







# NJ Storage Incentive Program ("NJ SIP") Straw Proposal Overview

Meeting 1 – October 21, 2022 9AM – 12PM



Meeting 2 – November 4, 2022 – Grid Supply storage

Meeting 3 – November 14, 2022 – Distributed storage

#### The New Jersey Storage Incentive Program ("NJ SIP")

#### **Stakeholder Input**

- Meetings
  - Meeting 1 October 21, 2022 Provided an overview of the Straw Proposal
  - Meeting 2 November 4, 2022 will explore the portions of the NJ SIP focusing on grid supply storage
  - Meeting 3 November 14, 2022 will explore the portions of the NJ SIP focusing on distributed storage
- Written Comments due December 12, 2022 5PM EST



#### **Webinar Instruction Page**

- All attendees will be automatically muted
- Questions? Please use the "Q &A" function in Zoom
- We will address clarifying questions at the end of each section
- Please note that the "Chat" function in Zoom is not available for this meeting, other than to broadcast the registered speakers "on deck"
- This meeting is being recorded. A copy of the recording and slides will be made available on the BPU website:
  - https://www.nj.gov/bpu/newsroom/public/



#### **Disclaimer**

This presentation is provided for informational purposes only and should not be taken to represent the views of the New Jersey Board of Public Utilities, its Commissioners, or the State of New Jersey. Please be aware that any information presented is subject to change if there are changes to New Jersey statutes, rules, or policies.

All viewers are responsible for ensuring that they rely only on current legal authority regarding the matters covered in the presentation.



#### Written Stakeholder Comment Guidelines

- The deadline for comments on the NJ SIP is 5:00 p.m. ET on Monday, Dec 12, 2022
- Please submit comments directly to Docket No. QO22080540 using the "Post Comments" button on the Board's Public Document Search tool.
- Comments are considered "public documents" for purposes of the State's Open Public Records Act and any confidential information should be submitted in accordance with the procedures set forth in N.J.A.C. 14:1-12.3.
- Written comments may also be submitted to:

Acting Secretary of the Board 44 South Clinton Avenue, 1st Floor

Post Office Box 350

Trenton, NJ 08625-0350

Phone: 609-292-1599

Email: board.secretary@bpu.nj.gov



### **Live** Stakeholder Comments (this meeting)

- Speaking time per person is limited to 5 minutes—please be respectful of other speakers.
- The next five speakers are posted in the chat. We will call on speakers in order. If your name is not showing (only a phone number), please raise your hand when it is your turn to speak.
- Phone controls for participants
  - The following commands can be entered via DTMF tones using your phone's dial pad while in a Zoom meeting:
    - \*6 Toggle mute/unmute
      \*9 Raise hand
- At the conclusion of our pre-registered speakers list, we will invite additional speakers to raise their hands to speak.

#### NJ Energy Storage Program - Website

https://www.njcleanenergy.com/storage

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#### **Energy Storage**

The New Jersey Board of Public Utilities ("BPU" or "Board") hereby gives notice of a series of virtual stakeholder meetings to discuss the New Jersey Energy Storage Incentive Program ("NJ SIP") Straw Proposal ("Straw") attached to this Notice.

The State of New Jersey has one of the most ambitious storage targets in the nation, with a statutory mandate to achieve 2,000 megawatts ("MW") of installed energy storage by 2030. Energy storage resources are critical to increasing the resilience of New Jersey's electric grid, reducing carbon emissions, and enabling New Jersey's transition to 100% clean energy. The NJ SIP described in this Straw will build a critical foundation for a long-term energy storage effort in the State.

In this Straw, Board Staff proposes to create two energy storage programs for Front-of-Meter and Behind the-Meter energy storage incentives, both patterned after the solar-plus-storage program proposed in the Board's Competitive Solar Incentive ("CSI") Program.2 However, while the CSI Program is designed to incentivize solar-plus-storage projects, this Straw will focus on incentivizing stand-alone energy storage devices physically connected to a New Jersey electric distribution company ("EDC"). Staff proposes to apply the incentives only to energy storage projects placed into service after the effective date of the Board Order establishing this program would qualify for incentives.

The stakeholder meetings will be held at the following dates and times, and in the following manner:

#### **Program Updates**

- Solar Scam Warning
- Successor Solar Incentive Program
   Order
- CEA Solar Transition Proceeding
   Other updates posted.

#### **NJ Solar Installations**

Solar Installations

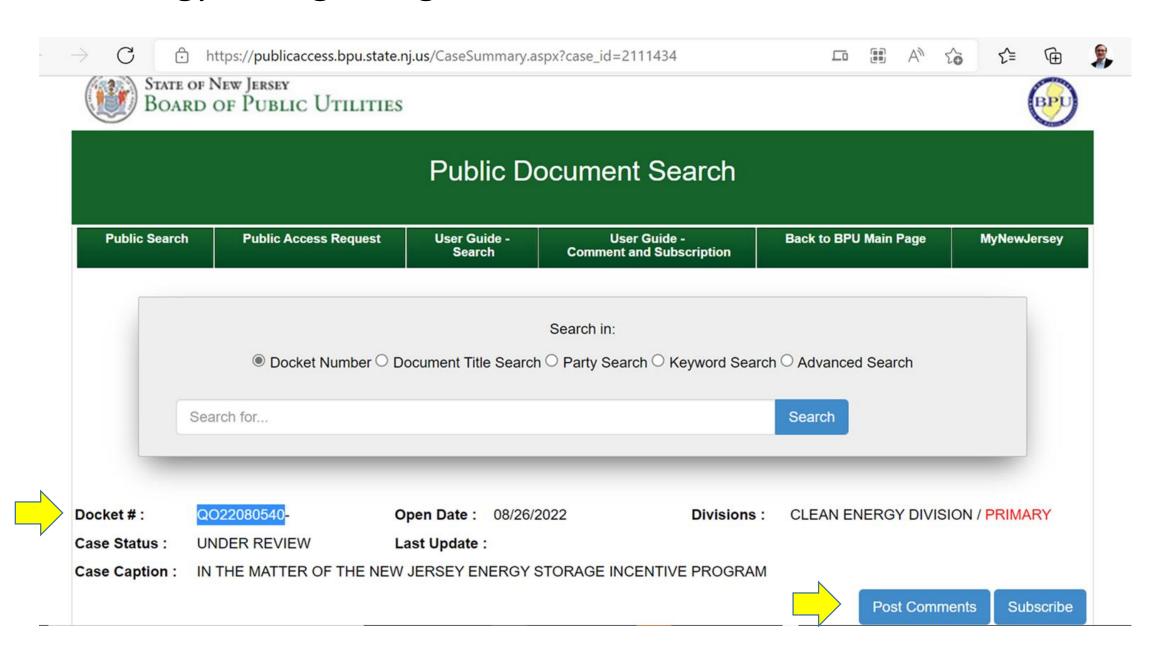
163,164

As of August 2022 over 163,164 New Jersey homes & businesses have installed a solar electric system.

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#### NJ Energy Storage Program – Document Server





# THANK YOU – Now let's dive into *Grid Supply* for the NJ SIP Straw Proposal paul.heitmann@bpu.nj.gov



# Energy Storage Value Stack

#### Applications / Use Cases for Energy Storage Systems

"Stacking" Services (Value Stack) Key to Economic Operation || Source: Sandia Labs

<< FOCUS TODAY

Service	Description	Potential Value	Grid	Commercial	Residential
Demand charge reduction	Use stored energy to reduce demand charges on utility bills	н		~	~
Energy arbitrage	Buying energy in off-peak hours, consuming during peak hours	н	/	~	•
Demand response	Utility programs that pay customers to lower demand during system peaks	н		~	~
Resiliency / Back-up power	Using battery to sustain a critical load during grid outages	н	~	~	•
Frequency regulation	Stabilize frequency on moment-to-moment basis	н	~	~	
Capacity markets	Supply spinning, non-spinning reserves	М	~	~	
Voltage support	Insert or absorb reactive power to maintain voltage ranges on distribution or transmission system	L	~		
T&D Upgrade Deferral	Deferring the need for transmission or distribution system upgrades, e.g. via system peak shaving	Site specific	V		

#### NJ SIP Straw Proposal TOPICS for Grid Supply

Each of these topics will next be covered individually as follows: (target timing is approximate)

- 1. Block Sizes and Growth Rates
- 2. Incentives and Performance Metrics
- 3. Emissions Signal and Pay for Performance
- 4. Overburdened Communities
- 5. Value Stack
- 6. Long Duration Storage
- 7. EDC Ownership Restrictions

Brief synopsis
of Straw topic
presented

5 min

Open Line for Stakeholder Clarification 15 min\*\*

Brief Stakeholder Polling

3 min

\*\* there is time reserved at the end of the meeting for additional stakeholder comment

### Before We Continue... Mark Your Calendars!

REMINDER: Todays Meeting is intended as a deeper look into **Grid Supply** Elements – hold your *detailed* questions on Distributed elements....

#### Distributed

 Meeting 3 – November 14, 2022 – will explore the portions of the NJ SIP focusing on distributed storage.



#### V. NJ SIP Straw Proposal: Program Goals for Grid Supply

This Straw presents a policy framework designed to meet the following goals:

1. Achieve the 2030 energy storage goal of **2,000 MW by 2030**, as set forth in the CEA in a manner that is consistent with New Jersey's competitive electricity markets;



2. Promote **deployment of private capital** by establishing a stable market structure that attracts low-cost capital;



3. Ensure that energy storage devices are deployed in a manner that **decreases GHG** emissions by tying operations to pay-for-performance metrics;



4. Support deployment of energy storage devices **interconnected** to the <u>transmission</u> or <u>distribution</u> system of a New Jersey EDC;



- 5. Grow a sustainable energy storage industry that gradually **requires decreased incentives** to deploy additional storage resources, in order to ensure that the benefits of energy storage last well beyond the term of this initial program;
- 6. Support **overburdened communities** with energy resilience, environmental improvement, and economic opportunity benefits derived from energy storage; and
- 7. Encourage storage deployment that accelerates the clean energy transition, including facilitating deployment of renewable energy, electric vehicle or other DERs.

#### V. NJ SIP Straw Proposal: Targets and Timelines for Grid Supply

- Annual installed energy storage targets that increase over time create:
  - Compelling opportunity for energy storage developers to build NJ businesses
  - Investment in the workforce of the future, paving the way for high paying green careers
  - More demand certainty which lowers risk and supports investment decisions
- Staff weighs three main factors: (i) expected declines in the installed cost of storage over time (recognizing the disruption to this trend caused by recent supply chain issues); (ii) the environmental, public health, and grid benefits of quickly scaling storage; and (iii) the need to gain operational experience in New Jersey's storage program.
- The Clean Energy Act (CEA) describes the storage target in terms of "megawatts" of storage.
  Because energy storage is typically denominated in MWh, Staff proposes to interpret the
  CEA's 2030 storage mandate as requiring New Jersey to procure 2,000 MW of storage
  devices capable of four hours of continuous discharge, or 8,000 MWh.\*\*
- Staff assumes that the CSI program will procure approximately 1000 MW of four-hour storage capacity between 2022 and 2030, resulting in a total contribution of 4000 MWh, or roughly half the total towards the CEA goal for 2030.

<sup>\*\*</sup> Note: The solar + storage component of the **CSI Program** already includes a targeted storage procurement of 160 MWhs per year and uses four hours of continuous discharge as the standard.

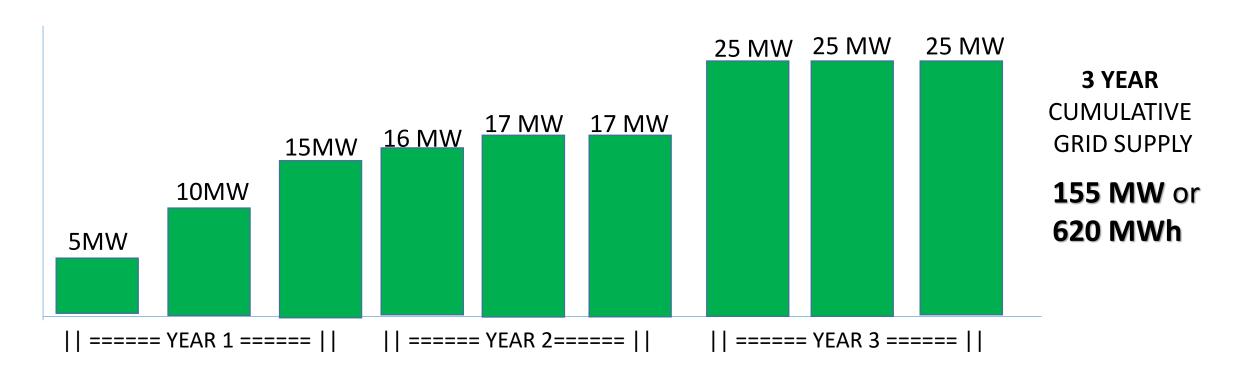
- Taking these various factors into account, Staff proposes the targets shown in Table 1 below for the NJ SIP. Annual targets are established per Energy Year, which is June 1 of the first year until May 31 of the second year.
- Targets will be additional to the storage component of the CSI solar+storage market segment and would be split between the **Distribution and Grid Supply portions.**
- Further, Staff notes that meeting the 2000 MW target established by the CEA will involve contributions from **both** the **CSI solar+storage** and **NJ SIP** programs.

Energy Year in which Awards are Made	Proposed Procurement Quantity (MWs of 4 Hour	Proposed Procurement Quantity (MWhs)		
2022/2024	Storage)	150		
2023/2024	40	160		
2024/2025	60	2		
2025/2026	90			
2026/2027	120 X	4 = 480		
2027/2028	160	640		
2028/2029	200	800		
2029/2030	330	1320		
Subtotal from NJ SIP	1000	4000		
Contribution of CSI	1000	4000		
Total NJ Storage	2000	8000		

Energy Year in which Awards are Made	Proposed Grid Supply Procurement Quantity (MWs	Proposed Grid Supply Procurement Quantity (MWhs)	Proposed Distributed Procurement Quantity (MWs of 4 Hour	Proposed Distributed Procurement Quantity (MWhs)	
2023/2024	30	120	10	40	
2024/2025	50	00	10	- 10	
2025/2026	75	30	15		
2026/2027	105	420	15	60	
2027/2028	140	560	20	80	
2028/2029	180	720	20	80	
2029/2030	300	1200	30	120	

Grid Supply BTM Distributed

This Straw presents a suggested block size and progression approach (based on realistic budget limitation) for amounts of storage connected front of meter for **Grid Supply** purposes:



## **Grid Supply Fixed Incentive Spending Calculations**

Energy Year	Block	MW	MWh	Incentive per kWh per Year	Incentive per MWh per Year	Total Fixed Annual Incentives for Block (calculated as MWh times Incentive Per MWh)	Total Fixed Annual Incentives Awarded by Year	Total Amount Spent on Grid Supply Fixed Incentives in the Year
2023/2024	1	5	20	\$20	\$20,000	\$400,000		
2023/2024	2	10	40	\$18	\$18,000	\$720,000		
2023/2024	3	15	60	\$16	\$16,000	\$960,000	\$2,080,000	\$2,080,000
2024/2025	4	16	64	\$14	\$14,000	\$896,000		
2024/2025	5	17	68	\$12	\$12,000	\$816,000		
2024/2025	6	17	68	\$10	\$10,000	\$680,000	\$2,392,000	\$4,472,000
2025/2026	7	25	100	\$8	\$8,000	\$800,000		
2025/2026	8	25	100	\$6	\$6,000	\$600,000		
2025/2026	9	25	100	\$4	\$4,000	\$400,000	\$1,800,000	\$6,272,000

- To contain costs for ratepayers of the SIP when SREC requirements remain relatively high, in the first few years of the program Staff is seeking to limit total fixed incentive commitments for grid supply storage
- This constraint creates a trade-off between block size and incentive levels in the early years of the SIP
- Larger Blocks will likely mean lower incentives
- On the other hand, Staff envisions that blocks could be adjusted up if there wasn't sufficient uptake.

#### Topic 2 for Grid Supply | Incentives and Performance Metrics

**Fixed Incentive** 

- Staff proposes making the fixed incentive payment available to storage resources
  contingent on the storage resource remaining online and available \*\* for dispatch in 95%
  percent of all hours.
- Staff further recommends that the Board utilize the PJM Equivalent Forced Outage Rate ("EFORd") as the metric for Grid Supply projects.
- Staff also seeks comment on whether an availability level of less than a certain percentage (initially proposed at 50% availability over a rolling 12 month period) should result in the project being investigated and potentially terminated from the program.
- Staff also seeks comment on how best to incorporate (without overly complicating) a similar performance requirement for Distributed resources and whether there should be a size cutoff.
- Staff seeks comment on whether to exempt all Distributed storage projects from this availability requirement, due to their smaller size and the need to limit program complexity.
   \*\* Staff notes that "availability" does not affect whether a resource is d
  - \*\* Staff notes that "availability" does <u>not affect whether a resource is dispatched</u> <u>or not</u>. Instead, the requirement is that the energy storage device is participating in placing economic bids offering the unit for dispatch in the PJM market.

#### Topic 2 for Grid Supply | Incentives and Performance Metrics

**Performance** 

- The performance-based incentive for storage resources will be designed to encourage
  the operation of storage assets in a manner that maximizes environmental benefits and
  helps the electric grid during times of operational stress. The flexibility of grid supply
  energy storage can result in a range of benefits for the efficient and effective operation
  of the bulk electricity system while also providing environmental benefits by reducing
  carbon emissions and criteria pollutants.
- Likewise, storage resources at the **distribution** level can provide all of these benefits while also contributing to local system resilience, helping integrate higher levels of distributed generation, and potentially reducing the cost of operating and maintaining the distribution grid. As noted in the EMP, while "New Jersey does not currently have a means of pricing the benefits that batteries can provide at the distribution level . . . New Jersey is committed to adopting changes in regulatory policy that recognize the full wholesale and distribution value of batteries." EMP at p. 128.

#### Topic 2 for Grid Supply | Incentives and Performance Metrics

**Performance** 

- Absent a mechanism to incentivize GHG emission reductions during operation, energy storage projects can also increase GHG emissions. Ensuring New Jersey's energy storage policies help achieve the State's overarching climate objectives thus requires creating such a mechanism.
- In general, high marginal carbon emissions rates track with higher PJM prices but this
  correlation does not always hold true, which is why ensuring that storage projects reduce
  emissions requires an incentive mechanism directly tied to marginal carbon emission
  rates.
- Combining locational marginal price and marginal emissions signals will incent storage developers to site their units in the places on the grid where they will provide the most significant price and environmental benefits to consumers.
- This Straw proposes that the Board will hire a Program Administrator to track and administer the performance-based incentive portion of the NJ SIP based on PJM's marginal carbon emissions data\*\*.

<sup>\*\*</sup> While PJM does not currently reward energy storage resources for their contribution to decreasing the carbon intensity of the PJM grid, it does *track* the marginal carbon intensity of the grid at each of its thousands of wholesale pricing nodes across the regional grid on a real-time basis.

#### Topic 3 for Grid Supply | Emission Signal and Pay for Perform

This Straw proposes that a mechanism for compensation on **Grid Supply** projects be tied to marginal emissions signals to "Pay for Performance" on storage used for GHG reduction. *For example*.... PJM signal (referenced below) or equivalent could be used.

Data Miner 2

#### NOTE:

This Straw proposes that this "Pay for Performance" is **additive** to the fixed incentive portion for Grid Supply. The <u>new feed</u> will be published in real time, every five minutes, and will reflect the Marginal Emission Rates of carbon dioxide, nitrogen oxides and sulfur dioxide for individual load nodes on the wholesale grid.



#### Topic 3 for Grid Supply | Emission Signal and Pay for Perform

- Energy storage can significantly contribute to emissions reductions by enabling the reliable integration of higher levels of renewable energy and by displacing generation from emissions-intensive peaking units.
- However, experience with other storage programs has also shown that, absent a mechanism to incentivize GHG emission reductions during operation, energy storage projects can also <u>increase</u> GHG emissions.
- Ensuring New Jersey's energy storage policies help achieve the State's overarching climate objectives thus requires creating such a mechanism.

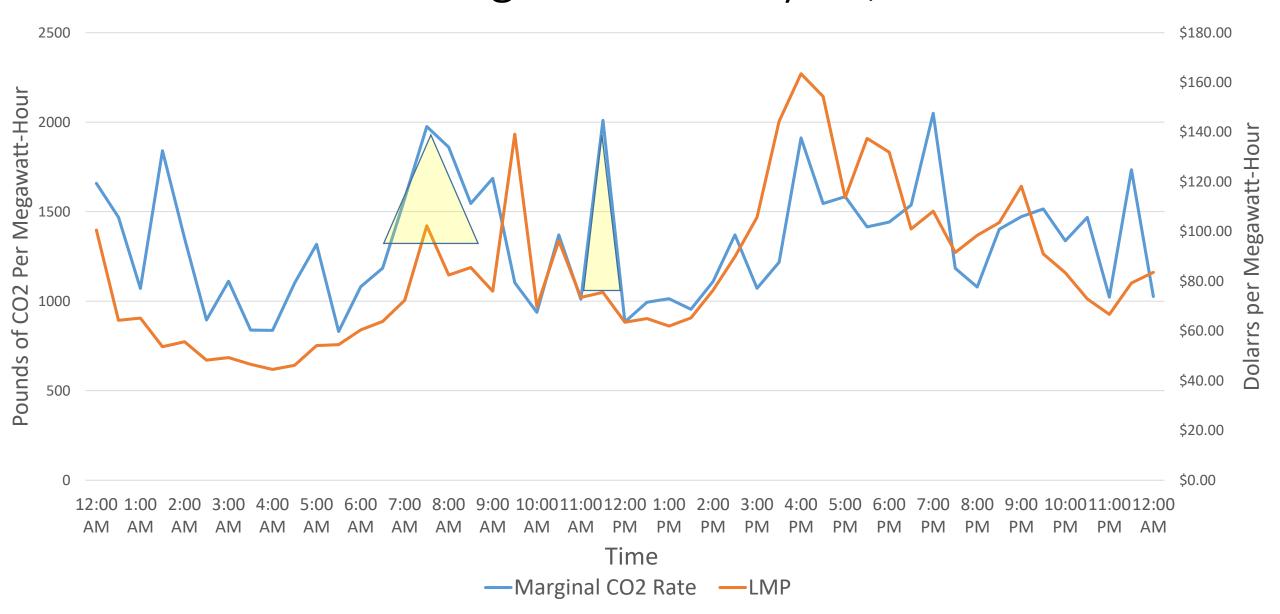
## Modeling Energy Storage's Emissions Abatement Potential

- Use PJM's marginal carbon emissions data and for a Trenton, New Jersey node on July 13, 2022
- Calculate emissions induced by charging and emissions abated by discharging, while accounting for fact system will consume more energy in charging than it will discharge due to round-trip efficiency losses

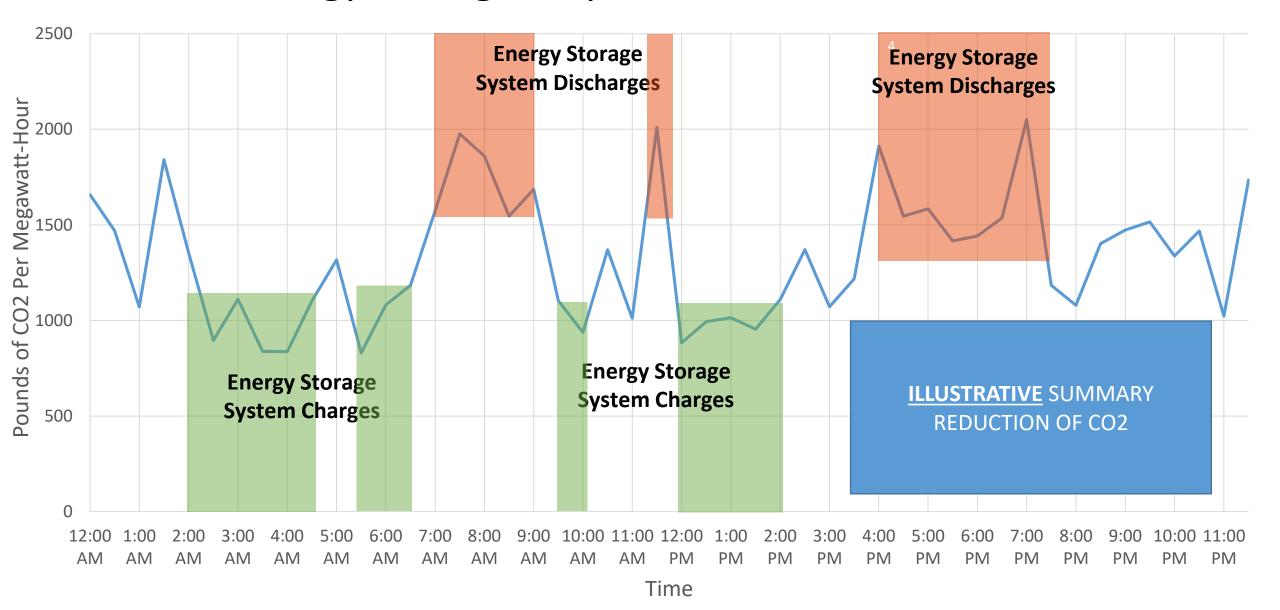
## Storage Dispatch to Optimize CO2 Reductions Differs from Storage Dispatch to Maximize Energy Market Arbitrage Revenue

- Locational Marginal Prices (LMPs) in the Energy Market do not perfectly correlate with marginal emissions intensity, although there is a rough relationship
- Consequently, an energy storage system being dispatched solely in response to energy market signals will not achieve its full emissions reduction potential
- It may still achieve some emissions reductions, but they will be significantly less and it is possible that storage dispatch in response to energy market signals alone may increase emissions

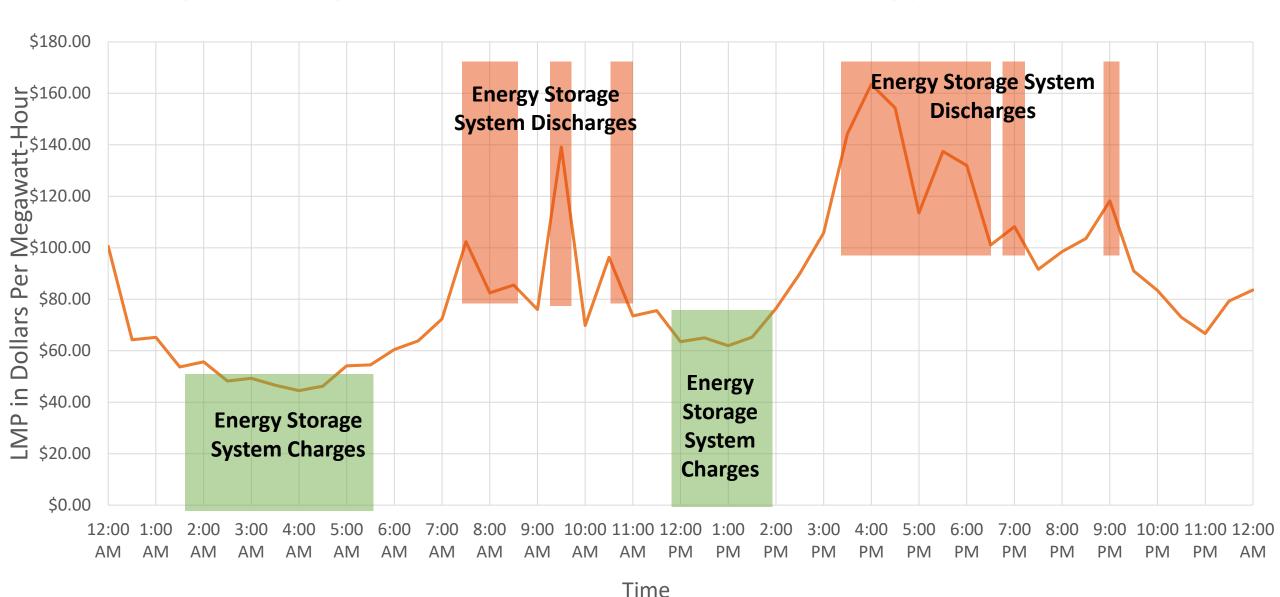
# Real Time Marginal CO2 Emissions Rates and LMPs for Trenton Pricing Node on July 13, 2022



# Real-Time Marginal CO2 Rate for Trenton Pricing Node on July 13, 2022 and Energy Storage Dispatch to Maximize CO2 Reductions



# Real-Time LMPs Trenton Pricing Node on July 13, 2022 and Energy Storage Dispatch to Maximize Energy Market Revenue



#### Topic 3 for Grid Supply Emission Signal and Pay for Perform

#### **REMINDER**

This Straw proposes that the Board will hire a **Program Administrator** to track and administer the performance-based incentive portion of the NJ SIP based on PJM's marginal carbon emissions data.

#### V. NJ SIP Straw Proposal: Program Goals for Grid Supply

This Straw presents a policy framework designed to meet the following goals:

- 1. Achieve the 2030 energy storage goal of **2,000 MW by 2030**, as set forth in the CEA in a manner that is consistent with New Jersey's competitive electricity markets;
- 2. Promote **deployment of private capital** by establishing a stable market structure that attracts low-cost capital;
- 3. Ensure that energy storage devices are deployed in a manner that **decreases GHG** emissions by tying operations to pay-for-performance metrics;
- 4. Support deployment of energy storage devices **interconnected** to the <u>transmission</u> or <u>distribution</u> system of a New Jersey EDC;
- 5. Grow a sustainable energy storage industry that gradually **requires decreased incentives** to deploy additional storage resources, in order to ensure that the benefits of energy storage last well beyond the term of this initial program;



6. Support **overburdened communities** with energy resilience, environmental improvement, and economic opportunity benefits derived from energy storage; and



7. Encourage storage deployment that accelerates the clean energy transition, including facilitating deployment of renewable energy, electric vehicle or other DERs.

#### Topic 4 for Grid Supply | Overburdened Communities

This Straw proposes to ensure that an equitable share of **Distributed** energy storage resources are placed into overburdened communities.

In the initial program, Staff does not propose to include additional incentives to locate Grid Supply storage in overburdened communities, as those projects typically have **fewer localized benefits**, as compared to Distributed storage resources, which directly add to the resilience of the local community.

This Straw does NOT envision encouragement of **Grid Supply** storage projects in Overburdened Communities, nor does it envision incentives to Transmission connected resources

#### V. NJ SIP Straw Proposal: Business Model Considerations for Grid Supply



- Value stacking is important as it **reduces the need for incentives** to move the market adoption of storage at a desired pace.
- Part of the value stack that can provide this **offsetting revenue stream** include Customer savings and grid revenue, which may be driven by elements such as:
  - Wholesale market revenues, including energy, capacity, and ancillary service market revenues
  - Energy arbitrage in time of use ("TOU") differentiated markets;
  - Retail bill reductions created by active management, such as management of demand charges, standby charges, and distribution costs; and/or
  - Cost-effective investment in DERs, electric vehicle charging, or other technologies, supported by energy storage devices.
- These value-stacking revenues are in addition to any NJ SIP incentives, such as distribution-level price signals established by the EDCs\*\* or grid-level performance-based incentives that incorporate marginal emission rates reported by PJM

<sup>\*\*</sup> Note: These mechanisms will be discussed in greater detail in subsequent stakeholder meetings.

#### Topic 5 for Grid Supply | Value Stack

Revenue from the value stack reduces the need for incentives to move the market at a desired pace. Customer savings and grid revenue may be driven by elements such as:

- Wholesale market revenues, including energy, capacity, and ancillary service market revenues;
- Energy arbitrage in time of use ("TOU") differentiated markets;
- Retail bill reductions created by active management, such as management of demand charges, standby charges, and distribution costs;
- Cost-effective investment in DERs, electric vehicle charging, or other technologies, supported by energy storage devices.

#### V. NJ SIP Straw Proposal: Technical Considerations for Grid Supply

- Energy storage consists of a variety of physical, thermal, and chemical technologies, each of which offer unique capabilities and limitations and may be at different stages of commercial maturity. Staff believes that the bulk of the NJ SIP should focus at this time on **replicable projects using commercially available technologies** but also be flexible enough to promote new and emerging energy storage technologies if they are cost-competitive with more established energy storage technologies.
- Staff proposes adopting as broad of a definition of energy storage as possible, in order to leverage innovation and competition to meet New Jersey's energy storage goals at the lowest possible cost to ratepayers, and open opportunities to a diverse community of developers. Staff proposes to adopt the **following definition** for energy storage:

#### PROPOSED DEFINITION

A device that is capable of absorbing energy from the grid or from a Distributed Energy Resource (DER), storing it for a period of time using mechanical, chemical, or thermal processes, and thereafter discharging the energy back to the grid or directly to an energy-using system to reduce the use of power from the grid.

#### Topic 6 for Grid Supply | Technical Considerations

Staff believes that the bulk of the NJ SIP should focus at this time on replicable projects using commercially available technologies but also be flexible enough to promote new and emerging energy storage technologies if they are cost-competitive.

#### Topic 6 for Grid Supply | Long Duration Storage

Staff also invites comment on what level of incentives (in terms of **dollars per kWh of storage capacity**) the NJ SIP should provide to storage systems that have durations substantially <u>longer</u> than four hours.

Staff proposes to define long-duration storage as any storage technology that is greater than 20 hours of storage and requests comment on that proposed definition.

Staff notes that longer duration systems (with focus on *energy* capacity) do not align with legislative directive for MW of nameplate **power** capacity.

Another consideration is that some emerging very long-duration technologies may have substantially lower costs per kWh of storage capacity but reduced ability to abate carbon emissions due to possessing lower round-trip efficiencies.

#### V. NJ SIP Straw Proposal: Business Model Considerations for Grid Supply



Staff notes that the question of who should own and operate energy storage assets is a
major question for any energy storage program design. This Straw recommends that
the Board adopt a storage business model that encourages private ownership and
operation of energy storage devices, consistent with New Jersey's restructured
competitive market structure.



- EDCs must play a key role in building the grid infrastructure necessary to enable the effective interconnection and dispatch of these resources.
- This role is particularly important for the Distributed portion of the NJ SIP, where the EDC will interconnect the resources and will be directed to establish **pay-for-performance** incentives that address the "value" of storage.
- Two major long term goals of the NJ SIP program are to attract low-cost private capital
  and to develop an energy storage program that is consistent with New Jersey's
  competitive electric markets. To establish an optimal investment environment requires
  recognition of "value stacking" and market-based compensation for as much of the
  value stack as possible.

#### Topic 7 for Grid Supply | EDC Ownership Restriction

This Straw recommends that EDC's **not** be allowed to procure and own energy storage as a rate recovered asset,

## Open Discussion for Stakeholder Comments

- Speaking time per person is limited to 2 minutes—please be respectful of other speakers.
- Please raise you hand if you would like to provide any last thoughts or comments. You will be recognized by our meeting facilitator and offered your speaking opportunity.
- Phone controls for participants
  - The following commands can be entered via DTMF tones using your phone's dial pad while in a Zoom meeting:
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# THANK YOU – This concludes our NJ SIP Straw Proposal Overview paul.heitmann@bpu.nj.gov

