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Resilience: When One Revenue Stream Falls Short

INVESTOR INSIGHTS | RISK & RESILIENCE

Not every energy storage site is a Swiss Army knife of revenue streams, and that's okay. If one anticipated revenue opportunity (like providing ancillary grid services or capacity payments) doesn't pan out at a given location, the project isn't scrapped. Instead, it pivots.

Our approach is pragmatic: BESS projects only move forward when there is a clear and viable path to generating acceptable returns, even if it's from just one dependable revenue stream, like energy arbitrage or demand charge reduction. We build with flexibility and resilience, ensuring that each site can thrive with or without every possible income source.

Battery energy storage systems aren't just versatile—they help optimize existing infrastructure, reducing the need for expensive new builds.

A great example comes from New York. Con Edison's Brooklyn-Queens Demand Management (BQDM) program deferred nearly $1 billion in traditional infrastructure upgrades by strategically deploying ~52 MW of non-wires alternatives, including battery storage. This success didn't require every possible revenue stream. It hinged on a single focused application: relieving local peak demand constraints. The takeaway for investors is clear: even one strong, site-specific lane can justify and sustain a project.

These insights validate our core investment thesis: well-structured BESS projects don’t depend on “perfect” conditions. They just need one solid lane to generate return, and we make sure they have it.