

**CLEAN ENERGY ADVISORY BOARD
IOU Consultation**

FINAL MEETING MINUTES

November 3rd, 2021 (Wednesday)

10:00AM – 1:00PM

****Meeting was held electronically and open to the Public ****

Meeting Recording Found [here](#)

CEAB website hosted at energy.virginia.gov, direct link [here](#)

Call to Order

Chair Hannah Coman called the meeting to order at 10:06AM.

Roll Call

KC Bleile, Taylor Brown, Janaka Casper, Hannah Coman, Kendyl Crawley Crawford, William Greenleaf, Susan Kruse, Will Cleveland, Katharine Bond, Sam Brumberg, and Kirk Johnson were present

Aaron Berryhill and Bettina Bergoo from Virginia Energy were present.

Grant Kronenberg from the Office of the Attorney General was present.

Electronic Meeting Policy

Hannah Coman provided a summary of the rules of the meeting being held electronically. Pursuant to Enactment 17 of Chapter 1 of the 2021 Special Session II Acts of Assembly, the meeting was held by electronic communication means without a quorum of the Board physically assembled at one location for purposes of receiving presentations, updates, public comment, or conducting other forms of information gathering. No votes will be taken during this meeting and is held solely for information gathering.

Purpose of the Meeting

Brief description of the purpose of the meeting was given. The meeting purpose is to consult with investor owned utilities about how to best lower electric bills to low income customers through access to solar energy including on site solar/net metering, power purchase agreements, shared solar, and any other incentives.

Old Dominion Power (ODP)/Kentucky Utilities Presentation by Kendrick Riggs

Kendrick Riggs of Stoll, Kennan, Ogden provided a presentation on behalf of ODP. Gus Thomas, Michael Horning, Tim Melton, and Lisa Keels of ODP also joined the call.

The presentation (attached in the appendix) began with a brief summary of the company and an overview of the service territory of the company in Virginia. The company has three low-income

programs which include WinterShare (customer donation program), the Virginia Energy Assistance Program, and the Low Income Late Payment Charge Waiver.

For renewable programs, the company offers net-metering, a green tariff, a multi-family shared solar program, and a third-party power purchase agreement pilot program. Overall the company cares about renewable energy as long as it is at the lowest cost. The company aims to promote renewable energy at the lowest reasonable cost. As of 9/30/21, ODP has 38 net metering customers in Virginia with a total capacity of 424 kW. ODP has not yet received any inquiries for the multi-family shared solar program. ODP currently has 14 PPA projects totaling 6.2 MWs.

Questions & Comments:

Does ODP have a marketing plan for low income solar customers?

The company has no written document directly focused on low-income customers. But all of the available programs are detailed on the company website. The company does not do additional outreach or marketing apart from the website. The company would be open to consider other practices that other IOUs are using relative to the size of ODP.

What was the proposed resolution in the recent rate case stemming from statute 596.2?

There is ambiguity, but ODP proposes developing a pilot DSM program to include a stakeholder engagement process to meet proposed pricing targets. ODP is proposing the establishment of a rider to recover the costs. The proposal will consider reserving 15% for energy efficiency for low-income and elderly customers.

How can low-income customers in the territory hear about solar programs? What about people who do not have regular access to the internet? Any thoughts on lack of access to information?

No formal analysis on understanding the number of people who have access to the internet.

Does the company reach out to any community organizations or non-profits to help with outreach?

The company does reach out to organizations associated with helping low-income customers pay their utility bill. Would welcome including organizations in stakeholder processes. Appalachian Community Action provides access to Virginia Weatherization Program in the area and would be a good group to reach out to.

Encourage ODP to meet with local and statewide organizations to help bridge the information gap between low income customers and the company. Would the company be open to meeting with any of these groups?

The company would be open to meeting with any reputable group.

What are the barriers to low-income solar in your area?

Customers lack the funds to purchase or finance solar. The housing stock is prohibitive and weatherization and insulation is the biggest need.

How does the company define a low income customer?

Depends on participation in programs. That information is not collected from customers.

Appalachian Power Company Presentation by Noelle Coates

Noelle Coates led the presentation for Appalachian Power Company (ApCo) joined by Ron Jefferson and Will Castle.

Noelle provided a brief overview of the two programs offered by ApCo in compliance with HB 2789 and the service territory. The area has a declining electric load and an inefficient housing stock. Most efforts by the company target energy efficiency. The two programs are low income multi family and low income single family. Company has budgeted \$16.6 million for the upcoming 5 years for the low income single family program. These programs target low-income customers and are being implemented with success.

ApCo is not in the shared solar program since the electric load is declining in the service territory. It doesn't make sense to create new programs that would shift additional costs to customers through shared solar.

The company has struggled getting solar projects on line in the past. Solar facility of 20 MW is now on line in the service territory and the company continues to have more projects in the pipeline. For solar, the company is experiencing supply chain issues in sourcing solar facilities. There also appears to be lots of competition in the marketplace by other off takers for solar projects.

Questions & Comments:

Since there is a large mobile home housing stock with poor energy efficiency, how are you addressing the energy costs and do you have any programs for this?

Most customers use electricity for heating in the service territory. The company has looked into a pilot program to help retrofitting mobile homes. The low income single family program company is designed to help these types of customers. The company has been aggressive in targeting and helping these types of customers.

Is the program information available in English and Spanish?

Will look into that question and get back with an answer.

Does ApCO have a marketing plan for low income solar customers?

There is no marketing plan in place for the solar program right now, but will keep it in mind in the second phase of this process of developing the program. The company will welcome input from the board on this and will consider other outlets in addition to the website.

Referring to the solar component of HB 2789 where in the process is the three year term of the program?

What exactly is the timing from moving from the energy efficiency component into the solar component for the program is still being determined.

People that get weatherization assistance should transition over to solar pretty quickly when you have a captive market.

For the Community Solar Program, has ApCo filed any programs for community solar?

No ApCo does not have many solar projects so the company has not been able to move ahead with community solar. It is difficult to have a community solar program without any solar projects. The company is more focused on solar projects developed as PPAs or ownership at this time. And then hopefully in the future there will be more flexibility in offering solar programs.

Dominion Power Presentation by Nathan Frost and Michael Hubbard

Nathan Frost led the presentation for Dominion Power joined by Michael Hubbard.

The presentation focused on summarizing the company's activities related to House Bill 2789 and the timeline of the shared solar program. The first component of the programs focuses on Energy Conservation (Component 1). It is a three year program valued up to \$25 million to reduce heating/cooling costs and enhance health and safety. Program approved by SCC in 2020 and launched in Q1 of 2021. Eligibility for the program aims to cast as wide a net as possible to account for differences in market areas and housing types in the service territory.. There are 14 different upgrades/measures as part of the program to support energy conservation.

Component 2 is the solar component of HB 2789. The program was filed in December 2020 and recently approved. This program will have its own three year period separate from Component 1. This program will launch in Q1 2022. It is a three year program of up to \$25 million for installation of solar panels at no cost to customers. The eligibility is the same as from Component 1 or other existing HVAC related programs. The program will use a network of qualified solar installers to implement. The company will issue an RFP to get qualified solar installers at the end of Nov. 2021 with a 60 day open period to develop the network of solar installers. The company would like additional input from the Board on getting the message out on this program.

The timeline for Shared Solar Program rollout will aim to launch by July 2023. The November 18th hearing at the SCC on the minimum bill will shape how the program is implemented. The ruling of this hearing will come sometime in 2022.

Questions & Comments:

Is the company working with CHESSA to get out to the solar community?

Yes the company has, but needs to reach back to them before issuing the RFP.

To what extent do you foresee the solar supply chain impacting the rollout of the program?

No certainty on this concern, but the company wants to figure supply chain issues out more in the RFP process. The company will do more research to understand how it impacts availability and pricing.

Who will absorb the tax credit as a part of implementing this program?

The company will provide at no cost, and take more of a customer approach. That means taking the most understandable approach for the customer.

Will there be any direct marketing through existing programs/ Will the company use installers to push the program? How else will the message get out?

The company will use the weatherization/energy conservation (Component 1) network as a baseline.

CHESSA can assist with a list of qualified bidders and how to collect the necessary information. The RFP should consider the bandwidth of solar installers to ensure safety and that quality remains high. Help installers understand what the roadmap for this program and the rollout will look like.

Make sure information is available in English and Spanish. Make sure the "Why" component is clearly defined and explain why these programs exist. Minimize the concerns from customers who might consider this program.

Does Dominion have a marketing plan for low income solar customers?

Yes, the company has ongoing engagement with communities directly through programs through the EnergyShare and Weatherization providers.

How does the company currently market net-metering to customers?

There are resources available on the website, but would welcome feedback on how to improve the information..

Does Dominion meet with the Poverty Law Center?

Yes, but it is hard to say when exactly since there are different levels of engagements. Interacts with them at least in DSM stakeholder meetings 4 times per year.

Does the company have any standards to differentiate low income vs moderate income customers?

The company relies on state agency standards for the definition of low-income customers. Data comes from DHCD and does not have any additional internal standards. The company uses an attestation form to collect income qualification.

How is the EnergyShare program doing? How much was distributed last year?

The program is well funded by the company. There was \$13 million per year earmarked as part of legislation to energy assistance, weatherization, and education. Each year the company has been spending that amount with relative success.

Can you use EnergyShare for solar payments for a low income customer?

The company has thought about it up to this point.

Public Comments

Ruth Amundson: Think about how the programs will be successful in regions where weatherization programs have historically been less successful. Emphasize solar in regions where weatherization is not as successful. Also consider in RFP to require solar installers to hire employees from local neighborhoods

Additional Dialogue

There was a reminder for the November 5th meeting of the Board on the Green Bank Assessment.

The meeting adjourned at 12:18pm.