



# Energy Storage Solutions September 2025 Contractor Training

September 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 United Illuminating (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	<del>50 MW</del>	<del>113.9 MW</del>	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	\$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 residential unit or 50% of total cost (whichever is less)*

- **\*\*Standalone BESS\*\*** - If enrolling a standalone system, there may be additional electric costs incurred as it will always charge from the grid at retail and any excess exported energy is not compensated through a tariff as it may when paired with solar
- **Contract Requirements:** [view checklist here](#)
- **New documents to utilize:**
  - [Self-Inspection Checklist](#) (to submit with Completion Application)
  - **UI residential customer enrollments:** [Residential Data Release and Terms and Conditions](#) (as of 5/6/25)
- **Operational Agreement** and **Electric Utility Bill** are 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 in future updates.
- **Tesla Powerwall 3** is now eligible for Passive dispatch enrollment to receive an upfront incentive in **Eversource territory** (UI territory will open in near future).  
[Review Tesla limitations for Passive](#)

# Commercial Incentive Levels



## Upfront Incentive Levels

Customer Class	Small C&I	Medium C&I	Large C&I
<i>Peak Demand</i>	<i>&lt;200 kW</i>	<i>200-500 kW</i>	<i>&gt;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*

- **You may verify Grid Edge locations** (if mapping is unclear and you want to ensure it qualifies) by emailing [energystoragesolutions@ui.net](mailto:energystoragesolutions@ui.net) and [energystoragesolutions@eversource.com](mailto:energystoragesolutions@eversource.com).
- **Always remember to check the Contractor Resources page of Program's website for updated materials and information!**
  - Check out our new [Resource Library](#) to sort, search, and find the resources you're looking for!
- **Multi-Family Affordable Housing projects** – owner to share resiliency benefits equitably with tenants. Treated as residential low-income customer. Email [energystorage@ctgreenbank.com](mailto:energystorage@ctgreenbank.com) with any specific MFAH project questions before submitting



- Feel free to share these links with Residential and C&I customers to learn more about the program and benefits of battery energy storage systems. These are great resources to for sales teams to utilize to convey the program design in a simple way and at the customer's own pace.
- **Homeowner Informational Webinar:**
  - [Recorded session from the March 26th](#)
- **C&I Informational Webinar:**
  - [Learn about Energy Storage Solutions for Commercial Customers \(5/6/2025\)](#)
- **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 compliance will be measured, including incentive claw back
    - Questions and Discussion

## Eligible Equipment List

### **Residential BESS OEMs:**

1. Briggs & Stratton + Sol-Ark
2. Cadenza Innovation
3. Canadian Solar
4. Egauna Technologies
5. EndurEnergy + Sol-Ark
6. Enphase
7. Fortress Power
8. FranklinWH
9. GM Energy (Eversource only)
10. Generac PWRcell
11. Homegrid Energy+ Sol-Ark
12. PylonTech + Sol-Ark 5k/15k inverters
13. Qcells
14. SolarEdge
15. StackRack + Sol-Ark 12k/15k inverters
16. Tesla \*Powerwall 3 (Passive and Active Dispatch in Eversource territory only); Powerwall 2, Powerwall+ (Active Dispatch Only)

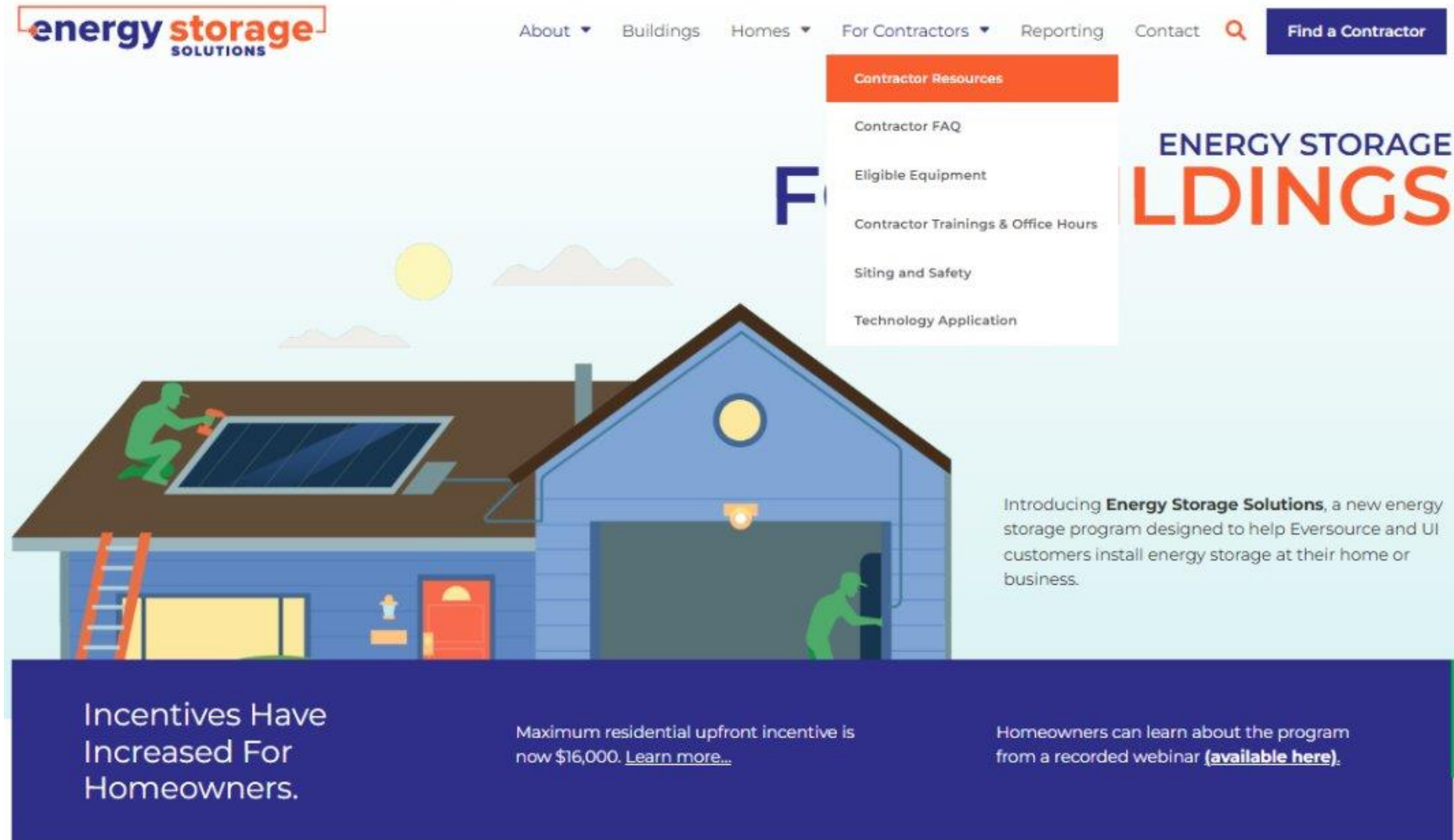
### **C&I BESS OEMs:**

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



## New Technology Application

# Website Walkthrough



# 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](#)

(web based) is now available!



## 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			
			Notes
Battery System Inputs			
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	Underserved Community?	
5	No	Low Income?	Low Income adder is not stackable with Underserved Community adder.
6	Yes	Grid-Edge?	Grid-Edge adder can apply to any type of customer.
Compliance Check			
OK		Passive Compliance Check	
Active Dispatch Inputs			
7	2.5%	Annual Degradation of Battery Capacity	Default value 2.5%, varies by manufacturer and chemistry type.
8	80%	Maximum Depth of Discharge	Default value 80%, varies by manufacturer. Ex: if a 20% reserve is required, select 80%.
9	75%	Average Active Event Participation Rate	Default value 75%, varies based on weather, recharge rate, and customer opt-out per-event.
10	2.5	Average Active Event Duration (hours)	Default value 2.5 hours based on historical average.
Residential Battery System – 10 kW / 30 kWh			
Your Estimated Upfront Incentive		\$	11,250
Upfront Incentive Rate (\$ per kWh)		\$	375.00
Upfront Incentive Calculation Method			Rate * kWh
Your Estimated 10-Year Performance Incentive Total		\$	11,627

Version 6.0.3 - 12/13/24

**Note:** This calculator is intended to be used as an estimation tool only. Final Upfront Incentive approval is subject to review in a complete application by Program Administrators.

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](http://www.energystorageCT.com/contractor-resources).

**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.

# 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.



## Stages of an Incentive Enrollment Application in the Salesforce Customer Enrollment Platform:

- 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

# 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 & Electric Bill*** are 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](mailto: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!**



# Tesla Powerwall 3 – Passive Dispatch



- Currently ONLY available for Upfront Incentive through Passive dispatch in Eversource territory (anticipating a launch for UI later this summer)
- MUST have interconnection application (for BESS ‘export’) submitted to utility PRIOR to submitting enrollment application to receive a Reservation of Funds (ROF)
- Contract must have the estimated upfront incentive applied as a discount to the total BESS costs if applying for Upfront incentive
- If system was already energized, the PTO must be June 5<sup>th</sup> or later
- No Data Release T&C form required for Tesla apps in our portal as that is executed and recorded through the Tesla Mobile App
- When system has PTO, the customer will need to self-enroll through Tesla Mobile App in their Virtual Power Plant (“VPP”) section

# Pending DERMS

- Final step before we can move project into Pending Payment & customer's system can begin participating in events
- 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](#)
  - [Tesla](#)

- 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 [Vendor ACH Banking Information Request W-9 form](#) and submits to [Ariel.Schneider@ctgreenbank.com](mailto:Ariel.Schneider@ctgreenbank.com) before the **completion paperwork due date**
- Form is posted on the [Contractor Resources page](#)

# Why Join Our Contractor Network



The Energy Storage Solutions contractor network includes all contractors who are eligible to offer Energy Storage Solutions. Contractors who join our network demonstrate their commitment to helping Connecticut thrive with more reliable & resilient power. Only contractors in our network can access Energy Storage Solutions incentives for their residential and commercial customers.



## Join a strong network

Work with experienced program administrators

Strengthen and build partnerships

Enjoy networking opportunities



## Leverage our resources

Trainings

Sales tools & marketing materials

Co-branding

Visibility on the [Energy Storage Solutions](#) website

One-on-one support

Calculators & technical support



## Unlock new possibilities

Grow your business

Overcome barriers to project completion

Gain access to underserved market segments

# Save the Date! Contractor Networking Event



**Wednesday, October 15th**  
**5pm-8pm**  
**Kinsmen Brewing Co | Milldale,**  
**CT**

Networking | Pizza | Drinks | Raffles | Comedy Show

**Register here!**

**<https://www.eventbrite.com/e/1538162107269?aff=oddtcreator>**



# 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
- 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 reach out to [energystorage@ctgreenbank.com](mailto:energystorage@ctgreenbank.com) and we will put you in contact with the appropriate department.



# Questions?

If unable to cover in this session, please email any questions to [energystorage@ctgreenbank.com](mailto:energystorage@ctgreenbank.com)

