



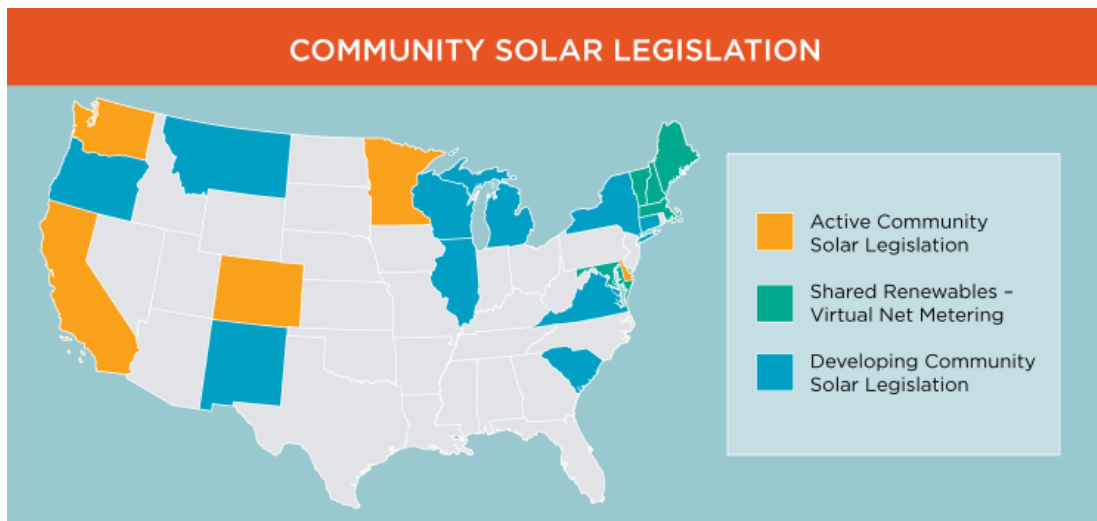
Innovative Structures to Maximize Renewable Energy Adoption

2016

COMMUNITY SOLAR + VIRTUAL NET METERING



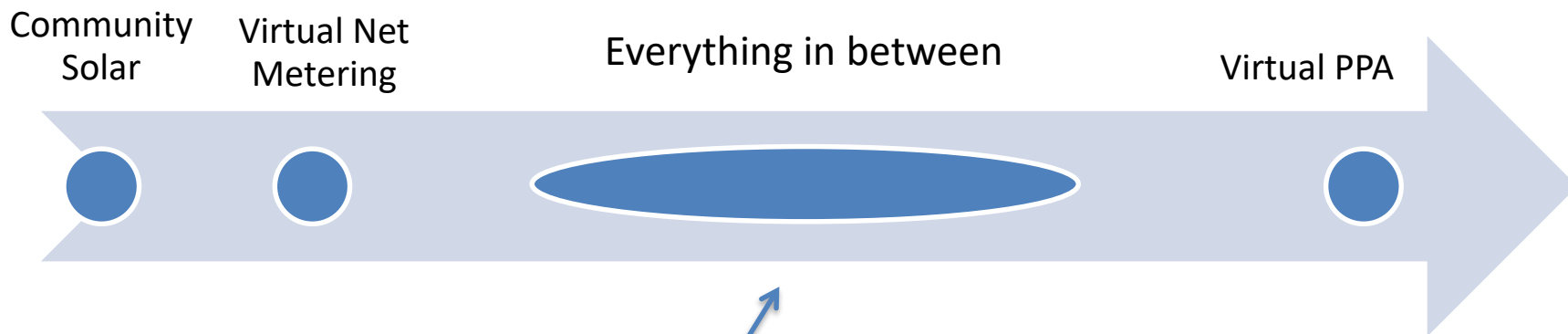
- Utility-managed
- Growth is capped
- Policy dependent
- Nuanced Rules
- Size and subscriber limitations
- Geographic limitations



UTILITY GREEN TARIFFS



RANGE OF OFFSITE RENEWABLE STRUCTURES



CASE STUDY – EVERYTHING IN BETWEEN



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MOM's Organic Market Adds Solar To Its Renewables Portfolio

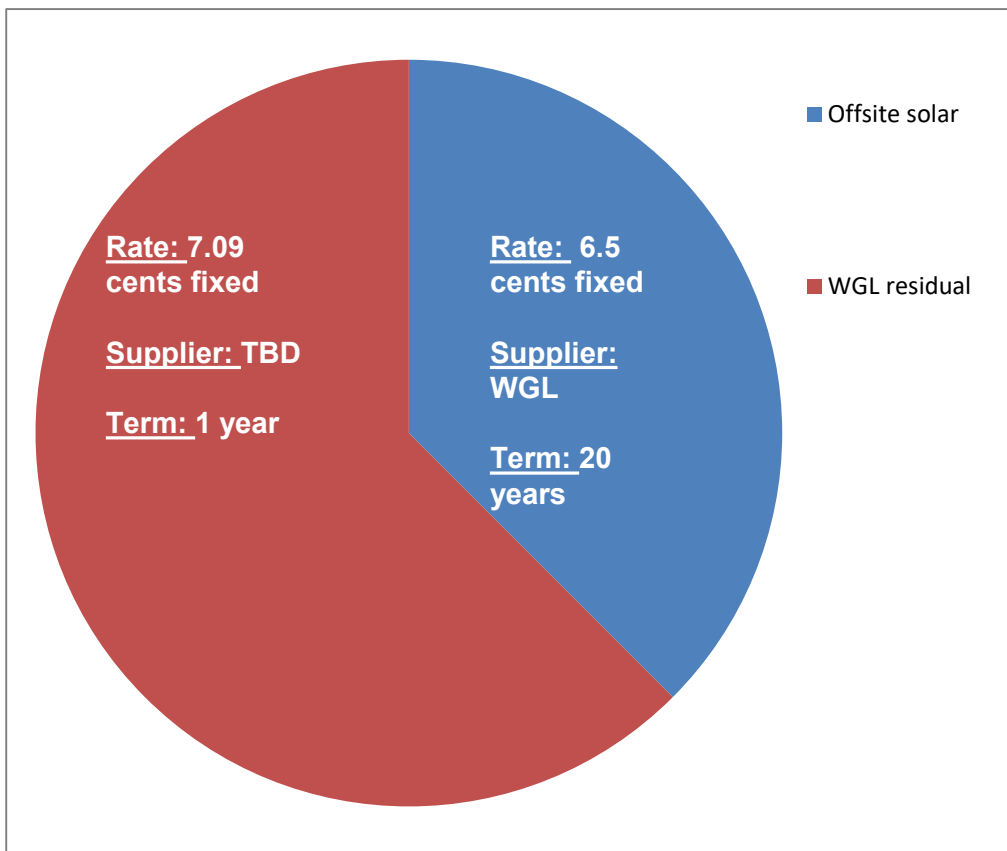
- 1.5 MW
- 20 year term
- Robust sustainability Program
- Flexible Solar Structure



SOLAR PORTFOLIO

Assumptions:

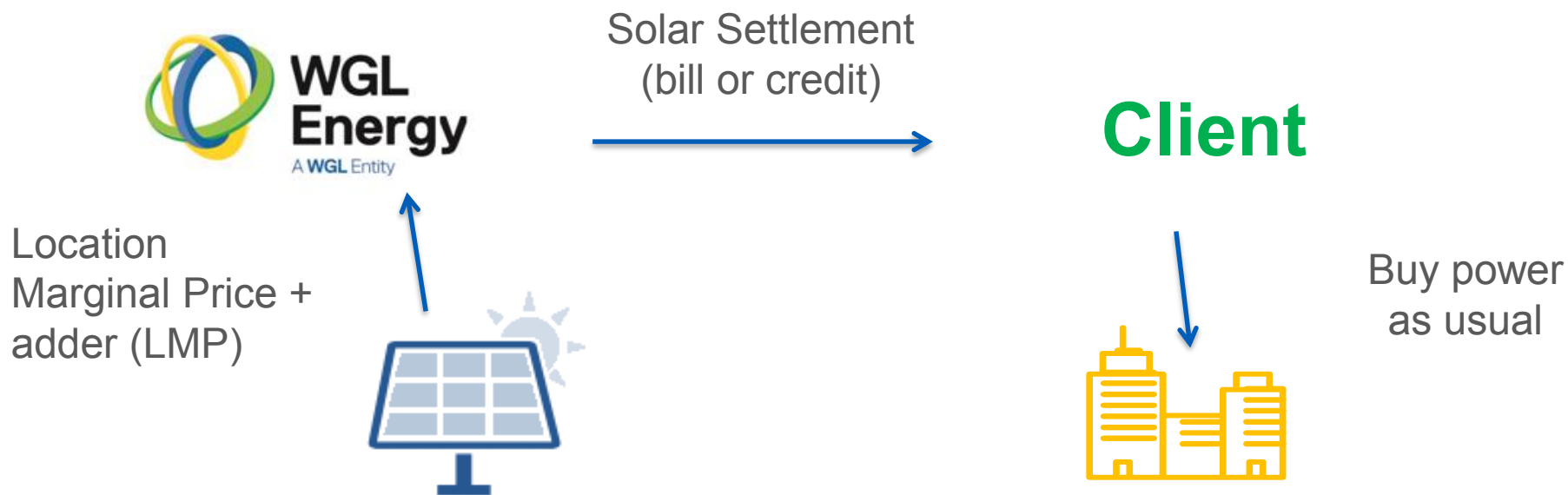
- Annual estimated usage of 30,000,000
- 10 MW of offsite solar (or 14,000 MWh per year)
- WGL serves additional load to allow for crediting of solar usage.



Benefits

- Locking in a long term rate
- Can move accounts in and out of the solar project each time you renew the brown power contract.
- The termination value is favorable as it is only the difference between your rate and the rate we can sell the output at termination.

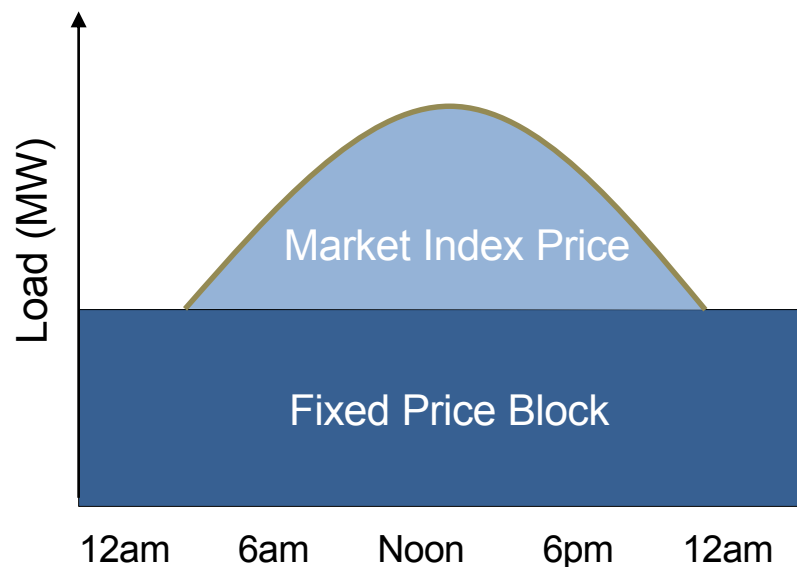
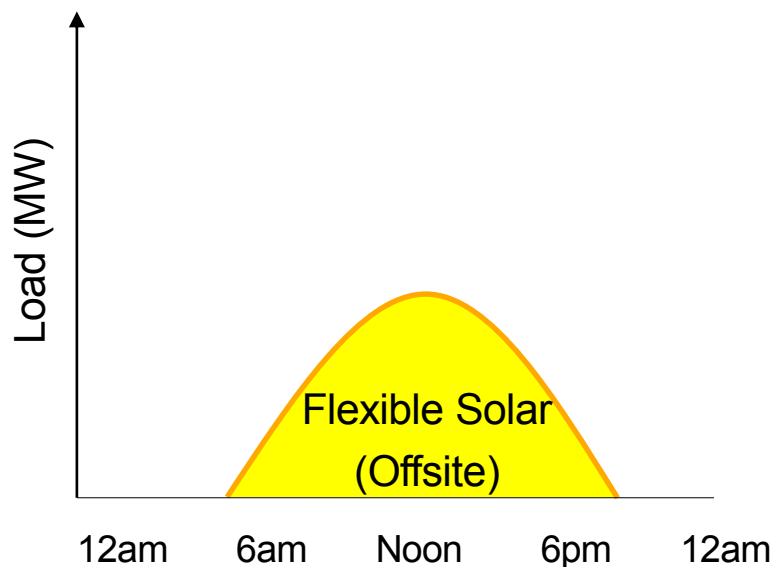
FLEXIBLE SOLAR



Case 1: LMP exceeds contracted solar price. Example: LMP averages \$70/MWh and Client is credited \$5/MWh generated that month ($\$65 - \$70 = \$5/\text{MWh}$ bill credit).

Case 2: LMP is less than contracted price. Example: LMP averages \$60/MWh and Client is billed \$5/MWh generated that month. ($\$65 - \$60 = \$5/\text{MWh}$ charge).

FLEXIBLE SOLAR + BLOCK AND INDEX



- Fixed price blocks secure baseload power at very low rates
- Peak daytime use priced at a market index
- Flexible Solar (offsite) structured to match peak load, hedging market risk

THANK YOU!

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