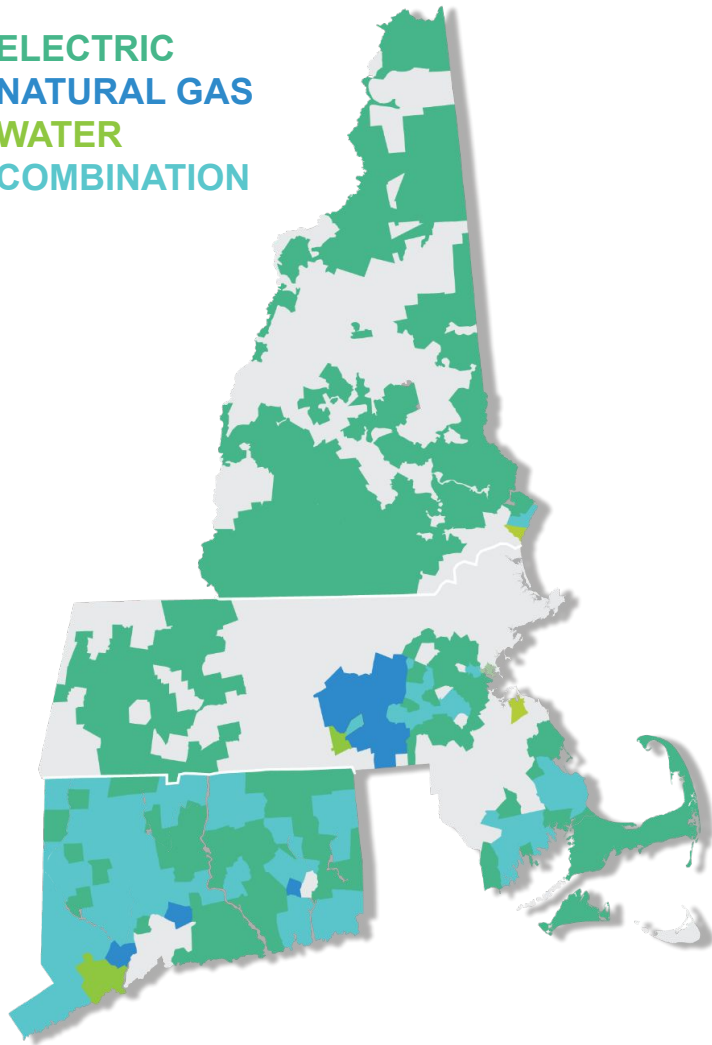


AEG Boston 21Q1 Stakeholder Challenge Critical Infrastructure, Equity and Resilience

February 24-25th, 2021

ELECTRIC
NATURAL GAS
WATER
COMBINATION



Eversource **at a Glance**

- Largest energy company in New England
- 8,300 employees in three states
- About 4 million customers

EVERSOURCE

Introduction

- Intro to Penni

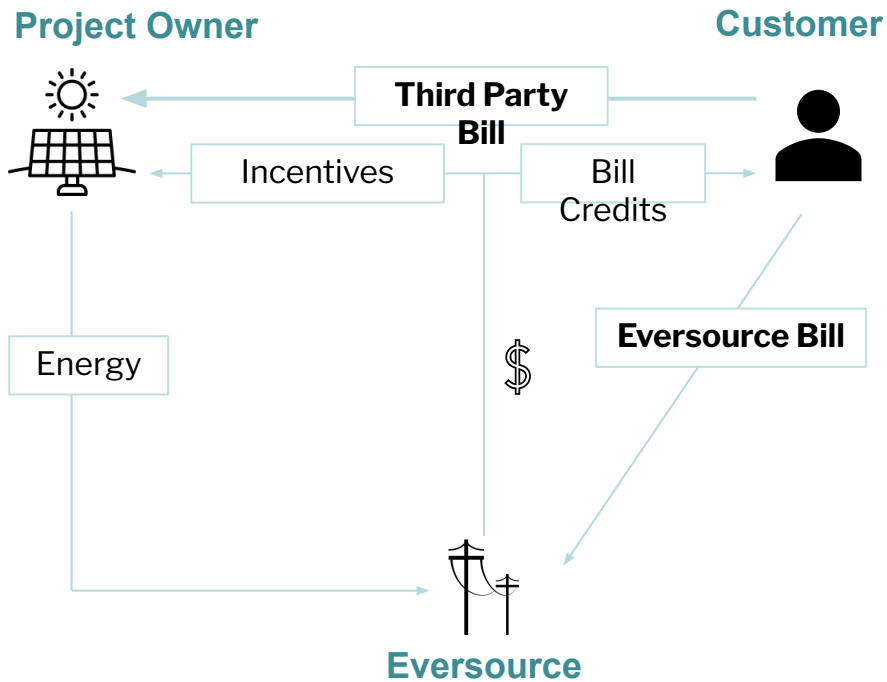
The Challenge

Solar is critical to achieving Boston's climate goals, building resilient communities and addressing energy affordability

- Low-income solar deployment in Mass. has been inequitable
 - **Less than 4%** of the Commonwealth's solar program to date has served low-income communities
- Low-income customer's energy '**share of wallet**' is twice that of non-low-income customers
- Solar developers report **challenges identifying and serving low-income customers** despite generous available incentives
- **How can we increase access to solar for low-income communities and ensure the benefits of solar are equitably distributed and retained in these communities?**

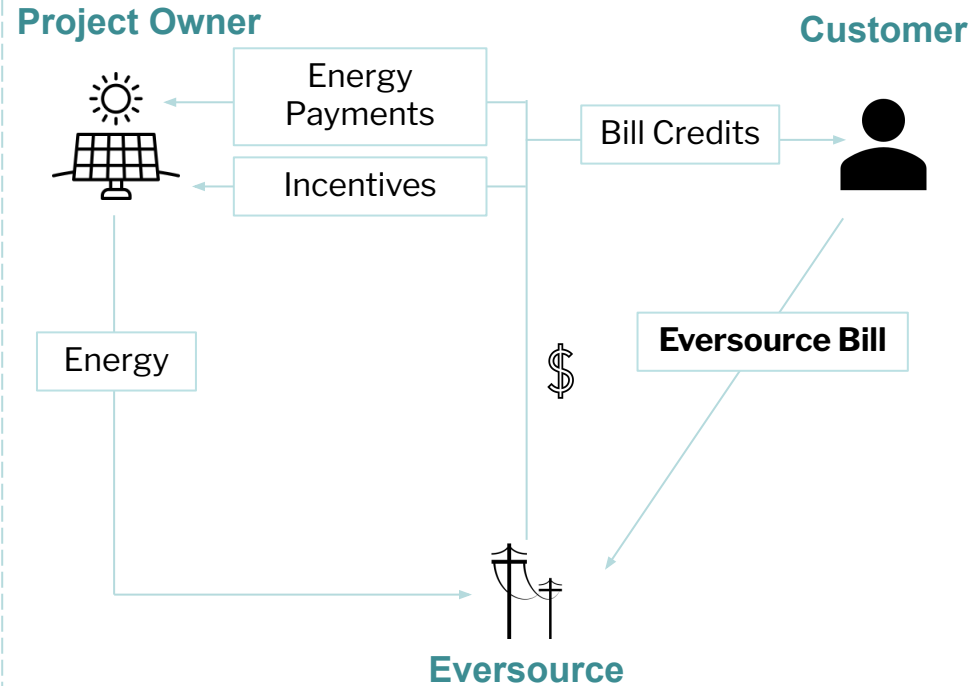
The Solution: A New Community Shared Solar Model

Current Model



Current model is complicated, creates risk for developers, and is confusing to customers.

Proposed Model



New model simplifies low-income customer participation, reduces risk and streamlines customer identification.

What is at stake?

Consequences of inaction:

- Solar programs continue to disproportionately serve upper income customers
- Low-income energy burdens remained unaffordable
- Community Shared Solar projects continue to be developed outside of distressed communities reducing opportunities for resilience, workforce development and other community benefits

Benefits of action:

- Reduced barriers to participation for customers and developers
- Creates an opportunity to meaningfully engage LI communities in the clean energy economy
- Increased opportunities for community benefits including workforce development and improved resilience (when solar is paired with storage)

Regarding Critical Infrastructure and Resilience, to achieve Boston's Carbon & Equity goals, the most critical obstacle to overcome is **rapidly accelerating access by low-income households to the benefits of solar.**