift fundamentally changes the rules about who produces energy, how energy is delivered, and how parties are compensated

	Traditional system	New system
Energy generation	• Centralized, utility-owned	• Mix of centralized and distributed • Distributed ownership & control
Demand patterns	• Consistent demand growth	• Demand is flat or declining and becoming peakier
Design criteria	• Least-cost and reliable	• Least-cost, reliable, resilient, flexible, low carbon
Utility business model	• Traditional cost of service regulation, utility guaranteed returns on infrastructure investment	• Performance-based regulation, utility returns based on infrastructure investment, performance against targets, market earnings
Rate design	• Flat, volumetric rates for energy consumption	• Time-varying rates; fixed or demand charges
Customer role	• Disengaged energy consumer	• Engaged consumer and provider of energy and services
How the customer can control bills and be compensated	• Efficiency • Net metering • Limited curtailment	• Efficiency • Generation • Curtailment, shifted energy • Grid support services, e.g., regulation, contingency reserve
Approach to serving LMI customers	• Burden to serve • Bill assistance and reduced rates • Some targeted efficiency incentives	• Opportunity to partner • DER savings/revenues • Bill assistance and reduced rates • Potential targeted compensation tools

This can support new win-win-win business models that meet the urgent needs of communities, utilities, and the entire system



These models can expand the mode of LMI customer support beyond the status quo

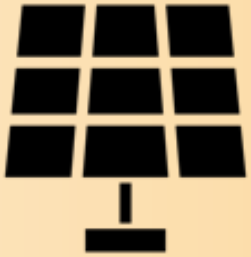
Increasing opportunity for new innovations

Bill assistance

Traditional use of majority of LMI energy funding

Energy efficiency

Distributed generation



Growth in new financing models and community solar

Demand flexibility

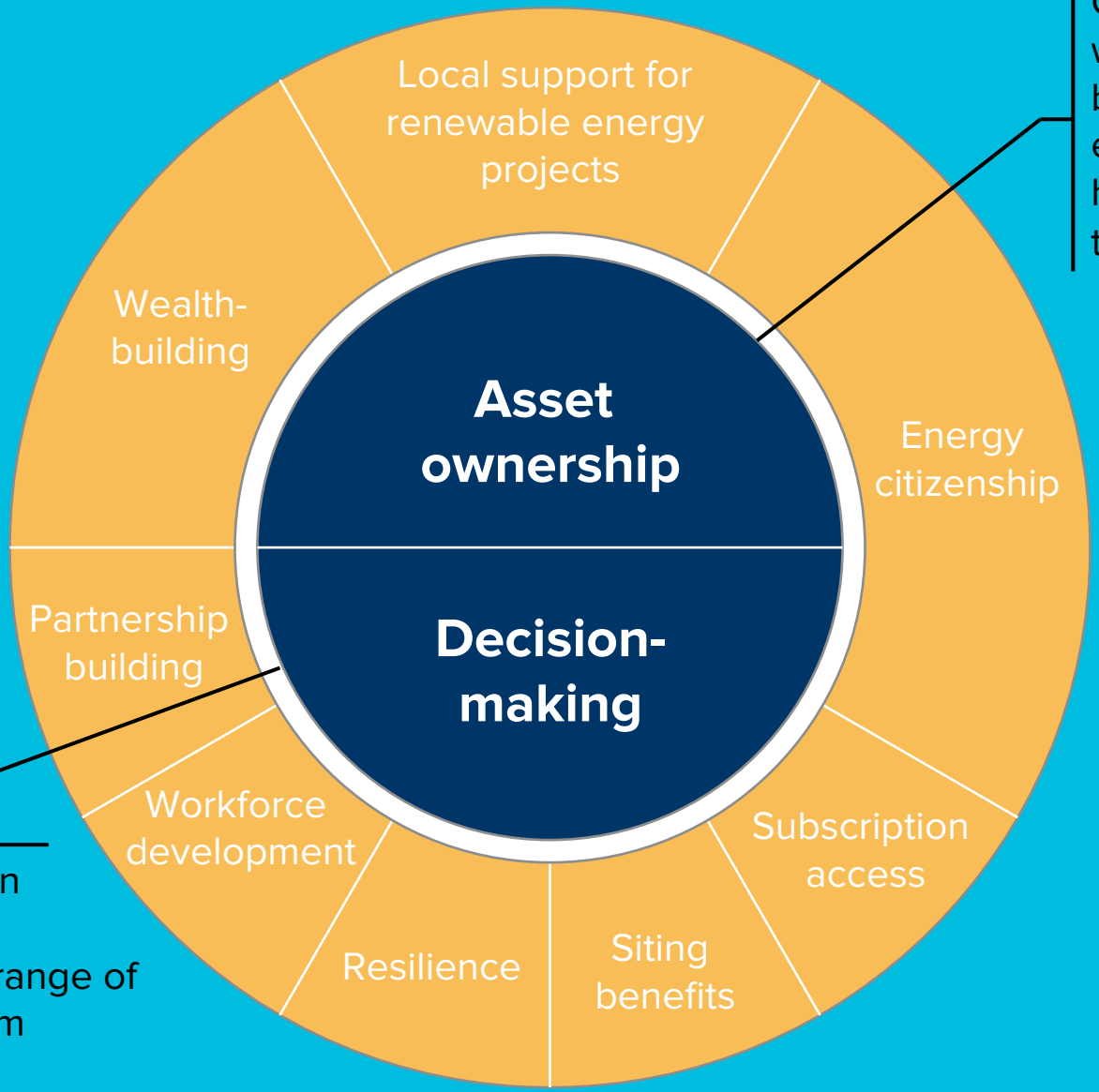
Energy storage

Emerging applications for aggregation

Energy resilience

New urgency following natural disasters

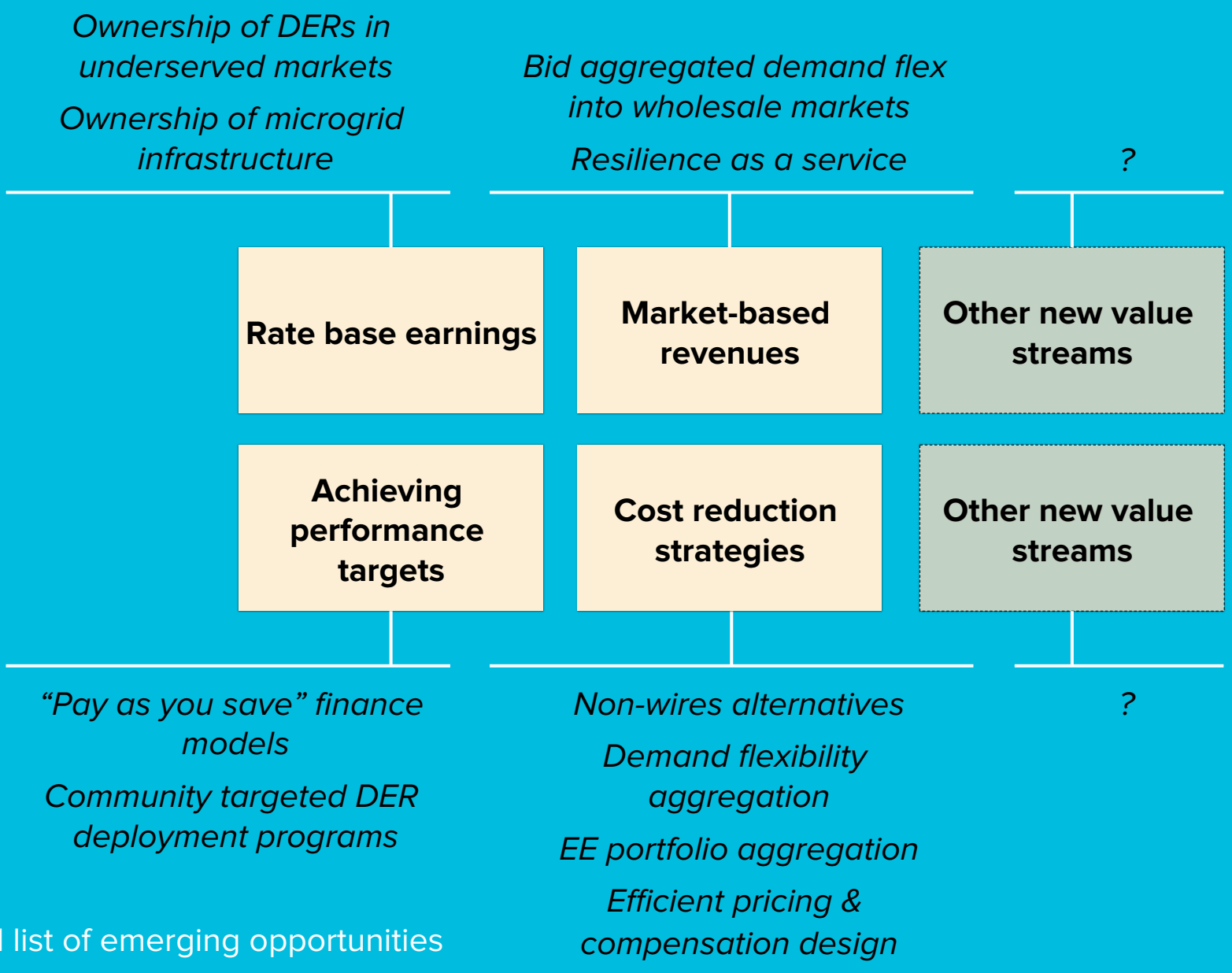
Partnering with LMI customers requires understanding what communities seek from new business models and community ownership



Community ownership builds wealth, increases community buy-in to local projects, and engages individual households and businesses in the energy system

Community role in decision-making supports a wide range of local benefits from energy projects

Utilities face several new value opportunities in partnering with LMI customers*



*Partial list of emerging opportunities

How will the evolution of residential rate design impact LMI customers?

Status quo

- Average volumetric rates for everyone
- Modest fixed charges
- Some income-qualified reduced rates (e.g, CARE in California)
- Some inclining block rates, which reward low-usage customers

Emerging rate design proposals

Default time of use rates	Intended to re-shape load to match generation patterns, better integrate renewables (e.g., California, Ontario)
Fixed charges, demand charges, declining block rates	Proposed to minimize "cross-subsidization" and support fixed cost recovery (e.g., TVA, Glasgow EPB, APS)
Real-time pricing and granular smart home rates	Proposed to maximize responsiveness of demand to system needs and highly renewable systems (e.g., Hawaii, New York)
Transactive energy	Long term vision for efficient, sophisticated market-based exchange (e.g., Avista Spokane & Brooklyn LO3 microgrids)

States are moving beyond net metering for customer compensation – what are the implications for LMI customer participation in DERs?

Standard net metering – status quo	Time of use net metering	Smart export	Price Adders to Value of DER	Value of solar and "avoided cost" methods
Objective: Provide simple compensation for exported energy **Proposal:** Customers who will export to the grid offset their energy purchases 1:1 and only pay for the net energy consumed each period; commonly subject to a minimum bill and limitations on system size **Example:** In place in 38 states	**Objective:** Compensate appropriately for energy at different times of day **Proposal:** Customers who will export to the grid must enroll in TOU, and their compensation for solar will vary with TOU price, generally lower during mid-day periods of excess solar **Example:** California	**Objective:** Offer customer compensation while mitigating operational challenges of excess solar on saturated circuits **Proposal:** Customers are prohibited from exporting energy during mid-day solar peaks and mid-night periods of low demand; compensation during other periods is lower than retail rate **Example:** Hawaii (proposed)	**Objective:** Value the benefits of reduced energy burden and increase low-income participation in distributed generation projects **Proposal:** Increase compensation price paid by utilities to income-qualified local clean energy projects for exported energy **Example:** New York (proposed)	**Objective:** Determine a price that accurately reflects the value of customer generation to the grid **Proposal:** A wide range of calculation methodologies offer precise, but widely varying, values, which are typically averaged into flat compensation rates **Examples:** Utah, Arizona

What is the approach to LMI customers in a transformed energy system?

1. How can communities and utilities form meaningful partnerships to deploy clean energy solutions?

2. What will it take to achieve meaningful LMI communities participation in the clean energy transformation?

3. How will market-based solutions mix with government and assistance models to serve LMI communities?

4. What is the role of third party innovators in deploying new solutions?

additional resources

Case 15-E-0751: Value of DER (VDER) Proceeding in New York: LMI Working Group Filings

- The NY VDER Proceeding currently has a working group focused on LI community inclusion in the VDER process. The following site has links to existing proposals by working group members.
- Link: http://www3.dps.ny.gov/W/PSCWeb.nsf/All/8A5F3592472A270C8525808800517BDD?OpenDocument

e-Lab Leap Breaking Ground: New Models that Deliver Energy Solutions to Low-Income Customers Paper

- Breaking Ground is a compilation of several business models through out the country focused on clean energy access for LI communities.
- Link: https://d231jw5ce53gcq.cloudfront.net/wp-content/uploads/2017/04/eLabLeap_Breaking-Ground-report-2016.pdf

e-Lab Webinar: Clean Energy for Low-Income – Insights from 8 Business Models

- The webinar is a continuation of the Breaking Ground paper, highlighting a few additional business models and going into more detail about their mechanics.
- Link: https://www.youtube.com/watch?v=LZe9Di_i7GY

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blockchain and transactive energy

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distributed grid infrastructure

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distributed grid infrastructure

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infrastructure planning and new mobility

Lab Summit

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infrastructure planning and new mobility

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LMI-focused utility business models

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rate design pathways

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smart heating electrification

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utility business model pathways

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value stacking for DERs

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