

Utilities are Crucial for Solar Growth

- Today wind power is best generated from a central source and sent to us on powerlines. Unlike home-scale chargers, large wind farms have dedicated crews for servicing all their turbines. We need the distribution system you already have (and the jobs it creates). But as a distribution-only utility, you aren't already invested in obsolete generation technologies. You are poised to be the utility of the future.
- Utilities know their territory, which areas are growing and which lines have the capacity to carry that growth. They hold the information that would lead to "solar hosting capacity" for each substation or feeder.
- Utilities have access to low-cost financing through government and third-party sources for the T&D system and central baseload wind farms. They can use that leverage to finance aggregates of distributed solar members
- Utilities subcontract many services, from line construction to tree service. They can give incentives to customers along line replacements and contract the aggregated customers for better prices from solar installers.
- Installers can do the work cheaper because materials delivery and labor can be contracted in larger blocks.

...And solar rooftop customers are willing and able to take an old utility burden:

- Imagine if FedEx proposed to buy the machinery to process and carry the expensive letters, and leave the profitable packages for the Postal Service. In our case, the only investors willing to buy the equipment to generate the expensive peak power leaving your co-op with the profitable baseload, are the solar families along the line.
- *They are the only investors able to bypass the cost of peak delivery.unmatched by utility scale PV or even community solar.*
- Kansas non-profit utilities effectively "gain" new peak generation and distribution capacity with no out-of-pocket cost. And the owners will do what little maintenance is needed.
- Under future administrations, utilities will again face pressure to move from fossil fuels. Yet with the cost of renewables and storage dropping so quickly, large centralized investments may find themselves "underwater" as newer technologies arrive.
- Unlike major coal or nuclear plants, this is not an all or nothing problem. We can gain experience by selecting specific feeders or substations. Kansas is starting behind 46 other states so we can take models from states with decades of experience.