Developing the Local Solar Energy Market

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All the Above Strategy (for solar)
Relevance

- Future Energy Jobs Act

**Stimulate** job creation with new investments in energy efficiency, renewables, and energy innovation

**Enhance** Illinois’ position as a leader in the clean energy economy, attracting investment and new companies to Illinois

**Preserve** Illinois’ low energy rates for residents and businesses
DOE SolSmart
Solar for Municipal Facilities

Cash purchase

- Need cash up front
- Avoid financing fees
- Tax exempt doesn’t capture tax incentives
- Avoids transmission charges
- Your maintenance

Power Purchase Agreement

- No money down
- You pay $/kwh produced
- Investor can monetize tax credit and share value
- Avoids transmission charges
- Investor’s maintenance

Community Solar

- No money down
- You pay $/kwh at agreed upon volume
- Investor can monetize tax credit
- Have to pay transmission charges
- Investor’s maintenance
Municipal Solar Procurement

- Rooftops
Municipal Solar Procurement

- Proposals received
  - Existing volumetric cost
    - $0.089/kWh
  - Solar Proposals
    - $0.087/kWh year 1
    - $0.051/kWh year 1
    - With annual price escalators
    - No distribution fees
Municipal Solar Procurement

- Arbor Shop
Community Bulk Purchase (Solarize)

- City/Non-profit program w/ competitively selected installer
- Solar Power Hour events
- Limited time bulk pricing that declines with volume
## Community Bulk Purchase (Solarize)

<table>
<thead>
<tr>
<th>Year</th>
<th>Educated</th>
<th>Leads</th>
<th>Systems Installed</th>
<th>Total Installed /kW</th>
<th>Average Installed /kW</th>
<th>Base $/watt</th>
<th>Installed $/watt</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>280</td>
<td>421</td>
<td>80</td>
<td>604</td>
<td>7.55</td>
<td>$3.16</td>
<td>$3.57</td>
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<tr>
<td>2017</td>
<td>363</td>
<td>396</td>
<td>58</td>
<td>447</td>
<td>7.74</td>
<td>$2.99</td>
<td>$3.11</td>
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<tr>
<td>*2018</td>
<td>429</td>
<td>431</td>
<td>41</td>
<td>498</td>
<td>12.14</td>
<td>$2.99</td>
<td>$3.42</td>
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</tbody>
</table>
Leasing Underutilized Property

- Closed landfills
- Surplus land
- Receive
  - Lease payment
  - Electricity (optional)
  - Tax revenue
Urbana’s Closed Landfill
Leasing Underutilized Property
Leasing Underutilized Property
Take Aways

- Request for Quotes and cash flow analyses are familiar things that we all do
- You’ll know your site(s) are viable for solar if an installer gives you a competitive power price
Questions

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