



Energy Storage Solutions April 2025 Contractor Training



April 24, 2025

Agenda



- Quick Overview of ESS
- Website Walkthrough
- Incentive Calculator
- Salesforce Training
- Cobranding & Networking
- Questions & Discussion



Energy Storage Solutions

- 9-year declining incentives – Goal of 580 MW behind-the-meter storage for residential and non-residential end-use customers
- Program is overseen by PURA, paid for by electric ratepayers, and administered by Connecticut Green Bank, Eversource and UI
- Track current capacity and other metrics for the program on the [Reporting page](#)

New Program MW Allocation					
CUSTOMER CLASS	Tranche 1	Tranche 2	Tranche 3	Tranche 4	TOTAL
Residential	50 MW	50 MW	50 MW	0 MW	150 MW
Commercial and Industrial	50 MW	113.9 MW	126.1 MW	140 MW	430 MW
Total	100 MW	163.9 MW	176.1 MW	140 MW	580 MW

Program Design

- **Residential customer classes:** Standard, Underserved, and Low-Income Households
- **Commercial/industrial customer classes:** Small, Medium, Large (based on annual peak demand)
- Systems may receive two (2) types of incentives through this program:

Program Element	Design Item	Summer	Winter
Upfront Incentive (Passive Dispatch)	Events per Season	All non-holiday weekdays (~60)	N/A
	Months	June, July & August	N/A
	Event Duration	3 Hours	N/A
	Anticipated Dispatch Window	5 PM to 8 PM	N/A
Performance-Based Incentive (Active Dispatch)	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)

Residential Incentive Levels

Upfront Incentive Levels (Tranche 1)*

Capacity Block (MW)	Standard	Underserved	Low-Income
10 (~ 1.83 MW remaining)	\$250/kWh	\$450/kWh	\$600/kWh
15	\$212.5/kWh	\$450/kWh	\$600/kWh
25	\$162.5/kWh	\$450/kWh	\$600/kWh
Grid-Edge Adder	+50%	+50%	+50%

Performance Incentive Levels

Summer, Years 1-5	Winter, Years 1-5	Summer, Years 6-10	Winter, Years 6-10
\$200/kW	\$25/kW	\$115/kW	\$15/kW

**Residential Upfront Incentive capped at calculated incentive, \$16,000 per household or 50% of total cost (whichever is less)*

Residential – Notes & Webinars

- **Contract Requirements:** [view checklist here](#)
- **Sunnova customers** may only enroll through Sunnova
- **Tesla customers** may only [enroll through the Tesla Mobile App](#) for Active-Only Dispatch to receive Performance Incentives
- **Customer Informational Webinars:**
 - Please feel free to share this link with residential customers to learn more about the program and the benefits of battery energy storage systems.
Recorded session from the March 26th homeowner webinar:
 - <https://energystoragect.com/informational-webinars/>

Commercial Incentive Levels

Upfront Incentive Levels

Customer Class	Small C&I	Medium C&I	Large C&I
<i>Peak Demand</i>	<i><200 kW</i>	<i>200-500 kW</i>	<i>>500 kW</i>
Tranche 3 Step 1 (0-50 MW)	\$182/kWh	\$159.25/kWh	\$91.00/kWh
Priority Customer Adder	+25%	+25%	+25%

Performance Incentive Levels

Summer, Years 1-5	Winter, Years 1-5	Summer, Years 6-10	Winter, Years 6-10
\$200/kW	\$25/kW	\$115/kW	\$15/kW

**Upfront Incentive capped at calculated incentive or 50% of total cost*

Other Notes & Webinars

- Always remember to check the [Contractor Resources](#) page of Program's website for updated materials and information!
- **Multi-Family Affordable Housing projects** – owner to share resiliency benefits equitably with tenants. Treated as residential low-income customer. Email energystorage@ctgreenbank.com with any specific MFAH project questions before submitting
- Webinar (April 29) 12 – 1 pm EDT:
 - [Connecticut Green Bank Spring 2025 Update](#)
- Webinar (May 6) 11 – 11:45 am EDT:
 - [Learn about Energy Storage Solutions for Commercial Customers](#)

Approved Technology

Eligible Equipment List

Residential BESS OEMs:

1. Briggs & Stratton + Sol-Ark
2. Cadenza Innovation
3. EndurEnergy + Sol-Ark
4. Enphase
5. Fortress Power
6. FranklinWH
7. Generac PWRcell
8. Homegrid Energy+ Sol-Ark 12K
9. Panasonic Corporation
10. PylonTech + Sol-Ark 5k/15k inverters
11. Qcells
12. SolarEdge
13. StackRack + Sol-Ark 12k/15k inverters
14. Tesla *(Tesla Powerwall 2, Powerwall +, Powerwall 3 can only enroll in Active Dispatch and are not eligible for the Upfront Incentive through Passive Dispatch.)

C&I BESS OEMs:

1. American Energy Storage Innovations (AESI)
2. BYD Energy Storage
3. Cadenza Innovation
4. Caterpillar Inc.
5. Canadian Solar
6. ELM Fieldsight
7. Fortress Power
8. Generac Power Systems
9. Milton CAT
10. Relyion Energy
11. Socomec
12. Tesla (Megapack 2 only)

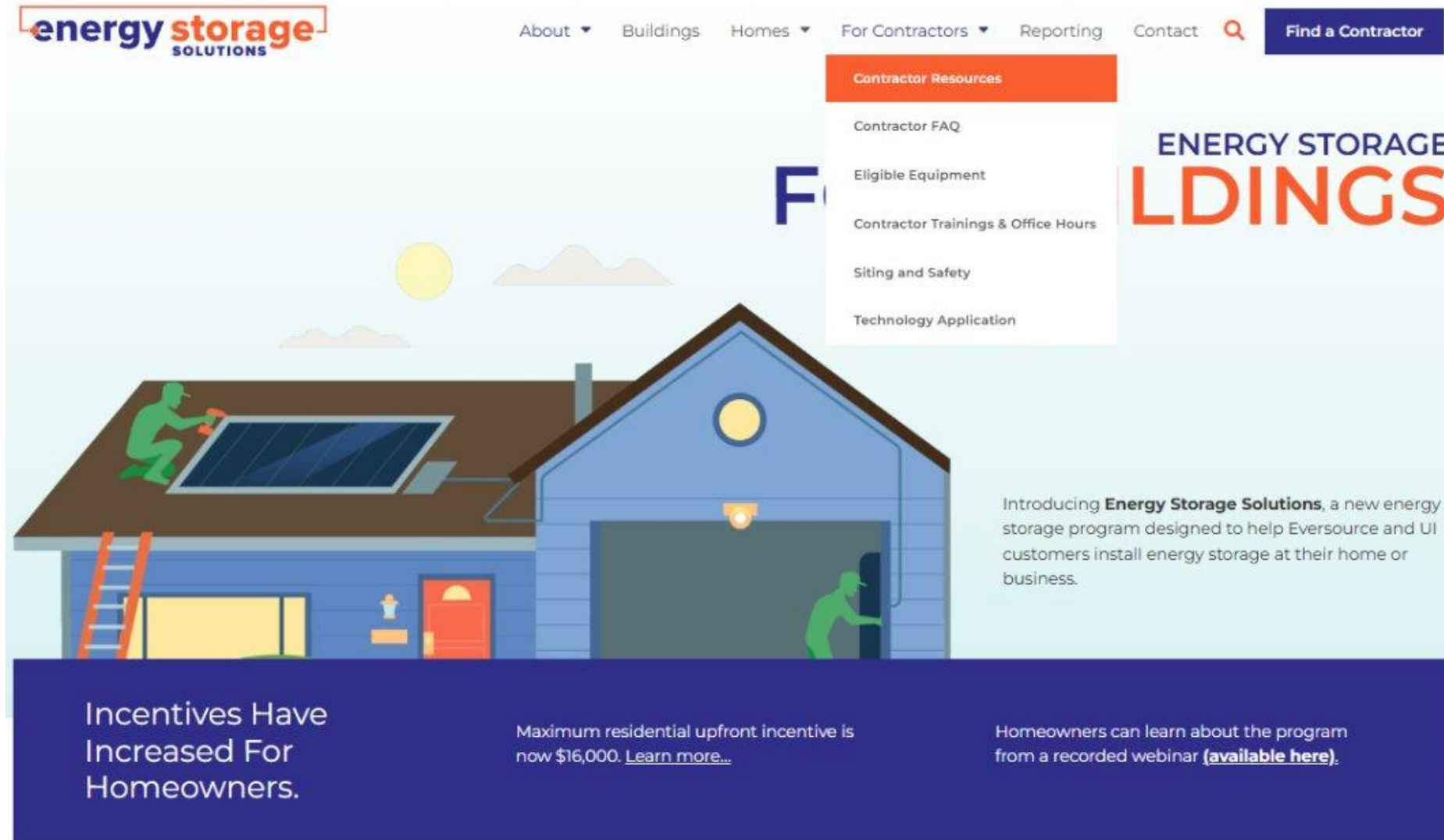


New Technology Application

Passive Dispatch Webinar

- ***Energy Storage Solutions Passive Dispatch Webinar***
 - Virtual session held **Wednesday, Feb. 5 at 12 pm EST**
 - [Watch recording here](#)
 - [View Slides here](#)
 - In-Depth Overview of:
 - Recent changes to Passive Dispatch
 - Revised Passive Dispatch schedule
 - How future compliance will be measured, including incentive claw back
 - Questions and Discussion

Website Walkthrough



energy storage SOLUTIONS

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Contractor Resources

- Contractor FAQ
- Eligible Equipment
- Contractor Trainings & Office Hours
- Siting and Safety
- Technology Application

ENERGY STORAGE BUILDINGS

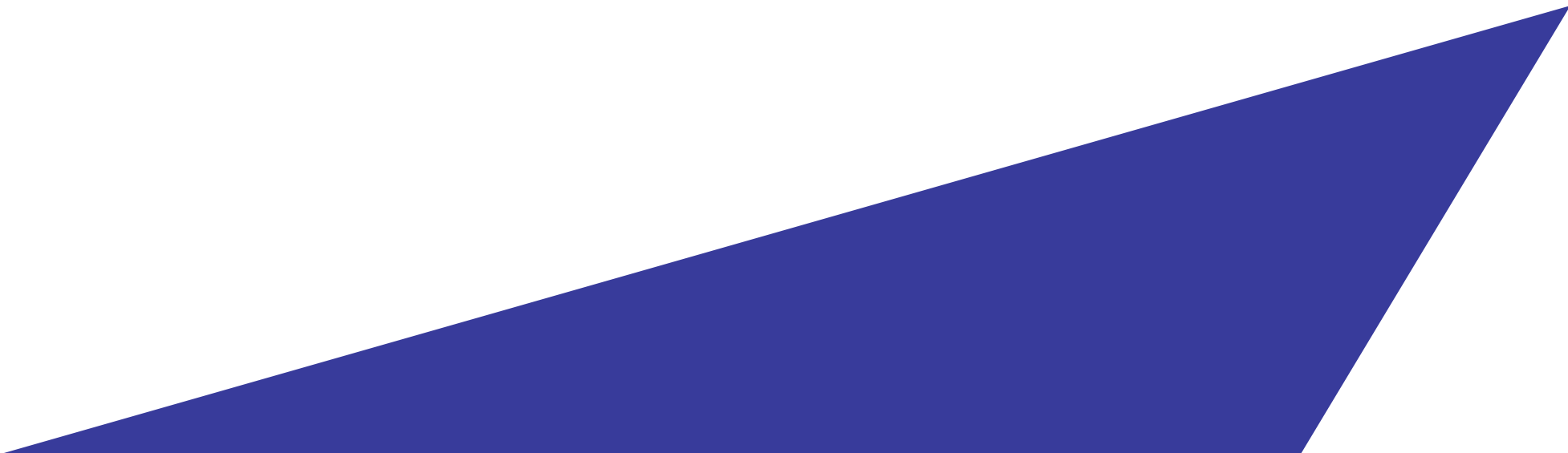
Introducing **Energy Storage Solutions**, a new energy storage program designed to help Eversource and UI customers install energy storage at their home or business.

Incentives Have Increased For Homeowners.

Maximum residential upfront incentive is now \$16,000. [Learn more...](#)

Homeowners can learn about the program from a recorded webinar ([available here](#)).

Incentive Reservations & Estimates



Incentive Calculator

New version posted to Contractor Resources page!

- More user friendly
- Guidance Warnings for system sizing
- Future incentive steps included for C&I



Residential Incentive Estimate Calculator

INSTRUCTIONS: Complete the orange shaded fields 1-6. Optionally, edit the values in fields 7-10.

Residential Battery System – 10 kW / 30 kWh				Version 6.0.3 - 12/13/24
Battery System Inputs			Notes	<p>Note: This calculator is intended to be used as an <u>estimation tool only</u>. Final Upfront Incentive approval is subject to review in a complete application by Program Administrators.</p> <p>Systems that do not comply with the requirements of Passive Dispatch may be subject to an Upfront Incentive Clawback. Please refer to the current Program Manual, available at www.energystorageCT.com/contractor-resources.</p> <p>Performance Incentives paid for Active Dispatch can vary significantly based on battery degradation, discharge limitations set by the manufacturer or operator, customer participation and opt-out, weather events, and system design.</p>
1	10	kW (Total BESS Nameplate Continuous Power)		
2	30	kWh (Total BESS Nameplate Energy Capacity)		
3	\$ 30,000	Total BESS Cost (Not including solar PV)		
Priority Customer Adder				
4	N/A	<u>Underserved Community?</u>		
5	No	Low Income?	<i>Low Income adder is not stackable with Underserved Community adder.</i>	
6	Yes	Grid-Edge?	<i>Grid-Edge adder can apply to any type of customer.</i>	
Compliance Check				
OK		Passive Compliance Check		
Active Dispatch Inputs				
7	2.5%	Annual Degradation of Battery Capacity	<i>Default value 2.5%, varies by manufacturer and chemistry type.</i>	
8	80%	Maximum Depth of Discharge	<i>Default value 80%, varies by manufacturer. Ex: if a 20% reserve is required, select 80%.</i>	
9	75%	Average Active Event Participation Rate	<i>Default value 75%, varies based on weather, recharge rate, and customer opt-out per-event.</i>	
10	2.5	Average Active Event Duration (hours)	<i>Default value 2.5 hours based on historical average.</i>	
Residential Battery System – 10 kW / 30 kWh				
Your Estimated Upfront Incentive			\$ 11,250	
<i>Upfront Incentive Rate (\$ per kWh)</i>			\$ 375.00	
<i>Upfront Incentive Calculation Method</i>			<i>Rate * kWh</i>	
Your Estimated 10-Year Performance Incentive Total			\$ 11,627	

150% or 2 MW Examples (p. 46 of Program Manual)

- **Example 5** – In the case of one 3 MW, 10 MWh battery for a large-sized Commercial grid-edge customer with an annual peak demand of 2 MW and an installed cost of \$2,500,000 (Tranche 3 Step 1)
 - 10,000 kWh * \$91/kWh, or \$910,000 + 25% grid-edge adder = \$1,137,500
 - 50% of \$2,500,000, or \$1,250,000
 - The customer would receive an upfront incentive of \$1,137,500
- **Example 6** – In the case of one 1.4 MW, 5 MWh battery for a small-sized Commercial small business customer with an annual peak demand of 180 kW and an installed cost of \$1,950,000 (Tranche 3 Step 1)
 - System is > 150% of customer's peak demand, but < 2 MW. Incentive cap not exceeded.
- Tiered incentive calculation + 25% small business adder = \$741,406
- 50% of \$1,950,000, or \$975,000
- The customer would receive an upfront incentive of \$741,406
- **Example 7** – In the case of one 3 MW, 15 MWh battery for a large-sized Commercial customer with an annual peak demand of 750 kW and an installed cost of \$3,500,000 (Tranche 3 Step 1)
 - System is not capable of dispatching 80% of its capacity in a 3-hour passive dispatch window
 - System is > 150% of customer's peak demand and > 2 MW, exceeding incentive cap
 - 150% of peak demand = 1.125 MW. Capped system size is 2 MW
 - The project must be redesigned and resubmitted.

Submitting Applications – Salesforce Demo

Stages of an Incentive Enrollment Application in Salesforce:

- Application in Progress
- Application Submitted
 - *Application Rejected*
- Installation in Progress
- Completion Submitted (last stage contractors submit anything in the portal)
 - *Completion Rejected*
- In Inspection (if opted in with the initial application question)
- Pending DERMS (waiting on installer to register BESS w/DERMS through OEM)
- Pending Payment (paid in monthly batches; see [2025 Upfront Payment Schedule](#))
- Project Complete

[Energy Storage Solutions Contractor Portal](#)

Changes to Application Process

- **MUST have interconnection application (for BESS ‘export’) submitted to utility PRIOR to submitting enrollment application to receive a Reservation of Funds (ROF)**
- **Operational Agreement** is no longer required for submission. If still required in the portal, you may submit a duplicate or blank doc. We will be removing from the required document list, soon.
- **Change Orders** – For the interim, please email energystorage@ctgreenbank.com with any change orders (prior to PTO).
Please include:
 - Previous and New: make, model, kW and kWh nameplate ratings
 - New Total BESS costs (prior to incentives) and Total PV costs (if applicable, so we may update those fields internally)
 - Any required documents impacted by the change order

More updates in progress!

Pending DERMS

- Final step before we can move project into Pending Payment
- Contractor and customer must register the BESS through the battery inverter OEM's process
- Best if done at time of commissioning when system receives PTO
- Contact battery inverter's OEM for support (each OEM has a different process)
- Some resources available:
 - [FranklinWH](#)
 - [Enphase](#)
 - [Tesla](#)

Payment Processing

- Upfront Incentive funds will be disbursed per the [Payment Schedule](#) if everything is submitted by the **completion paperwork due date**.
- **To help prevent delays or issues with receiving your first payment from this program via ACH, please ensure your eligible company completes the W-9 form and submits to Ariel.Schneider@ctgreenbank.com before the completion paperwork due date.**
- Email energystorage@ctgreenbank.com for a copy of the form; we will see if we can also post to contractor resources page.

Energy Storage Solutions Cobranding

- Use the Energy Storage Solutions logos in your marketing materials!
- Visit www.energystoragect.com/cobranding-terms-and-conditions-form to request access
- Now including the Connecticut Green Bank Contractor Network badge to utilize!
- If you have questions on cobranding for this program, or wish to discuss other Green Bank Solutions, please contact Julio.Cabrera@ctgreenbank.com



Contractor Networking Event



Wednesday, May 14th
5pm-8pm
Back 9 Social, Wallingford CT

Get ready for a fun evening of food, drinks, golf, and networking with the Connecticut Green Bank and our contractor network! Stay tuned for more information on how to register!



BACK9
SOCIAL



Questions?

If unable to cover in this session,
please email any questions to

energystorage@ctgreenbank.com

