UTILITY GREEN TARIFFS: A – Z

Keys to Structuring Long-Term Renewable Contracts Directly with Utilities

September 12 – 13, 2019
Denver Marriott South at Park Meadows
Denver, CO
OVERVIEW

As renewable energy has moved into the mainstream of bulk power consumption, commercial, industrial, institutional and other large users are contracting directly for their power. These so-called green tariffs (GT) facilitate the broader social objectives that employees, customers, the supply chain, citizens seek to have manifested in the broader push for the de-carbonization of business. Many customers are entering into direct power purchase agreements (PPAs) with independent and merchant power producers. Others are opting to establish special arrangements with utilities, effectively taking service under new rates that are differentiated from what otherwise applies to large commercial and industrial customers.

This GT summit will explore the different types of applicable rate structures and alternatives available and under consideration by utilities and utility regulators for the bulk purchase of renewable energy — especially by large commercial, industrial, and institutional customers. Utilities, state regulatory bodies, large power consumers and project developers with active or anticipated green tariff arrangements and related cases will find this a must-attend forum to evaluate their options and the path forward.

LEARNING OUTCOMES

Through presentations and panel discussions, attendees will have the opportunity at this program to:

• Identify the various utility green tariff rate designs and mechanisms in use
• Indicate common elements of regulatory costs, benefits and externalities that can be reflected in “green tariff” rate structures
• Evaluate strategic utility challenges in properly establishing renewable energy program designs and revenue targets
• Examine avoided cost and levelized cost (LCOE) calculation metrics and assumptions associate with green tariffs
• Discuss mechanics of GT administration by utilities
• Assess the elements essential for business partner(s) to collaborate with utilities and regulators for successful formulation and adoption of green tariffs
• Illustrate salient best practices, opportunities and challenges through GT case studies
• Infer influences on future development of green tariffs

WHO SHOULD ATTEND

This program will inform professionals at:

• Utilities (IOUs, Municipal and public power)
• Local distribution companies (LDCs)
• Project developers
• Retail electric providers (REPs) and energy service companies (ESCOs)
• Regulatory staff and officers
• Consultants
• Attorneys
• Solar and renewable energy advocates

Whose expertise supports the following:

• Solar programming and development
• Renewable energy initiatives and measures
• Rate case development and management
• Regulatory, policy and governmental affairs
• Legal
• Resource and long-range planning

REGISTER TODAY! CALL 303-770-8800 OR VISIT WWW.EUCI.COM
AGENDA

THURSDAY, SEPTEMBER 12, 2019

12:30 – 1:00 pm  Registration

1:00 – 1:15 pm  Welcome and Overview

1:15 – 1:45 pm  The Foundations of Corporate and Bulk-Scale Green Energy Programs
This segment will provide an overview of the foundations that underpin the concepts associated with all green energy programs, including green tariffs (GT). It will explore what the drivers are behind this relatively recent renewable energy procurement practice, especially what utilities and project developers who support these programs must understand about the large end-user customers they directly serve. Finally, it will compare and contrast how GTs relate to the full range of green power acquisition/deployment.

1:45 – 3:00 pm  Principal Types of Green Tariffs (GTs) and How They Work
This segment will survey the three types of green tariffs in the United States:
1. A sleeved power purchase agreement (PPA)
2. Subscriber programs
3. Market-based rate programs
It will present the characteristics, similarities and distinctions that influence the administration of each rate and policy innovation.

3:00 – 3:15 pm  Afternoon Break

3:15 – 4:45 pm  Mechanics of GT Administration by Utilities
• Establishing the starting point(s)
  o Customer-appetites and needs
  o Regulatory-mandated vs voluntary
  o Market structure and characteristics
   - Wholesale market operations
   - Bi-lateral transactions
  o Customer eligibility
• Program elements and design
• Best practices
• Opportunities
• Challenges

4:45 pm  Program Adjournment for Day
AGENDA

FRIDAY, SEPTEMBER 13, 2019

8:00 – 8:30 am  Continental Breakfast

8:30 – 10:00 am  Business Partner(s): A Critical Part of the GT Equation
This segment will explore what commercial, industrial, institutional and other classes of large renewable energy users are looking for in their quest to lock down “green” power in a business-sustainable fashion. It will address:
• Rates
• Comparative power options
• Reducing carbon footprint
• Impact on utility business model(s)
• Impact on customer and public recognition and goodwill

10:00 – 10:20 am  Morning Break

10:20 – 11:45 am  GT Case Studies
Successful green tariff programs with differing characteristics will be examined from three utilities:
• Puget Sound Energy (PSE)
• Arizona Public Service (APS)
• Xcel Energy

11:45 am – 12:45 pm  Group Luncheon

12:45 – 2:00 pm  Rate Design Math and Metrics Associated with GTs
This segment will examine in detail the rate and other calculations associated with establishing a Rider based on PPA price+admin costs, minus credits for:
• Wholesale energy + capacity value
• Utility avoided cost
• Fuel swap, or unbundled utility services not used
• Tariff designed from ground up
• Market-based rate
• REC premiums charged for service from unspecified green power facilities

2:00 – 3:00 pm  Influences on Future Development of Green Tariffs
• State RPS Updates
• Solar Policies (Net Metering, Value of Solar, etc.)
• Changes to state carbon policies affecting voluntary and corporate renewable energy
• Local gov’t and business/community-led carbon reduction pledges and measures
• Citizen, customer and shareholder advocacy

3:00 pm  Program Adjournment
INSTRUCTORS

Judson Tillinghast

Judson Tillinghast has more than 11 years in the development and implementation of complex business models for various industries. As Arizona Public Service's Customer Technology Program Consultant, he is responsible for developing new programs to help APS customers meet their sustainability goals and managing a portfolio of renewable energy programs. He has held a variety of operational/analytical roles that included the management of the load forecasting model and helped integrate APS's Real Time Management tools with the Energy Imbalance Market. Mr. Judson is an alumnus of the W. P. Carey School of Business at Arizona State and holds Master’s degrees in Business Administration.

Will Einstein
Director – Product Development and Growth, Puget Sound Energy (PSE)

Will Einstein is Puget Sound Energy Director of Product Development and Growth. In this role, he leads PSE's Development and marketing of new products and services for PSE customers including new renewable energy offerings, carbon reduction programs, and electric vehicle charging services. Previously, he served as Director of Business Services which manages PSE's large commercial and industrial accounts and leads PSE's strategy for improving service to the utility's entire business customer base. Other posts he has held at the organization include Director of Community and Business Services for King County, and Manager of emerging technology and climate change program and Manager in PSE's Federal Government Relations group for eight years and has more than 15 years of experience working in Washington State politics. Mr. Einstein has served on the staff of members of the United States House of Representatives, the United States Senate and the Metropolitan King County Council. He has a MBA from the University of Washington's Executive MBA program and has a bachelor's degree from Whitman College.

Bruce R. Chapman
Vice President and Senior Economist, Christensen Associates Energy Consulting

Bruce R. Chapman is Vice President and Senior Economist at Christensen Associates Energy Consulting. He assists clients in the electricity and natural gas industries to improve their costing and pricing capabilities. Mr. Chapman advises clients in such areas of expertise as: cost-of-service analysis and rate design based upon established regulatory and market-based principles; innovative rate design including demand response products, renewables pricing, fixed billing, and other market-based retail pricing products; load forecasting and load research analysis. Additionally, he has supervised the development of software required for the implementation and support of innovative retail products.

Tom Stanton
Principal Researcher – Energy & Environment, National Regulatory Research Institute (NRRI)

Tom Stanton is Principal Researcher, Energy and Environment, at NRRI. He joined NRRI in fall 2010 after a 32-year career in Michigan state government. Mr. Stanton specializes in policy research for renewable energy, energy efficiency, smart grid, and global climate change. Mr. Stanton has worked in Michigan state government – in the fields of public utility regulation, energy efficiency, and renewable energy – including 10 years at the State Energy Office and over 22 years at the Michigan Public Service Commission. For several of those years, he worked on administration of Michigan's solar and renewable energy tax credits program and later served as manager of the renewable energy section at the Michigan PSC. He earned a B.A. in Communications and an M.A. in Journalism, both from Michigan State University, as well as an M.S. in Public Administration from Western Michigan University.
INSTRUCTORS

Lori Bird
Director – US Energy Program and Polsky Chair for Renewable Energy, World Resources Institute (WRI)

Lori Bird is Director of WRI’s U.S. Energy Program and the Polsky Chair for Renewable Energy. In this role, she focuses on decarbonization by the utility sector and large buyers, increasing grid flexibility through market design, and transportation electrification. Prior to joining WRI, she served as a principal analyst in the Markets and Policy Group of the National Renewable Energy Laboratory, where she specialized in renewable energy policy, solar and wind energy markets, and integrating variable generation into electric grids. At NREL, Ms. Bird helped launch the Solar Energy Innovation Network, a large, multi-year program designed to leverage research support to advance cutting edge solutions to solar market challenges. Earlier, she led extensive work on green power markets and stakeholder engagement activities on renewable grid integration. Over her career, she has co-authored nearly 150 publications on renewable energy, including articles in a variety of academic and trade journals, and received several NREL awards for her sustained contributions in renewable energy markets. Earlier in her career, she worked for DOE’s Office of Energy Efficiency and Renewable Energy in Denver on the Million Solar Roofs Initiative and Hagler Bailly Consulting in Boulder, Colorado, where she prepared economic and policy analyses for clients such as utilities, U.S. EPA, and the World Bank. Ms. Bird holds a master’s degree in environmental studies from Yale University’s School of Forestry and Environmental Studies and a B.A. in economics and environmental studies from Indiana University.

Jeff Cramer
Executive Director, Coalition for Community Solar Access

Jeff Cramer is the Executive Director of the Coalition for Community Solar Access (CCSA), a national trade organization that works to expand access to clean, local affordable energy nationwide through community solar. He co-founded and for some 5 years served as partner at 38 North Solutions — a public affairs firm that focuses exclusively on clean energy policies at the state and federal levels. In that capacity, he served a diversity of clients in the solar, storage, industrial recycling, vehicle electrification, methane waste prevention, and wind sectors. Prior to his work at 38 North, Mr. Cramer served as an Advocate at the public affairs firm Quinn Gillespie in Washington DC and previously as an energy and technology industry analyst at Pacific Crest Securities, a sell-side investment bank in Portland, OR.

Jonathan Rogers
Renewable Energy Specialist, City and County of Denver

Jonathan Rogers is the Renewable Energy Specialist for the City and County of Denver. He is responsible for the city’s efforts to achieve its goal of 100% renewable electricity community-wide by 2030, coordinates Denver’s Energy Future Collaboration with Xcel Energy, and is actively involved in Public Utility Commission proceedings. He works with stakeholders across city agencies, energy and environmental organizations, and community and business groups to develop and implement renewable-energy focused policies, programs, and projects. Before joining the staff at the City and County of Denver, Mr. Rogers was Program Director for Energy Systems Analysis and Integration at Energetics Inc, advising the U.S. Department of Energy, the U.S. National Laboratories, and states and cities on efforts to achieve an affordable and equitable transition to cleaner energy, industrial, and transportation systems.
INSTRUCTIONAL METHODS

Case studies and PowerPoint presentations will be used in this program.

REQUIREMENTS FOR SUCCESSFUL COMPLETION

Participants must sign in/out each day and be in attendance for the entirety of the conference to be eligible for continuing education credit.

IACET CREDITS

EUCI has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). In obtaining this accreditation, EUCI has demonstrated that it complies with the ANSI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Authorized Provider status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standard.

EUCI is authorized by IACET to offer 0.9 CEUs for the conference.

REGISTER 3, SEND THE 4TH FREE

Any organization wishing to send multiple attendees to this conference may send 1 FREE for every 3 delegates registered. Please note that all registrations must be made at the same time to qualify.

EVENT LOCATION

The event is located at the Denver Marriott South at Park Meadows, 10345 Park Meadows Dr, Littleton, CO 80124, for the nights of September 11-12, 2019*. Room rates are US $184 plus applicable tax. Call 1-303-925-0004 or click here for reservations and mention the EUCI event to get the group rate. The cutoff date to receive the group rate is August 20, 2019 but as there are a limited number of rooms available at this rate, the room block may close sooner. Please make your reservations.

*Please note, our room block is sold out on the evening of September 11th. The hotel does have rooms left but at a higher rate. Here are some nearby hotels that have availability for both nights.

Hilton Garden Inn Denver South Park Meadows Area
9290 Meridian Boulevard, Englewood, CO, 80112
(303) 824-1550
.3 miles from the Conference Hotel

Hampton Inn & Suites Denver/South RidgeGate
10030 Trainstation Cir, Lone Tree, CO, 80124
(303) 790-4100
.4 miles from the Conference Hotel

Element Denver Park Meadows
9985 Park Meadows Drive, Lone Tree, CO, 80124
(303) 790-2100
.9 miles from the Conference Hotel

TownePlace Suites by Marriott Denver South/Lone Tree
10664 Cabela Drive, Lone Tree, CO, 80124, United States
(303) 708-9664
1.3 miles from the Conference Hotel

Courtyard by Marriott Denver South/Park Meadows Mall
8320 S Valley Hwy, Englewood, CO, 80112, (720) 895-0300
1.6 miles from the Conference Hotel
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**REGISTRATION INFO**

Mail Directly To:
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4601 DTC Blvd., Ste. 800
Denver, CO 80237
OR, scan and email to: conferences@euci.com

WWW.EUCI.COM
p: 303-770-8800
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**PLEASE SELECT**

- **UTILITY GREEN TARIFFS: A – Z**
  - SEPTEMBER 12 – 13, 2019: US $1495
  - EARLY BIRD on or before AUGUST 23, 2019: US $1295

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**EVENT LOCATION**

How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.)

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OR Enclosed is a check for $ ___________________________ to cover __________________ registrations.

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Substitutions & Cancellations

Your registration may be transferred to a member of your organization up to 24 hours in advance of the event. Cancellations must be received on or before August 9, 2019 in order to be refunded and will be subject to a US $195.00 processing fee per registrant. No refunds will be made after this date. Cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCI event. This credit will be good for six months from the cancellation date. In the event of non-attendance, all registration fees will be forfeited. In case of conference cancellation, EUCI’s liability is limited to refund of the event registration fee only. For more information regarding administrative policies, such as complaints and refunds, please contact our offices at 303-770-8800. EUCI reserves the right to alter this program without prior notice.