UTILITY MICROGRIDS: COLLABORATION, NOT COMPETITION

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May 14, 2019
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Summary

Market leader in Resiliency-as-a-Service since 2006

- ERock designs, finances, builds and operates ultra-clean resiliency microgrids to provide electrical reliability as a service to large commercial, industrial, and institutional enterprises

- FLEXIBLE: configurations from 1 to 20+ MW per site. Can be coupled with solar and storage

- SCALE
  - 360 MW commissioned
  - 295 MW actively managed
  - 70 MW under construction

- EXPERIENCE: distributed generation business built on founders’ US Nuc Navy and NASA foundation
Industries with Highest Need for Resiliency

- Critical Infrastructure
- Data Centers
- Grocery, Distribution
- Healthcare
- Higher Education
- Manufacturing
- Oil & Gas
- Utilities
H-E-B Grocery, 1.2MW Grid Synchronous
Texas A&M RELLIS Campus, 9.6MW Grid Synchronous
Utility Microgrids Taxonomy

Utility Enabled

Utility Owned

Utility Optimized
Utility Microgrids

Utility provides interconnection for behind the meter assets. Optional: incentives or market access.

3rd party / utility joint design, build, own, operate and maintain.

End customer receives more reliable and/or greener energy supply for service fee.

EXAMPLES

All BTM solar and storage PPAs
Utility Microgrids

Utility originates, provides interconnection, and owns behind the meter assets

3rd party / utility joint design, build, operate and maintain

End customer receives more reliable and/or greener energy supply under tariff or for service fee

EXAMPLES
Utility Microgrids

Utility originates, provides interconnection, dispatches, owns front of meter or behind the meter assets

3rd party / utility joint design, build, operate and maintain

End customer(s) receives more reliable and/or greener energy supply under tariff or discounted service fee

WORKS IN PROGRESS
Assets Create Multiple Value Streams

**ERock transform the connection between customers and the grid**

**Customer Value**
- 99.994% combined reliability
- Increase revenue
- Maintain life-safety
- Avoid product loss
- Reduce non-compliance
- Customer loyalty

**Grid Support**
- Utility voltage support
- Grid capacity an energy
- Ancillary services
- Local resiliency
- Economic development
- New utility service