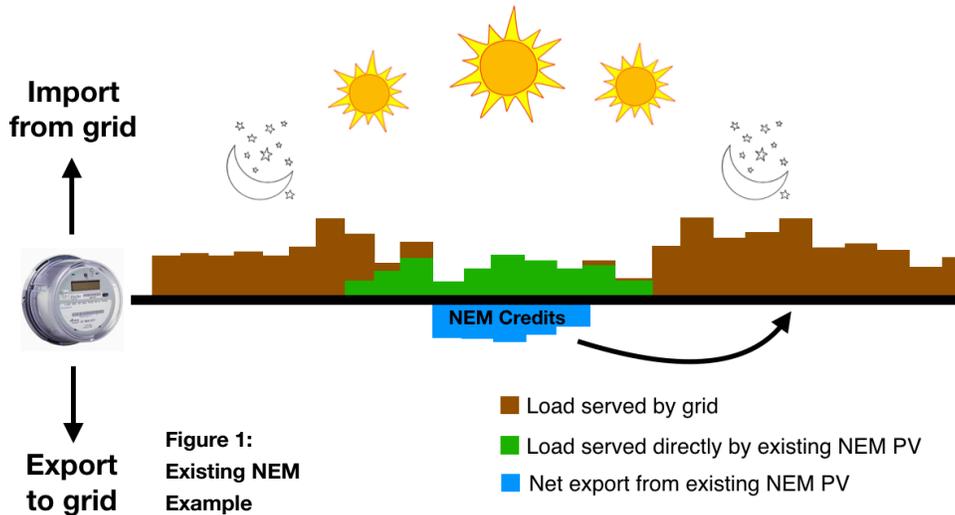




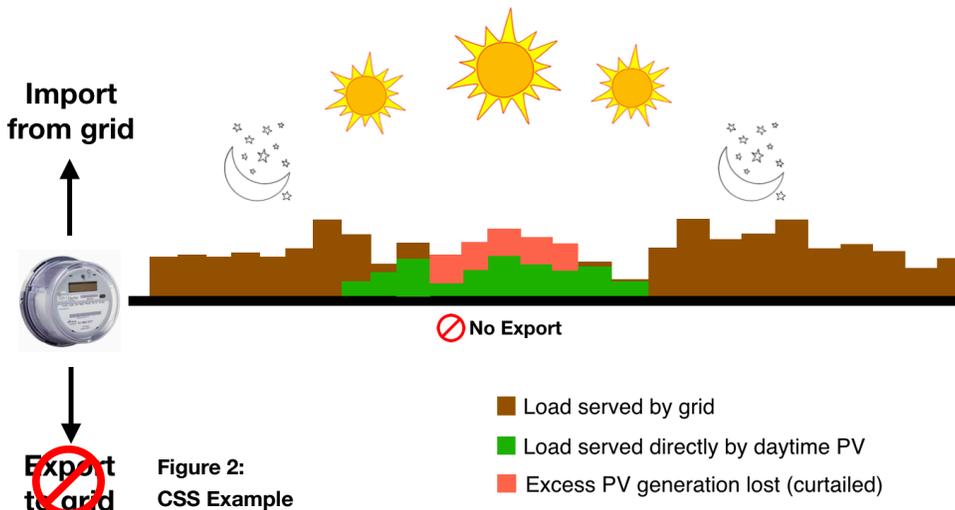
The NEM Plus Program, in Simple Terms

The NEM Plus program is an option for existing Net Energy Metering (NEM) customers who previously weren't able to make changes to their systems, without affecting their status in the program.

An existing system under the original NEM program works by offsetting daytime energy usage with solar electricity, while also allowing excess solar production to be exported back to the grid as credits against your electric bill. See Figure 1.

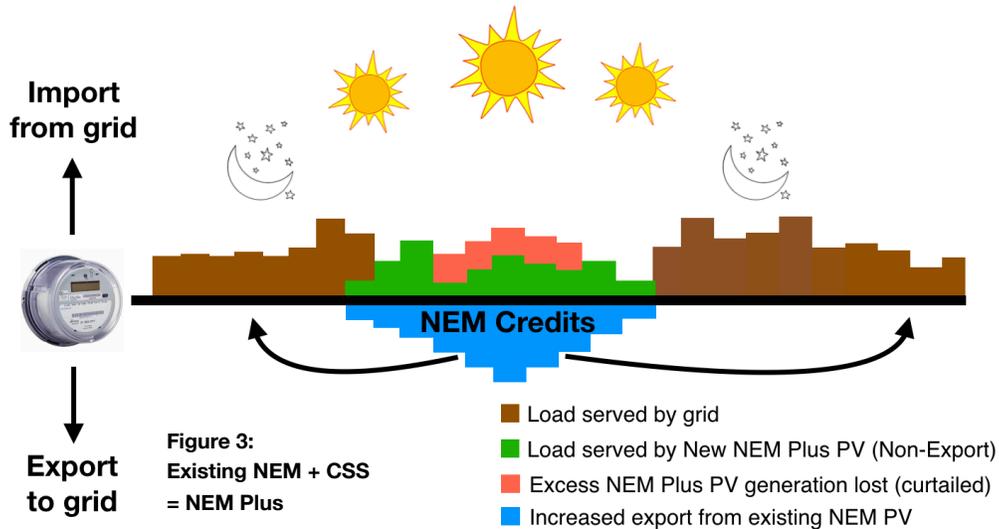


A good way to think about NEM Plus is to imagine that you do *not* have an existing PV system under the original NEM program. In this situation, NEM Plus is exactly the same as the Customer Self Supply program (CSS). All generation that is not directly used in the home or stored in batteries will be lost. You cannot export PV generation from the NEM Plus system (just like CSS). See Figure 2.

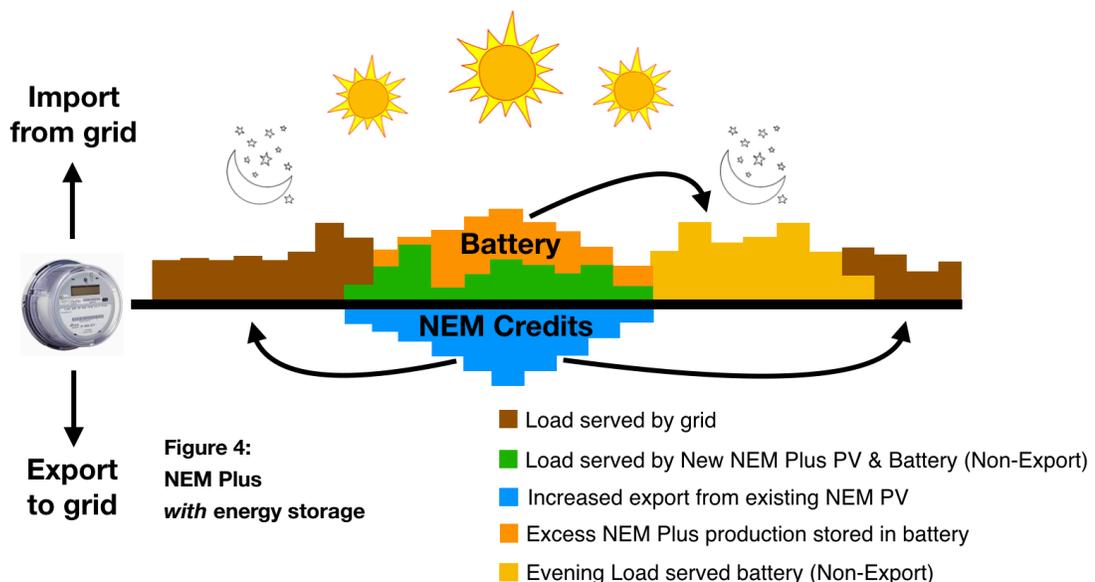


Now, add your existing NEM system back into the scenario. The new NEM Plus system will still only offset daytime energy usage, (again, just like CSS) which will allow more of the existing NEM PV generation to be exported. The new NEM Plus generation cannot be exported alongside the existing NEM generation. It can only be used to offset daytime loads or be stored. NEM Plus essentially allows you to add a CSS system to your existing NEM system, without jeopardizing your existing NEM status. See Figure 3.

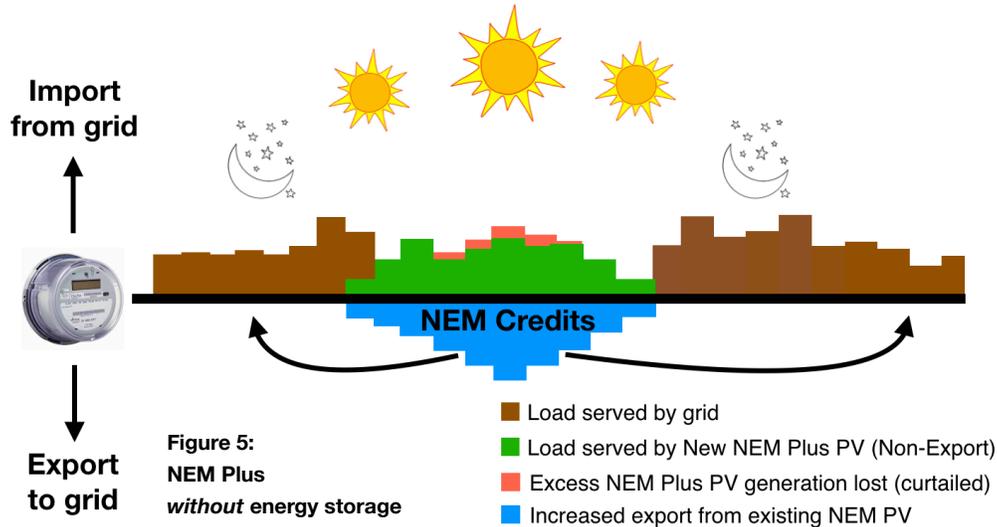
Prior to adding a NEM Plus system, your existing NEM PV generation is used to offset daytime loads, with the balance exported for credit from the Utility. With an added NEM Plus system, your daytime loads will be offset *first*, allowing more of your existing NEM PV generation to be exported for credit. This is how the additional savings are realized.



The average home in Hawaii uses only about 30% of its daily energy needs during solar production hours. During this period, the home is basically in idle mode, with only a few appliances consuming energy. This means that the other 70% of the home's energy needs are during the evening through early morning hours, when there is no solar production. If your home fits this usage profile, then you will probably need batteries to store the excess NEM Plus generation that is not being used in the home during the solar production hours. This stored energy will then be available for use in the home later in the evening. See Figure 4.



In limited situations, in which you have consistent loads during the solar day (i.e., pool pumps, air conditioning, greater occupancy, etc.) that increases your daytime energy usage above 30%, you may be able to add NEM Plus panels *without* storage. But, you will still be limited to offsetting daytime energy usage with the new panels. See Figure 5.



Be aware that solar contractors cannot simply size NEM Plus systems based on the net HECO bill as was done under the original NEM program, unless a very specific amount of energy storage is also included. Our exclusive **Right-Size Calculator™** assures that you get the best possible value.

Our Right-Size Calculator™ shows you instantly how a KumuKit™ will work for you. You won't find this tool online — it's an exclusive part of your solar analysis with a Hawaii Energy Connection PV specialist.

