





Selling Excess Power

Is There Really Such a Thing as
“Excess Power”



GovEnergy
www.govenergy.gov



Overview

- What SCE Offers
- Other Potential Offers
- The Renewable Option
- What You Really Need to Know
- Other Important Points
- Final Thoughts



What SCE Offers

- Net Energy Metering Tariff (1MW)
- Water/CREST Tariff (1.5MW)
- Qualified Facilities
- Special Negotiated Contracts
- Open RFP's



Other Potential Offers

- Enhanced Use Leases
- Third Party Contracts
- Demand/Load Shedding
- Steam/Hot Water/Chilled Water
- Pollution Credits



The Renewable Option

- Everyone Likes Renewable Energy
 - Wind, Solar, Geothermal
- Utilities are More Likely to Buy Power Generated from Renewable Sources
- Let's Discuss A Real Live Project
 - Barstow Wind



What You Really Need to Know

- Your Utility May Not Want You to Generate Your Own Power
- It May Cost Lots More to Generate Your Own Power
- Don't Let Ideas Like being an "Island of Power" Control Your Ability to Reason



Other Important Points

- Force Protection and National Security
- What Happens if the Power Goes Off
- How Much Backup Do We Need
- Can We Go “Off the Grid?”
- Heat Rate of a Generation System
- Spark Spreads



Final Thoughts

- Have Your Utility Prepare a Study and Have it Verified by an Impartial Third Party
- A Generator Salesperson is Not an Impartial Third Party
- Do a Sanity Check Alone in the Dark
 - How Much Do I Spend Now and How Much Will I Spend Later



For More Information

- Would you like to know more about this session?
- Phill Consiglio
- Southern California Edison
- 6042 N. Irwindale Ave. Irwindale CA 91702
- Phillip.Consiglio@sce.com

Don't forget to fill out and drop off your session evaluations!