



# Affordability Through Two Lenses

FEBRUARY 5, 2026

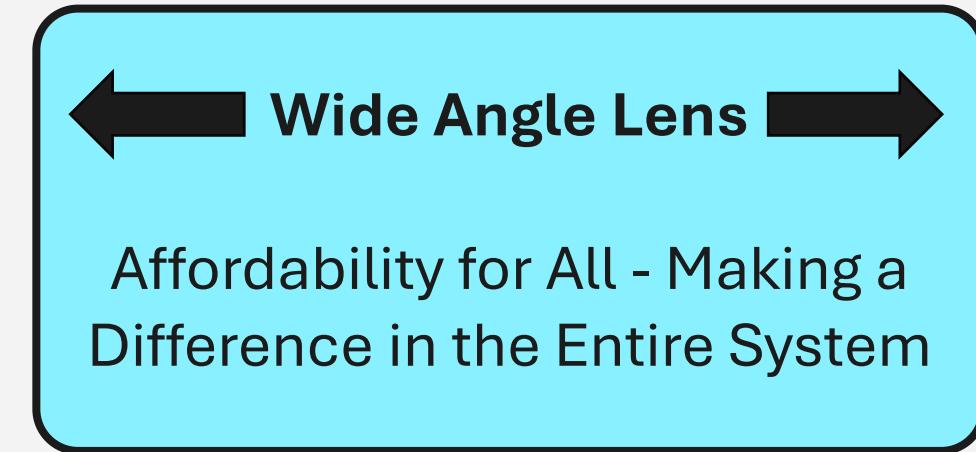
---

**Amul Sathe**

Director

**outwit** complexity™

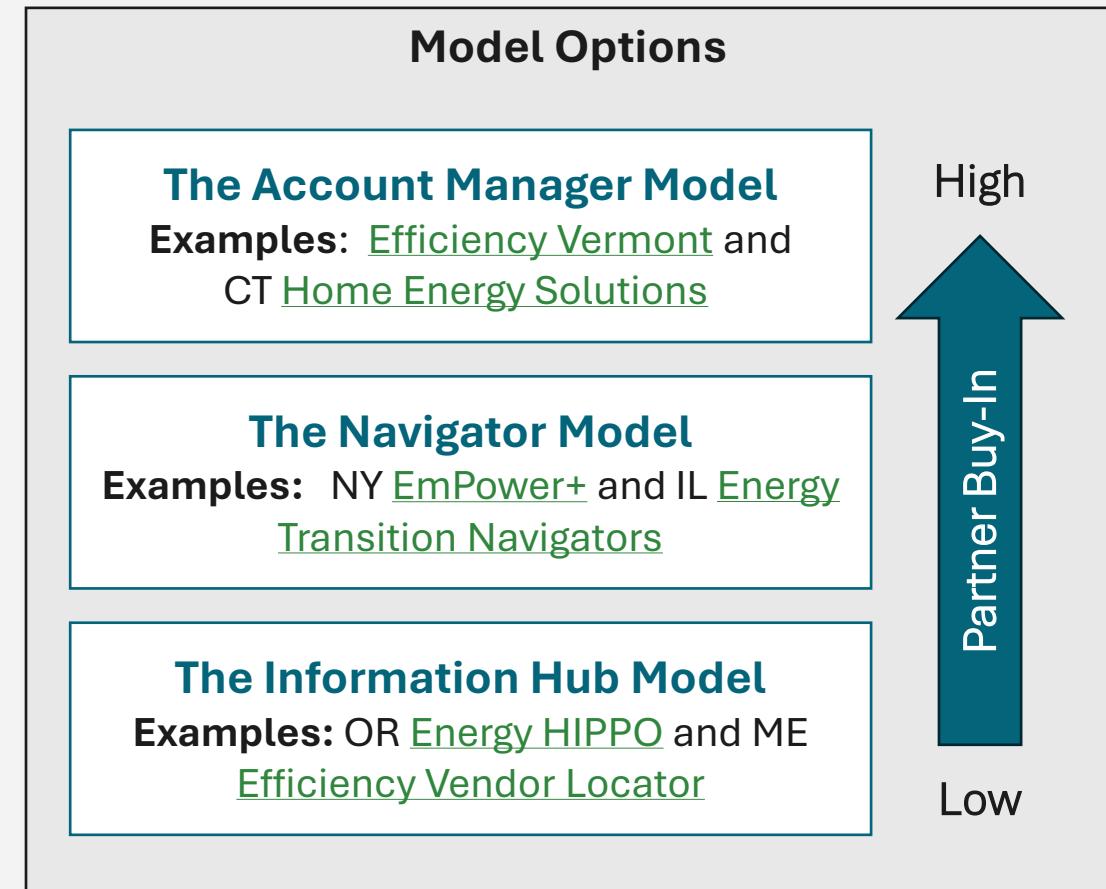
# Two Lenses to Approaching Affordability



- Customer's ask: "*What can I do to bring my energy costs down?*"
- **Solution:** Give households easy, actionable paths and information to reduce their energy bills.
- Customer's ask: "*What is my state doing to bring my costs down, without any action needed from me?*"
- **Solution:** Reduce the underlying cost of the grid itself.

# Customer Level Solutions: Single Front Door

- A well-designed one-stop shop or “single front door” can unite fragmented programs, enhance customer experience, and reduce friction.
- Successful implementations are defined by disciplined coordination through:
  - Shared eligibility rules
  - Data interoperability
  - Trained navigators
  - Performance management systems



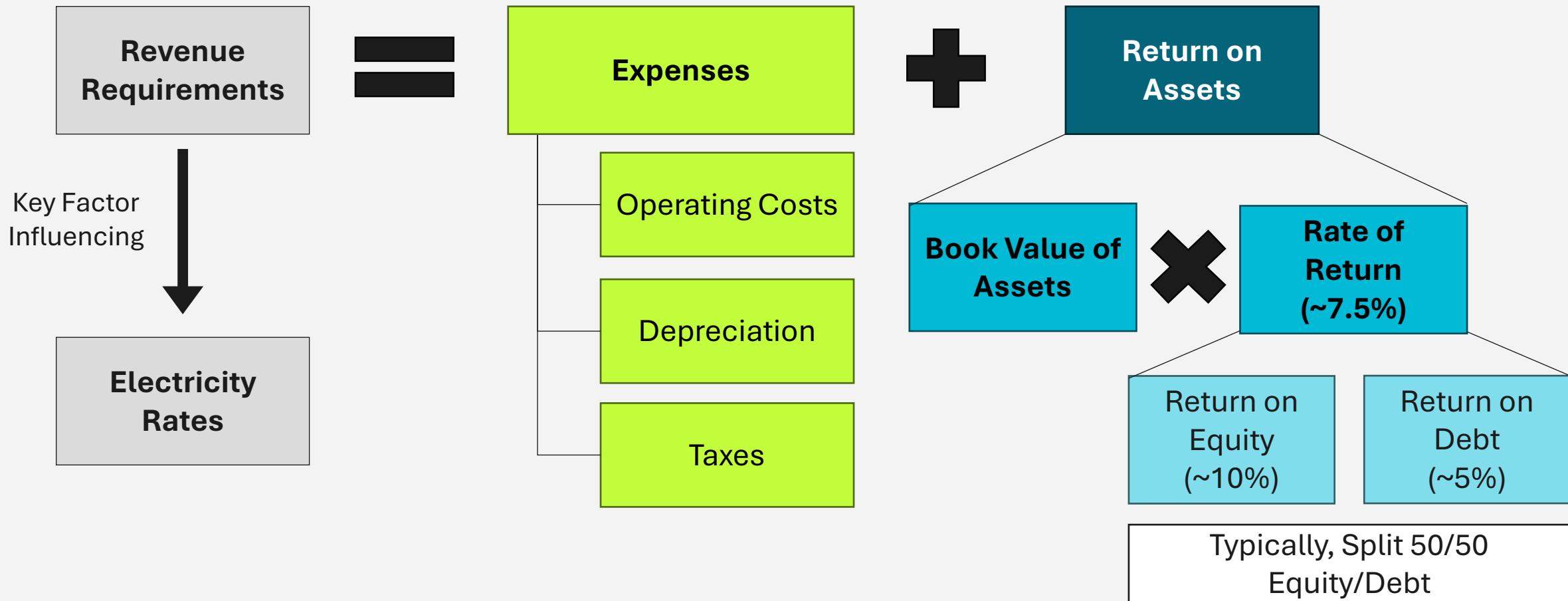
Learn more at [Guidehouse.com](#)

# Affordability for All: Transmission Financing/Ownership

- Transmission build out are a top driver of rate increases, large capital costs in the billions are expected
- Factoring in financing and return on the assets the total cost to consumers is significantly higher.
- **Constituents depend on policymakers to manage these costs.**



# Transmission Rates 101 (Simplified)

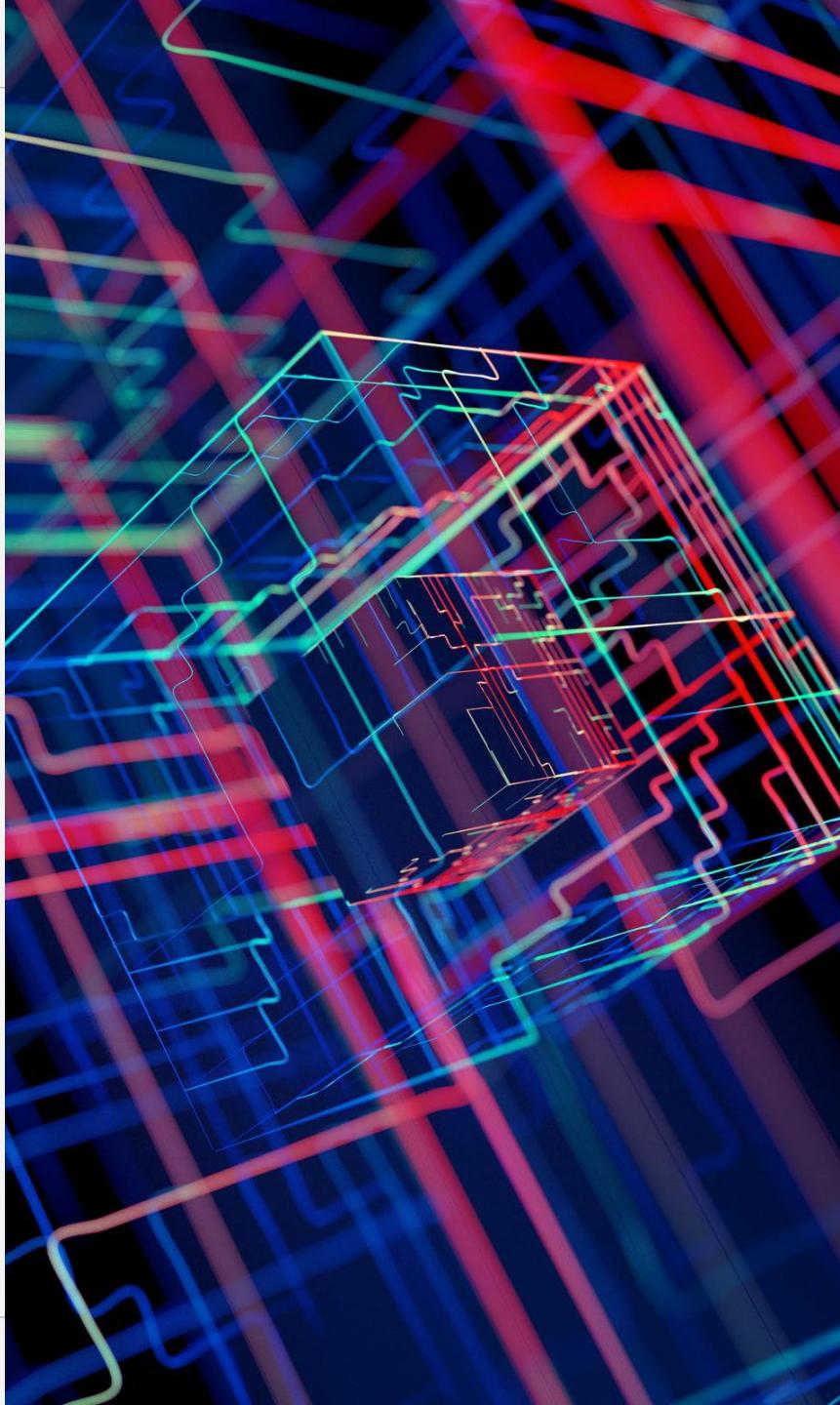


# Affordability for All: What can States Do?

What?	How?
Reduce <b>rate of return</b> through public financing and shifts in debt/equity ratio	<ul style="list-style-type: none"><li>Authorize public financing for transmission infrastructure</li><li>Consider: general obligation bonds and project revenue bonds</li><li>May need to stand up new entities with the authority to oversee state financing vehicles</li><li>Facilitate access to federal financing</li></ul>
Reduce <b>tax burden</b> through alternative ownership models	<ul style="list-style-type: none"><li>Support formation of PPPs specific to transmission</li><li>May need to pass legislation and form a new entity with the authority to support transmission PPPs (or grant authority to state energy offices)</li></ul>
<b>Reduce development timelines</b> (time is money!)	<ul style="list-style-type: none"><li>Support expediting permitting and review processes within your purview.</li><li>Institute construction schedule oversight and hold transmission owners accountable for construction delays.</li></ul>

# Affordability for All: Distribution System Utilization

- Costly expansion of distribution capacity can be mitigated through increasing grid utilization
- What can states do?
  - Understand the potential for grid flex
  - Assess current market incentives and structure
  - Engage stakeholders: customers, utilities, technology providers, aggregators, etc.
  - Establish a statewide flexibility market
- Example: NY Grid of the Future





---

# Thank You

Amul Sathe  
Director  
[Amul.sathe@guidehouse.com](mailto:Amul.sathe@guidehouse.com)

**outwit** complexity™

