Here Comes The Sun

The Rise of Solar

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February 17, 2015

WHO WE ARE

- Developer of offsite, multi-megawatt renewable energy projects
- Portfolio solutions for renewable and carbon goals

Utility-Scale Projects

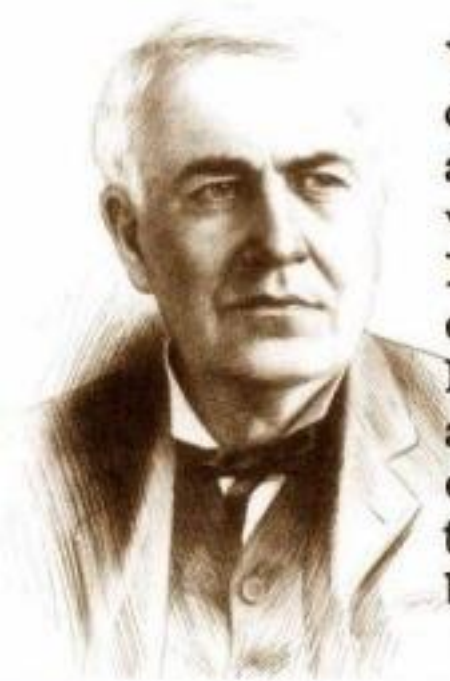
- 2 to 50 MW
- Primarily solar PV
- Multiple US states
- From ‘concept to operation’
- PPA & financial innovation

Renewable Energy Credits

- Portfolio solutions for renewable & carbon goals
- Tracked & verified RECs
- Corporate and institutional customers

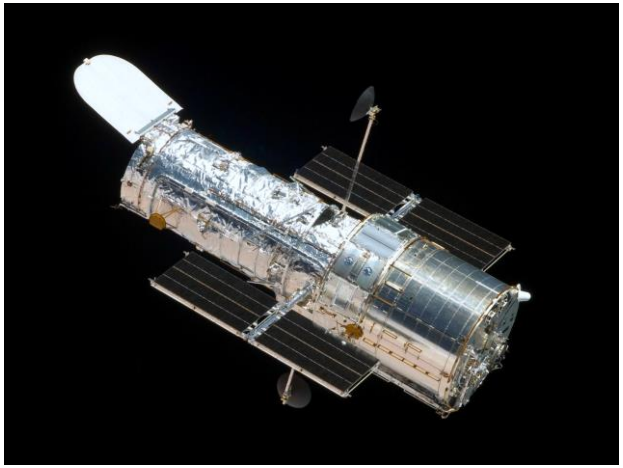
Certified B Corporation™ bcorporation.net

NOT A NEW IDEA



We are like tenant farmers chopping down the fence around our house for fuel when we should be using Nature's inexhaustible sources of energy — sun, wind and tide. I'd put my money on the sun and solar energy. What a source of power! I hope we don't have to wait until oil and coal run out before we tackle that.

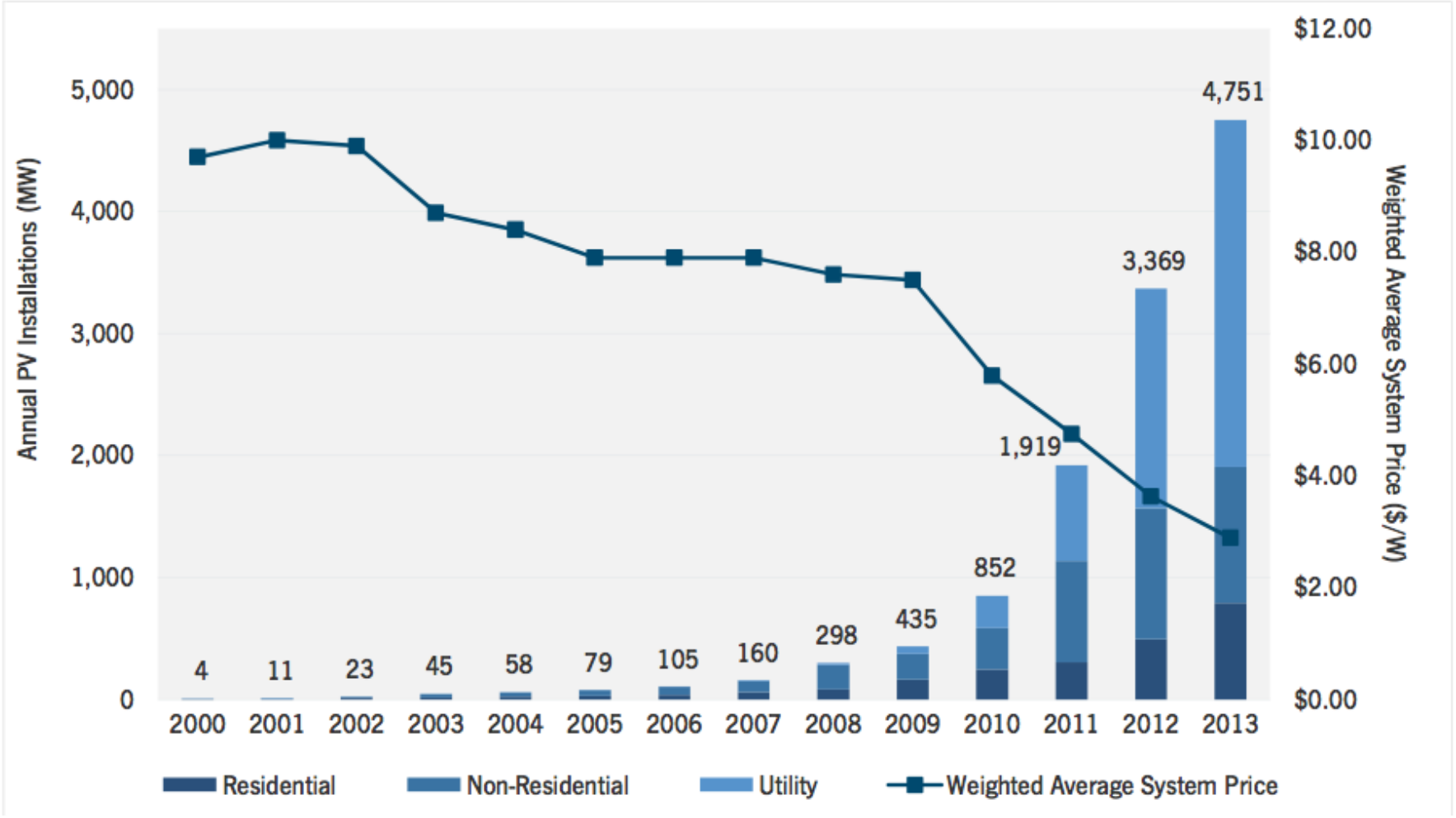
• Thomas Alva Edison, 1931



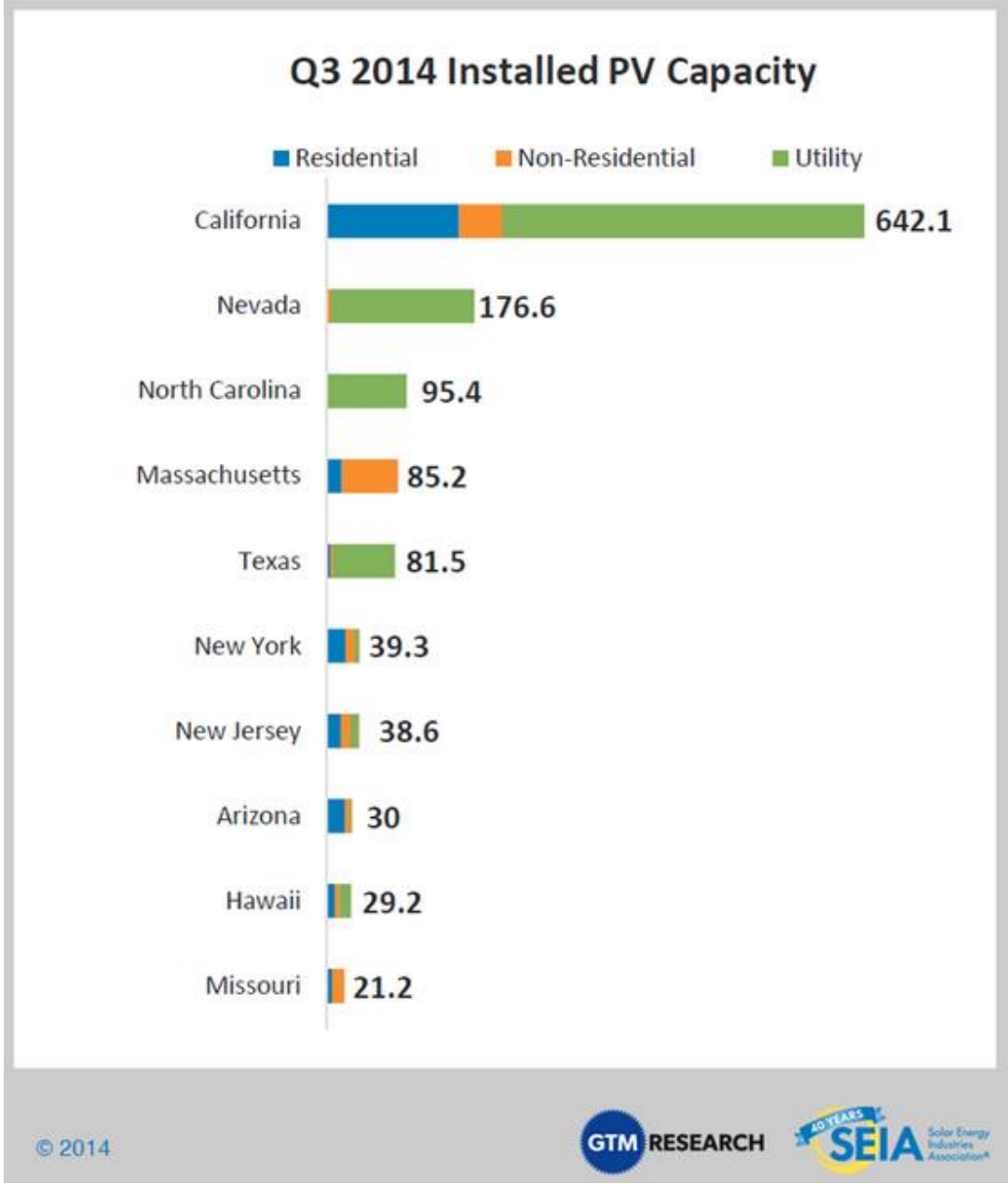
A HIGH VALUE PRODUCT

- Sun is the Fuel = No Fuel Price Risk
- It just works
- Correlates well with peak demand, especially in summer
- Modular – can be sized according to customer demand and located close to power usage
- Good economies of scale at relatively small size

LOWER PRICES YIELDS MASSIVE GROWTH



Source: 2013 US Solar Market Insight Report, Greentech Media Research


Q3 2014 Installed PV Capacity
Residential
Non-Residential
Utility
California
642.1
Nevada
176.6
North Carolina
95.4
Massachusetts
85.2
Texas
81.5
New York
39.3
New Jersey
38.6
Arizona
30
Hawaii
29.2
Missouri
21.2
© 2014
GTM RESEARCH
40 YEARS
SEIA
Solar Energy Industries Association

WILL PRICES KEEP DROPPING?

- Solar panels: Incrementally better production, incrementally less expensive
- Inverters: Smarter, more utility-friendly, more efficient
- Tracking systems: Less expensive to build and operate, more reliable
- Balance of plant: More quality contractor firms doing more solar

FINANCIAL INNOVATION IS A GAME CHANGER

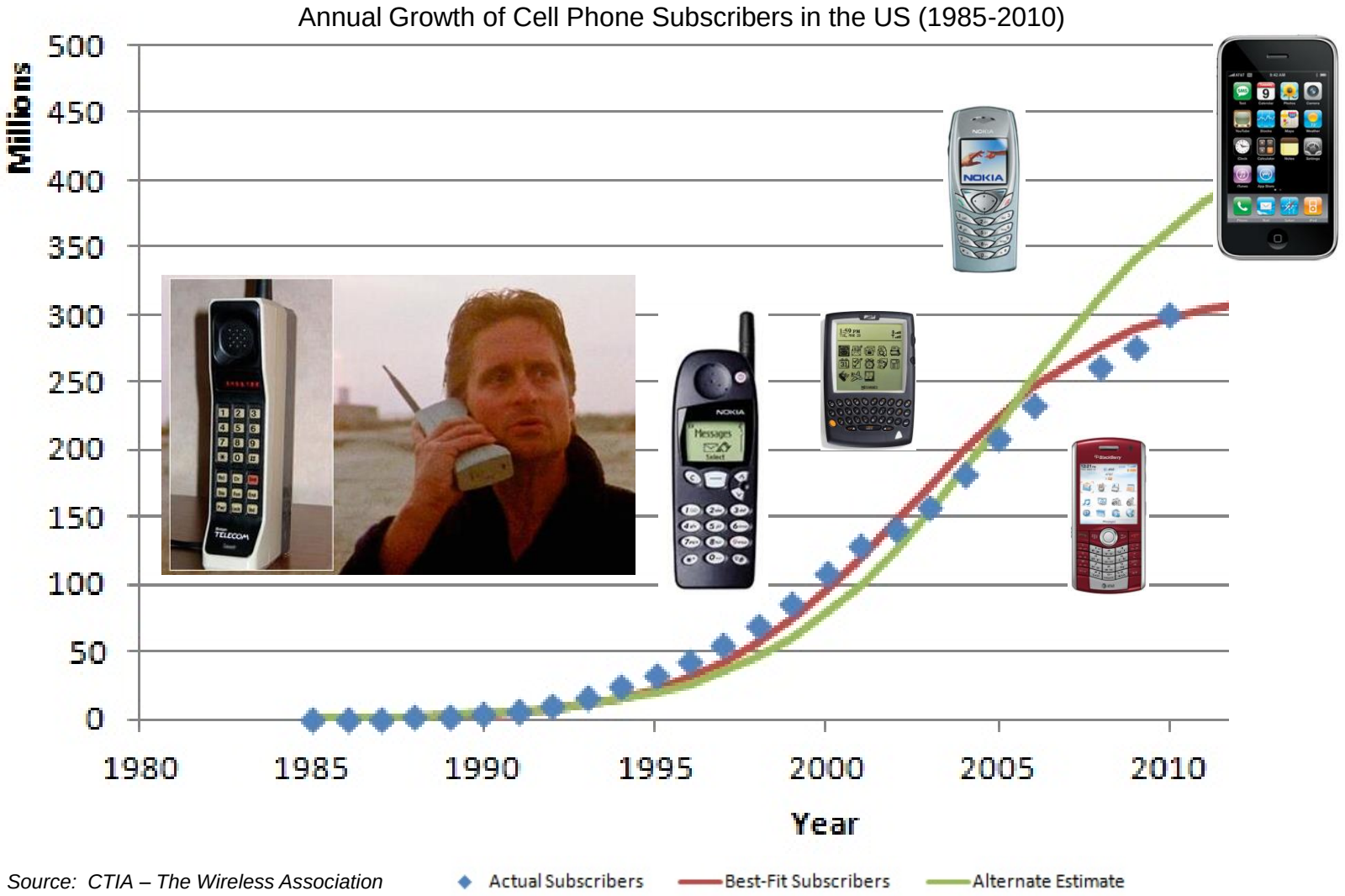
Distributed solar now has access to larger pools of low-cost capital.

- TerraForm Power (TERP – NASDAQ)
- NRG Yield (NYLD – NYSE)

Other financial innovation lowering cost of capital:

- SolarCity – “Solar Asset Backed Notes”

HAVE WE SEEN THIS BEFORE?



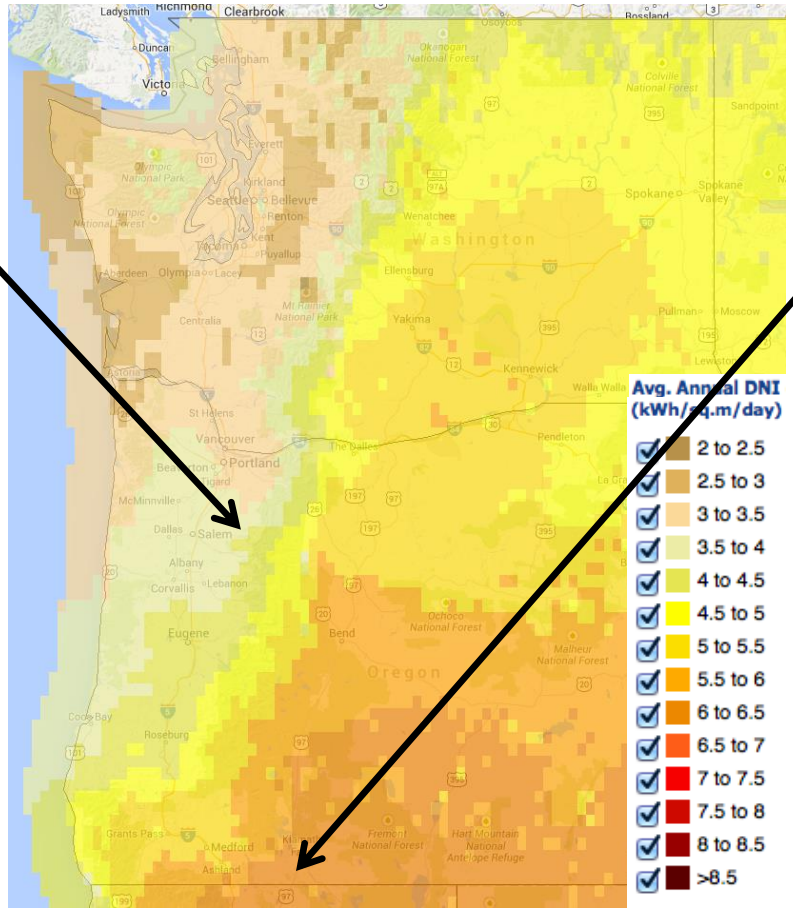
Source: CTIA – The Wireless Association

Solar in Oregon

1 MW in Salem

Year 1 Energy:
1,300 MWh

Economics do not justify tracking



1 MW in Klamath Falls

Year 1 Energy:
2,000 MWh

Significantly more sun

Single-axis Tracking

How Does our Resource Compare?

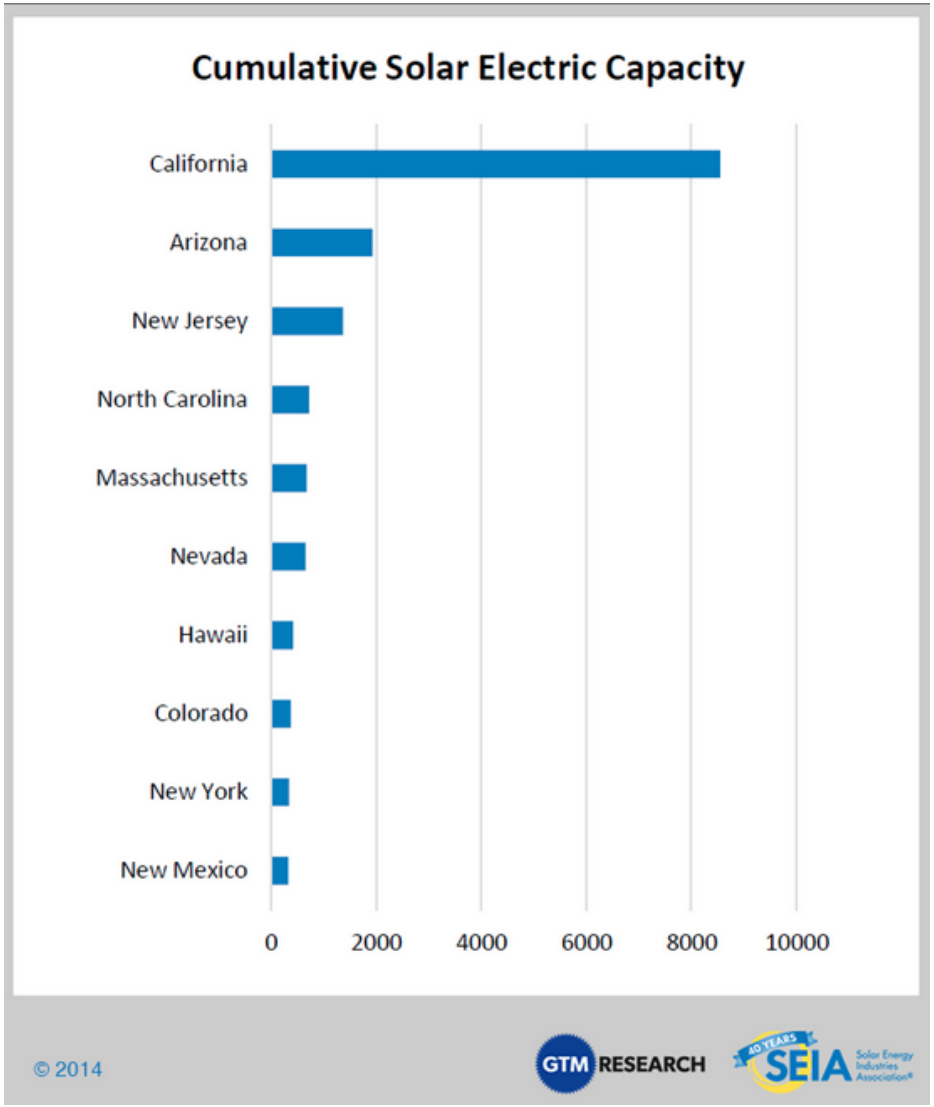
- Willamette Valley: Comparable to much of the Northeast U.S.

- Klamath and Lake Counties: As good or better than California's central valley

State by State

- Over 8,500 megawatts installed in California
- New Jersey, 1,400 megawatts
- Massachusetts, 760 megawatts installed

- Oregon, 85 MW



New Jersey

Month	MW Installed
October 2014	11.7 MW
November 2014	7.7 MW
December 2014	58.5 MW
Q4 2014 Total	***77.9 MW***

Challenges for Solar in Oregon

- Rate structures favor old coal over new renewables (*low avoided cost prices*)
- Poor coordination among utilities, opaque energy market function
- Incentives inconsistent & result in mostly small installations in the cloudiest places
- Very limited (almost non-existent) ability for customers to buy directly from offsite renewable facilities
- Oregon RPS will not drive much more investment over the next decade

But …

- Hydro is limited and will not replace coal, nor support load growth
- Cost for renewables beats new fossil plants
- Innovative human capital base

What's Happening Now?

Solar Beats Fossil on Price

Utility Scale Solar: $60 to $86/MWh

Gas Combined Cycle: $61 to $127/MWh

- "Lazard's Levelized Cost of Energy Analysis," September 2014 (Unsubsidized Comparison)

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Big Solar Delivered to Big Customers

ONEENERGY RENEWABLES™

Big Solar Delivered to Small Customers

Batteries and Solar?

Battery deployment starting to look a lot like solar!

- California storage mandate (1,325 MW)
- Behind the meter battery deployment (capacity charges)
- Growth in niche markets
- Elon Musk

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Thank You