UTILITY SOLAR MARKET **SNAPSHOT** Solar Market Comes of Age in 2013

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solar electric power association

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UTILITY SOLAR MARKET INDEX



SEPA's annual Utility Solar Market Index is now available for purchase and includes data on over 900 of the most solar-active utilities in the United States. No other national data offers a similar level of market granularity by utility and customer segment, including net metered systems and large power plants.

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PURCHASE

DATA BY UTILITY INCLUDES:

- Solar capacity in megawatts (AC)
- Number of solar installations

DATA CAN BE ANALYZED BY/FOR:

- Utility, utility type, state, region, utility size (customers)
- Residential, non-residential, centralized utility-scale and off-grid segments
- Photovoltaic and CSP Technologies
- Annual (2013) and cumulative timeframes
- Net metered and wholesale projects
- Utility ownership

ALSO INCLUDED:

- All tables and figures from full report
- Unpublished summary statistics
- 2008, 2009, 2010, 2011 and 2012 data available upon special request
- Note: Utility contact information is not included

FORMAT:

- Microsoft Excel (.xlxs)
- Download Sample

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SEPA can analyze data for you directly for a fee.





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About the Report

In 2007, SEPA began surveying electric utilities on the amount of solar they integrated each year, driving to uncover the most accurate and granular solar market data in the industry. This year's innovative infographic report format takes a fresh approach to presenting the 2013 solar market that combines significant data discovery with cutting edge takeaways.



UTILITY SOLAR MARKET SNAPSHOT Executive Summary

Solar markets continued significant growth in 2013

- Added 4 GW across over 137,000 systems; totals are now 10.7 GW at more than 475,000 locations.
- However, varied significantly by market segment over the last two years:
 - Residential: 32% growth; continuing as third-party providers offer 'no-cost' solar in more states.
 - Commercial: 4% growth; low electricity rates and financing limiting market without incentives.
 - Utility: 58% growth; remains strong through 2016 but pipeline beyond needs filling.
- Solar cost is declining with an industry-wide drive to lower non-hardware soft costs in areas such as financing and customer acquisition.

The solar market is heavily concentrated to particular utilities and states

- The most solar-active utilities are in California, Arizona, North Carolina, Massachusetts, Georgia, New Jersey, Nevada, Colorado, and Hawaii.
- Median solar activity by utility type:
 - Investor-owned: 16 MW and 917 systems
 - Public Power: 0.2 MW and 10 systems
 - Cooperative: 0.3 MW and 22 systems
- Utilities need to plan and prepare today, even if solar is not currently overwhelming. The market moved more quickly than most utilities predicted it would.

Key utility-solar business issues remain for the next 2-3 years

- Revisiting net metering is key to customer satisfaction, industry growth, and utility planning.
- There is significant uncertainty beyond 2016 with the planned federal tax credit step-down, leaving room for utilities to develop strategies for utility-scale projects.
- Customers have electricity choices with distributed solar and new third-party programs. Utilities need to innovate to stay ahead of the evolving customer marketplace.



NATIONAL SOLAR MARKET SNAPSHOT

How much solar was installed?





Continued high growth rates are bringing solar into the national conversation as a major generating source for the future.

Solar added over 4 gigawatts (GW) in 2013, bringing U.S. solar capacity to over 10.7 GW. This included over 137,000 new systems, bringing national totals to over 475,000.

Under current projections, the U.S. will have 25 GW and 1,000,000 solar systems by Q1 2017.

There are more solar systems installed in the U.S. than any other power source and solar is driving an emerging decentralization of part of the power sector.

The reasons behind the growth include declining solar costs and maturing business and financing models along with utility-specific policy, market drivers and customer programs.

SEPA uses MW-ac instead of MW-dc in this report because it represents the effective power produced by a solar energy facility.



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NATIONAL SOLAR MARKET **SNAPSHOT** What types of solar systems were installed?





- The Residential market continues to see a significant growth, averaging 32% annually over the last two years. In 2013, 679 MW of residential solar were installed, compared to 511 and 273 MW in 2012 and 2011 respectively.
- **The Commercial market** currently represents more megawatts than residential, but has only averaged 4% growth over the last two years. These larger customers typically have lower energy rates and more stringent capital investment requirements, while key state incentives have ended.

Average system size:

Residential: 0.007 MW
Commercial: 0.155 MW
Utility-Scale: 28 MW

The Utility-Scale market has boomed averaging 58% annual growth over the last two years and surpassed the distributed market in size for the first time in 2013. Expect this to continue for the next few years, however, the project pipeline after 2016 is less clear (see p12 for more information).



MW = Megawatt-ac

NATIONAL SOLAR MARKET **SNAPSHOT** What kinds of solar technology were installed?





Photovoltaics (PV) are the technology of choice with 60% cost declines since 2011,¹ a diversity of market applications (residential to power plants), and rapid project cycles. State policies, cost declines, and business and financing innovations are driving growth.

Concentrating Solar Power (CSP) experienced a resurgence in 2013, with three projects totaling 423 MW completed, and an additional 800 MW anticipated in 2014. These large solar thermal power plants will continue with a number of large projects through 2017. But with a multi-year project lifecycle and costs higher than PV, the contract pipeline is more complicated and uncertain in the long term.

PV project average system size = 0.03 MW

CSP project average system size = 125 MW



2014-2017 CSP Forecast

¹ Source: GTM Research



MW = Megawatt-ac

UTILITY SOLAR **SNAPSHOT** Which utilities integrated the most solar capacity?



Annual Solar Megawatts by Utility (MW)

1	Pacific Gas and Electric Company (CA)	1,471
2	San Diego Gas & Electric Company (CA)	643
3	Arizona Public Service (AZ)	416
4	Southern California Edison (CA)	373
5	Duke Energy Progress (NC, SC)	137
6	National Grid (MA, RI)	111
7	Public Service Electric & Gas Company (NJ)	103
8	Hawaiian Electric Company, Inc. (HI)	98
9	Georgia Power Company (GA)	59
10	Duke Carolinas (NC, SC)	58
	All Others	734
	Total	4,201

Annual Watts-per-Customer (W-ac)

1	Sterling Municipal Light Dept (MA).	831
2	San Diego Gas & Electric Company (CA)	461
3	Silicon Valley Power/City of Santa Clara (CA)	427
4	Arizona Public Service (AZ)	367
5	Hawaiian Electric Company, Inc. (HI)	329
6	Pacific Gas and Electric Company (CA)	281
7	Hawaii Electric Light Company (HI)	182
8	Maui Electric Company Ltd (HI)	178
9	Kauai Island Utility Cooperative (HI)	167
10	Imperial Irrigation District (CA)	159
	Median - All Others	3.1

Cumulative Solar Megawatts by Utility (MW)

1	Pacific Gas and Electric Company (CA)	3,083
2	Southern California Edison (CA)	1,291
3	San Diego Gas & Electric Company (CA)	800
4	Arizona Public Service (AZ)	733
5	Public Service Electric & Gas Company (NJ)	547
6	Jersey Central Power & Light (NJ)	240
7	Xcel Energy (CO)	239
8	NV Energy (NV)	235
9	Duke Energy Progress (NC, SC)	219
10	Hawaiian Electric Company, Inc. (HI)	209
	All Others	3,134
	Total	10,730

Cumulative Watts-per-Customer (W-ac)

1	City of Milford (DE)	1.786
2	Vineland Municipal Electric Utility (NJ)	1,119
3	Sterling Municipal Light Dept (MA).	831
4	Hawaiian Electric Company, Inc. (HI)	703
5	Arizona Public Service (AZ)	647
6	Kauai Island Utility Cooperative (HI)	638
7	Pacific Gas and Electric Company (CA)	588
8	Maui Electric Company Ltd (HI)	580
9	San Diego Gas & Electric Company (CA)	574
10	Silicon Valley Power (CA)	562
	Median - All Others	11

The market is heavily concentrated within the top 10 utilities, which together accounted for 82% of all new capacity in 2013. Each of these top utilities all integrated more than 50 MW, the equivalent of a natural gas peaker plant, bringing many of their totals to over 200 MW.

- Several utilities, both large and small, have or are approaching a kilowatt of solar per customer, the equivalent of a small rooftop system on every home.
- The distribution of these top-ranking utilities distributed over ten different states, primarily in the western and eastern U.S.



solar electric power association sepaTop10.org In 2011, 22 utilities integrated more than 20 MW; in 2013, it had nearly doubled to 40.

UTILITY SOLAR **SNAPSHOT** Which utilities interconnected the most solar systems?



Annual Interconnections by Utility

1	Pacific Gas and Electric Company (CA)	28,807
2	Southern California Edison (CA)	26,372
3	Hawaiian Electric Company, Inc. (HI)	14,071
4	San Diego Gas & Electric Company (CA)	10,945
5	Arizona Public Service (AZ)	7,286
6	Xcel Energy (CO)	5,426
7	Los Angeles Dept. of Water & Power (CA)	4,156
8	Salt River Project (AZ)	2,676
9	Public Service Electric & Gas Company (NJ)	2,374
10	National Grid (MA, RI)	2,259
	All Others	32,692
	Total	137,064

Annual Percentage of Projects per Customer

1	Hawaiian Electric Company, Inc. (HI)	4.7%
2	Kauai Island Utility Cooperative (HI)	2.6%
3	Hawaii Electric Light Company (HI)	2.4%
4	Maui Electric Company Ltd (HI)	2.3%
5	Pennsylvania Electric Company (PA)	1.3%
6	San Diego Gas & Electric Company (CA)	0.8%
7	Sulphur Springs Valley Electric Co-op (AZ)	0.7%
8	Arizona Public Service (AZ)	0.6%
9	Pacific Gas and Electric Company (CA)	0.5%
10	Southern California Edison (CA)	0.5%
	Median - All Others	0.02%

Cumulative Interconnections by Utility

1	Pacific Gas and Electric Company (CA)	106,671
2	Southern California Edison (CA)	69,701
3	San Diego Gas & Electric Company (CA)	32,002
4	Hawaiian Electric Company, Inc. (HI)	29,558
5	Arizona Public Service (AZ)	23,785
6	Xcel Energy (CO)	18,305
7	Los Angeles Dept. of Water & Power (CA)	11,232
8	Jersey Central Power & Light (NJ)	9,902
9	Public Service Electric & Gas Company (NJ)	9,440
10	Salt River Project (AZ)	8,049
	All Others	156,533
	Total	475,178

Cumulative Percentage of Projects per Customer

1	Hawaiian Electric Company, Inc. (HI)	9.9%
2	Maui Electric Company Ltd (HI)	7.6%
3	Hawaii Electric Light Company (HI)	6.6%
4	Kauai Island Utility Cooperative (HI)	6.1%
5	Pennsylvania Electric Company (PA)	5.4%
6	Roseville Electric (CA)	2.6%
7	Sulphur Springs Valley Electric Co-op (AZ)	2.5%
8	San Diego Gas & Electric Company (CA)	2.3%
9	Arizona Public Service (AZ)	2.1%
10	City of Palo Alto Utilities (CA)	2.0%
	Median - All Others	0.07%

The top 10 utilities accounted for 76% of the annual interconnections with over 100,000 installations in 2013. PG&E interconnected 2,400 systems per month or the equivalent of almost 14 per work hour. This volume is increasing utility management needs, from planning and contracting to inspections and interconnections.

Hawaiian utilities saw large growth in the percentage of customers with solar – the state represents 13% of the installations nationally but only 0.4% of the population. Anywhere from 9% of Hawaiian utility customers now have solar.

42 utilities (15%) interconnected more than 25 PV systems per month in 2013



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Utility solar portfolios reflect the diversity of solar market drivers, ranging from state policies to utility procurement to customer interests – some are majority-customer segments, others utility scale, and others more balanced.

Investor-owned utilities have the large majority of utilityscale projects, whereas public power and cooperative utilities trend towards customer-driven markets. Average Utility Profile: Investor-owned: 16 MW and 917 systems Public Power: 0.2 MW and 10 systems Cooperative: 0.3 MW and 22 systems



UTILITY-SOLAR HOT TOPICS SNAPSHOT Net metering – a utility-solar stress point





Questions around net metering and its impacts on utility revenues and rates emerged driving utility solar policy discussions in 2013.² Cumulative net energy metered solar represented around 45% of the total megawatts and nearly 100% of the interconnections through 2013.

Studies, debates and regulatory reviews will likely continue - about 75% of responding utilities indicated they have or are looking into restructuring rates and/or alternatives to net metering to manage net metering's revenue impacts.

Utilities in smaller solar markets may think they can watch, learn and respond once solar achieves a greater penetration...but they may find that solar markets and innovation grow more quickly than they or the regulatory process can respond. Conversations are germane today for changes taking place over the next five years.

² Utilities point to lost revenue from solar and the need to recover the costs of maintaining and balancing the electric grid; solar advocates counter that solar's value to utilities exceeds these costs.



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UTILITY-SOLAR HOT TOPICS **SNAPSHOT** Annual growth in utility-scale solar...will it last?





Solar power plant capacity³ increased substantially from 2012 to 2013, with 2.6 GW coming online in 2013, more than 2012 capacity additions in all market segments combined. Continued growth is expected through at least 2016, driven in part by prices that are becoming competitive with natural gas in certain states.

However, the project pipeline faces greater uncertainty in 2017 and beyond as the federal investment tax credit declines from 30% to 10% and as some major utilities meet project and contract goals.

In order to maintain momentum in utility-scale projects, new markets will need to open-up with:

- New activity from smaller utilities or in less solar-active states;
- Expanded competitiveness with natural gas that makes solar an economic choice for utilities in resource planning;
- Updates in federal tax, compliance or environmental policies; and/or
- Advanced project development strategies by the industry, such as merchant plants that sell directly into wholesale electricity markets.



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MW = Megawatt-ac

UTILITY-SOLAR HOT TOPICS **SNAPSHOT Customer programs:** ripe for innovation





Utilities have long played an instrumental role in consumer solar markets through grid integration and incentives. However, as more utility customers consider cost-effective solar options offered by non-utility providers, utilities can react or be proactive.

Community solar programs, where utility customers "share" a larger solar installation, is one area of example of utilities responding to customer interest - 64% of recent utility survey respondents said they currently offer or are considering offering a utility-managed program.

Key accounts, large utility electricity users such as national chain companies, data centers, or military bases are another area of focus – 68% of utilities said they currently offer or are considering offering a renewable energy program for this customer segment.

Utilities need to play to the customer's needs and their own strengths in designing successful new options.



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Methodology

Solar Electric Power Association (SEPA) first identified over 531 solar-active utilities with at least 1 MW-ac of installed solar capacity through previous surveys and Energy Information Administration Form 861 Net Metering data. These utilities were contacted via email and by phone in January and February of 2014, and 285 utilities responded by submitting either an Excel file, a Word document or through the online survey. The data includes the 285 responding utilities, 22 utilities from past surveys and 627 utilities from U.S. Energy Information Administration Form 861. SEPA vetted the accuracy of survey information through personal contacts at utilities and verifying with external data sources. For the Watts-per-Customer category, utilities must have at least 500 bundled customer accounts.

All megawatts are presented in alternating current megawatts and are comparable to other generating technologies but may be lower than other nationally cited data. Contact SEPA for more information.

Solar Electric Power Association

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Investor-owned Annual MW

1	Pacific Gas and Electric Company (CA)	1,471
2	San Diego Gas & Electric Company (CA)	643
3	Arizona Public Service (AZ)	416
4	Southern California Edison (CA)	373
5	Duke Energy Progress (NC, SC)	137
6	National Grid (MA, RI)	111
7	Public Service Electric & Gas Company (NJ)	103
8	Hawaiian Electric Company, Inc. (HI)	98
9	Georgia Power Company (GA)	59
10	Duke Carolinas (NC, SC)	58

Co-op Annual MW

1	Kauai Island Utility Cooperative (HI)	5
2	Delaware Electric Cooperative (DE)	4
3	Trico Electric Cooperative, Inc. (AZ)	4
4	Santee Cooper (SC)	3
5	Southern Maryland Electric Cooperative (MD)	2
6	Sulphur Springs Valley Electric Co-op (AZ)	2
7	West Kentucky Rural Electric Coop Corp (KY)	1
8	Holy Cross Energy (CO)	1
9	Volunteer Energy Cooperative (TN)	1
10	Holston Electric Cooperative (TN)	1

Public Power Annual MW

40
24
24
22
13
5
4
3
3

Investor-owned Cumulative MW

1	Pacific Gas and Electric Company (CA)	3,083
2	Southern California Edison (CA)	1,291
3	San Diego Gas & Electric Company (CA)	800
4	Arizona Public Service (AZ)	733
5	Public Service Electric & Gas Company (NJ)	547
6	Jersey Central Power & Light (NJ)	240
7	Xcel Energy (CO)	239
8	NV Energy (NV)	235
9	Duke Energy Progress (NC, SC)	219
10	Hawaiian Electric Company, Inc. (HI)	209

Co-op Cumulative MW

1	Kauai Island Utility Cooperative (HI)	21
2	Blue Ridge Mountain Electric Membership (GA, NC)	10
3	Southern Maryland Electric Cooperative (MD)	8
4	Chickasaw Electric Cooperative (TN)	8
5	Delaware Electric Cooperative (DE)	8
6	Trico Electric Cooperative, Inc. (AZ)	8
7	Sulphur Springs Valley Electric Co-op (AZ)	7
8	Kit Carson Electric Cooperative (NM)	6
9	Holy Cross Energy (CO)	4
10	Middle Tennessee Electric Membership Corp (TN)	4

Public Power Cumulative MW

1	Sacramento Municipal Utility District (CA)	150
2	Long Island Power Authority (NY)	116
3	CPS Energy (TX)	93
4	Salt River Project (AZ)	93
5	Los Angeles Dept of Water & Power (CA)	93
6	Imperial Irrigation District (CA)	58
7	Austin Energy (TX)	43
8	Silicon Valley Power/City of Santa Clara (CA)	29
9	Vineland Municipal Electric Utility (NJ)	28
10	Gainesville Regional Utilities (FL)	16



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Appendix A-2: Solar installations by utility type

Investor-owned Annual Systems

1	Pacific Gas and Electric Company (CA)	28,807
2	Southern California Edison (CA)	26,372
3	Hawaiian Electric Company, Inc. (HI)	14,071
4	San Diego Gas & Electric Company (CA)	10,945
5	Arizona Public Service (AZ)	7,286
6	Xcel Energy (CO)	5,426
7	Public Service Electric & Gas Company (NJ)	2,374
8	National Grid (MA, RI)	2,259
9	Hawaii Electric Light Company (HI)	1,962
10	Jersey Central Power & Light (NJ)	1,712

Co-op Annual Systems

1	Kauai Island Utility Cooperative (HI)	863
2	Sulphur Springs Valley Electric Co-op (AZ)	358
3	Trico Electric Cooperative, Inc. (AZ)	167
4	Southern Maryland Electric Cooperative (MD)	119
5	La Plata Electric Association (CO)	95
6	Holy Cross Energy (CO)	55
7	West Kentucky Rural Electric Cooperative Corp (KY)	54
8	Kit Carson Electric Cooperative (NM)	50
9	Volunteer Energy Cooperative (TN)	43
10	United Power (CO)	39

Public Power Annual Systems

1	Los Angeles Department of Water and Power (CA)	4,156
2	Salt River Project (AZ)	2,676
3	Sacramento Municipal Utility District (CA)	2,128
4	Austin Energy (TX)	718
5	CPS Energy (TX)	617
6	Seattle City Light (WA)	452
7	Imperial Irrigation District (CA)	207
8	Anaheim Public Utilities	162
9	Snohomish County PUD (WA)	148
10	Roseville Electric (CA)	116

Investor-owned Cumulative Systems

1	Pacific Gas and Electric Company (CA)	106,671
2	Southern California Edison (CA)	69,701
3	San Diego Gas & Electric Company (CA)	32,002
4	Hawaiian Electric Company, Inc. (HI)	29,558
5	Arizona Public Service (AZ)	23,785
6	Xcel Energy (CO)	18,305
7	Jersey Central Power & Light (NJ)	9,902
8	Public Service Electric & Gas Company (NJ)	9,440
9	Tucson Electric Power Company (AZ)	6,350
10	National Grid (MA, RI)	5,393

Co-op Cumulative Systems

1	Kauai Island Utility Cooperative (HI)	2,003
2	Sulphur Springs Valley Electric Co-op (AZ)	1,252
3	Trico Electric Cooperative, Inc. (AZ)	600
4	La Plata Electric Association (CO)	477
5	Delaware Electric Cooperative (DE)	453
6	Holy Cross Energy (CO)	427
7	Southern Maryland Electric Cooperative (MD)	344
8	Verendrye Electric Coop. (ND)	235
9	Washington Electric Co-op (VT)	200
10	Kit Carson Electric Cooperative (NM)	199

Public Power Cumulative Systems

1	Los Angeles Department of Water and Power (CA)	11,232
2	Salt River Project (AZ)	8,049
3	Sacramento Municipal Utility District (CA)	6,445
4	Long Island Power Authority (NY)	6,023
5	Austin Energy (TX)	2,985
6	CPS Energy (TX)	1,501
7	Roseville Electric (CA)	1,393
8	Seattle City Light (WA)	1,126
9	Riverside Public Utilities (CA)	862
10	Imperial Irrigation District (CA)	782



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Investor-owned Cumulative Watts per Customer

1	Hawaiian Electric Company, Inc. (HI)	703
2	Arizona Public Service (AZ)	647
3	Pacific Gas and Electric Company (CA)	588
4	Maui Electric Company Ltd (HI)	580
5	San Diego Gas & Electric Company (CA)	574
6	Xcel Energy (NM)	401
7	Hawaii Electric Light Company (HI)	384
8	Pennsylvania Electric Company (PA)	373
9	Tucson Electric Power Company (AZ)	371
10	Atlantic City Electric (NJ)	334

Co-op Cumulative Watts per Customer

1	Kauai Island Utility Cooperative (HI)	638
2	Chickasaw Electric Cooperative (TN)	430
3	Kit Carson Electric Cooperative (NM)	230
4	Blue Ridge Mountain Electric Membership (GA, NC)	212
5	Trico Electric Cooperative (AZ)	185
6	Washington Electric Co-op (VT)	150
7	Sulphur Springs Valley Electric Co-op (AZ)	129
8	Plumas-Sierra Rural Electric Cooperative (CA)	112
9	San Miguel Power Association (CO)	110
10	Delaware Electric Cooperative (DE)	90

Public Power Cumulative Watts per Customer

City of Milford (DE)	1,786
Vineland Municipal Electric Utility (NJ)	1,119
Sterling Municipal Light Dept (MA).	831
City of St Marys (OH)	564
Silicon Valley Power (CA)	562
Imperial Irrigation District (CA)	392
City of Dover (DE)	354
Bryan Municipal Utilities (OH)	276
Sacramento Municipal Utility District (CA)	265
Fayetteville Public Utilities (TN)	240
	City of Milford (DE) Vineland Municipal Electric Utility (NJ) Sterling Municipal Light Dept (MA). City of St Marys (OH) Silicon Valley Power (CA) Imperial Irrigation District (CA) City of Dover (DE) Bryan Municipal Utilities (OH) Sacramento Municipal Utility District (CA) Fayetteville Public Utilities (TN)

Investor-owned Cumulative %

1	Hawaiian Electric Company, Inc. (HI)	10%
2	Maui Electric Company Ltd (HI)	8%
3	Hawaii Electric Light Company (HI)	7%
4	Pennsylvania Electric Company (PA)	5%
5	San Diego Gas & Electric Company (CA)	2%
6	Arizona Public Service (AZ)	2%
7	Pacific Gas and Electric Company (CA)	2%
8	Tucson Electric Power Company (AZ)	2%
9	Green Mountain Power Corporation (VT)	1%
10	Southern California Edison (CA)	1%

Co-op Cumulative %

1	Kauai Island Utility Cooperative (HI)	6%
2	Sulphur Springs Valley Electric Co-op (AZ)	2%
3	Washington Electric Co-op (VT)	2%
4	Verendrye Electric Coop. (ND)	2%
5	Trico Electric Cooperative, Inc. (AZ)	1%
6	Plumas-Sierra Rural Electric Cooperative (CA)	1%
7	San Miguel Power Association (CO)	1%
8	La Plata Electric Association (CO)	1%
9	Holy Cross Energy (CO)	1%
10	Kit Carson Electric Cooperative (NM)	1%

Public Power Cumulative %

1	Roseville Electric (CA)	3%
2	City of Palo Alto Utilities (CA)	2%
3	Sacramento Municipal Utility District (CA)	1%
4	City of Banning (CA)	1%
5	Salt River Project (AZ)	1%
6	Pasadena Water and Power (CA)	1%
7	Riverside Public Utilities (CA)	1%
8	Los Angeles Department of Water and Power (CA)	1%
9	Austin Energy (TX)	1%
10	City of Lewes (DE)	1%



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W = Watt-ac