

Association de l'industrie électrique du Québec 2019



Solar Trends in the United States

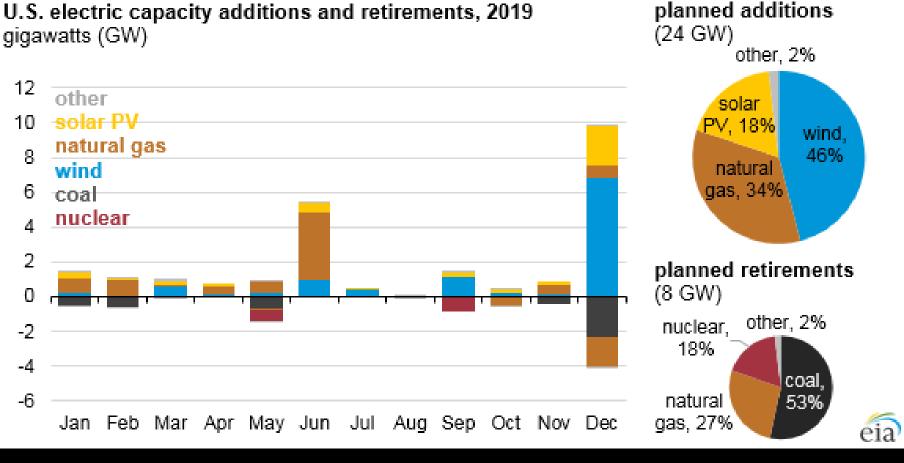
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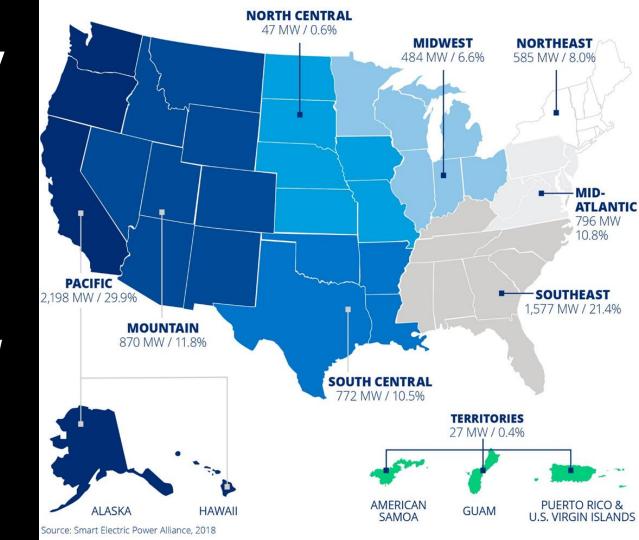
4,300 MW Utility Scale Solar (CA, TX, NC)

3,900 MW Small Scale Solar

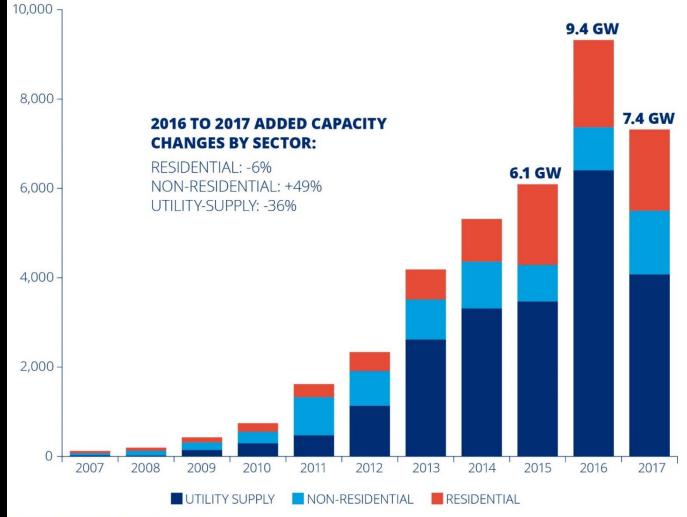


2017 Solar Capacity and Percentage, By Region

- Northeast: Dominated by Smaller Scale Solar (5MW and less)
- Pacific, Mountain, South Central: Dominated by Grid Tied, Large Scale Solar (50 MW and greater)
- Southeast, Mid-Atlantic: Blend of Large and Smaller Scale Solar



Annual Solar Growth by Sector (MW-AC)



Source: Smart Electric Power Alliance, 2018

What areas of the business are being supported by Solar in US?

- Regulatory Compliance & Resiliency
- Fuels Planning
- Revenue/Cost Forecasting
- Demand Side Management
- Power Generation Planning/Supply
- Load Balancing
- Power Delivery/Grid Stability

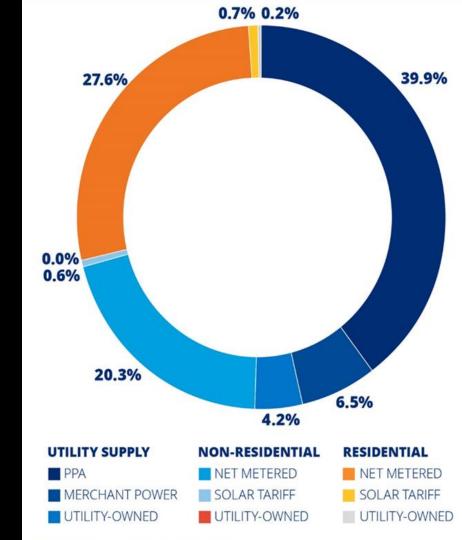
Customer Service



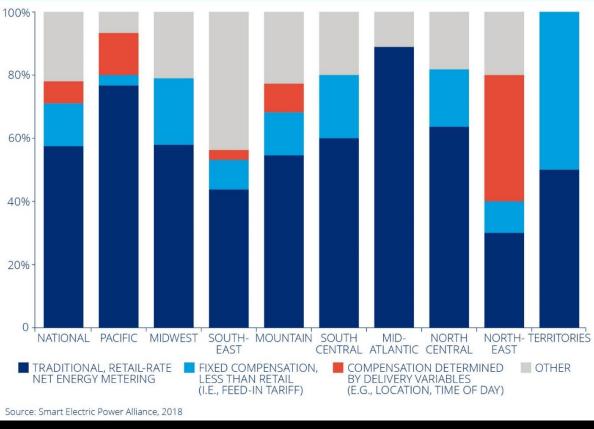
Investor-Owned Utilities Composition of Solar Capacity

- Large Scale Trend from Power Purchase Agreement (PPA) to asset ownership
- Smaller Scale Large/Industrial customer driven
- Residential Customer/State policy driven

Source: Smart Electric Power Alliance, 2018



UTILITY CHOICE IN CUSTOMER-GENERATED SOLAR ENERGY COMPENSATION, 2018





- Facilities tend to be smaller scale and behind the meter focused.
- Land Use Limitations
- Limited/Constrained Transmission

Northeast

Southeast

- Lack of Regional Transmission Authority
- Driven by individual state policies
- Large Scale Solar
 - o Data center/large Industrial driven market
 - Large IOU market transition from PPA to Utility
 Ownership business models
- Distributed Solar
 - Smaller scale behind the meter commercial/industrial with Utilities

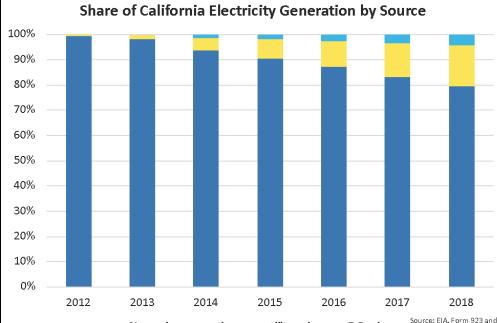


California (Southwest)

- Solar generation in California now makes up nearly 21% of the state's electricity mix
 - 4% comes from distributed solar
 - 750 MW storage planned in California, 53% grid connected, 47% behind the meter.
 (Source: California Energy Storage Alliance, 2019)
- CAISO Impacts
- Community Choice Aggregation (CCA)
- California Rate Design Changes for Time of Use

Source: Solar Electric Industries Association, March 2019 (EIA, Form 923, Form 861M)





Non-solar generation

utility solar

DG solar

	Ramp Control	Expanded Frequency And Voltage Ride Through	Randomized Reconnect	Curtailment	Voltage Support	Residential	Non- Residential
No Interest	49.8%	47.9%	52.1%	48.6%	41.3%	43.8%	43.3%
Interested	35.5%	32.7%	41.9%	34.4%	36.7%	39.4%	42.3%
Planning	10.1%	10.6%	2.8%	11.5%	12.8%	10.1%	8.2%
Piloting	2.3%	4.2%	0.9%	2.3%	5.5%	N/A	N/A
Program Implemented	2.3%	4.6%	2.3%	3.2%	3.7%	6.7%	6.3%

Utility Interest in Advanced Inverter Functionality and Solar + Storage

Source: Smart Electric Power Alliance, 2018



QUESTIONS?

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