Revenue Opportunities From Battery Energy Storage Systems (BESS) In Croton

Presented to Croton's Village Board of Trustees
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BESS As An Opportunity, Not A Risk

Via its local government, a community can secure financial benefits from a BESS.

Due to recent changes in federal incentives, a “battery gold rush” has BESS developers seeking potential sites in our region.

Some property owners are now sharing in that opportunity by utilizing available sites and power lines for commercial-scale BESS.

Think of a BESS as an “*avenue to revenue*.”

BESS Come In Several Sizes

Residential

1-2fam home

< 20 kWh

(EV battery is ~50-100 kWh)

Building-scale

Commercial/ multifamily

Often <250 kWh

Community-scale ("Retail")

Local distribution grid

1-5 MW

Power-plant scale ("Bulk")

Transmission grid

5-100+ MW

All help reduce grid stress, cut GHGs, support renewable energy, and other non-financial benefits.

Croton's 3.5 MW / 15 MWhr BESS…

…has ~100 tons of lithium-iron-phosphate (LFP) batteries in four ~50-foot white steel cabinets. They are heavier/larger than the old Li-I NMC units, but LFPs have a much better fire safety record.

Each cabinet holds hundreds of batteries, each enclosed in a plastic housing. They hold enough power to run ~700 average homes for 24 hours.

Our system is charged up by the ~4.2 MW of solar panels atop the canopies. Due to changes in BESS incentives, "standalone" installations (i.e., no solar) are now instead the norm.

But Why Host Another BESS?

Think of it as a big ATM that dispenses wealth.

A BESS “arbitrages” the value of electricity by charging up when wholesale power pricing is low, and discharging when it spikes, earning a bundle off the spread. It also gets $ from grid “ancillary services” and govt. incentives.

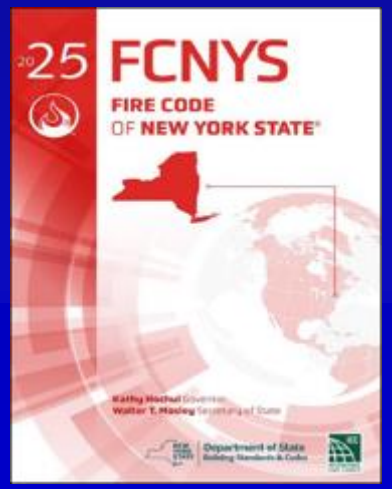
So - what might that be worth to Croton?

To rent a site, developers are paying ~$30,000 to ~$40,000 per year per MW. *A 5 MW system on Village property could boost Village annual revenue by $150,000 to $200,000 per year.*

BESS Installations Are Now Standardized

As of 1/1/2026, NY State's fire code adopted NFPA-855 specs for BESS project *design*, *installation*, etc.

Product specs are now standard in the industry and adhere to both UL codes and to NYSERDA standards.



Following those stds./specs enforces fire safety.

BESS Opportunities in Croton

The Village owns plots of land that could be reviewed as potential BESS sites, e.g., Pumphouse Road campus.

Each must be near a power line with “hosting capacity”, i.e., able to supply power to, and accept power from, a BESS. Croton has several, e.g., the one serving the train station PV/BESS.

BESS developers identify and qualify such sites. Through a competitive bid, the winner is the one who offers the highest rent to use the best site(s).

What Lindsay Wants

To pursue these competitive opportunities requires a lot of work, e.g., create lists of acceptable sites and qualified developers, write/distribute a RFI and RFP, analyze/compare/summarize bids, propose a winner, etc.

I'm asking the Village to pay a local consultant $2,000 to help me do it. In 2024, they did a great job managing the renewal of our Silver Climate Smart Community (CSC) Certification.

Based on a detailed Scope Of Work (SOW) approved by the Village Manager, we could complete the work by early fall. Doing so would expedite identifying an acceptable site and reserving the required hosting capacity before it's gone.


Thank you for your
time and attention.