

# Can solar energy storage really make money





## Overview

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What is a battery energy storage project?

A battery energy storage project is a system that serves a variety of purposes for utilities and other consumers of electricity, including backup power, frequency regulation, and balancing electricity supply with demand.

Should a storage project be paired with a solar or wind power project?

Pairing a storage project with a solar or wind power generation project can be beneficial. It allows projects to charge the storage system rather than deliver power to the grid when market prices for electricity are low (or negative) or when electricity would otherwise be curtailed.

How do solar and wind projects generate revenue?

In many locations, owners of batteries co-located with solar or wind projects derive revenue under multiple contracts and generate multiple layers of revenue or “value stack.” Developers then seek financing based on anticipated cash flows from all or a portion of the components of this value stack.

Can energy storage projects sell ancillary services?

In many regions, energy storage projects may be able to sell “ancillary services” in addition to energy or capacity either to transmission owners or to regional grid operators. For example, Swinerton’s Mira Loma, California, energy storage project.



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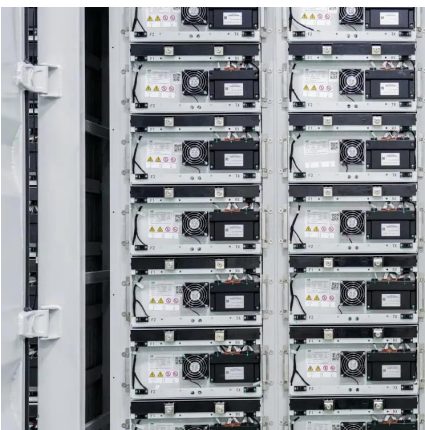


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Fixed Price Contracts  
Variable Revenue Sources  
Hybrid Revenue Models  
Co-located solar and storage projects usually feature a mix of the fixed and variable revenue sources described above, which continue to evolve as there are changes in regional energy regulations and markets. Fixed-price contracts allow a project to generate a relatively predictable and stable amount of revenue, subject to the project meeting techn See more on solarpowerworldonline

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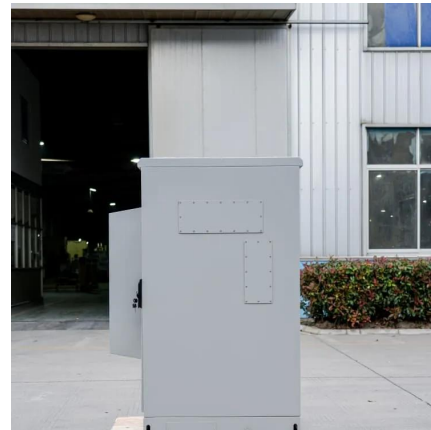
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