Rocky Mountain Institute’s Shine team has helped utilities and cities around the nation procure distribution-scale solar.

**CO:** Procurement ongoing for 4 co-ops and 1 muni, ~15 MW

**NM:** Procurement complete for 4 co-ops, 6 sites, 7 MW

**NY:** Supported community solar projects in Syracuse and Rochester, for total of ~45 MW

**NC:** Partnership with NCSU for community solar in Southeast

**TX:** Starting engagement with co-ops, munis, and state agencies

**complete**

**in progress**
We have helped utilities in New Mexico and Colorado to realize low-cost distribution-scale solar

<table>
<thead>
<tr>
<th>New Mexico</th>
<th>Colorado</th>
</tr>
</thead>
<tbody>
<tr>
<td>• RFP released: February 2016</td>
<td>• RFP released: March 2017</td>
</tr>
<tr>
<td>• Original portfolio:</td>
<td>• Original portfolio:</td>
</tr>
<tr>
<td>2 co-ops, 3 MW</td>
<td>6 co-ops, 16.75 MW</td>
</tr>
<tr>
<td>• Number of developer responses: ~25</td>
<td>• Number of developer responses: ~30</td>
</tr>
<tr>
<td>• Final portfolio:</td>
<td>• Final portfolio:</td>
</tr>
<tr>
<td>4 co-ops, 7 MW</td>
<td>4 co-ops, 10 MW</td>
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<tr>
<td>• Lowest prices: ~$45/MWh</td>
<td>1 muni, 5 MW</td>
</tr>
<tr>
<td>• PPAs signed: early 2017</td>
<td>• Lowest prices: ~$45/MWh (1 MW), ~$40/MWh (5 MW)</td>
</tr>
<tr>
<td>• COD planned for spring 2018</td>
<td>• PPAs signed: winter 2017 (projected)</td>
</tr>
</tbody>
</table>
Competitive procurement can reduce prices by 25%

PPA prices for a 1 MW project for different portfolio sizes in Colorado RFP

- Q3
- Median
- Lowest 10%

![Graph showing PPA prices for different portfolio sizes](graph.png)

-25%
Portfolio aggregation can reduce prices by 15%

PPA prices for a 1 MW project for different portfolio sizes in Colorado RFP

![Graph showing PPA prices for different portfolio sizes with a 15% reduction.](image-url)
RMI has provided many types of technical assistance to utilities

- Economic analysis tools for community-scale solar and storage
- Develop presentation materials for co-op and muni boards
- Community solar program and rate design
- Write RFP, using RMI’s standard RFP document
- Issue RFP to top national developers (>25/RFP in past RFPs)
- Evaluate RFP responses to suggest top vendor(s)
- Support site and interconnection analysis
- Provide standard PPA
- Communicate results in national media
THANK YOU

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