



MANUFACTURING EXTENSION
PARTNERSHIP

*MISSION: TO ADVANCE ECONOMIC PROSPERITY, HEALTH AND
QUALITY OF LIFE IN INDIANA AND BEYOND.*

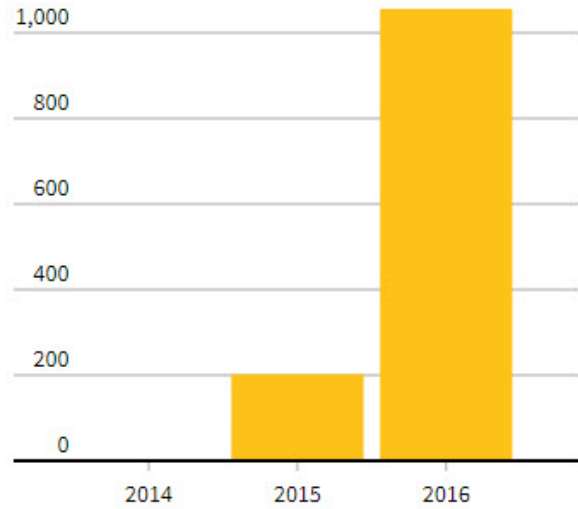
INSTALLATIONS INCREASING



SOLAR CONTRACTS

In megawatt dc (direct current)

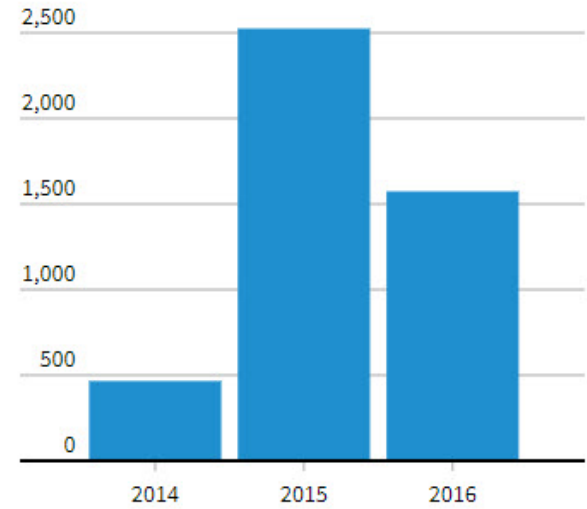
1,200 MWdc



WIND CONTRACTS

In megawatts

3,000 MW



Source: GTM Research; American Wind Energy Association

RISK MANAGEMENT



- ✓ **Immediate cost reductions**
- ✓ **Unpredictable future prices**
- ✓ **International commitments**
- ✓ **Stakeholders**

CHANGING EXPECTATIONS

Advo
In new

Utah
separ

charg
custo

Utilities wa
and fixed c

Nevada
utility's

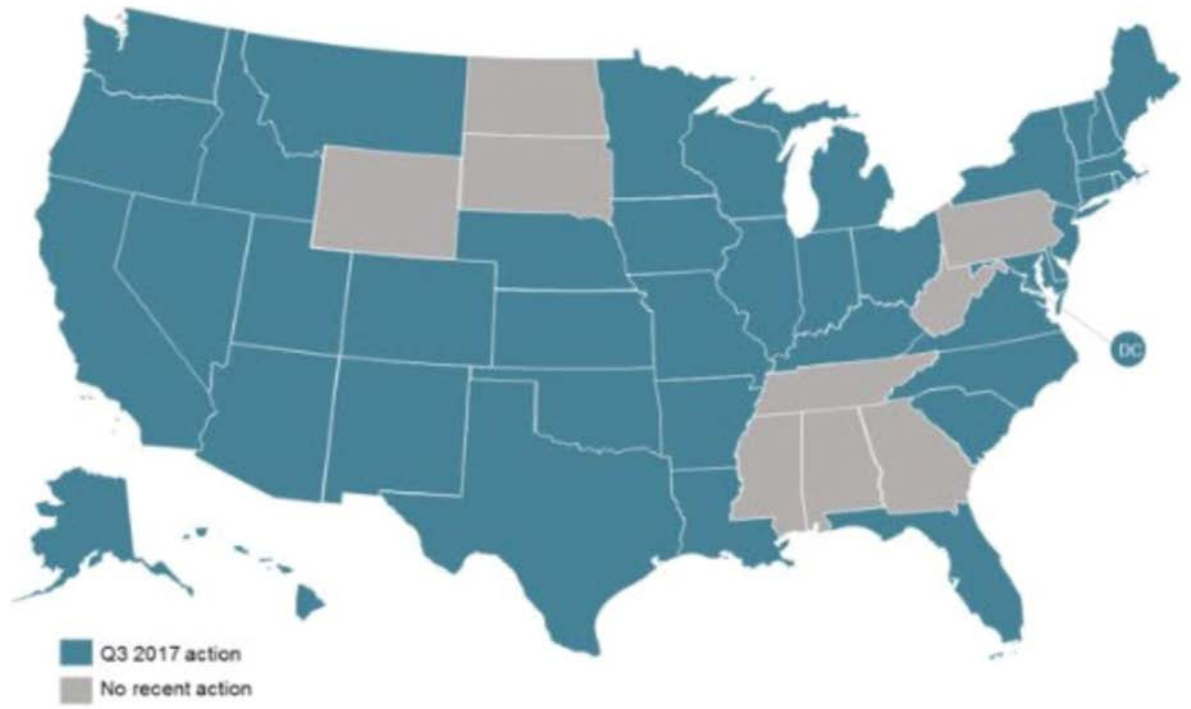
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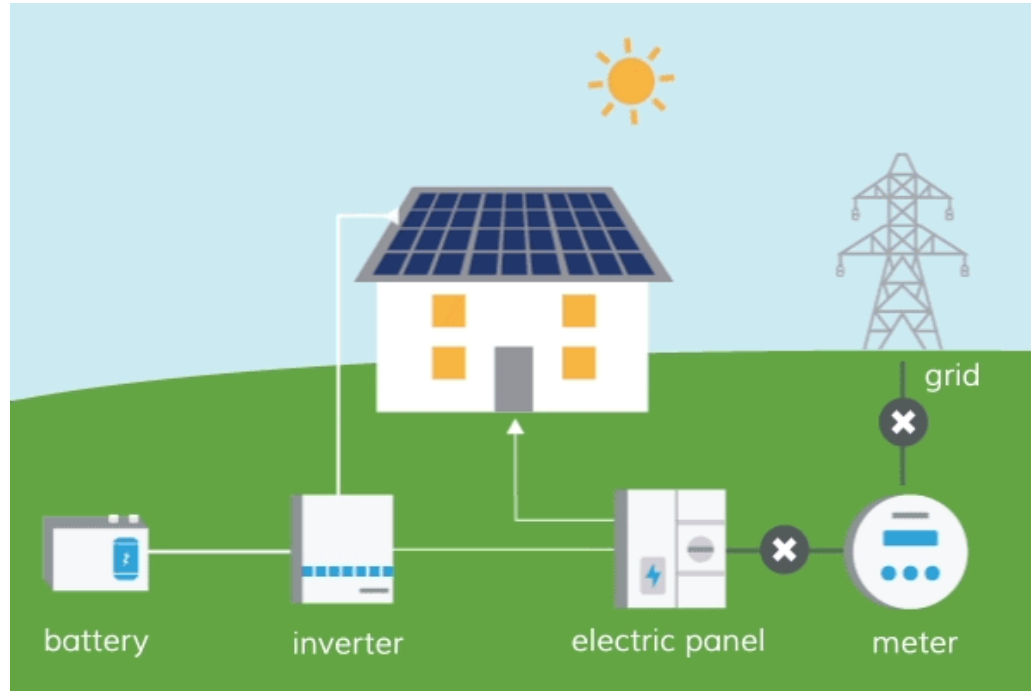
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MARK HAND

Q3 2017 Policy Action on Net Metering, Rate Design, and Solar Ownership



GRID-TIED VS. OFF-GRID VS. UTILITY



MOLTEN SALT STORAGE



- **Square mile design overlays with existing farm grid**
- **Only 4% of water that farms use**
- **Where does food production go?**