

Board Strategic Development Committee and Special SMUD Board of Directors Meeting

Tuesday, February 9, 2021
scheduled to begin at 5:30 p.m.
Virtual Meeting (online)



[amesesco.com](https://www.ameresco.com)

Ameresco Comprehensive Solutions



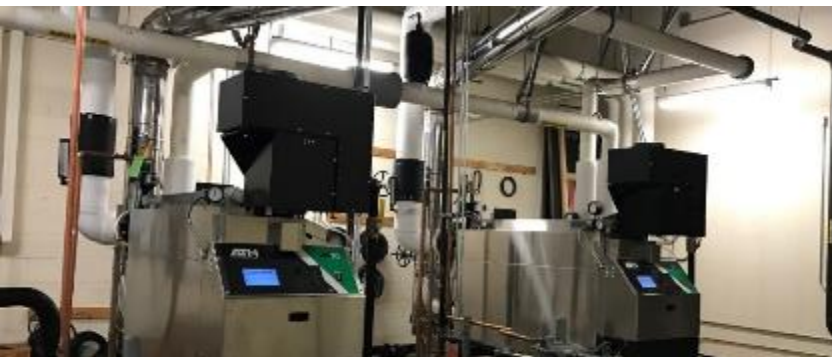
RENEWABLE ENERGY



ENERGY INFRASTRUCTURE



ENERGY ANALYTICS



ENERGY EFFICIENCY



ENERGY SUPPLY MANAGEMENT



STRUCTURED FINANCE OPTIONS

Ameresco and Grid Scale Projects

Community Solar



Grid Scale Energy Storage



Landfill Gas To Electricity



Ameresco and Microgrids

Marine Corps Recruit Depot
Parris Island, SC



An Update on Grid Scale Battery Energy Storage: Necessary for Clean Grid

Why Energy Storage

- Supports the buildout of clean energy
- Reduce reliance on fossil-fuel power plants
- Reducing peak demands on the power system

Update

- Technology Advances, Declining Costs, Market Design and Regulatory Rules for Energy Storage, Contracting and Financing Approaches, New Codes/Standards, and Corporate Responsibility Initiatives.

Projected 55 GWs by 2045 (Draft 2021 SB 100 Joint Agency Report)

Grid Scale Solutions: Energy Storage Transmission and Distribution Grid

Transmission Level

- Peaking Capacity
- Needed Flexibility: Load Following and Ancillary Services
- Transmission Line Deferral
- Hybrid Solutions

Distribution Level

- Minimize Reverse Power Flow from Distributed Solar
- Distribution Wire Deferral
- Ancillary Services
- Resiliency
 - Clean community microgrids with new distributed control system technology and advanced energy storage capabilities

Ameresco – Your Trusted Partner



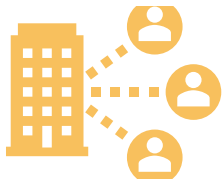
Technology Neutral

Selecting vendors and contractors to ensure the most technologically appropriate and cost-effective solution.



Long Term Partner

Seeking areas for improvement, enabling innovation, sharing ideas, and ultimately delivering long-term value.



Experience

Developing and building energy storage and complex microgrid projects since 2014, continuously expanding our energy storage portfolio.



Financing Options

Working with our clients to create the best solution to meet their needs.



Global Presence, Local Expertise

Leveraging experts and technology with project managers that live in your community.



Corporate Responsibility

Supporting our mission of delivering energy efficient and renewable solutions that enable a low carbon future.