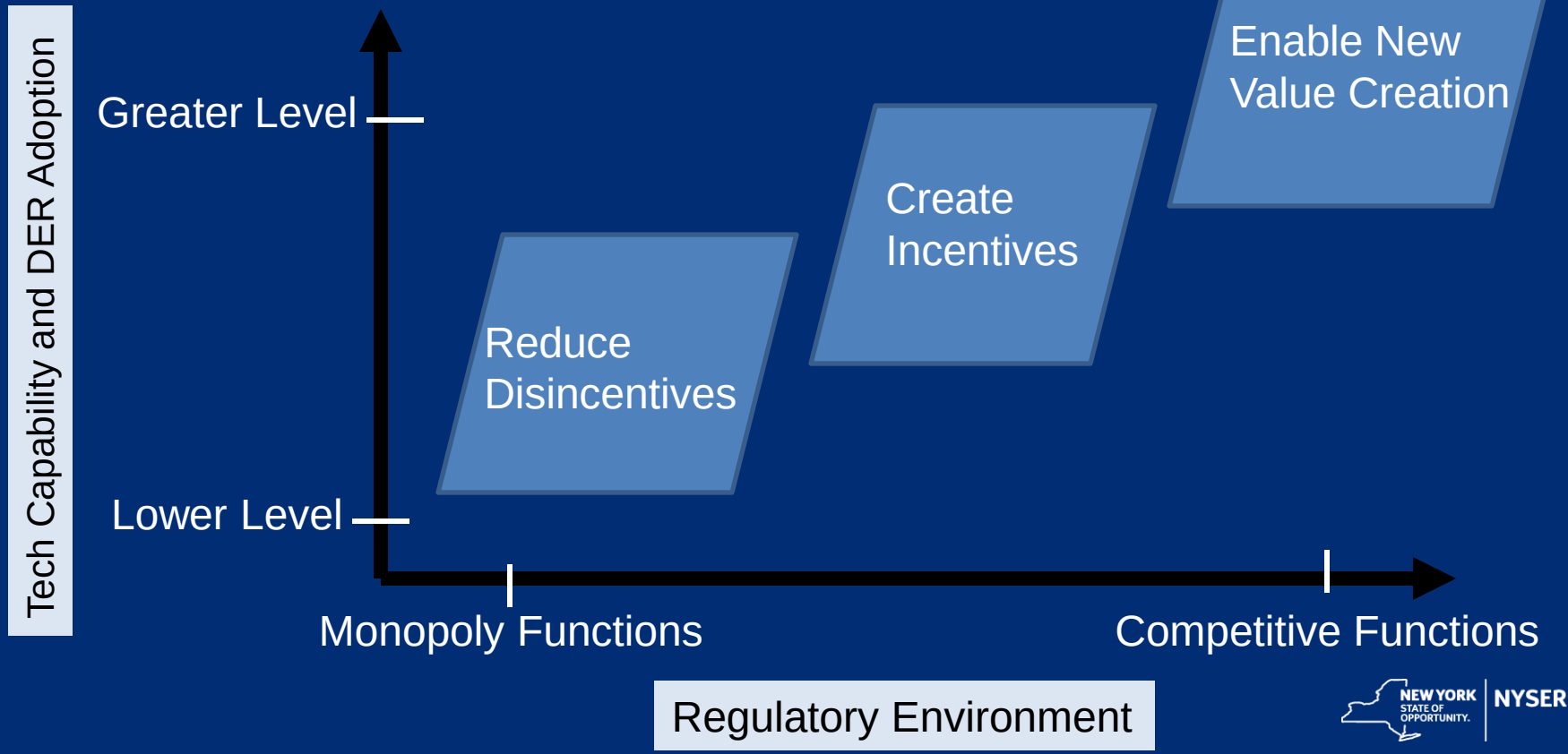
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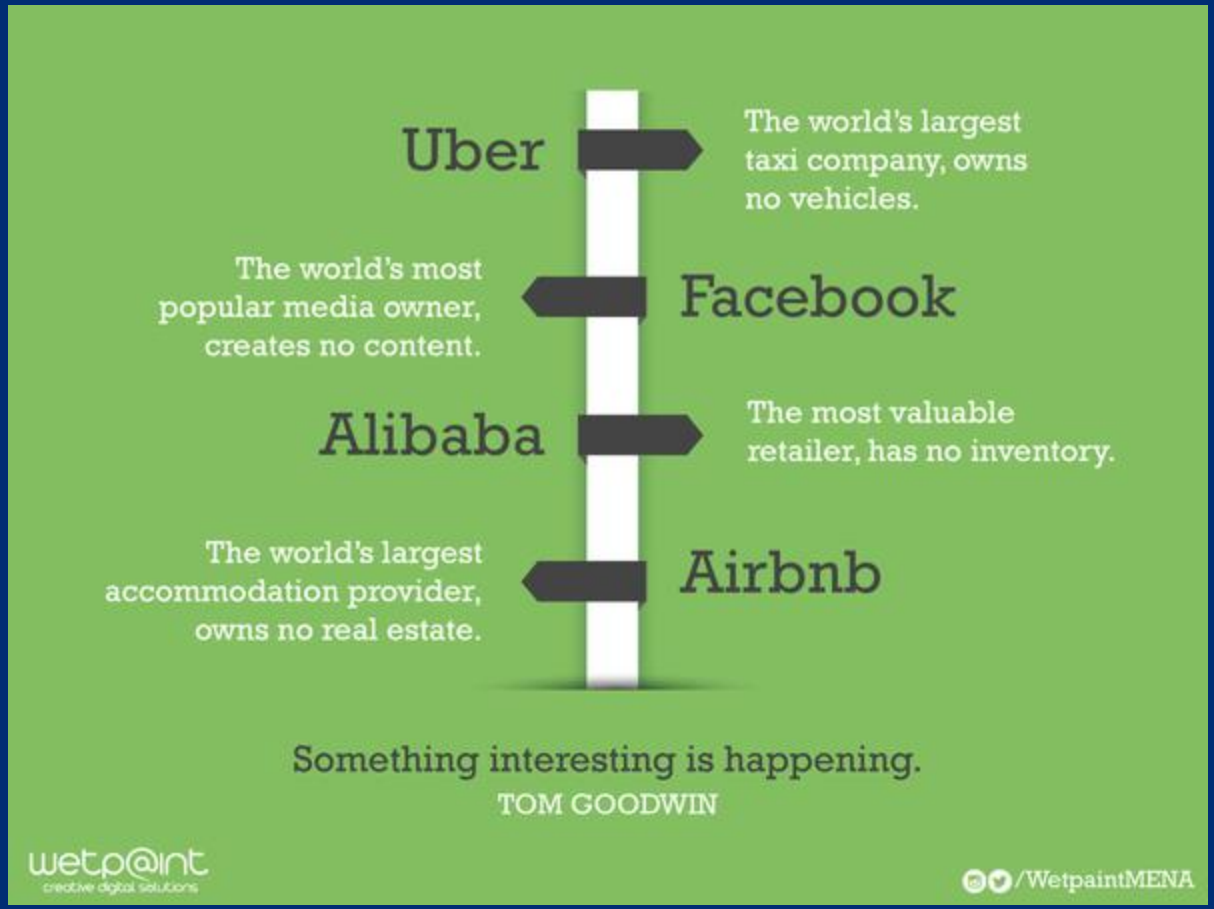
Advancing Market Transformation; NY Prize for Community Microgrids

Micah Kotch
Director, NY Prize & Strategic Advisor, Innovation
NYSERDA

Landscape Evolution



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Uber
The world's largest taxi company, owns no vehicles.
The world's most popular media owner, creates no content.
Facebook
Alibaba
The most valuable retailer, has no inventory.
The world's largest accommodation provider, owns no real estate.
Airbnb
Something interesting is happening.
TOM GOODWIN
wetpaint
creative digital solutions
/WetpaintMENA

Objectives of NY Prize

- Help storm-proof critical infrastructure
- Test business models around new utility products and services while benefitting distribution networks
- Drive effective DER implementation via 3rd Party collaboration
  - Guide regulatory change
  - Inform development of DSP functionality
  - Engage communities in planning

Award Process

All **communities enter/apply to competition and are evaluated at each stage by external judges**

Critical project partners: Municipalities and Utilities

Allocations

Evaluation Panel(s)

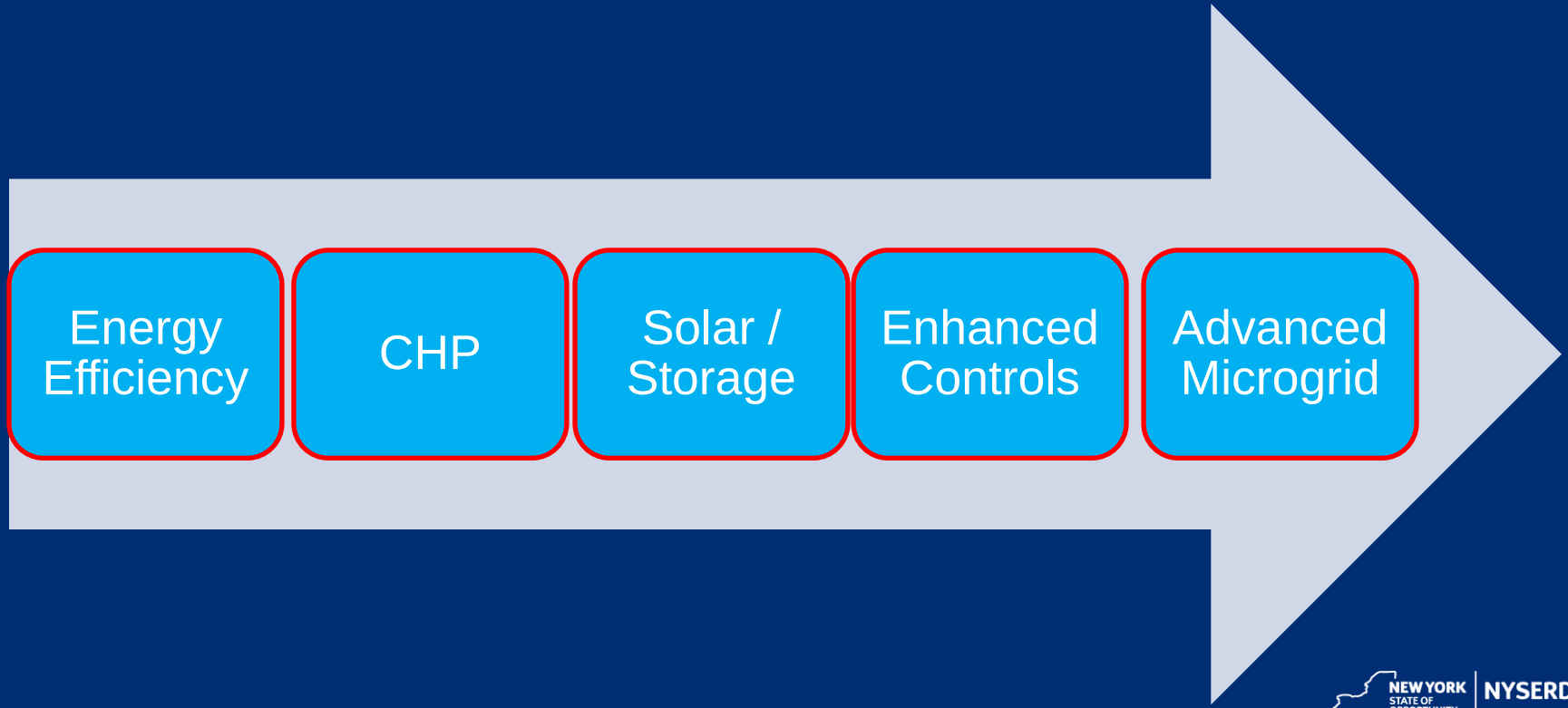
Threshold ***Quantitative*** Criteria	**Stage 1** Awards to Conduct Feasibility Assessments	**~25 awards for studies** ($50 - $100K)	**$1-3m**
Threshold ***Audit Grade Design Criteria***	**Stage 2** Feasibility Evaluated Awards for Audit Grade Design	**8-10 Awards** (up to $1M)	**$10-12m**
Audit Grade Design Review	**Stage 3** Designs Evaluated Awards for Build-out/ Operation	**5-7 Awards** ($5-7 M)	**$32-35m**

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Communities –Utilities - Developers

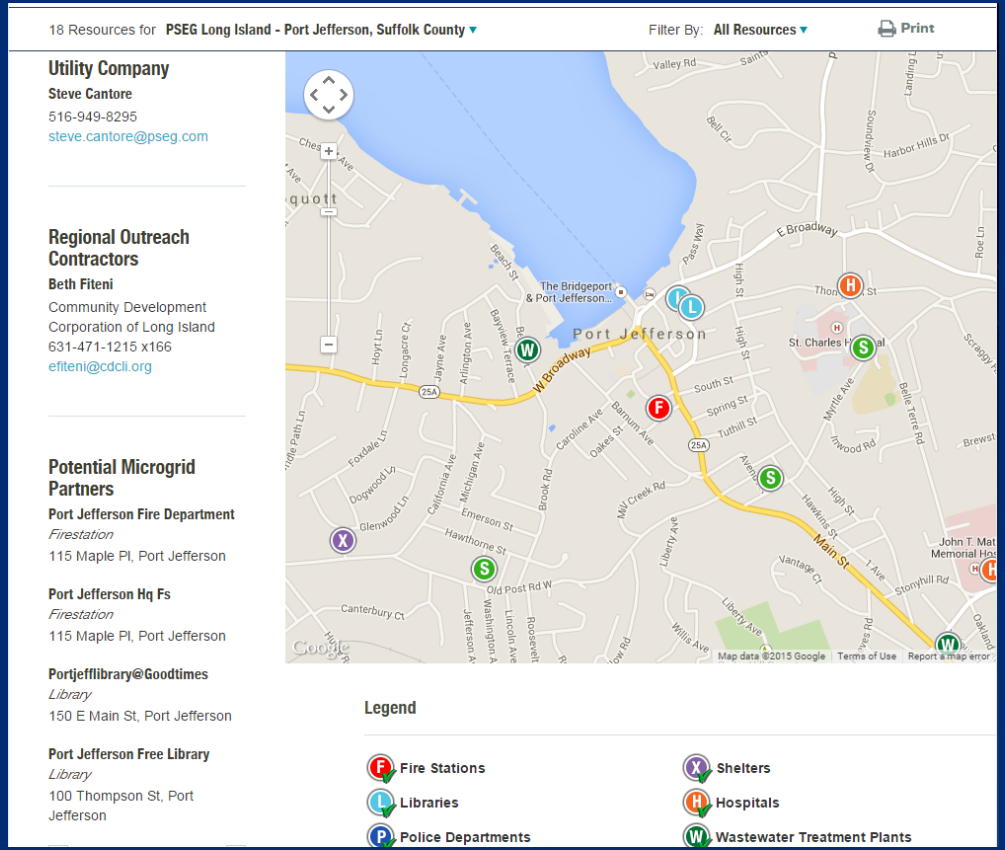


Evolution of Resilience Investments



Opportunity Zones Across NYS

Pin your project at:
on.ny.gov/1FLhLF3



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NYSERDA Microgrid Study Benefits

Economic

Direct

- Energy cost reductions
  - Reduced purchases of electric generation, transmission, and distribution services
  - Reduced purchases of fuel for on-site thermal energy demand
  - Reduced purchases of ancillary services
- Sales of excess electricity to macro-grid
- Participation in demand response programs
- Provision of ancillary services to macro-grid

Indirect

- Reduced electric T&D losses
- Deferred electric T&D capacity investments
- Utility option value for long-term planning purposes
- Enhanced electricity price elasticity
- Support for deployment of renewable generation

NYSERDA Microgrid Study Benefits

Environmental

- Reduced emissions of greenhouse gases
- Reduced emissions of criteria pollutants

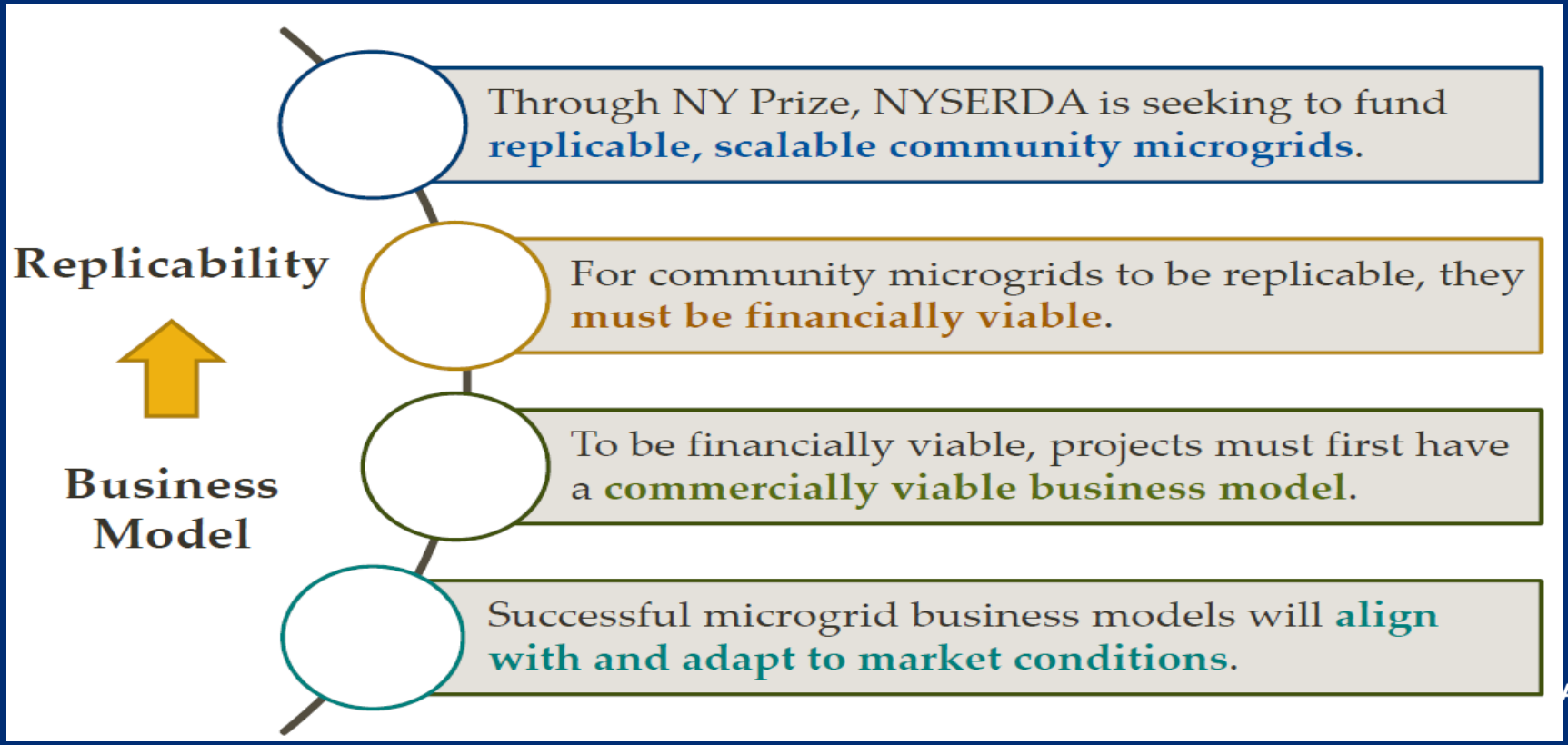
Reliability & Power Quality

- Reduced power interruptions
- Enhanced power quality

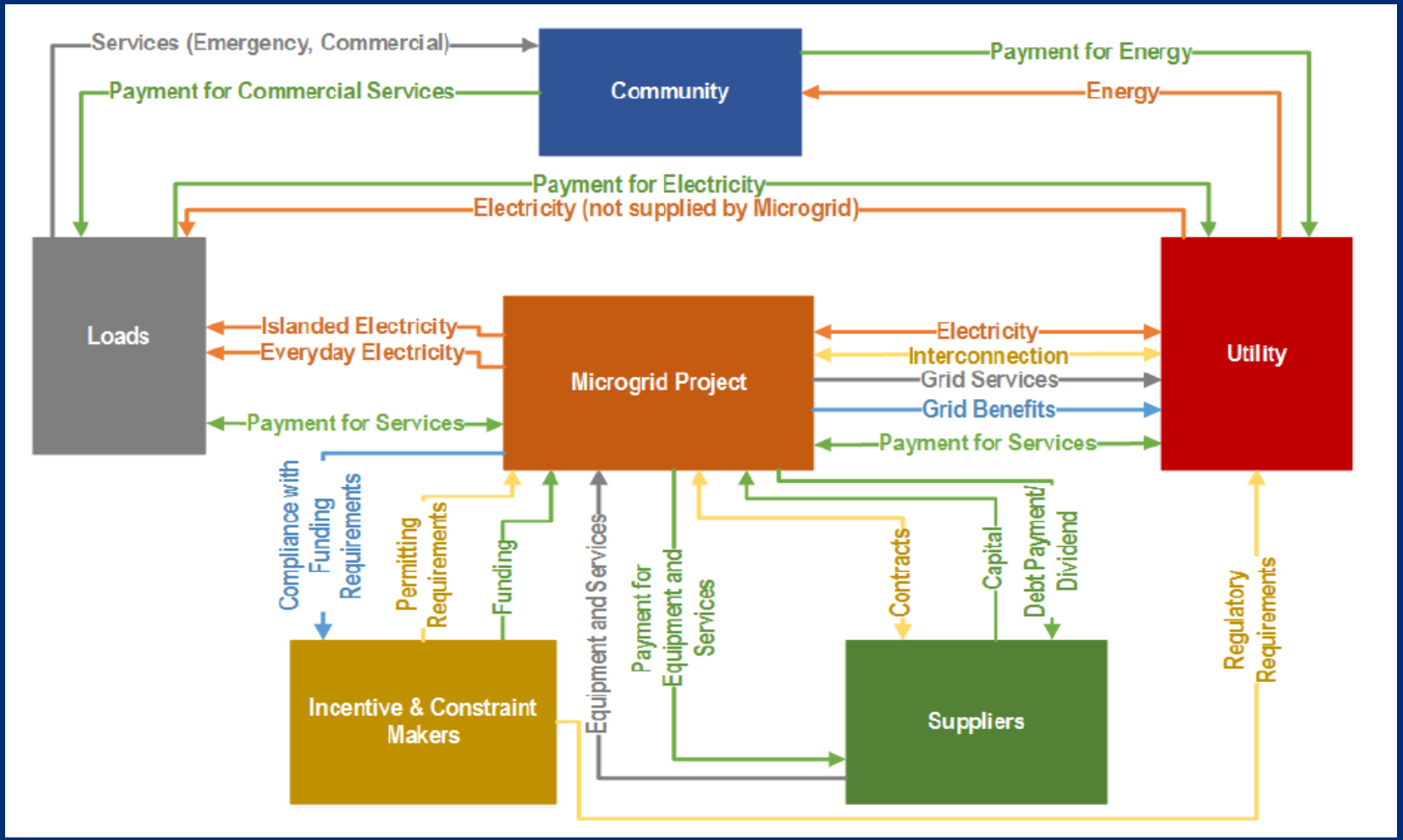
Security & Safety

- Safe havens during power outages

Getting to Replicable, Scalable Community Microgrids



Microgrid Value Flow Diagram



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