

Business & Technology Update



Thursday, February 25, 2021 | [coop.com](#) | [BTS Portfolio](#) | [Contact](#) | [Archive](#) |

Business and Technology Strategies Team at 2021 NRECA PowerXchange and TechAdvantage - March 2 & 3

NRECA's PowerXchange and TechAdvantage Experience continues next week with a wide range of topics to help cooperatives address the opportunities and challenges of today's industry. Our Business and Technology Strategies team will be participating in several sessions. Join us for discussions on the future grid, advancing technologies, managing risk, safety, cybersecurity, and much more:

- [Sessions with BTS Team](#)
- [Full Conference Schedule](#)
- [Full NRECA Booth Schedule](#)
- [Details and Registration](#)
- Contact on Program Details: [Mary Ackleson](#)

Success Strategies for Beneficial Electrification

Beneficial electrification offers multiple benefits to consumer-members and their cooperatives. However, it is still an emerging idea in many areas of the country. The following are two new resources on how to communicate and implement successful programs:

Communication Strategies

Reaching consumer-members with programs that meet their needs and messaging that appeals to their interests are key ingredients in achieving widespread adoption of beneficial electrification. To develop greater understanding and participation by their consumer-members, co-ops, NRECA and Touchstone Energy are refining their strategies and improving marketing and engagement practices. This article discusses strategies and tools for talking about this topic with energy consumers.

- [Report](#)
- Contacts: [Keith Dennis](#), [Anne Prince](#) and [Mary Ann Cristiano](#)

Co-op Case Studies

This new report summarizes the experiences of six electric cooperatives that have developed beneficial electrification programs. Insights from these electric cooperatives' bellwether experiences in this emerging business area are relevant to the entire electric industry and help to chart a roadmap to the future.

- **Report**
- Contact: [Keith Dennis](#)

Using DER Valuation to Demonstrate Solar Project Benefits

The **Achieving Cooperative Community Equitable Solar Sources (ACCESS)** project, the flagship project of NRECA's initiative **Advancing Energy Access for All**, aims to improve the affordability, performance, and value of solar technologies on the grid. While DER offer a multitude of benefits to co-ops and their members, the accurate valuation of such assets is often difficult due to inherent complexities and unknowns associated with the valuation process. The Pacific Northwest National Laboratory (PNNL) worked with NRECA and a selection of the co-ops to provide clarity around potential benefit streams for solar projects and the process for accurate DER valuation. This report is the output from that effort and is intended to provide a guide for cooperatives considering similar solar projects.

- **Report**
- Contact: [Adaora Ifebigb](#)

Smart Inverters as a Grid Asset for the Future

Due to the recent rapid growth of inverter-based distributed energy resources (DER), the DER interconnection standard (IEEE 1547) has been updated and the related IEEE 1547-2018 and test standard IEEE 1547.1-2020 have been released. As they start to become mandated, utilities might be required to perform some advanced functions and services, and DER operators might need to adopt alternative settings for smart inverters to perform these functions. To guide cooperatives on how to determine the alternative smart inverter settings to comply with the standard and to achieve the benefits of the grid services, NRECA is working with cooperatives to conduct field tests. This article reviews the project and implementation of the first field test with Central Electric Power Cooperative and Black River Electric Cooperative.

- **Article**
- Contacts: [Fathalla Eldali](#) and [Robert Harris](#)

Latest Co-op Facts and Figures

NRECA recently updated our annual Co-ops Fact Sheet and Co-op Fuel Mix Analysis. These resources share the latest national numbers about co-op members, assets, sales and miles of line; as well as how the retail fuel mix has changed over recent years. In addition, hear a concise report on economic trends and their implications for the year ahead in our recent webinar in which Joseph Goodenbery, NRECA Lead Economist, and Mark Santero, President & CEO of the Homestead Funds, discuss economic indicators, such as GDP and unemployment, and the shape of the recovery.

- **Electric Co-op Fact Sheet**
 - Contact: [Madelyn Roche](#)
- **Co-op Fuel Mix Advisory**
 - Contacts: [Michael Leitman](#) and [Lauren Khair](#)

- **Webinar: 2021 Co-op Economic Outlook – Now On Demand**
 - Contacts: [Joe Goodenbery](#) and [Robbin Christianson](#)

2021 National Compensation System: Pre-Order by March 15

The National Compensation System (NCS) provides comprehensive salary information compiled from NRECA member systems across the country. Accessible anywhere via your secure Cooperative.com login, it allows users to customize their data search and export individual reports into a variety of formats. Place your pre-order by March 15 to access the NCS at the discounted price.

- **Website**
- Contact: [Ginny Beauchemin](#)

Run On Less Demonstration for Electric Freight Vehicles

The trucking industry is beginning its move to an electric future. NRECA has signed on as a sponsor of the *Run On Less – Electric* (RoL – E) project by the North American Council for Freight Efficiency (NACFE) and Rocky Mountain Institute (RMI), an electric freight truck technology demonstration in 2021. Leading up to and throughout the Run, NACFE will showcase electric trucks in everyday operation and the actions needed to accelerate their adoption. The actual Run will begin in September of 2021.

- **Advisory**
- Contact: [Brian Sloboda](#)

Maximizing the Value of Energy Storage

Grid-connected energy storage is essential in enabling the large-scale integration of intermittent renewable generation, which will eventually support the energy transition and achieve the greenhouse gas emissions targets. Our new *Surveillance* article series summarize the CEATI Strategic Options for Integration Emerging Technologies and Distributed Energy Interest Group (SOIG) report *Methodologies to Maximize the Value and Amount of Energy Storage: Economic and Technical Evaluation*. Our first two articles now available to members discuss various energy storage system technologies and use cases, the potential services that energy storage can provide in both regulated and unregulated markets, and CEATI's energy storage valuation tool.

- **Article Series**
- Contact: [Dan Walsh](#) and [Jan Ahlen](#)

NEETRAC Research on Oil Analysis Techniques for Power Equipment

Oil testing has been considered a critical part of the evaluation of large power transformers and other essential equipment for many years. Sampling techniques for Dissolved Gas Analysis (DGA), moisture content, ac breakdown and other oil tests have sometimes been questioned as to the effect they can have on results. NEETRAC has been working on a study to evaluate and compare methods, which may be of use to co-ops who

use oil samples to make decisions about essential equipment.

- **Advisory**
- Contact: Robert Harris

WEBINAR AND PODCAST OPPORTUNITIES

Podcasts:

- **What is the Beneficial Electrification League?**
- **How Data Is Revolutionizing the Electric Utility Industry**

Webinars - On Demand:

- **2021 Co-op Economic Outlook**
- **New Funding Available for Co-ops Serving Military Communities**
- **The Power of Partnership: Solar Webinar Series**
- **DOE Hydro - Informational Webinar**
- **Measuring Co-op Response to COVID-19: Key Take-Aways and Action Items**
- **Future Of... Volume 1: EVs, Battery Energy Storage, and Grid Analytics**
- **Future Of... Volume 2: UAS, Analytics, and Distributed Operations**
- **Aligning Compensation with Your Business Strategy**
- **Broadband as an Essential Service**
- **DOE Wind Energy Webinar**
- **RC3 Online Cybersecurity Self-Assessment Program**
- **Impacts of COVID-19 on Renewable Energy and Storage Development**
- **Impacts of Postponing or Canceling Annual Meetings and Director Elections due to COVID-19**
- **Integrated Vegetation Management (IVM)Series: Mitigating Bird Issues**
- **Series: Mitigating Bird Issues**

Resources Regarding the Impact of COVID-19 on Co-ops

NRECA has completed several analyses on the impact of COVID-19 on electric cooperatives, including economic, job sectors, safety, broadband, and other areas. Below are links:

- RE Magazine Article: **The Covid Effect: Contact Injuries**
Contact: Bud Branham

- **Measuring Co-op Response to COVID-19: Key Take-Aways and Action Items**
Contact: Mike Sassman
- **Report: Mid-Year 2020 U.S. Economic Outlook: A Focus on Rural America**
Contact: Joe Goodenbery
- **Paycheck Protection Program: Loan Forgiveness**
Contacts: Allison Hamilton and Joe Goodenbery
- **Financial Impact Report**
Contacts: Russell Tucker and Joe Goodenbery
- **Financial Impact and Pathways to Relief**
Contact: Allison Hamilton
- **At Risk Job Sectors Report**
Contact: Michael Leitman
- **Impacts on Generation and Transmission Cooperatives**
Contacts: Lauren Khair and Michael Leitman
- **How COVID-19 Is Impacting Electricity Industry Sectors**
Contacts: Lauren Khair and Michael Leitman
- **Tools to Help Manage Energy Expenses**
Contact: Brian Sloboda
- **The Criticality of Broadband**
Contact: Paul Breakman
- **Business and Technology Resources to Use Virtually**
- **NRECA COVID-19 Hub**
- **Special Edition: Business and Technology Update**

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Discover the value of NRECA membership. Learn more.

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