

## Estimate of Revenues and Costs – Rule 2.401(c)

### Per Energy Storage System with Grid Charging Enabled:

#### Costs:

Battery Incentives <sup>1</sup>	\$ 950
Software Fees	\$ 350
A&G	\$ 64
<b>Total Costs:</b>	<b>\$ 1,364</b>

#### Revenues:<sup>2</sup>

FCM Value	\$ 245
RNS Value	\$ 969
Communication Fees	\$ 350
<b>Total Revenues:</b>	<b>\$ 1,564</b>
<b>Net Value per System:</b>	<b>\$ 200</b>

### Three Year Estimate Assuming 275 kW <sup>3</sup>Annual Enrollment Limit:

	Year	1	2	3	NPV
<b>Revenues</b>					
FCM		\$0	\$5,015	\$13,188	\$203,439
RNS		\$29,558	\$65,837	\$104,072	\$779,002
Communication Fee		\$1,745	\$3,491	\$5,236	\$33,600
<b>Total Revenue</b>		<b>\$31,304</b>	<b>\$74,343</b>	<b>\$122,496</b>	\$1,016,041
<b>Costs</b>					
Incentive (3 Hour)		(\$232,513)	(\$232,513)	(\$232,513)	(\$621,279)
Incentive (4 Hour)		(\$13,613)	(\$13,613)	(\$13,613)	(\$36,373)
A&G		(\$18,632)	(\$18,632)	(\$18,632)	(\$49,784)
Software Fees		(\$1,745)	(\$3,491)	(\$5,236)	(\$33,600)
<b>Total Costs</b>		<b>(\$266,502)</b>	<b>(\$268,247)</b>	<b>(\$269,993)</b>	<b>(\$741,036)</b>
<b>NET Benefit</b>		<b>(\$235,440)</b>	<b>(\$194,104)</b>	<b>(\$147,648)</b>	<b>\$275,287</b>

<sup>1</sup> Data includes 1kW of energy with an assumed incentive of \$950.

<sup>2</sup> Costs/Revenues shown on NPV basis. Due to incentives and A&G only being allocated in year 1, these two values are not on an NPV basis.

<sup>3</sup> The program will be open to 5MW annually between both BYOD tariffs, however based on actual tariff enrollment and average customer chosen capacity, GMP is estimating approximately one half megawatt of the total available annual capacity will be enrolled each year. Of the one half megawatt, GMP expects approximately 55% to be enrolled with grid charging enabled.