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INTERVIEW: Revolve CEO discusses plans to grow grid-scale pipeline in US

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by [Reagin von Lehe](#)

[Revolve Renewable Power](#)'s CEO Steve Dalton sat down with NPM to discuss the company's growth plans in the US, as well as adding to its existing DG remit in Mexico.

The Canadian-based developer saw some early success selling a [pair of early-stage paired projects](#) in Arizona to [ENGIE North America](#) in January 2023, but now is focusing on building and operating projects starting out West.

Revolve is hoping to self-build and operate a 50 MW project in Eastern Colorado as well as an 80 MWh battery storage project in Utah – all under mid-stage development.

These are greenfield projects the team sourced itself and is working on signing connection agreements, as well as looking into commercial options for offtakers.

"There's still a bit of work to do, but we're getting toward the end of the process, hopefully at the end of this year." Dalton said.

The internal technical team for oversight of O&M is hoping to break ground in the U.S. by the end of this year, with an overall projection of about 40 MW in construction or operation this year.

"I think that's going to be the recurring theme – that's what we're striving toward." Dalton said. "We'd like to replicate that next year as well. I think we have the pipeline to be able to do it."

On the DG side, the developer now has 150 MW of portfolio projects, with the majority in Mexico.

In terms of these expansions, the Revolve team now considers the business model to be a "dual strategy," acquiring businesses and developing their own projects.

Within the U.S. branch, the developer tends to favor C&I markets with utilities, such as [Xcel Energy](#), operating under state renewable energy standards, because there's more of a clear strategy around renewable procurement.

Dalton is hoping to see 250 kW of battery development added to the portfolio by the end of this year.

"We're seeing an increase in demand for batteries from large corporations and multinationals, all the way down into small and medium-sized businesses where they're looking to become more efficient with their energy use," Dalton said.

However, the developer doesn't see EV charging as a reliable or attractive market.

Revolve also intends to enter the community solar space in California soon, where it will outsource subscription management along with their typically outsourced EPC and O&M. California negotiations are in the early stages.

Revolve is considering expansion into neighboring states of its current U.S. portfolio including Kansas, Washington and Texas, as the company intends to add at least another couple of projects in the U.S. this year.

Revolve has closed USD 1.72m [equity financing](#) this month through the public markets, although Dalton declined to share specifics.

Mexico

Revolve recently announced intentions to expand the company's [DG portfolio](#) by USD 1m following the signing of a PPA for a 450 kW rooftop solar project in Mexico on January 5.

The developer has been operating in Mexico for over 10 years with over 300MW of wind and solar projects including one of the largest operating wind farms in the country.

However, it has become difficult to develop large utility scale projects in the country over the last few years. The DG market has been growing at a "strong" rate and the long-term outlook is positive, CEO Steve Dalton said in an interview with NPM.

The customer of the rooftop project is a food processor in Central Mexico, and this project is adding to the team's Mexico DG pipeline of just under 6 MW with another 3 MW CHP project under construction.

The Toronto Stock Exchange-listed Revolve broadened its customer base since its founding in 2012 through an [RTO transaction](#) and the company now has offices in Canada and the U.S.

Revolve also has operating assets in Canada as the business development team just completed an acquisition of an operating wind project in Alberta and [hydroelectric projects in British Columbia](#).

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