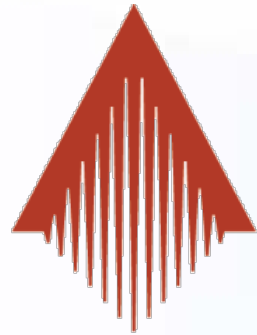
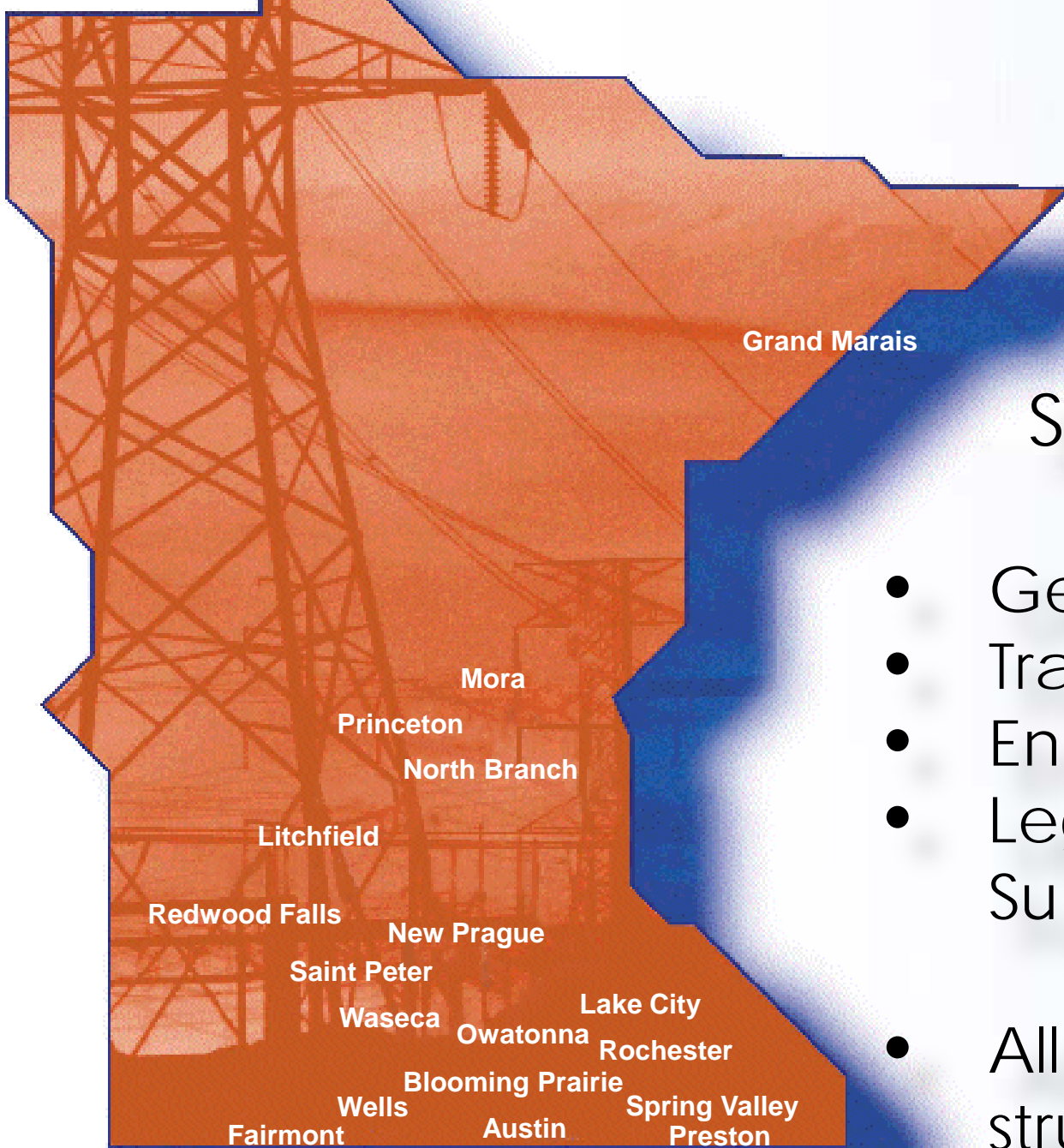


New Initiatives in Distributed Energy Resources



SOUTHERN MINNESOTA MUNICIPAL POWER AGENCY

Dave Geschwind
APPA Joint Action Conference
January 2019



SMMMPA Membership – 18 Municipal Utilities

- Generation and Power Supply
- Transmission
- Energy Services
- Legislative and Regulatory Support

- All-requirements and new project structure

Electric Vehicles (EV)

- Can MN utilities receive CIP credit for EV programs?
 - State legislative change possible?
- Developing the charging infrastructure
 - EV charging rebates?
 - Joint purchasing/deployment
- Removing barriers to greater adoption
 - Education & promotion
 - Fast-charging infrastructure to address range anxiety

SOLARCHOICE Community Solar Program



SOLARCHOICE

Local People Local Energy



Objective

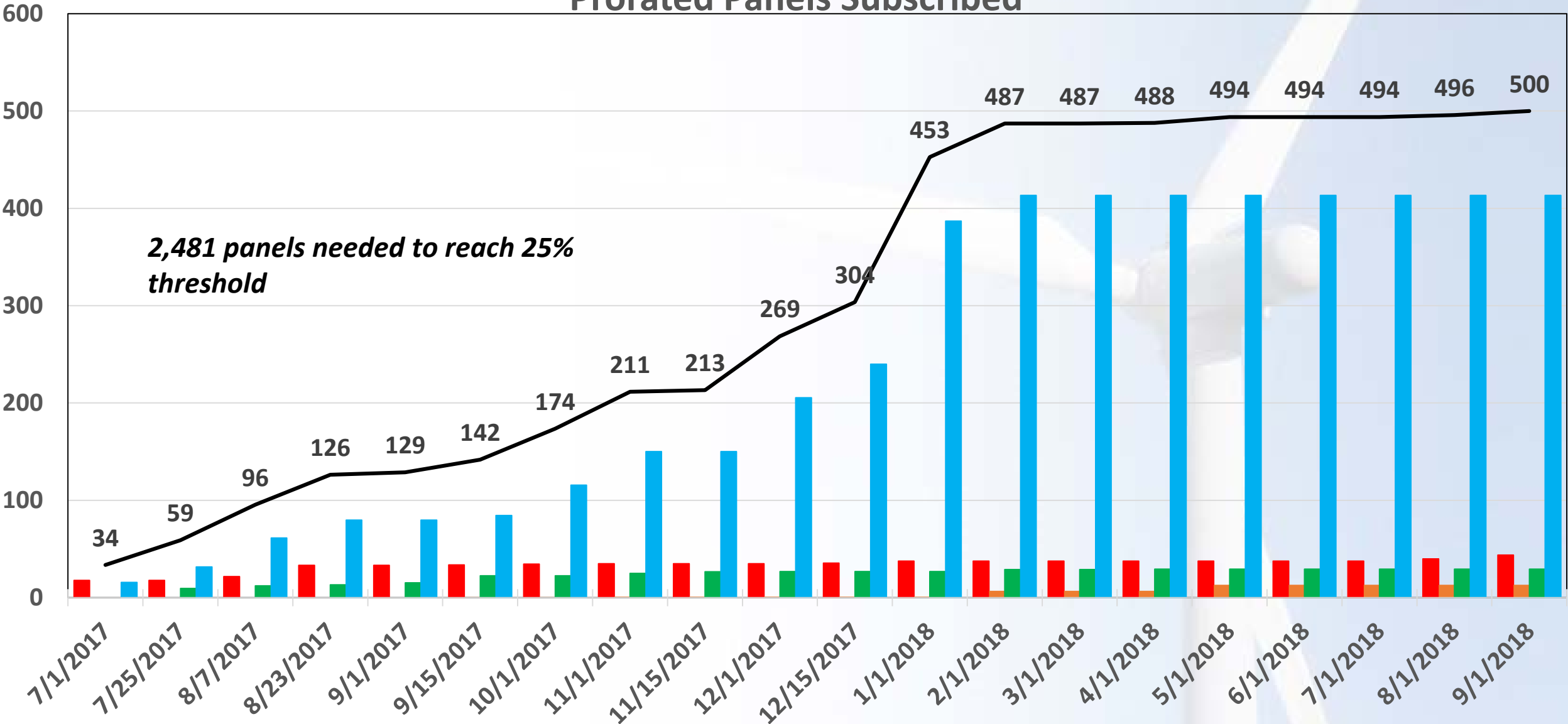


- Provide members with a standard program
- Capture economies of scale with a larger project
- Offer a rooftop solar alternative for:
 - Those retail customers considering rooftop solar
 - Those retail customers without a rooftop solar option
- Use existing 5 MW of solar capacity to launch the program and commit to an additional 3 MW if there is sufficient interest
 - Subscribe 25% of the output of the 3 MW facility for 25 years
 - 24 months to reach the 25% threshold
 - Continue to serve enrolled customers from the 5 MW facility if the 25% threshold is not met

- Members standardized on up-front payment per panel
 - Similar to what local coops are offering
- Terms range from 5-25 years
 - Varies by member
- Can subscribe up to 75% of projected energy use
- Monthly bill credit based on average output of solar panel
- SMMPA, not the customer, keeps the renewable credits

Term	5 Years	10 Years	20 Years
Residential	\$325	\$642	\$1,252
Small Commercial	\$342	\$675	\$1,316
Large Commercial/Industrial	\$200	\$395	\$770

SMMPA SolarChoice Program Prorated Panels Subscribed



2,481 panels needed to reach 25% threshold

Lessons Learned

- Members wanted to gauge support for additional solar
 - Question answered!
 - There are benefits to simply having the program as an option
- Pay-as-you-go might be more successful
 - Writing a big check is a barrier
- Marketing
 - Our members wanted to understand individual citizen interest so pursued the residential market first
 - Programs elsewhere that target the C&I market first have been successful in meeting the threshold

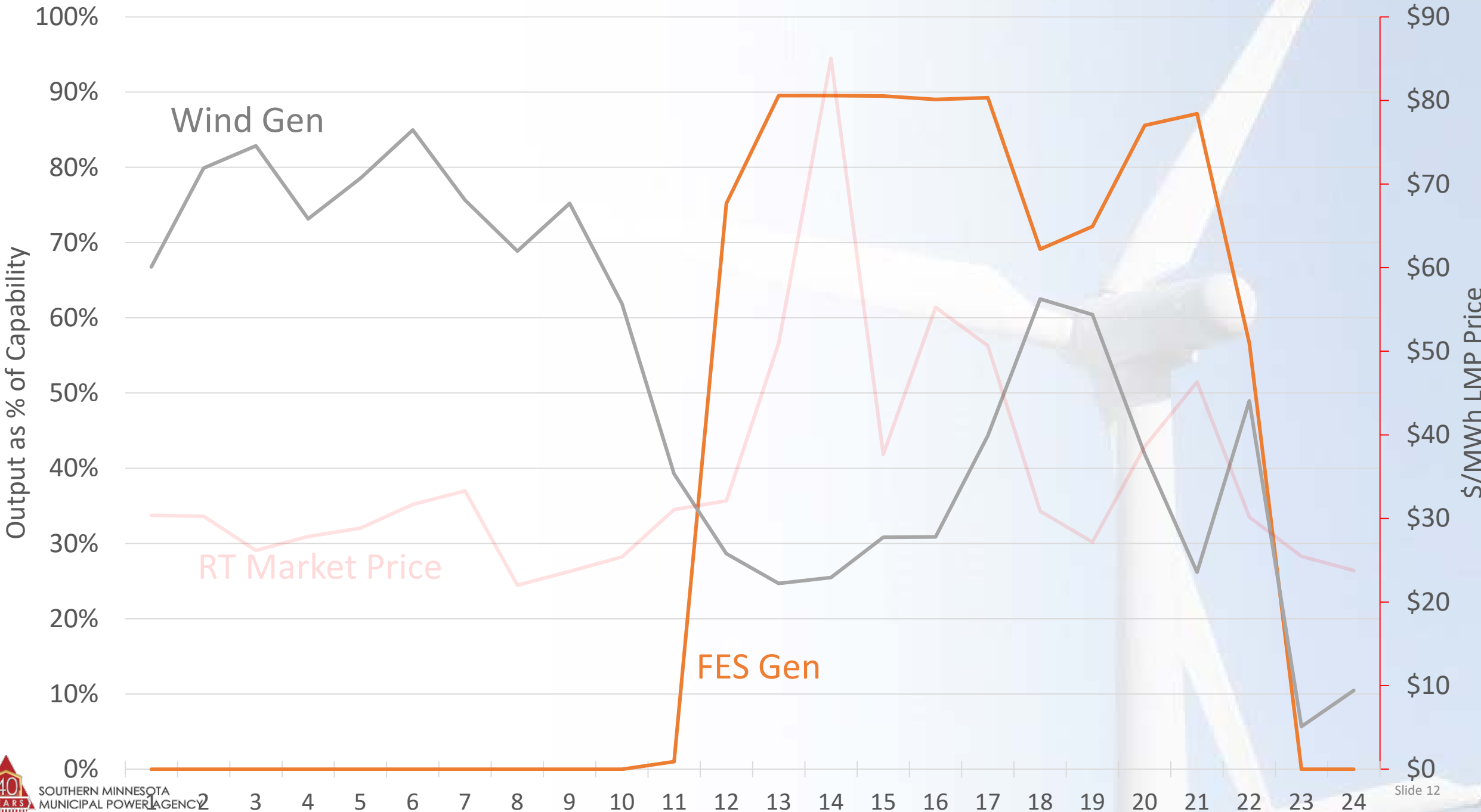
Fairmont Energy Station



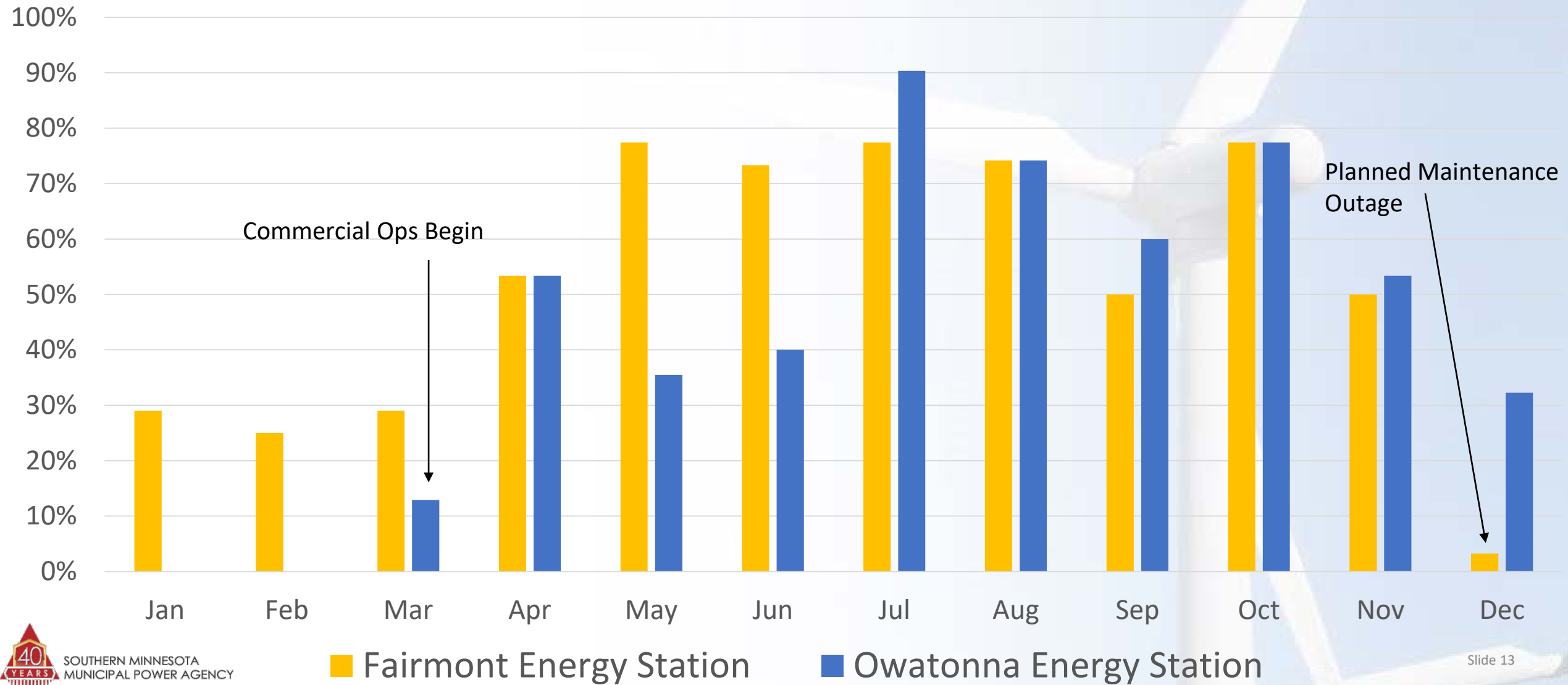
Owatonna Energy Station







% of Days in Month the Plants Operated 2018





Questions?