



# Energy Storage Solutions

## Contractor Training



# Agenda



- Quick Overview of ESS
- Incentive Calculator
- Application Process Flow
- Salesforce Training
- Website Walkthrough



# Energy Storage Solutions

- 9-year declining incentives – Goal of 580 MW behind-the-meter storage for residential and non-residential end-use customers
- Statewide goal of 1000 MW, including front-of-the-meter

| CUSTOMER CLASS            | 2022-2024     | 2025-2027     | 2028-2030     | TOTAL         |
|---------------------------|---------------|---------------|---------------|---------------|
| Residential               | 50 MW         | 100 MW        | 140 MW        | 290 MW        |
| Commercial and Industrial | 50 MW         | 100 MW        | 140 MW        | 290 MW        |
| <b>Total</b>              | <b>100 MW</b> | <b>200 MW</b> | <b>280 MW</b> | <b>580 MW</b> |

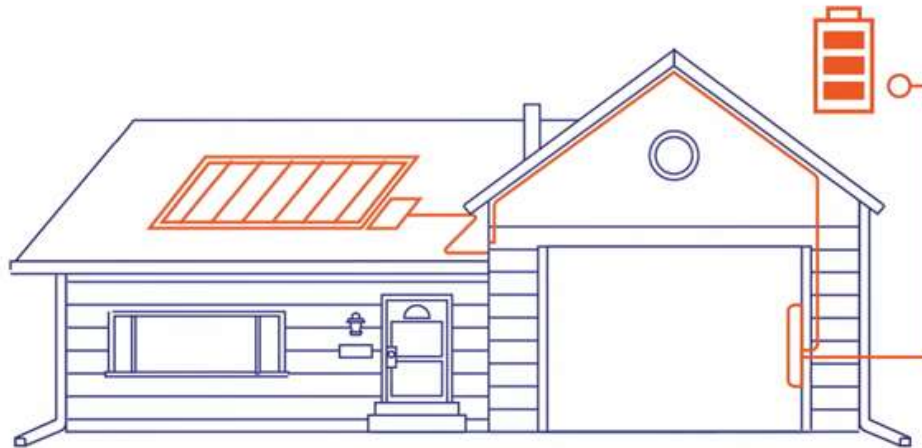
# Program Design

- Customer Classes:
  - Residential customer classes: Standard, Underserved, and Low-Income Households
  - Commercial/industrial customer classes: Small, Medium, Large (based on demand)
- Systems installed through this program can receive two incentives:

| Program Element  | Design Item                 | Summer                         | Winter                  |
|--|-----------------------------|--------------------------------|-------------------------|
| <b>Upfront Incentive<br/>(Passive Dispatch)</b>              | Events per Season           | All non-holiday weekdays (~60) | N/A                     |
|  | Months                      | June, July & August            | N/A                     |
|  | Event Duration              | 5 Hours                        | N/A                     |
|  | Anticipated Dispatch Window | 3 PM to 8 PM                   | N/A                     |
| <b>Performance-Based<br/>Incentive<br/>(Active Dispatch)</b> | Events per Season           | 30 to 60                       | 1 to 5                  |
|  | Months                      | June through September         | November through March  |
|  | Event Duration              | 1 - 3 hours                    | 1 - 3 hours             |
|  | Anticipated Dispatch Window | Noon to 9 PM (All Days)        | Noon to 9 PM (All Days) |

# Approved Technology

[https://energystoragect.com/submitted\\_ess\\_system\\_status\\_list/](https://energystoragect.com/submitted_ess_system_status_list/)



Incentive Reservations



# Incentive Calculator

Incentive calc excel

| kW | kWh | Total BESS Cost | Affordable MFH |
|----|-----|-----------------|----------------|
| 6  | 13  | \$ 21,000.00    | No             |

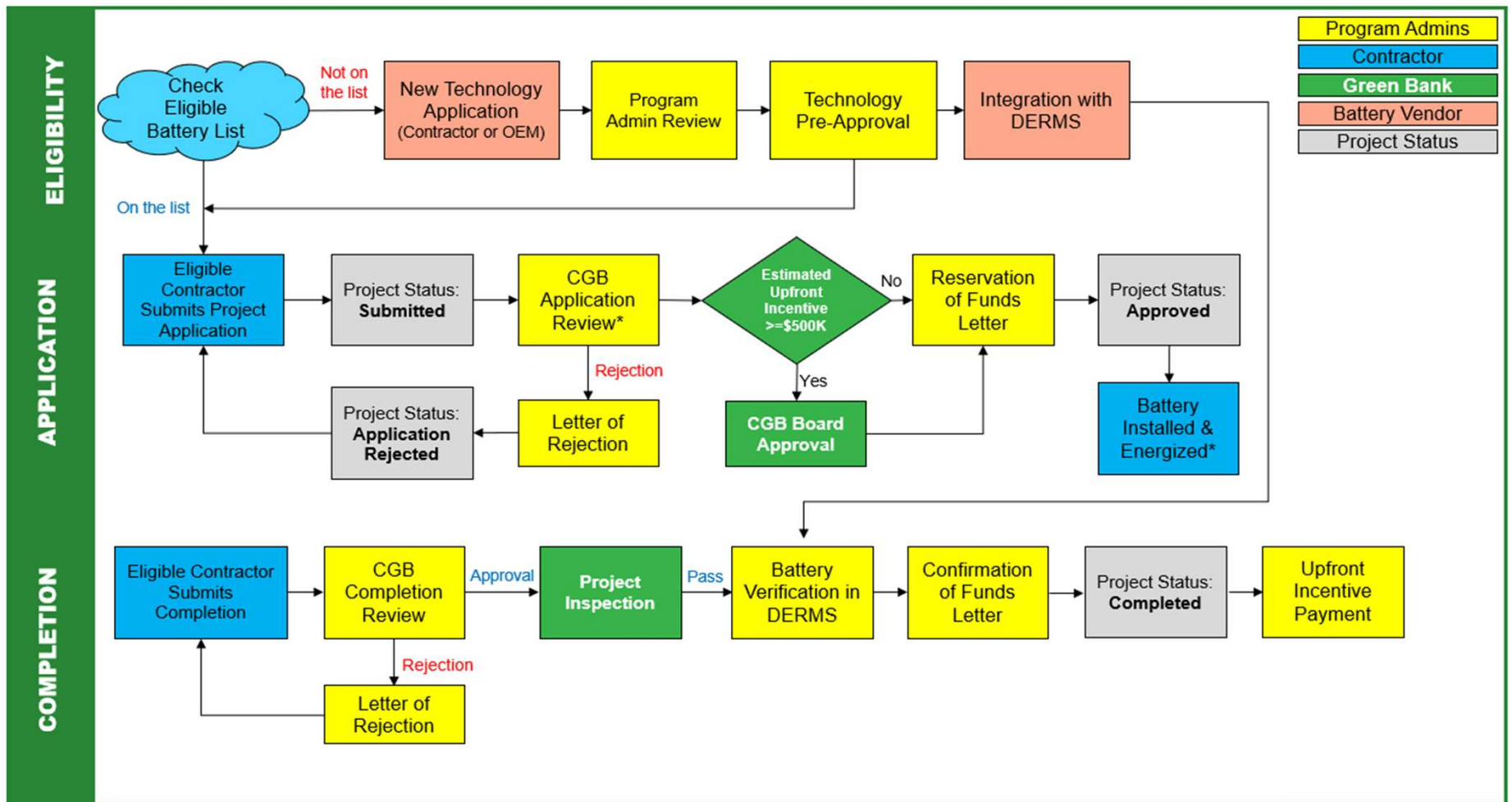
Estimate does not include ITC / solar, FCM, or demand management benefits.

| Residential Battery System – 6 kW / 13 kWh |               |             |             |
|--|---------------|-------------|-------------|
|  | Standard Rate | Underserved | Low-Income  |
| Upfront Incentive                          | \$ 2,600.00   | \$ 3,900.00 | \$ 5,200.00 |
| Upfront Incentive Method                   | Rate * kWh    | Rate * kWh  | Rate * kWh  |
| 10 Year Nominal PBI Estimate               | \$ 6,230.25   | \$ 6,230.25 | \$ 6,230.25 |
| PBI Estimation Method                      | Average kW    | Average kW  | Average kW  |

| Performance-Based Incentive | Maximum DoD   | 90%    | PBI assumes all events are 3 hours |
|-----------------------------|---------------|--------|------------------------------------|
|                             | Participation | 90%    |                                    |
|                             | Summer        | Winter | Total                              |
| Year 1                      | \$ 702        | \$ 88  | \$ 790                             |
| Year 2                      | \$ 702        | \$ 88  | \$ 790                             |
| Year 3                      | \$ 702        | \$ 88  | \$ 790                             |
| Year 4                      | \$ 702        | \$ 88  | \$ 790                             |
| Year 5                      | \$ 702        | \$ 88  | \$ 790                             |
| Year 6                      | \$ 404        | \$ 53  | \$ 456                             |
| Year 7                      | \$ 404        | \$ 53  | \$ 456                             |
| Year 8                      | \$ 404        | \$ 53  | \$ 456                             |
| Year 9                      | \$ 404        | \$ 53  | \$ 456                             |
| Year 10                     | \$ 404        | \$ 53  | \$ 456                             |

|                             |          |
|-----------------------------|----------|
| Estimated Total Nominal PBI | \$ 6,230 |
|-----------------------------|----------|

# Process Flow



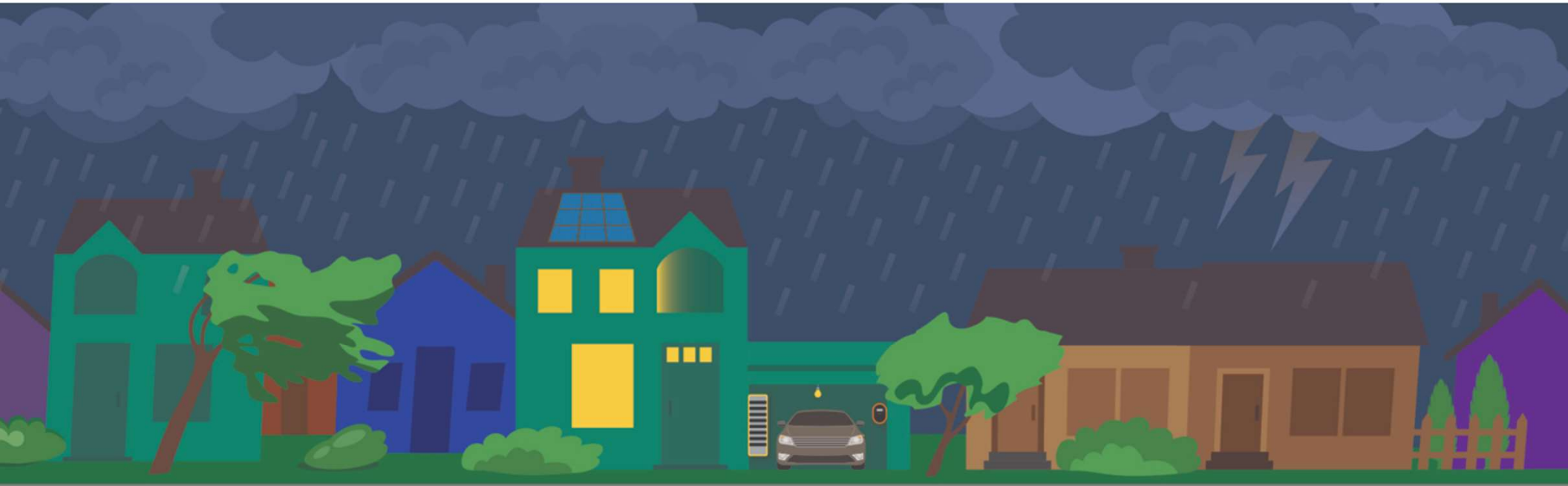


# 2023 Program Review – August 1

- Written comments can be filed by contractors / stakeholders. Input is welcome and encouraged.
- [State of CT - Public Utilities Regulatory Authority](#)



# Website Walkthrough

[About](#)[Buildings](#)[Homes](#)[Find a Contractor](#)[Eligible Equipment](#)[For Contractors](#)[Contact](#)

Introducing Energy Storage Solutions

# Energy Storage Solutions Cobranding

- Use the Energy Storage Solutions logos in your marketing materials!
- Visit [www.energystoragect.com/cobranding-terms-and-conditions-form](http://www.energystoragect.com/cobranding-terms-and-conditions-form) to request access

# Salesforce Demo

[www.ctgreenbank.force.com](http://www.ctgreenbank.force.com)

# Connecticut Energy Expo

October 19 – 21, 2023

- Hosted by Connecticut Power and Energy Society (CPES) and Operation Fuel
- Three-day event at the Connecticut Convention Center
- Opportunity to exhibit and connect with Connecticut residents and businesses on Friday and Saturday.
- **Learn more at [www.goenergyexpo.com](http://www.goenergyexpo.com)**



Questions?

