NEW ANGLES FOR SOLAR

Kevin Maas

Glacier Energy Inc
Lessons from Manure Business

- Find allies where you can
- Only go to Olympia if you can win
- Ask for the same money others get
- Get at least one utility to support you
Solar Shocks

- 30% investment tax credit may never be renewed after 2016
- Washington State production incentive might stop incentivizing solar even before 2016
- Structural realities of our electricity use continues to limit appeal of solar
Growth Surge Will Slow

- Adding 1,000-2,000 solar arrays per year until recent burst
- Approaching 0.5% limits of net-metering law and production incentive
- Utility load not growing
EV Growth is Steeper

- Sales tax exemption on electric cars under $35,000 good through June 2019
- Washington has occasionally led the nation in EV sales
Goal of 50,000 EVs by 2020

- Washington’s incentive remain limited compared to some states
- Improved 2016-2017 models make it likely this goal will be achieved
Beyond Inevitable Plateau

- Rather than accepting a 10,000-solar-array plateau, link solar to EVs and aim for 50,000 arrays.
- A 3-6kW array can supply all the energy needed for an EV
- Offer production incentives only for solar energy supplied through EV charger
- Simplify rules to allow businesses to build as many EV chargers with arrays as vehicle population allows
Extending Solar Boom

- Let current program move to sunset
- Establish similar production incentive expiring in 2030
- No limits on total incentives paid per utility or per customer
- Retain base rate of $0.15/kWh but smaller multiplier for in-state panels
- “Community solar” allowed simply by removing ownership restrictions
- State or utility receives Renewable Energy Credits to help achieve carbon emissions-reduction goals
Destroying Barriers

- Solar incentives and EV charging should be much more available to multifamily residential, businesses, etc.

- Alternate business models such as leasing can work.

- All owners eligible without even owning an EV—solar arrays at home and at work!
Making the Case

- Cost of program depends on success of EV effort
- Clear value to State for fifteen cents:
  - $0.05/kWh in reduced carbon emissions from using solar energy rather than gasoline as transportation fuel
  - $0.01/kWh of broad benefits to State economy from reduced in-state gasoline demand and increased refined-fuel exports
  - $0.05/kWh for preserving solar-installation jobs created during boom caused by previous incentive
  - $0.04/kWh for spurring construction of thousands of new EV chargers without need for any other infrastructure incentives
Kevin Maas

Contact kevin@glacier-energy.com

Follow @farmpower